

Sun UltraSparc II Transition & End-of-Life

The Path Forward for Our Customers

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Workstations and Volume Servers

Model	Announce	LOD	LSD
Ultra 5	11/13/01	2/15/02	5/17/02
Ultra 10	5/7/02	8/9/02	11/8/02
Ultra 60	4/9/02	7/12/02	10/11/02
Ultra 80	4/9/02	7/12/02	10/11/02
E220R	5/7/02	8/9/02	11/8/02
E450	5/21/02	8/23/03	11/22/02
E250	Not yet announced		
E420R	Not yet announced		

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Enterprise 3500-6500 Transition

- End-of-Life (EOL) of Enterprise 3500-6500 servers begins in March 2002
 - 1 yr after Sun Fire Midframes introduction
- Utilizing a Phased approach, to best serve our customers needs
- Key components (Boards, CPUs, Memory, etc.) available for an additional 2 yrs
- Sun Support Services available for 5 yrs beyond the last system ship date

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Enterprise 3500-6500 End-of-Life: PHASE 1

- EOL of the following:
 - All Logoless systems
 - Select Skinless systems
 - All Danish systems
 - All E4503-R & -RR1 MR Configs
 - All E4503-RR2 systems
 - All E5503 & 6503 MR Configs
 - All ISV & COD Configs
- Schedule:
 - EOL Announce - Mar 2002
 - Last Order Date - Jun 2002
 - Last Ship Date - Sep 2002
 - End of Svc Life - Sep 2007

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Enterprise 3500-6500 End-of-Life: PHASE 2

- EOL of the following:
 - E5503 & E6503 Base Systems
 - E3503-C & E3503-MR Configs
 - E4503-MR Configs
 - All Power Express Configs
 - Select Skinless Configs
 - All Building Blocks (configured & x-options)
 - Select configured options
 - Non-key x-options
- Schedule:
 - EOL Announce - Jun 2002
 - Last Order Date - Sept 2002
 - Last Ship Date - Dec 2002
 - End of Svc Life - Dec 2007

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Enterprise 3500-6500 End-of-Life: PHASE 3

- EOL of the following:
 - E3503 & E4503 Base Systems
 - E4503-R & E4503-RR1 Base Systems
 - Remaining configured options
 - Remaining non-key x-options
- Schedule:
 - EOL Announce - Oct 2002
 - Last Order Date - Jan 2003
 - Last Ship Date - Apr 2003
 - End of Svc Life - Apr 2008

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Enterprise 3500-6500 End-of-Life: PHASE 4

- EOL of Key Components:

- System Boards
 - CPU/Memory
 - I/O
 - FC-AL Disk
- CPU Modules
- Memory

- Schedule:

- EOL Announce - Oct 2004
- Last Order Date - Jan 2005
- Last Ship Date - Apr 2005
- End of Svc Life - Apr 2008

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Continuing with UltraSPARC II

Post-EOL Options for Our Customers

Upgrades to Existing Systems

- IBB:
 - Speed Up/Fill Up Program
 - Upgrade from 167/250/336/400MHz --> 464MHz
 - Promotional Allowance: 35% (Standard allowance is 20-30%)



E4500



E6500



E3500



E5500

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Continuing with UltraSPARC II

Post-EOL Options for Our Customers

Purchase of Complete Systems

- REMAN:
 - Sun is the largest seller of used Sun equipment
 - REMAN = Remanufactured to like-new equipment
 - Same new system warranty
 - Same quality as new servers
 - Systems eligible for UAP program or future upgrades
 - Inventory availability subject to change

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Continuing with UltraSPARC II

Post-EOL Options for Our Customers

Purchase of Complete Systems

- EAP: Extended Availability Program
 - Extends the life cycle of products for up to 24 months beyond Last Ship Date
 - Customers commit to and order specific quantity of products prior to Last Order Date
 - Sun Microsystems Finance warehouses the products, and ships to customer according to schedule

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Smooth Transition to UltraSPARC III

Lowering TCO

Single Architecture

- UltraSPARC II to UltraSPARC III
- Solaris 8 & 9



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Smooth Transition to UltraSPARC III

Lowering TCO

- Solaris Adoption Services
 - Solaris Readiness Evaluation Service
 - Application Guarantee
 - Application Fitness Service
 - Implementation Services
- Available through Sun Enterprise Services, Sun Professional Services



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Smooth Transition to UltraSPARC III

Lowering TCO

- IBB

- UAP+ Program:

Age of Trade-In

Trade-In Allowance Multiplier

< 1 year

2 x

1-2 years

1.5 x

> 2 years

standard allowance (UAP)

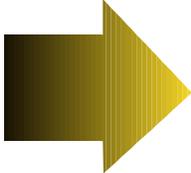
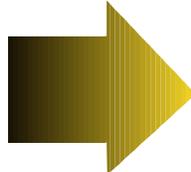
- Consolidation Program:

- UltraSPARC II --> Sun Fire 3800-6800

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Migration Path to UltraSPARC III

- E3500  V880 or Sun Fire 3800
- E4500  Sun Fire 3800 or 4800
- E5500  Sun Fire 4800
- E6500  Sun Fire 6800

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Solaris EOL Status

- Solaris 2.5.1
 - Introduced in 1996, Last shipped 9/22/00
 - End of standard support 9/22/02
 - Patches by time and materials only
 - Continued phone support
- Solaris 2.6
 - Last shipped 7/23/01, patches end 7/23/03
- Solaris 7
 - Still currently shipping
 - EOL imminent

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Solaris 9 built-in technologies

- Resource Management
- Volume Management/File System
- SunONE Application Server (12/02)
- SunONE Directory Server
- Samba Windows File Sharing
- Apache Web Server
- Secure Shell

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Solaris 9 packaging and licensing

- Free for 1 CPU systems (eg. U1, U5, U10, SB100)
 - Free web download
 - \$50 slim kit (basic OS CD/DVD + freeware CD)
 - \$95 complete kit on CD/DVD
 - StarOffice 6
 - SunONE Evaluation SW
 - Developer Studio, App server, Msg. Queue, Forte for Java
 - Oracle 9i evaluation copy
 - Gnome 1.4
- Licensing fees tiered by processor count

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Tools & Resources

- IBB:
www.sun.com/ibb/upgrades/
- REMAN:
www.sun.com/ibb/remanufactured
- Solaris Adoption:
www.sun.com/service/support/sw_only/solaris/
- Sun Microsystems Finance (EAP):
www.sun.com/leasing/

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