University of Tokyo Java Class
September 22-26, 2003
New Sun Products

Marc Hamilton

Director of Technology

Global Education and Research

Sun Microsystems, Inc

Sun microsystems

We make the net work.

Industry Leading 8-Way Server

Sun Fire V880

8-way application and database server aggressively priced with PC servers

New 1.2 GHz UltraSPARC® III CPU

64-bit architecture

8MB Level 2 Cache/CPU

9.6 GB/second system bandwidth

Mature Solaris OS

Tomorrow's Best Selling Unix Workstation

Sun Blade 1500

Ideal for component or device design, modeling and analysis

A powerful Solaris software development station

Starting at $2,995

Best price/performance in its class, up to 254% better than HP

Sun's Next Generation Workstation

Designed for todays and tomorrows 64-bit workloads

New UltraSPARC IIIi 64-bit high performance, highly integrated processor

Up to 4GB of DDR ECC memory, provides higher bandwidth and lower latencies with tightly coupled memory controllers, increasing data throughput in the system

Two independent PCI buses enables concurrent high throughput PCI Bus bandwidth plus six USB 1.1/USB 2.0 and two 1394 ports

On-board Gigabit Ethernet offers faster throughput, saves a PCI slot

Up to 2x faster than Sun Blade 150 and up to 3.4x faster than Ultra 10

From 1.5x to 6x lower priced while offering 7% to 254% better price/performance than competing workstations from IBM, HP & SGI

Customers can load larger datasets faster, reducing data access times, to work on more data, improving design to production cycles
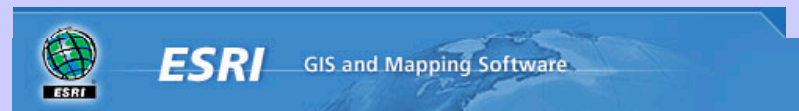
Workstation ISV Partners

MCAD

DASSAULT SYSTEMES

EDS

PTC

MCAE

FLUENT
The Right Answer in CFD

ANSYS

ABAQUS
Superior Finite Element Analysis

MSC SOFTWARE
SIMULATING REALITY

EDA

Mentor Graphics
The EDA Technology Leader

VeriSIM

cadence

SILVACO
INTERNATIONAL

GIS

ESRI   GIS and Mapping Software

Sun Fire V60x Compute Grid

NEW

Engineered, Tested, Integrated, Supported

Performance: *Latest x86 processor and Gigabit-Ethernet interconnect*

Price/Performance: *Competitively priced components & workload management software to improve resource utilization*

Density: *Up to 32 rack-optimized compute servers in a rack*

Fast and Reliable Deployment: *Factory integration and testing of hardware and software completed prior to shipping to customer*

Easy Administration: *Integrated management software to shorten software provisioning time, reduce system management cost, and improve administrator productivity*

New Lowest Priced 4-Way Server[1]

Sun Fire V440

Application Server, Database, Email and Messaging, File and Print, Compute Farm, CRM, Web Services

Lowest priced in its class[1] starting at

$9,995

up to 48% less than Dell

(1) Configuration pricing based on 2P/4GB/4 disk, competitor pricing as of 8/16/03

Sun Fire V440 4-way Server

Two to four UltraSPARC$^{(TM)}$ IIIi Processors

- 1.062 GHz or 1.280 Ghz with 1MB On-Chip L2-cache

- On-Chip 64KB data and 32KB instruction cache

Up to 16 GB main memory

J-Bus System bus clocked at 183MHz, peak bandwidth 2.3 GB/sec

Up to four hot-plug Ultra320SCSI 36GB or 73GB 10K rpm disk drives

Six 64-bit PCI slots, 3 x 33/66 MHz, 3 x 33 Mhz

Sun Advanced Lights Out Manager (ALOM)

System Configuration Card (SCC)

External ports : 2 Ethernet 10/100/1000Base-T, 1 serial, 1 Ultra320 SCSI, 4 USB, 10Base-T Ethernet and RJ45 Serial for ALOM management

DVD-ROM drive

1+1 Redundant hot plug power supplies

Integrated Workgroup Platform

For Workgroups of 20-200+

Sun Fire V250

ERP, Security, Email, Web server, Application development Small database server

Starting at
$2,995

Lowest TCA, Most integrated Tower server in its class

...t of Acquisition (TCA) includes both H/W and S/W

Sun Fire V250 Office Essentials

Sun Customer

Sun = $2995
HP = $21,832

Ready-to-Go Solutions:

- Collaboration
- File and Print
- Firewall
- Instant Messaging
- Directory Server
- Application Server
- Word Processing
- Spreadsheets
- Slide creation

Sun Ray Building Blocks

2 to 1 TCO advantage from Sun ONE communications over IBM/Microsoft*

*Source: . SunONE Communications refers to Messaging and Collaboration S/W.

Affordable Office Essential Platform

Dell 2600
$3,097

IBM x235
$3,497

HP ML370 G3
$3,184

Sun Fire V250
$2,995

512 MB Memory	512 MB Memory
1 x 36 GB SCSI HDD	1 x 36 GB SCSI HDD
64-Bit UltraSPARC IIIi	32-Bit Xeon
4 USB ports	2-3 USB ports

Competitive web Pricing as of 8/27 includes MS Windows 2003 O/S, IBM CPU is at 2.67GHz. Dell and HP are at 2.8GHz

Sun Fire V250 – Affordable Office Essentials

Sun Fire V250

System - $2,995
1x64-Bit CPU, 512MB RAM, 1x36 GB HDD

OS License - $0
Solaris 8/9

Office Essentials - $0
SunONE Communications (200 users - $0*)
StarOffice 6.0b2 (25 user licenses) ($0)

Sun Office Essentials: TOTAL - $2,995

HP ML370 G3

System - $3,184
1x32-Bit CPU, 512MB RAM, 1x36 GB HDD

O/S License - $799
MS Windows 2003 server (with 5 licenses)

Office Software - $17,849
MS Exchange Server (200 users - $14,099)
MS Office Pro XP(25 users) ($3,750)

Competitive Offering: TOTAL - $21,832

*Sun Fire V250 comes with pre-loaded SunONE Communications software licensing for 1 yerar and 200 users. This includes SunONE Messaging Server 5.2,
 SunONE Calendar Server 5.1.1, and SunONE Instant Messaging 6.0.
HP ML370 G3 pricing with 2.8GHz CPU. On hp.com, August 28, 2003. Microsoft product pricing found on microsoft.com on August 28, 2003.

Java Desktop System

GNOME
Mozilla
Evolution
StarOffice
GAIM
Java
JavaCard
~~Sun's Mad~~
Hatter

Single price for the full software system RTU - $60 per employee

Fully integrated software system in a single package

Sun Java Desktop

Simplicity

Fully integrated software system in a single package
Familiar desktop look and feel, StarOffice 7*, full-featured e-mail, calendar and collaboration solution, web browser, Java, instant messaging, project management, Real, Acrobat and more...

Reduced Complexity Faster time to services
Secure, centralized test and install, short learning curve (45 min vs. 44 min for Windows XP, integrates with Notes, Exchanges, and other enterprise applications.

Predictability

Delivered on a regular quarterly release cycle
Regluar releases with easily understood naming and versioning
Less vunerable to virus attacks

Reduced Complexity Improved Service levels
No point product qualifications, all based on open source, designed as a system

Affordability

One single price for the full software system RTU
$60 per employee.

Reduced Cost
75% less than Microsoft Office and Windows and Office upgrade, 20-30% lower administration costs, 50% less hardware cost, 80% lower software license fees. -- TCO Study 150 users/admin; 60-day migration from Windows – Ernie Ball Inc.

* New Version

14

Sun Ray Building Blocks

Combines the Sun Fire V210 or V250 Server with Sun Ray Ultra-thin Clients

Complete Workgroup or Enterprise Desktop solution for less than $750 or $15 /seat/month (US List)

Don't let PC management, patches, and upgrades dictate your IT Budget

N1: Delivering to Plan

Released New Products:
- N1 Provisioning Server 3.0 Blades Edition
- N1 Data Platform

Deployed to New Customers:
- 8 full-scale pilots
- 40 total N1 customers

Delivered New Services:
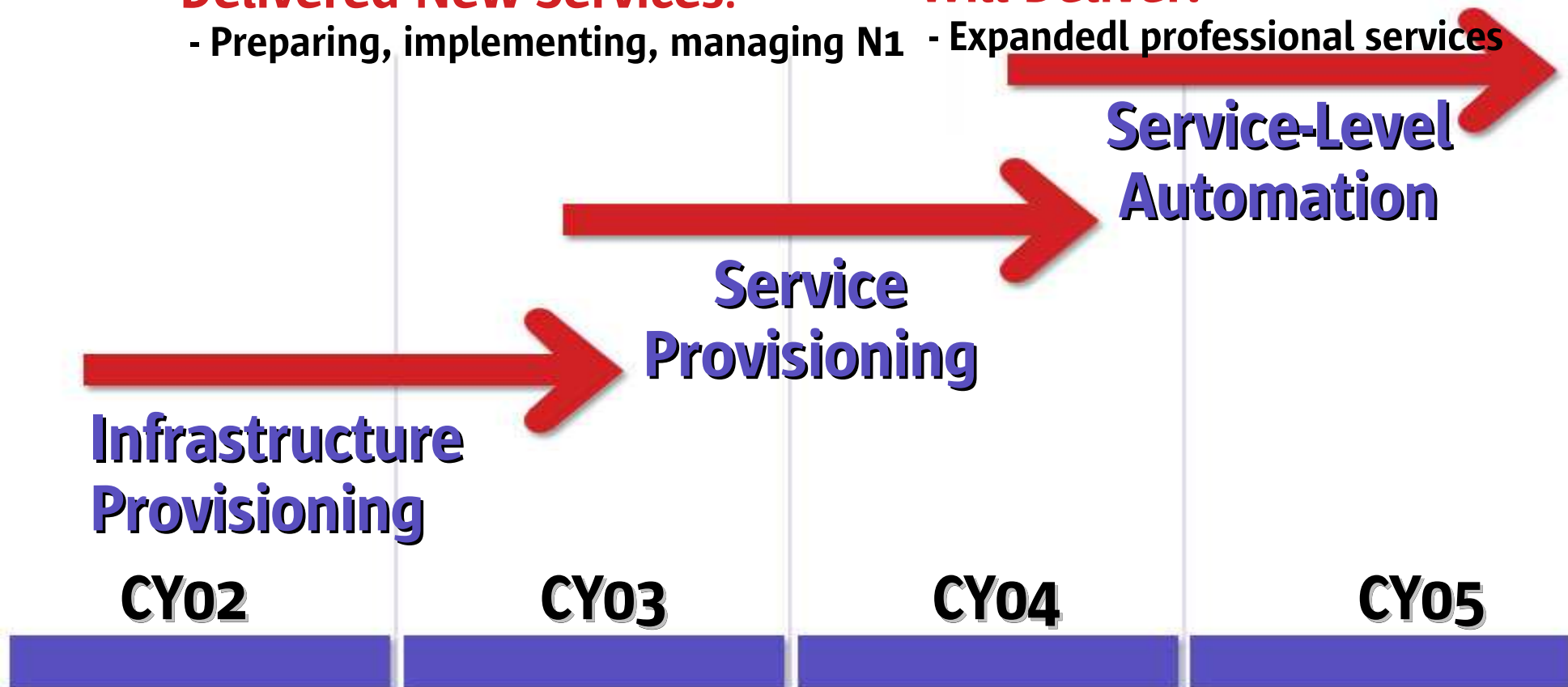- Preparing, implementing, managing N1

Will Ship:
- Next generation N1 Provisioning Server
- Integrated product suite

Will Deploy:
- Expanded pilot programs
- To many more customers

Will Deliver:
- Expandedl professional services

Service-Level Automation

Service Provisioning

Infrastructure Provisioning

CY02   CY03   CY04   CY05

Third N1 Related Acquisition

CenterRun
- Redwood City, California
- 32 employees

CenterRun 4.0
- One Touch application deployment

Customer Value
- Accelerate deployment
- Reduce costs
- Increase availability

One Touch

Deploy

N1 In Use: Providing Real Customer Value Today

Sun Pilot: Training Classes

Class Deployment time down 30%
Time to add resources down 65%

VeriSign

$10.2M saving over 3 years
Payback within 6 months

Cingular Wireless

Service provisioning down from 1 week to one day

Resource addition time down by 2/3

Cost savings in 8 figures

Deployment time down 85%