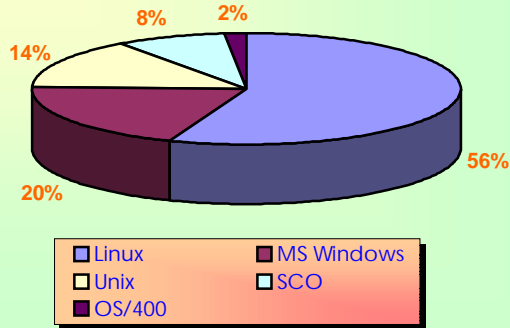


Linux in the SMB Market (1)

Main OS at Linux sites



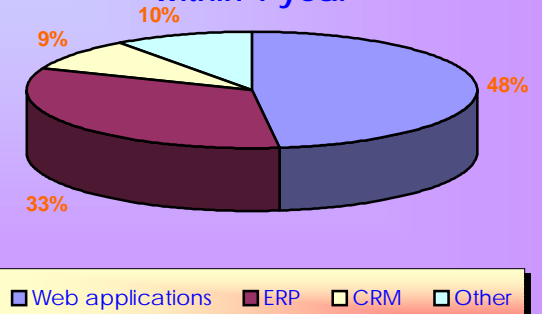
At some interviewed companies, Linux is still used as mail or webserver platform, but more and more (56%) it is used to support ERP and/or Web application infrastructures. When

Today, 11% of the total Benelux market use Linux. For smaller companies (SMB < 200 employees), this percentage falls to 7%.

Mainly the higher segment of this part of the market have the internal knowledge to implement and develop on Linux. The main operating system (OS) used by the SMB's (Small and Mid-sized Businesses) is of course Linux. The Novell and Microsoft networking OS have been replaced by the Linux alternative.

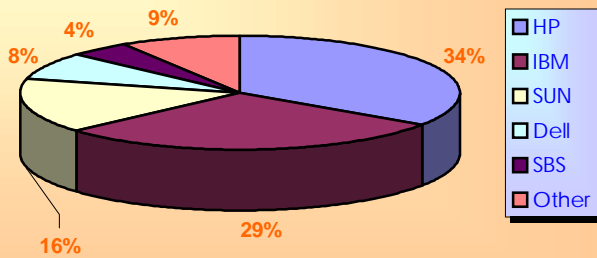
we look at the diagram with the hardware vendors, HP and IBM are the market leaders with respective 34% and 29% market share, followed by Dell (16%). 12% of the respondents (n=320) are looking for new

Planned investments within 1 year

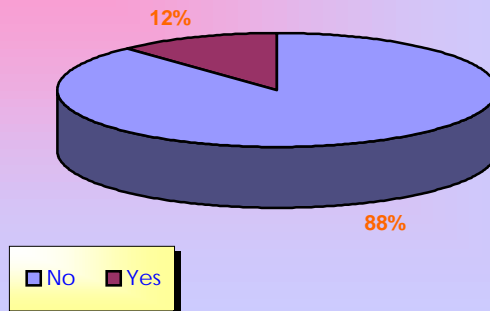


applications and among them, thanks to the argumentation developed by Markethic, 30% are open to discuss their current IT and further developments with a new or at least a second partner.

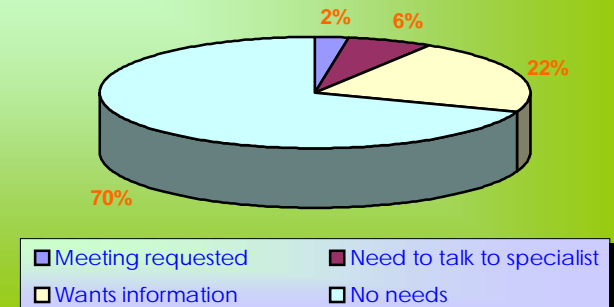
Main Servers at Linux sites



Looking for new applications



Open to discuss current IT with a new or 2nd partner



WHITE PAPER

« even in silent waters, ...
we make Your customer bite »