

Novell and Lumen Software Sign Contract on Lumenation Hyper-Portal; Deploy Go-To-Market Strategy

KANSAS CITY, MO – July 5 (SEND2PRESS NEWSWIRE) – Novell(R) and Lumen Software (www.LumenSoftware.com) are partnering to expand market penetration of the Lumenation Hyper-Portal, associated modules and Rapid Application Development (RAD) tools through Novell Partners world wide. Novell and Lumen are working with Channel Partners to meet the ever growing demand for Web Service Based Computing.



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Photo Caption: Novell and Lumen Software are partnering to expand market penetration of the Lumenation Hyper-Portal

“We are very excited to team with Novell to bring this break through Hyper-Portal technology to a global market,” commented Ted Lymer, CMO of Lumen Software. Lymer further stated, “The PartnerNet Program Novell has in place is exactly what we need because it allows us to leverage Novell’s global infrastructure and global reach – in turn, we can commit more resources to providing cutting edge advancements in the Portal and Web services development space.”

Stu Nelson, President of Metrix BPM, a Novell Platinum Partner, agreed with Lumen’s and Novell’s go-to-market strategy, “This will sell,” commented

Nelson. "My customers need an affordable alternative to leverage web based technology to bring their existing applications into one system, as well as the ability to access new modules and web-enable their existing legacy data." Nelson further commented, "From a Novell Partner perspective, it provides my company with products that will bring real solutions and allow Metrix BPM to provide value added services that our customers need."

Tad Gordon, CEO of Lumen Software commented, "We analyzed several potential Partners before identifying Novell as the ideal match for our company. It takes the right combination of complimentary technology, inside sales and Channel Partner directed initiatives, and most importantly, a shared vision for where the market is going to have a successful partnership." Gordon went on to say, "When taking on an initiative of this magnitude, the degree by which you achieve success is directly related to the degree by which each partner can leverage their strength to collectively bring to market a superior offering that ultimately benefits the customer."

"There is little doubt that for organizations to stay competitive in today's global market, secure web services computing is going to play a major role in significantly reducing the overall TCO of doing business. The Lumenation Hyper-Portal delivers to any size organization a ready to use solution, which requires NO development, delivers thin functionality-requiring no download on the desktop, plus provides a long term solution," commented Don Keeler, CTO of Lumen Software.

Lymer further commented from the company's headquarters in Kansas City. "Recent statistics indicate numbers as high as 3 out of 4 businesses are looking to deploy web services based computing this year. This creates a tremendous opportunity for companies of all sizes to participate in this rapidly growing market. The Novell / Lumen partnership empowers organizations to capitalize on Novell's world-class directory-based, identity-driven provisioning solutions with Lumen's ERP Environment/ Framework and rapid application development suite-all running on SUSE LINUX Enterprise Server 9." Lymer concluded by saying, "Together, Lumen and Novell are positioned to quickly become a dominant force in the industry, empowering Channel Partners and Novell ISV's to access a clear path to market penetration in the web services space."

About Lumen Software

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Lumen Software(tm) is redefining how users utilize computing by capitalizing on over 25 years of experience in software development and integration to empower clients with "thin computing." Lumen products do not require any software to be downloaded on a workstation allowing users to access files and applications from the Internet or Intranet utilizing a "virtual desktop" environment. One Click, One World... Anytime, Anywhere.

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For more information, visit: www.LumenSoftware.com

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