

Electronics companies infuse operations with cost-efficiency using IBM and Linux solutions.



Business models challenged

From semiconductor and component suppliers to contract electronics manufacturers (CEMs) and original equipment manufacturers (OEMs), companies in the electronics industry are finding their business models challenged at every turn. To provide customers with the most competitive price, they must reduce costs down the supply chain.

To this end, electronics companies are realizing the cost-efficiencies and technological advantages of leveraging open-source systems. Increasingly, their search for an industry-standard, reliable, cost-effective platform winds down at Linux®.

Electronics companies shine the spotlight on Linux

Linux is powering a revolution in electronics industry computing environments by:

- *Reducing total cost of ownership (TCO). By consolidating e-business workloads from multiple distributed servers onto an IBM @server system running Linux, companies can reduce TCO through lower capital and administrative costs.*
- *Enabling broader and more cost-effective deployment of mission-critical engineering and manufacturing applications.*

Complex, computing-intensive electronic manufacturing processes and electronic design automation (EDA) tools traditionally ran on expensive proprietary platforms. Now, they're being run on clusters of low-cost Linux servers, making them easier to cost-justify and accelerating the competitive benefits for electronics companies.

Why Linux?

- *Reliable high performance — offers better uptime performance than Microsoft® Windows® platforms, according to the Standish Research Group¹*
- *Cost effective — requires no licensing fees, making it free or very low priced*
- *Flexible — provides complete portability, running on multiple platforms*
- *Built for growth — sets records for cluster computing scalability.*

Dupont Photomasks cuts costs with Linux

Based in Round Rock, Texas, DuPont Photomasks is a microimaging company that has leveraged Red Hat Linux and 10 IBM @server xSeries™ servers to reduce by 50 percent the processing time for its computer-aided transcription software (CATS). The company is archiving photomask designs faster, enjoying lower development costs and faster development cycles.



STMicroelectronics raises performance levels with Linux

STMicroelectronics (STMicro) is a French-Italian independent semiconductor company, which for its design centers in Milano, Italy has turned to xSeries servers running Red Hat Linux to increase performance and reduce costs. STMicro is now enjoying substantially better performance of its EDA tools at a much lower price.

IBM: the fast, safe, sure way to Linux

Whether you turn to IBM for Linux-based hardware and software, a TCO study or day-to-day technical support, you'll get a solution with significant measurable benefits. IBM has optimized its technology for the Linux platform—from its WebSphere® infrastructure software to its DB2® data management software to the full line of IBM @server systems. And IBM's comprehensive line of consulting offerings, from staff training programs to Solution Partnership Centers, deliver the services you need to make your Linux deployment a success.

IBM's commitment to Linux is unparalleled in the industry. The company has established dedicated IBM Linux Technology Centers, investing more than \$1 billion and the time of over 250 consultants. It has formed strategic partnerships with key Linux distributors including SuSE, Caldera, Red Hat and Turbolinux. IT analyst firm D.H. Brown recently recognized IBM's record of achievement on the Linux platform, giving it the highest rating for industry leadership in several areas, including breadth of products, focus on applications and services, and support. In fact, IBM's contribution to Linux has surpassed that of Compaq, Dell, HP and Sun, according to the Brown report. Maybe that's why so many electronics industry companies have already deployed Linux with the help of IBM.

IBM is working with leading independent software vendors such as Cadence, SAP and PeopleSoft to migrate and develop Linux applications for the electronics industry. With so many Linux solutions available, electronics companies are driving down costs and arriving at a new level of reliable performance by choosing the IBM/Linux platform. Isn't it time you considered Linux?

To find out more about IBM offerings for the electronics industry, please visit us online at ibm.com/linux.



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¹ In a cluster environment Microsoft experiences 30 hours of downtime per year versus Linux at 14 hours, according to Standish Research Group research report, [*Is Linux Legit?*] 2001.

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