

# Red Hat says proprietary days are over

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It is the end for the proprietary platform in the enterprise, according to Red Hat Australia general manager Max McLaren as he briefed executives on Red Hat Enterprise version 4 in Canberra yesterday.

"My standard value proposition to CIOs is that, generally, our customers find Linux to be at least half the cost and at least twice the performance," he said.

IDC statistics show that last year Linux made up \$5 billion, Unix \$16 billion and Windows \$17 billion in server shipments, he said.

"Our market is currently the Unix to Linux migration, so we still have a long, long way to go before we are completely sated and have to go after any other market," he said, adding that most of his market comes from the Solaris space, "purely because Solaris is so expensive to run."

"Another key for us is that IDC predicts that the amount of people paying for Linux will increase from the current 15 percent to 40 percent in 2008," he said.

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