



SUN BROADENS AVAILABILITY OF SOLARIS OS ON AMD OPTERON AND INTEL XEON-BASED SYSTEMS WITH 15 NEW OEM PARTNERS

Offers Customer Choice and Competitive Edge in Commodity Hardware Market with Enterprise-Ready Solaris OS for x86 Systems

SANTA CLARA, Calif., May 20, 2004 - Sun Microsystems, Inc. (Nasdaq: SUNW) today announced the availability of the [Solaris Operating System \(OS\)](#) on a variety of AMD Opteron and Intel Xeon-based systems with 15 new Original Equipment Manufacturers (OEMs) for a total of 20 x86 platform partners, including ASA Computers, Continuous Computing Corporation, Electronic Business Solutions, Flight System Consulting Inc., NatureTech, Pinnacle Data Systems (AMEX:PNS), Portable One, PSSC Labs, Rave Computer Association, Inc., S-Terra Group, System Works Corporation, Think Computer Products and Tokyo Forex Financial.

The addition of new system and embedded device OEM partners - representing a range of servers, workstations, supercomputers, telecom equipment platforms, VPNs, notebook computers and other products -- helps Sun to further extend the reach of the Solaris OS while opening up new market opportunities for OEMs by providing them with an established enterprise-class OS. Sun will sponsor a Solaris x86 Partner Pavilion at the upcoming SunNetwork 2004 conference in Shanghai, PRC, June 2-3. Partners will showcase their Solaris OS solutions and attendees will have the opportunity to meet with Sun technical and sales representatives at the event.

"Following on the heels of last month's agreement with Rackable Systems, this groundswell of support from 20 OEMs is further proof of the strong momentum behind Solaris x86," said Ann Wettersten, vice president, systems software marketing, Sun Microsystems, Inc. "As we continue to push hard on growing the Independent Hardware Vendor (IHV) ecosystem for Solaris x86, we believe this will have a snowball effect in driving even more Independent Software Vendor (ISV) adoptions. Key ISVs like BEA, Sybase, and Veritas have already signed on to support their solutions on Solaris x86. With over 900 solutions from over 600 ISV partners on Solaris x86, Sun continues to expand the community for the Solaris OS, giving end customers greater flexibility and choice in their Solaris deployments."

The OEM program for the Solaris x86 is a low-risk, high ROI program since there is no cost involved for system builders to participate. OEMs are able to freely certify their systems using Sun's Hardware Compatibility Test Suite. They can also license the Solaris OS for redistribution to customers under flexible general purpose or embedded use licensing. As part of the program, Sun provides worldwide backline support, contractual support at the development coding level, as well as low-cost training and free resources. OEMs can also participate in the Sun Software Express program for Solaris OS to preview the next-generation Solaris 10 OS and enable faster time-to-market with the latest cutting-edge technologies.

Sun's Hardware Compatibility List (HCL) for Solaris x86 has doubled in size in the last six months and currently includes more than 200 supported x86 systems from both Sun and third party vendors. The Solaris OS HCL offers certification to system builders and IHVs looking to leverage the Sun brand and the growing market for Solaris x86. Customers can access the HCL at www.sun.com/bigadmin/hcl and take advantage of a full range of drivers and system configurations that have been certified on Solaris x86, as well as a growing catalog of third-party and open-source applications.

For more information about the Solaris x86 Partner Pavilion at SunNetwork 2004, Shanghai, please go to: http://www.sun.com/software/solaris/x86/oem_event.html. Sun and OEM partner staff will be available on June 2 and 3 to showcase solutions, give product demonstrations, and provide information about Sun's OEM program for the Solaris OS through both formal presentations and informal discussions with technical, sales, and marketing representatives. Sun will also have experts on site to assist with installation and help partners prepare for hardware certification. For more information about the OEM program for Solaris x86, please go to <http://www.sun.com/oem/purchasing/index.html>.

The growing Solaris x86 OEM momentum comes as the company approaches its upcoming NC04Q2 product launch in June, Sun's quarterly unveiling of new technology innovations that further improve the



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About the Solaris OS

The #1 enterprise-class UNIX OS, the Solaris Operating System for SPARC[™], x86 and AMD Opteron systems redefines the operating system as a services platform by combining traditional OS functionality with application services and identity management. The Solaris OS can deliver the security, manageability and performance that IT professionals need to help increase service levels and decrease costs and risk. Solaris x86 systems has gained rapid industry momentum over the past year, with more than 850,000 registered licenses to date and more than 900 solutions available for Solaris9 x86 through approximately 600 ISVs. Last quarter alone, the ISV adoption rate grew approximately 12 percent.

About Sun Microsystems, Inc.

Since its inception in 1982, a singular vision -- "The Network Is The Computer" -- has propelled Sun Microsystems, Inc. (Nasdaq: SUNW) to its position as a leading provider of industrial-strength hardware, software and services that make the Net work. Sun can be found in more than 100 countries and on the World Wide Web at <http://sun.com>

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Solaris x86 OEM Partner Quotes

"ASA Computers is excited about the opportunity to further develop its systems with multiple OS support by adding Solaris x86 platforms to its portfolio. We are confident the Solaris OS will prove to be as popular on the Intel platform as it has been on SPARC. ASA hopes to gain a larger server market share with this move."

Kedar Rajadnya
VP Business Development, ASA Computers

"The Solaris x86 initiative is a major step forward in enabling Continuous Computing to extend its carrier-class high availability platform solutions to a broad set of telecom equipment manufacturers who need to support multiple processor architectures on the same operating system. Because the Solaris operating system is so widely deployed and regarded, customers can have confidence that Solaris X86 platforms will have the reliability, manageability, and ease of use required for mission-critical and revenue-generating applications in wireline and wireless networks. We applaud Sun for leading this initiative."

Simon Waters
Vice President of Business Development, Continuous Computing Corporation

"EBS teamed up with Sun Microsystems so that our customers could utilize the benefits of high performance, highly reliable and secure Solaris OS on a platform of their choice. Solaris x86 plays a major role in our high performance, low cost, secure family of computing solutions. We developed hardware platforms that operate the Solaris OS using AMD Opteron-based processors, including rack mount servers and a desk top workstation, as well as Intel Pentium-based processors in a tower and laptop configuration. Our customers are extremely pleased with the option to have Solaris as their chosen OS and amazed at the versatility and processing power of Solaris-based systems. We will

continue to expand our Solaris x86 offerings in response to markets where mission-critical performance and high reliability are critical factors."

Fran Oh
CEO, Electronic Business Solutions

"Flight System Consulting has offered its clustering software 'Total Cluster' on Solaris x86 since 2001 and has seen adoption by a number of significant companies. The combination of Flight System's software with Sun's OS provides customers with a highly stable, high performance and low cost solution. For example, one of Japan's largest electric companies has used both products since 2002 in place of a legacy main frame computer for manufacturing control. Similarly, one of the largest system integration customers uses Total Cluster on Solaris x86 for their ASP service focused on film production companies. This year, we also won two significant reference customers: Tokyo Broadcasting System Inc.(TBS), a major commercial broadcasting company, and a public broadcasting organization for nationwide broadcast. In April, both customers started using 'Total Cluster' and Solaris x86 for land-based digital data broadcasting to manage consumer polls and maintain a database of customer personal profiles."

Flight System has also released the following applications on Total Cluster and Solaris x86, with plans for more applications in the future:

- QuickTime streaming server software (Released in April)
- New IP telephony solution - Plans to promote Trusted Solaris(TM) x86 with a storage security appliance by Decru Inc.

Mr. Keiichiro Katayama
President, Flight System Consulting Inc.

"The Sun Java(tm) Enterprise System and Solaris x86 are a good combination to meet the demands of entry-level computing. We are pleased to sign on to Sun's Solaris x86 OEM program. This helps us fulfill the demands in our marketplace for small- and medium-sized enterprises."

Wenson Chang
President, NatureTech

"Pinnacle Data Systems, Inc. (PDSi) offers its OEM customers in the telecommunications, medical systems, and imaging industries the opportunity to leverage their investment in the Solaris OS while taking advantage of the versatility offered by the x86 market through the delivery of application-specific platforms based on Solaris x86. This solution creates a powerful value proposition for our customer base and the end-users they serve."

Mr. Chris Winslow
Vice President, Pinnacle Data Systems, Inc.

"We chose the Solaris OS as a viable alternative for our government and other mission critical applications. Most of the corporate world, aerospace and government included, requires secure applications for their particular critical environments. That's why we are developing our Solaris x86-powered rugged notebook computer, the Portable One SR1. This will be an ideal portable workstation for computer programming, for corporations with existing Solaris OS systems, and for anyone who wants the stability and power of a Unix-based operating system. We are working with Sun's technical staff to bring this notebook to all users who require a mobile solution that can be taken anywhere."

Randy Gospich
President, Portable One

"PSSC Labs is thrilled to offer our end users Sun's Solaris OS on our computing platform. Many of our current end users are looking for an easy migration path to commodity based computing while still having the ability to utilize Sun's operating system. We will offer a wide range of custom configured servers, workstations and supercomputers with the Solaris OS."

Alex Lesser
President, PSSC Labs

"Offering Solaris x86 systems as an enterprise-class OS choice to our customers enables us to go one step further and offer hardware configuration certification. Customers will benefit from fully-integrated Sun software and management tools, as well as the solid Solaris OS product life cycle that guarantees release-to-release binary compatibility."

Tom Barton
President & CEO, Rackable Systems

"Encouraged by the continued enhancements and compatible product drivers that are being embedded into Solaris x86, we believe that Sun is positioned to significantly increase their market share both in systems and OS sales. We are a strong advocate of the Solaris OS and its advanced feature offerings, particularly the scalability and reliability features. Many loyal Sun customers have requirements for SPARC, AMD or Intel based solutions. These customers were forced to choose between developing their applications for the Solaris OS operating on a SPARC platform and developing applications for Windows operating on an x86 platform or developing their solutions with twice the effort for both platforms. This solution model required the manufacturer to purchase support for both SPARC and PC based systems. Solaris x86 offers a superior alternative for companies that want the reliability of the Solaris x86 platform. Actually, it's a win-win for all. With the recent announcement from Sun and Advanced Micro Devices (AMD), manufacturers that want a single point of contact for hardware and software can come directly to Sun and their partners for this solutions model. Both resellers and customers will benefit from this paradigm."

Doris Block-Tomlinson
Director of Channel Marketing, Rave Computer Association, Inc.

"S-Terra's IPsec based VPNs require a highly stable and robust operating system. For us, the operating system of choice was Solaris OS, which we have used since the early 1990s and was considered the most appropriate UNIX(R) candidate. The Solaris OS has an impeccable history and reputation; its stability is proven in our own practice. We chose the Solaris OS based on the performance benefits that come from the precise, traditional architecture, perfect integration of network services, and good multi-threading capabilities."

Sergei Ryabko
CEO, S-Terra Group

"System Works Corporation has decided to aggressively adopt Solaris x86 as our server OS because of its success in the server field, the abundance of supported software, and its proven reliability. Solaris x86 is the best platform that we can recommend to satisfy customer needs. We expect to see great advances with the Solaris OS in the future and to continue supporting the efforts of Sun Microsystems."

Mr. Takeshi Sawane
President, System Works Corporation

"With the success and growth of Think Computer Products' ThinkTank IQTM Series of servers, clusters and workstations, Sun's Solaris x86 platform helps us to continue to meet and exceed customer requirements with the best, high stability solutions for heterogeneous cross-platform environments."

Solaris adds genuine, reliability, optimal and logical utilization of enterprise-wide resources, extensible professional support, enhanced performance on AMD Opteron platforms, and overall lower total cost of ownership when compared to other popular OS platforms."

Bill Hojreh
President, Think Computer Products

"Tokyo Forex Financial, Inc. has adopted Solaris x86 primarily for its stability as a server OS. This is absolutely critical to providing uninterrupted service to our customers in banking, brokerage, investment management and other financial institutions."

Mr. Akhiro Ooba
System Operation Division Chief Director, Tokyo Forex Financial, Inc.

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