

## Letter to Hardware Vendors

In addition to thanking you for visiting the Aperi booth at Storage Networking World, we wanted to invite you to an Aperi Webcast we're hosting on July 11.

Join us as we celebrate our one-year anniversary with this event! As part of the Webcast we'll show a live demonstration with the latest release of the Aperi framework, as well as demonstrate what Novell is doing with Aperi and Linux. Details of the Webcast will be posted to the [Aperi homepage](#), and subscribers to the [Aperi mailing list](#) will also be sent a reminder the week before the event. *(If you don't plan to join the mailing list, please reserve July 11<sup>th</sup> 2-3pm Eastern Daylight Time and visit the Aperi homepage for call-in information.)*

As hardware vendors, many of, like us, spend a significant amount of resources maintaining some type of software to manage your hardware. Also like us, you're probably looking for a way to lower this part of your R&D budget so you can focus on what you probably consider the more important part of your business, enhancing the capabilities of your hardware.

It is a safe bet you have already thought about this before only to remind yourself that there is no way to market your hardware without including the software to manage it. Assuming that's the case, is it reasonable to expect someone else to maintain this software for you? Maybe.

During your visit to the Aperi booth, you probably heard more about Aperi's modular, open source architecture, which provides a set of standards-based software components from which vendors like you can select and include as part of your solution. If you feel that re-using some (or all) of these components within your own offerings might help your business, we encourage you to participate in the Webcast on July 11 (2-3pm Eastern Daylight Time) and get to know Aperi a little better. While the details of the Web conference are not available yet, we will be sending them out through the [Aperi mailing list](#) soon and posting them to the [Aperi homepage](#).

Again, we thank you for visiting with us at the Storage Networking World conference, and we look forward to your participation and feedback as we continue to build momentum with the Aperi project!