

# Big Blue's ISV channels remain Linux boon

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Independent software vendors (ISVs) supporting the adoption of Linux and open standards were given another boost from IBM this week as the company teamed up with Red Hat Inc. to promote adoption of the open source operating system.

The move continues an ISV trend at Big Blue, which earlier this year initiated a similar venture with commercial Linux vendor Novell Inc. The move gives IBM ISVs an in with the top two commercial Linux vendors, Red Hat and Novell.

IDC also found that the growth is representative of a shift in emerging markets, as the number of customers demanding technology based on open source and open standards continues to accelerate.

"I can tell you that every customer I have talked with in the market is implementing Linux as a key part of their strategy," Hurwitz said. "People find that it is scalable, reliable, and the market is growing to support it."

Additionally, IBM said it will also offer 29 new Linux skill-building tutorials on developerWorks, a resource program for developers.

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