

## FireScope Tech Brief: IT Management Virtualization

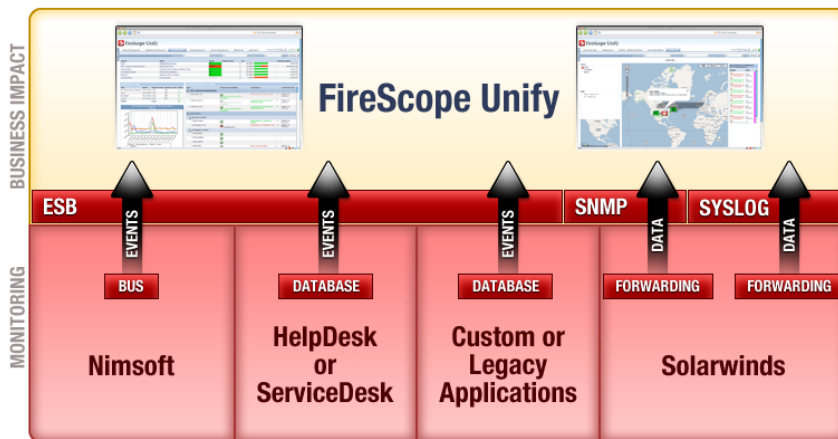
“While other vendors focused on small technical specializations, we felt that they missed the point: we are here to support the business”

- Seth Mitchell, Slumberland

The typical enterprise has at least a dozen monitoring and management solutions, such as SolarWinds, Nagios, HP, CiscoWorks and more. Efficiency across IT departments are impacted because multiple solutions have to be consulted to troubleshoot an incident, data is not shared between solutions, there is little to no consistency in any of this data, and reporting and strategic planning require massive amounts of costly manual labor.

FireScope Unify provides a top down approach and strategy to bring all this data and information together in a single interface - integrating of all of these point solutions, and enabling a single-truth of IT service performance and availability. Identification and troubleshooting of incidents can be performed faster and more effectively, reporting becomes more

accurate because all data is aggregated and correlated, and significant cost and resource savings is realized as overlapping solutions can be identified and retired. Finally, global SLA's, OLA's and policy states are within reach on a strategic, operational and tactical level. And, as new monitoring and management solutions are installed in an environment they can be quickly integrated into this management virtualization strategy.



### Key Features

- Can monitor and collect information from any networked source.
- Data collection uses open standards – XML feeds, direct database connections, web services, etc.
- Users define how they want to integrate, view and publish.
- No custom programming required. Wizards walk user through integration features.
- Generate events that span data sets from multiple vendors.
- All monitoring and management data brought into a Service-oriented view.

### Business Value

- Significant cost savings by reducing maintenance and support contracts of overlapping, under performing solutions.
- Faster, more effective incident response resulting in significantly less down time.
- Easier, more accurate reporting. No more spending weeks or months manually aggregating data.
- Easy path to integrate new and emerging technologies into IT with minimal disruption.
- IT Operations Simplicity - tame mounting complexity and vendor sprawl.

### Competitive Advantage

- “Single Vendor” approach promoted by Novell, HP, IBM and others is never fully achieved - additional vendors inevitably required.
- No requirements for additional modules/features/programming.
- Considerably less disruptive to IT Operations, from deployment to day-to-day use.
- Symbiotic with existing monitoring and management apps - not a rip and replace.
- Significantly less expensive and easier path to simplify IT Operations.