

MAIN STORY

BMC Performance Manager for Virtual Servers

The adoption of virtualization technologies is exploding with vendors offering more comprehensive virtualization solutions that extend capabilities beyond traditional hardware partitioning to logical resource virtualization at the CPU, memory, and disk levels. But this is not the time to abandon core system management principles focused on availability, performance and capacity.

IN THIS ISSUE

- * BMC Performance Manager for Virtual Servers
- * OST Awarded Elite Partner Status
- * Customer Survey Results
- * BMC Breakdown
- * Upcoming Events

Business Opportunity

As virtualization on server platforms has matured, IT organizations have been more willing to deploy virtualization technologies as a means to maximize server resources. These virtual machines present unique challenges to system administrators and operations staff, including:

- Customers need to understand availability of resources across physical servers, and how these resources map to virtual machines.
- Customers need business relevance to optimize the use of their virtual machines.
- Customers want a single management interface, not a console for each unique vendor technology.
- Customers need availability assurance as virtualized environments are being deployed to production environments.
- Vendor-supplied management tools are focused on resource management (not availability and/or application management).

The BMC Solution

BMC(R) Performance Manager for Virtual Servers provides real-time monitoring of virtualized environments, generating events when critical availability and performance thresholds are exceeded. Native intelligence in BMC Performance Manager solutions -based on strong BMC partner relationships and enterprise wide solutions - helps customers:

- Improve productivity by minimizing errors and downtime
- Improve performance and customer service by proactively managing service levels
- Reduce costs by maximizing existing resources

Key Features

BMC Performance Manager for Virtual Servers provides a wide range of features, functions, and benefits:

- Provides a single management interface
- Lets you discover all virtual machines across the enterprise
- Maps virtualized resources to physical resources
- Manages critical availability, performance, and capacity thresholds
- Provides business context to virtualized environments

OST awarded BMC Elite Partner status

OST has successfully met the BMC Software Partner Network Program license review requirements. Company joins only a handful of other Elite Partners in the world.

OST is happy to announce that it has recently achieved Elite Partner status. OST has demonstrated the commitment and capabilities required to sell, market, implement, and deliver the value of BMC solutions. The Elite Tier represents the top 10 percent of the BMC Partner community - signifying that we are "best in class" among the BMC Network. The BMC Partner Network Program has been designed to reward Elite Partners by granting deeper benefits across the board -- from education and sales to marketing.

Customers Share Thoughts on all things BMC

Results of recent customer survey available for download

OST recently conducted a survey among BMC customers. The survey asked a wide range of questions with the intent on OST gaining a better understanding of the usage trends and other critical elements associated with the use of BMC.

Please [click here](#) the entire survey result spreadsheet.

BMC BREAKDOWN

BPM for Servers vs. BPM for Virtual Servers

[Comparison of BPM for Servers vs BPM for Virtual Servers in a VMware Implementation.](#)

UPCOMING EVENTS

OST Educational Symposium: October 23, 2007 Grand Rapids, MI

BMC User World: October 29, 2007 Vancouver, Canada

WWW.OSTUSA.COM | 616.574.3500

This is an automatically-sent newsletter. If you have received this email by mistake, or wish to be removed from our mailing list, please send an email to unsubscribe@ostusa.com. Thank you.