

success story



"ProLiant servers offer excellent value for the money. The platform provides long-term investment protection because the architecture has remained consistent and solid through the years."

Eric Butler, Vice President, IT Infrastructure,
NetIQ Corporation



Providing welcome good news in the technology sector, NetIQ Corporation has garnered an impressive list of awards and industry accolades.

For starters, NetIQ was added to Intelligent Enterprise's List of 2002 Companies to Watch, ranked 36th on the 2001 DM Review 100 List, and placed 12th on Bloomberg's List of the 100 Fastest Growing Tech Companies. The secret behind this success in today's challenging economic times? Good products, good people and good partnerships.

NetIQ is the leading provider of solutions for systems management, security and Web analytics. NetIQ offers its customer base of worldwide Fortune 1000 enterprises solutions that reduce operations costs — while dramatically increasing the security, performance and availability of Windows NT- and Windows 2000-based applications, directories, servers and networks.

NetIQ helps customers ensure high availability of mission-critical applications such as Exchange and SQL Server and reduce the complexity of using products such as Microsoft Operations Manager. While many companies offer point solutions, NetIQ covers the full management life cycle of the IT infrastructure — including pre-deployment testing, infrastructure component migration, systems administration, performance and availability monitoring, security management, usage analysis and reporting.

The platform of choice for NetIQ — and the one used by two-thirds of its customers — is ProLiant servers from the new HP.

high performance, tight integration

Both a partner and customer of HP, NetIQ is standardizing on ProLiant servers for its global IT infrastructure. Over the last three years, NetIQ incorporated four smaller companies into its ranks, which resulted in an environment of disparate IT systems — so standardization was critical.

NetIQ chose ProLiant servers because of their high performance and reliability, and the tight integration between HP Insight Management tools and the NetIQ AppManager Suite. NetIQ's flagship product, AppManager Suite, is the industry's leading solution for managing, monitoring and reporting on the health, performance and availability for distributed Windows and Exchange Server environments.

In addition, NetIQ will use the ProLiant DL line of servers to expand its global IT infrastructure, including its WebTrends Live service. WebTrends Live delivers the power of real-time Web analytics — capturing every nuance of visitor behavior — in the convenience of a hosted ASP service. WebTrends Live won the “e-Commerce Product of the Year” award from Datamation Magazine’s annual Product of the Year survey in March 2002.

HP Intelligent Manageability tools such as HP Remote Insight Manager Lights-out Edition and HP Insight Manager 7 will provide virtual presence and control over the globally distributed network. HP management agents integrate seamlessly with the NetIQ AppManager Suite to ensure overall server health and availability.

“NetIQ has decided to standardize on HP servers as the core of its IT infrastructure based on HP’s proven server quality, competitive pricing and superior remote manageability features,” says Will Smith, Vice President, Global IT at NetIQ. “As our business expands, we will be increasingly relying on remote operations and management. ProLiant reliability and the Insight Management suite will be key to achieving our growth goals and ensuring the highest levels of customer satisfaction.”

value for the long haul

Eric Butler, Vice President, IT Infrastructure at NetIQ, explains why the company uses ProLiant servers for its internal operations — and why NetIQ recommends the platform to its customers. “ProLiant servers offer excellent value for the money. The platform provides long-term investment protection because the architecture has remained consistent and solid through the years.”

Butler continues, “The ProLiant DL line has been very stable over the years, so it’s been very easy to migrate up as new products come out. The form factor is ideal for the data center — small footprint systems providing powerful features and performance.”

With the massive amounts of data today’s companies need to access, storage is also a critical factor for success. Butler explains, “Our StorageWorks SAN by HP has been a great product for us. It is a very stable platform for our mission-critical data. HP worked with our systems engineers to help us design a cost-effective, scalable environment, and we now have an infrastructure in place that we can add to as our business continues to grow.”

industry

IT systems management

challenges

- standardize on one IT platform and integrate a variety of disparate systems from acquisitions
- expand global IT infrastructure, including WebTrends Live, a hosted ASP service that delivers the power of real-time Web analytics

solutions

- hp enterprise knowledge to help clarify architectural choices
- hp software for tight integration
- ProLiant systems for high availability, reliability and performance

results

- long-term investment protection — provides consistency and standardization of hardware
- lower cost of administration — reduces staff training and skill sets required
- high performance-to-value ratio — offers the best of the latest technology at an affordable price

Pam Hird, Alliance Program Marketing Manager at NetIQ, says, “In terms of manageability, HP and NetIQ work very closely together. There’s a very strong story in terms of technology integration that we are able to present to customers.”

“There is a great deal of synergy between the two companies,” says Butler. “On the server side, we are premier partners for providing solutions around Microsoft Operations Manager. From an operational perspective, we are able to tie together all the data from applications all the way down to the hardware level with HP, and use common tools rather than a number of disparate tools.”

In the future, NetIQ hopes to expand its global reach. “To do that, we need to leverage the products and expertise of our suppliers and vendors. With HP, we have both — good products and good people.”

at-a-glance

NetIQ Corporation

company profile: the leading provider of solutions for systems management, security and Web analytics; offers solutions that reduce operations costs — while dramatically increasing the security, performance and availability of Windows NT- and Windows 2000-based applications, directories, servers and networks

headquarters: San Jose, California, with development and operational personnel in Houston, Texas; Raleigh, North Carolina; Bellevue, Washington; and Portland, Oregon

founded: 1995

employees: 1,000+

URL: www.netiq.com

main products: solutions for Windows and Exchange management, performance and availability management, security management and administration, Web analytics and management, VoIP management and network testing

solution highlights:

- IT Enterprise Infrastructure: 125 ProLiant DL760, 380, 360 and ML370 servers running CRM, financial systems, Microsoft Exchange, SQL Server, file and print services, and NetIQ products and tools; an HP StorageWorks SAN (HSG80 Controllers with 2 TB of storage)
- IT Internet Infrastructure: 85 ProLiant DL760, 380 and 360 servers in the NetIQ datacenter running NetIQ/ WebTrends Web analytics applications; an HP StorageWorks SAN (HSG80 Controllers with 8 TB of storage)

additional information

For more information on how working with HP can benefit you, contact Charlie Farren at (603) 884-0016, charlie.farren@hp.com or visit: www.hp.com/solutions/showroom

www.netiq.com

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