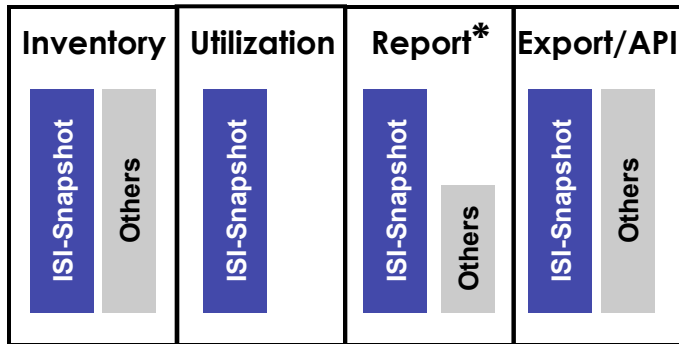


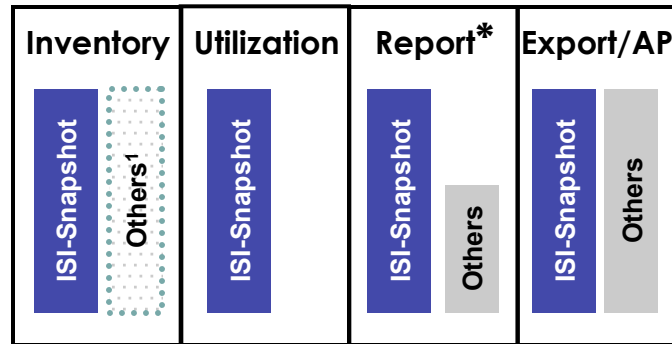
ISI-Snapshot CMDB Feature Comparison

Direct Device Data Collection Feature Comparison: ISI-Snapshot and CMDB Infrastructure Tools*

Servers & Workstations



SAN Switches



Feature Groups

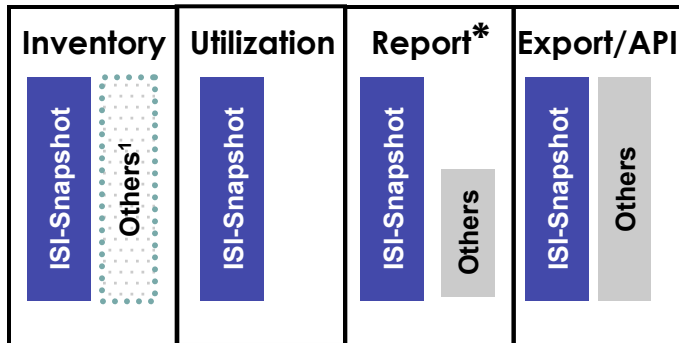
Complete **Inventory** of the platform and its configuration

The collection and reporting of **Utilization** data

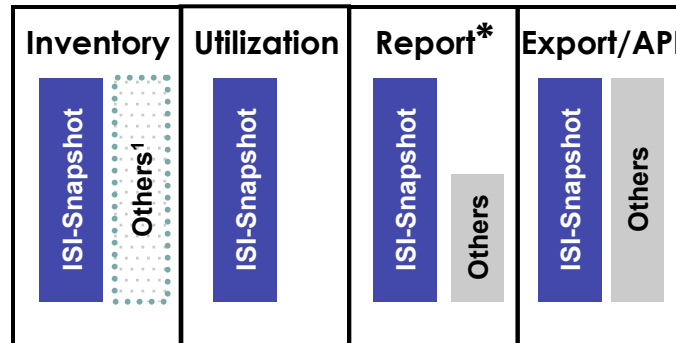
Reporting capability built into the collection data store

The ability to **Export or Integrate** with other applications or databases

Storage/File Systems



Network Switches & Routers



Notes

¹ Partial Capability: Collected from a system management tool or its database, not the storage device directly.

* CMDB Infrastructure tools include collection platforms for populating the CMDB (or CMDB like applications) with data. These are tools such as EMC SMARTS ADM (nLayers), Relicore (Symantec), IBM TADDM (Collation), BMC Atrium, HP (Mercury), CA and Tideway.

Some of these applications provide a very simple reporting interface or none at all.

Source: Internet data sources and the Forrester Wave for Application Mapping, Q1 2006 and Q4 2006 Update.

Key Advantages to using ISI-Snapshot over CMDB Infrastructure Tools

- Implementation and Deployment
 - ISI-Snapshot is deployed on a server (or laptop) or multiple servers directed to a single database.
 - ISI- Provides a fully integrated reporting tool and an open database schema
 - ISI-Snapshot has a simple installation and small footprint in the infrastructure.
 - Snapshot does not require aggregation switches to direct network traffic to it, localized collection servers for each data center or location or a professional services team to deploy and a long deployment cycle.
- Collection
 - Snapshot collects data directly from all the supported device types without the need for third party management applications.
 - Snapshot does not require the installation of other management applications to collect data from various platforms. Many CMDB collection tools require installation of and access to SRM application to support storage devices.
- Reporting
 - ISI-Snapshot has an integrated reporting and analysis client for slicing and dicing the data as well as export to spreadsheets or XML database exports.
 - Snapshot has built in reporting and analytics as well as change reporting included as part of the product at no additional cost while many of these features are available at additional cost from other vendors.
- Database
 - ISI-Snapshot provides an integrated database that allows the user to leverage preconfigured views or integrate data directly from the data store to other applications.

Architecture Comparison

- ISI-Snapshot is 100% agent-less for all functionality.
 - Other systems use agents (their own or others) for all or parts of their functionality and import from agent-based data repositories for the remaining data they support.
- ISI-Snapshot collects data on-demand and provides instantaneous, ad-hoc reporting and queries during data collection.
 - Other vendors are designed to provide real-time change tracking and reporting but necessarily require agents to provide this capability.
- ISI-Snapshot can scale to support more than 60k devices for a single Snapshot server.
 - Other vendors appliance-based applications have hard limits of around 30k devices and may require a server or appliance for each data center location.

CMDB Infrastructure Collection Platform: Configuration and Pricing

- ISI-Snapshot can collect data from a single collection site, or from distributed data collectors
- ISI-Snapshot can scale to support over 60,000 devices from a single data collector and an unlimited number of devices per data repository with multiple data collectors
- Competitive CMDB products lack scalability and in some cases require appliances or data collectors in each data center location
- Competitive products typically cost upwards of \$1 million to purchase and install to support 3000-5000 devices across multiple data center locations

Conclusions

- ISI-Snapshot can provide the same functionality a CMDB can provide without the complexity and at a much better price point.
- ISI-Snapshot is less costly to:
 - Install
 - Configure
 - Operate
 - Maintain
 - Support

than any other CMDB infrastructure tool in the market.

- ISI-Snapshot collects data directly from all supported device types; third party systems and their agents are not required.