Traditionalists vs. Upstarts - Management Platforms for eBusiness

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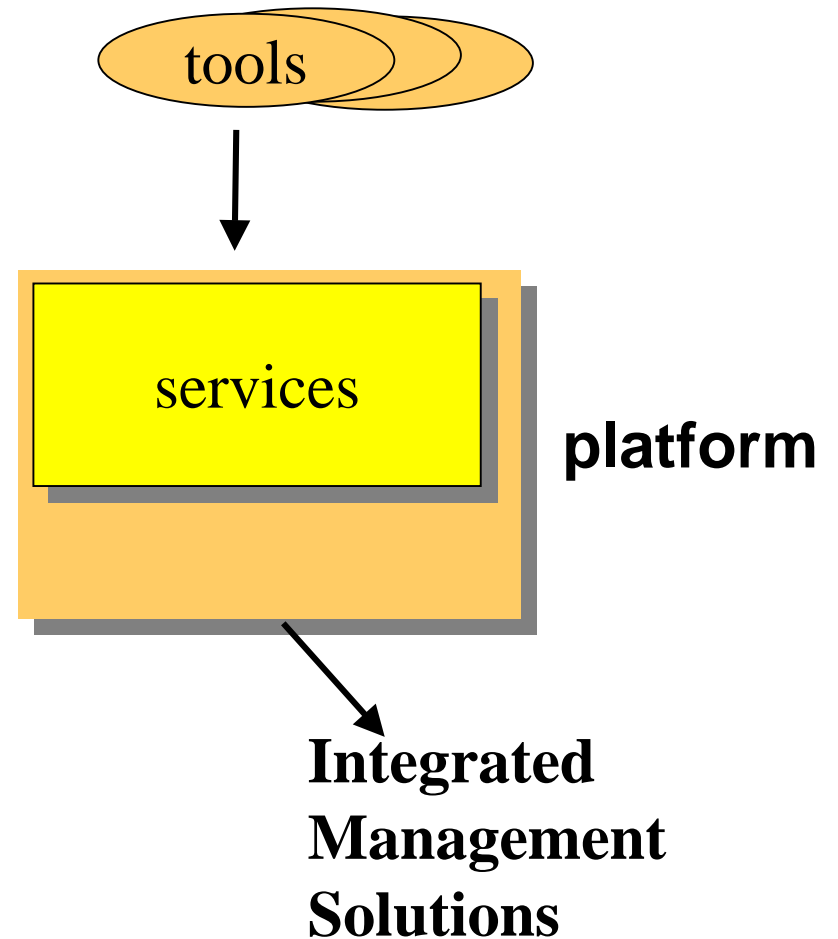**McConnell Associates**

Management Platforms

- A great idea – a place to assemble and integrate the needed management tools

tools

services

platform

Integrated
Management
Solutions

Reality Check

- A great idea – a place to assemble and integrate the needed management tools

- The products were:
  - complex - long deployment cycles
  - expensive – ROI was in the far future
  - poorly integrated – minimal leverage for tools
  - hard to adapt – the world changes faster now

Traditional Platform Products

- Administrative strengths – handling tasks such as:
  - Software distribution
  - Data backup
  - Security
  - Reasonably stable topology
  - Reasonably stable services
  - Element and availability management

- Stability- it really meant – many iterations to tune the management system

eBusness Realities

- High criticality

- Focus on services, transactions, and performance

- Continuous changes in:
  - infrastructures
  - service flows
  - service quality

The Questions

- What is a traditional platform provider doing to address new management needs?

  - Gail Persil, Brand Manager, Computer Associates

- What is a purpose-built product offering?
  - Marty Hollander, VP, ProactiveNet

- Do you need to be concerned?

  - John Igoe, COO, SilverBack Technologies