

Objectivity Case History

*NOTE: This information is for reference purposes only – Do not reproduce.
Call the Sales Rep prior to any customer contact.*

Customer Information

Customer: Global Maintech
Status: (X) SOLD () Prospect () Integrator
Industry: Computer
Application Domain: Network Management (Computer Network)

Global Maintech(GMT) produces, sells and supports a product called "Virtual command Center". This historically has been a turnkey system composed of an Alpha (Digital UNIX) workstation housed with all the hardware, software and peripherals needed to centralize the control of an enterprise's disparate computer systems. They semi-compete (and semi work with) offerings from CA and Tivoli. Their claim to fame is they are totally downstream (don't have to install "Agents" on each managed machine). They can install in a matter of hours and magically all your UNIX, NT AS400, IBM Mainframe boxes are managed via the GMT GUI. The only weakness is that they do not distribute well (across multiple data centers). This, of course, is where Objectivity (FTO, DRO) comes in. Objects in their application are things like a Unix box, a Mainframe, an event on one of these, a network connection etc. Basically it's network management.

Virtual Command Center (VCC) provides a cross-platform framework that allows you to achieve Service Level Management (SLM) quickly and efficiently. Presently no single product, by itself, achieves Service Level Management. The VCC does give you Service Point Management and the ability to interface with other system management products to achieve Service Level Management. The ability of the VCC to utilize native signals of the various SCP platforms gives it tremendous power, flexibility and integration ability. The VCC is the focal point in Global Maintech's suite of systems and network management software products for data centers. The VCC is a master console that provides simultaneous control, operation and monitoring for mainframe, midrange, UNIX, Microsoft NT and networks. It is able to respond to messages, events and alerts of a computer enterprise at a single location. Additional products in the Global Maintech suite include enterprise system services and event notification software, sold through the Singlepoint Systems subsidiary, as well as network and systems management software sold through the Magnum Technologies name.

They purchased a few of everything from Tom in June of 1997 with the promise that ALPHA DIGITAL UNIX JAVA would be available any day. Last summer they bought Java developers for NT with the Idea of switching to DEC ALPHA later since they have to get the new distributed, OBJY powered version out the door by fall. With the release of 5.1 we have shipped the Digital Unix for Java version. They are now using this and things are progressing nicely. They are working on packaging their next release that should be out in the next couple of months.

They purchased Objectivity because FTO/DRO will give their product a competitive advantage, because we were supposed to have a JAVA binding for DIGITAL Unix and because Steve was familiar with Objectivity from using it at NetStore (also in the Minneapolis area).

Status: Developing Next generation of "Virtual Command Center"
Platform: Digital Unix
Compiler: Java
Other Tools: ObjectSpace Voyager

Buying Criteria

Wanted Java, FTO.

Why Objectivity

Customer/Decisionmaker had used Objectivity at a previous employer. Very quick sale. No competition or evaluation..

Contact Information

Objectivity Rep: John Jarrell
Customer Contact: Steve Vranys
Phone:
Email: