



Altiris -IT Lifecycle Management in Education

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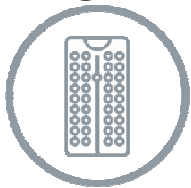


> Agenda

- Introduction to Altiris
- Altiris in Education
- Altiris Solutions for Education Institutions
- Conclusion

> Introduction – Who is Altiris?

- Altiris is a publicly traded (NASDAQ: ATRS), worldwide corporation that provides affordable information technology management solutions for organizations of any size.
- Focused on IT lifecycle management
 - Client & Mobile
 - Server Provisioning
 - Asset Management
- Altiris solutions reduce the cost and complexity of IT lifecycle management.







Strong Historical Revenue Growth




(\$ Millions)



Introduction - Alliance Partners

Vendor	Solutions
 i n v e n t	<ul style="list-style-type: none">• Relationship covers client, server and service organizations• 10,000 Service Professionals Trained• Altiris jointly develops HP Rapid Deployment Pack• Altiris provides connectors for System Insight Manager and HP OpenView
	<ul style="list-style-type: none">• Relationship covers client, server and service organizations• Altiris develops a Deployment Toolkit - Free value-add solution
	<ul style="list-style-type: none">• Relationship covers client, server and service organizations• Altiris develops Deployment Solution and Custom Fujitsu Siemens Computer scripts - Free value-add solution
	<ul style="list-style-type: none">• IBM Xseries and BladeCenter groups will co-market and sell Altiris Deployment Solution• Altiris Deployment Solution for Servers is now integrated with the IBM ServerGuide Toolkit 1.1 to further optimize the deployment and provisioning of IBM Servers.

Introduction - Alliance Partners

Vendor	Solutions
	<ul style="list-style-type: none">• Microsoft Global Gold ISV and Gold Enterprise partner• Member of the Microsoft Joint Development Program (JDP) for Windows Server 2003• Member of the Microsoft Management Alliance• Provide over 20 SMS value-add solutions
	<ul style="list-style-type: none">• Co-developed with Altiris, SmartManage allows you to gather and report on extensive monitor inventory, remotely configure monitor, power & security settings. .• Philips and Altiris now offer complete IT lifecycle and asset management for -all the devices in your organization.
	<ul style="list-style-type: none">• Cisco IT is using the combination of ACNS (Application and Content Networking System) and Altiris 6 to address their software distribution challenges (e.g Video on demand, e-learning etc)• Network Access Control (NAC) group is using Altiris Configuration Management Database (CMDB) to provide the next evolution of Self defending network.

> Introduction – Global Sales Offices

- **North America**
 - 16 regions
- **EMEA**
 - Basingstoke, UK
 - Amsterdam, Netherlands
 - Rattigen, Germany
 - Landau, Germany
 - Wiesbaden, Germany
 - Stockholm, Sweden
 - Paris, France
- **Asia Pacific**
 - Sydney, Australia
 - Singapore
 - Tokyo, Japan
- **Latin America**
 - Sao Paulo, Brazil
 - Mexico City, Mexico
 - Bogota, Columbia

Introduction – Broad Global Base of Over 10,000 Customers

> Financial Services / Insurance



> Entertainment



> Information Technology



> Manufacturing / Retail



> Healthcare / Pharmaceuticals



> Energy



> Education



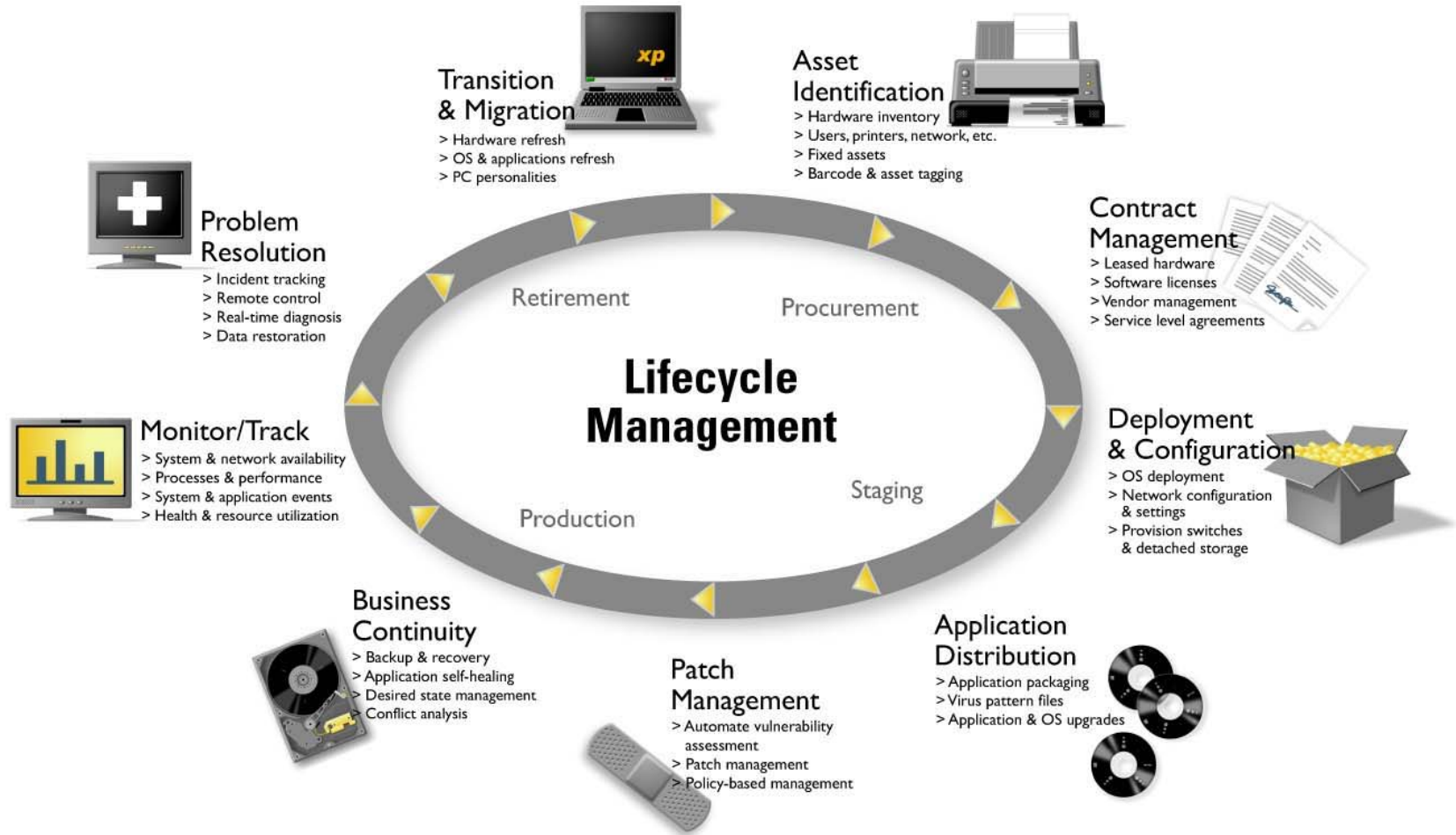
> Aerospace / Transportation



> Telecommunications

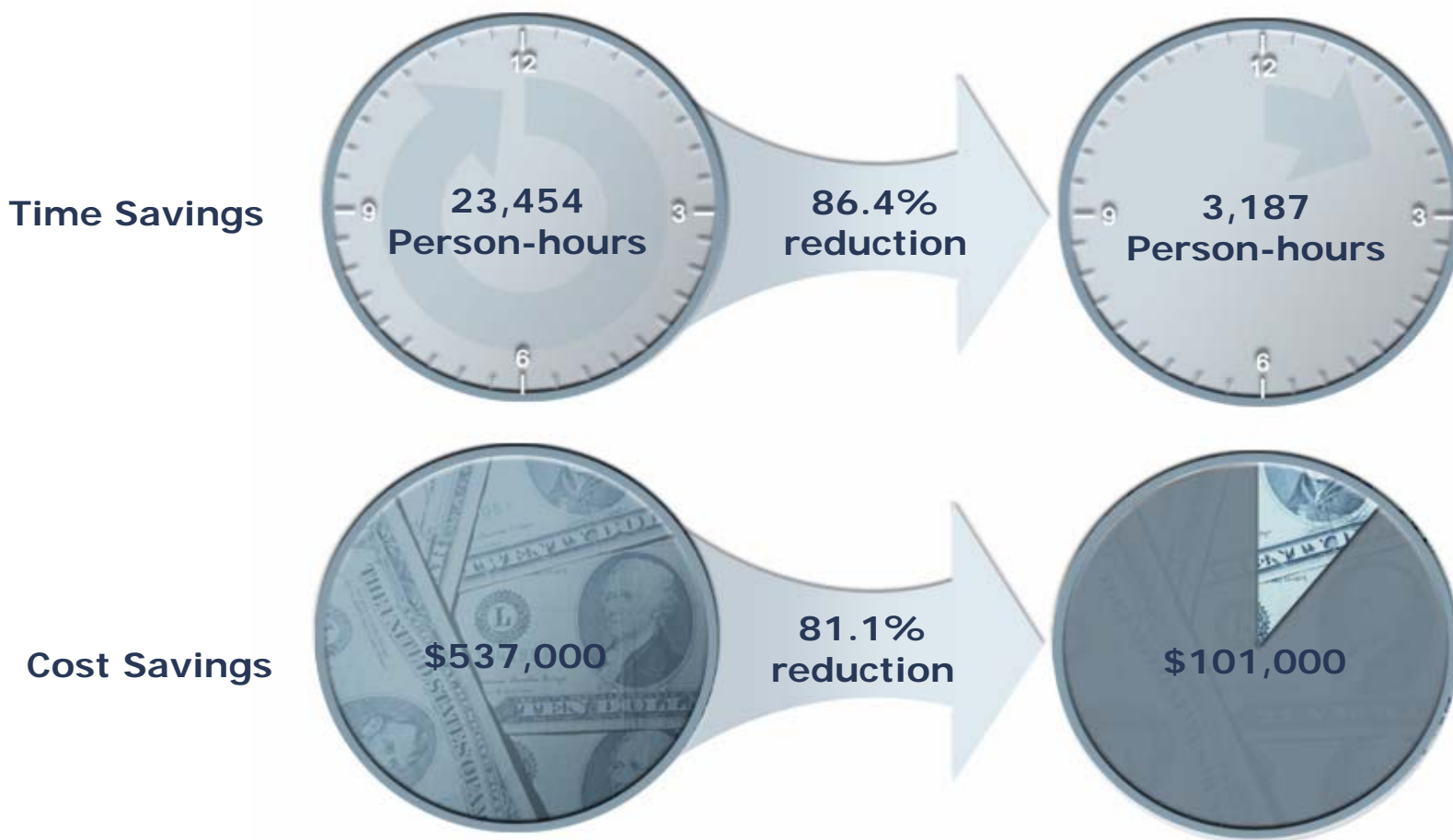


> Introduction – Altiris IT Lifecycle Management



> Introduction – Help Us by Helping You

Time and Cost to Setup, Deploy and Manage IT Assets*



> Introduction – Best-in-Class Point Solutions



> Altiris in Education – Customers in Asia

- Ministry of Education (Singapore)
- National Technological University (Singapore)
- Ministry of Education (Malaysia)
- University of Melbourne (Australia)
- Central Queensland University (Australia)
- Osaka Prefecture University (Japan)
- Seoul National University of Technology (South Korea)

Altiris in Education – Value Proposition for Ministry of Education (Singapore)



Ministry of Education
moulding the future of our nation

Opportunity

- The government body tasked with providing state of the art IT facilities to teachers and students
- Managed and support the IT operations with limited resources and budget

Altiris Solution

- Accurately capture IT inventory
- To automate and deploy new software and applications
- To automate patches of operating system
- To facilitate more efficient means of refreshing hardware, OS migration

MOE Results

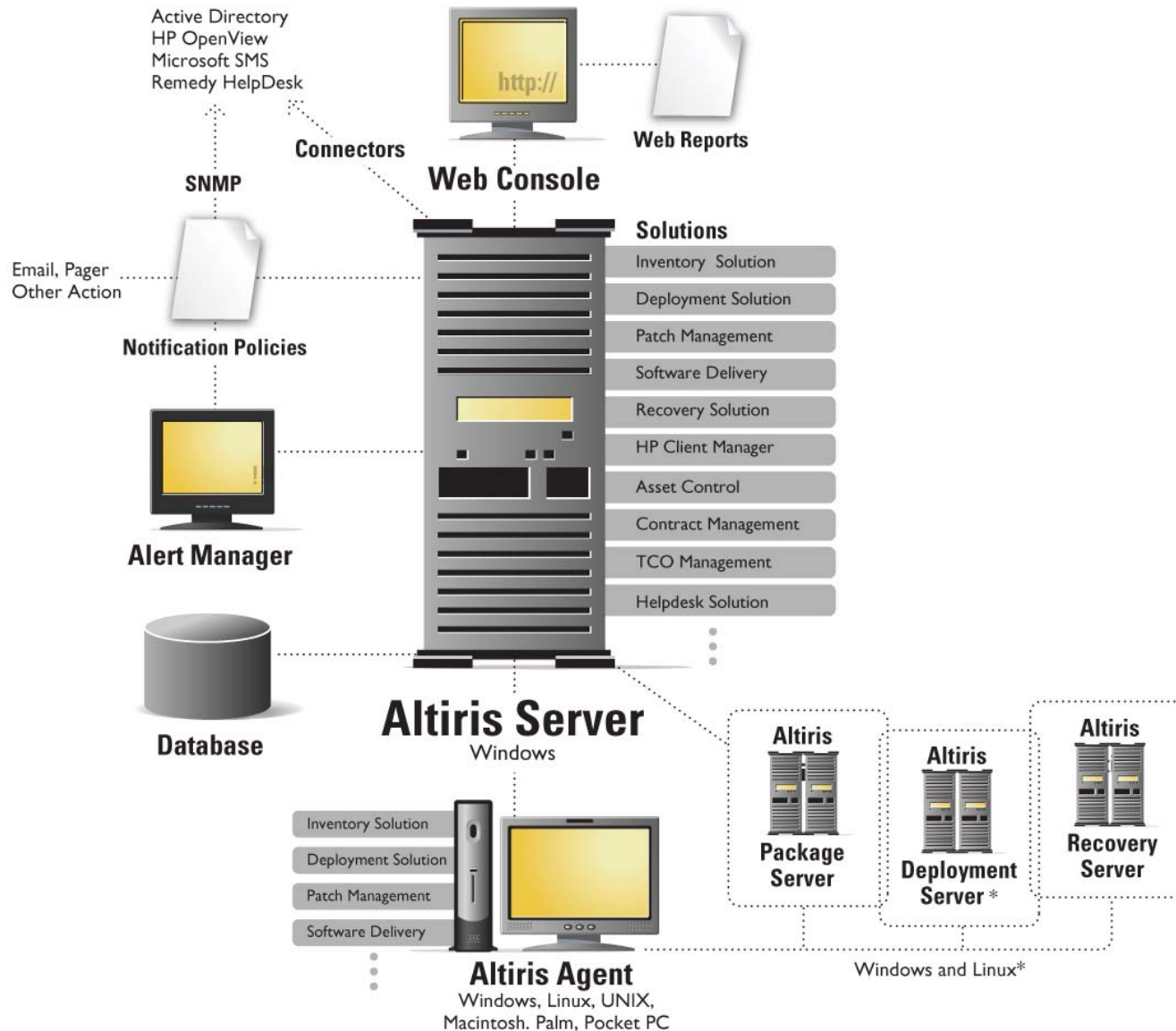
Used Altiris Client Management Suite to manage the IT lifecycle management of over 50,000 workstations distributed over 200+ schools over 4 different geographical sectors

- Increased savings as a result of automation
- Centralized control and single source of data
- Improved visibility into IT operating environment
- Better management of resources

> Altiris in Education – Domain Expertise

- Continuous Budget Cycles
- Budget Reductions
- Scalable Solutions
- Mobile users
- Different curriculum demands
- Better management of hardware and software assets

> Altiris Solution – Scalable Solution Architecture



> Expand heterogeneous platform support

ASSET MANAGEMENT

Inventory Application Metering Asset Control Barcode Contract Management TCO Management Helpdesk Service Request ²

CLIENT & MOBILE

Windows	Handheld	Macintosh
Inventory	Inventory	Inventory
Deployment Clients	Deployment Handheld	
Patch Management		Patch Management ²
Software Delivery	Software Delivery ²	Software Delivery ²
Software Packaging	Software Packaging	
Application Management		
Carbon Copy		
Web Administrator		
PC Transplant		
Recovery Solution		
Application Metering		



SERVER PROVISIONING

Windows	UNIX/Linux	Network
Inventory	Inventory	Inventory
Deployment Servers	Deployment Servers	Deployment Network Devices
Patch Management	Patch Management ²	
Software Delivery	Software Delivery	
Software Packaging		
Application Management		
Carbon Copy		
Web Administrator	Web Administrator ³	
Monitor Solution	Monitor Solution	Site Monitor
Recovery Solution	Recovery Solution ²	

> Altiris Solution – Education Solution Suite

- Deployment Solution
 - automate, automate, automate
- Inventory Solution
 - what, where, when, which
- Application Metering
 - HIP or be AM'ed
- Carbon Copy
 - how can I assist you
- Patch Mgmt
 - not another one
- Software Delivery
 - automate, automate, automate

> Altiris Solution – Deployment

The screenshot displays the Altiris Deployment Server Console interface. On the left, a 'Shortcuts' pane lists various deployment tasks. The main area shows a tree view of 'Jobs' under 'Dell Server Jobs', with 'Dell CS Scripts 1.2' selected. A yellow callout box highlights this job. On the right, a table titled 'Dell CS Scripts 1.2' lists several Dell PE models.

Job	Next Assigned	Next Run
PE1650		
PE1655MC		
PE1750		
PE2600		
PE2650		
PE4600		
PE6600		
PE6650		

The Dell Deployment scripts were created for the more popular Dell PE models (1655MC, 1750, 2650, 6650, 2850, 1855, etc.) and simplified to use **one** job for all supported Dell PE hardware.

> Altiris Solution – Inventory

Altiris Resource Manager - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address <http://172.31.0.42/Altiris/Resource/ResourceManagerConsole.aspx?ItemGuid=ef0c0855-5535-422c-b110-7862cc4ee414> Go Links >>

Managing Resource **ALI-SE1-01912** altiris

Summaries **Inventory** Tasks Associations History


Resource Manager

- Asset Summary
- Collection Summary
- Policy Summary
- Processing Summary
- Recovery Summary
- Resource Summary**
- SNMP Summary
- Software Update Summary


Services Driver

MAC address:	02-00-4C-4F-4F-50
IP address:	169.254.25.129 (using DHCP/BOOTP)
Subnet mask:	255.255.0.0
Default gateway:	0.0.0.0
DNS servers:	172.30.0.4, 203.121.72.76, 172.30.0.15
WINS servers:	172.30.0.15

Drives

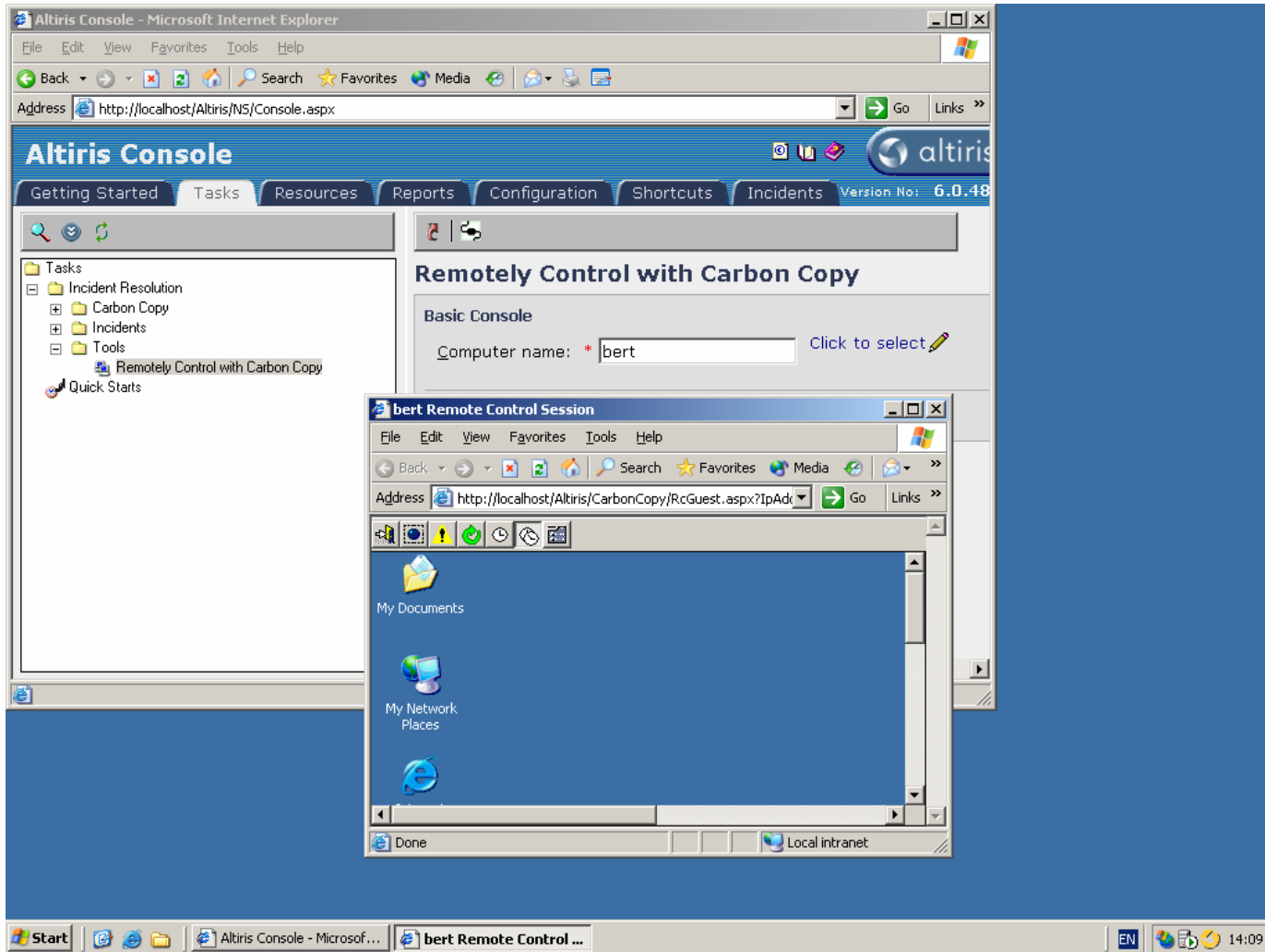
	Local disk: C: Capacity (MB): 57224 (30039 free) File system: NTFS Volume name: ---
	Local disk: D: Capacity (MB): 0 (0 free) File system: --- Volume name: ---
	Local disk: E: Capacity (MB): 114470 (13631 free) File system: NTFS Volume name: WDC Combo

Memory Modules

	Total RAM (MB): 2048
	1204D55E 0080h (1024 MB - Single Bank) (SODIMM, Unknown)
	9501F034 0080h (1024 MB - Single Bank) (SODIMM, Unknown)
	Data not accessible 1000h (1024 KB - Single Bank) (Chip, FLASH)

Local intranet

> Altiris Solution – Carbon Copy



> Altiris Solution – Application Metering

The screenshot displays the Altiris Console interface within a VMware Workstation window. The console is titled "Altiris Console" and shows the "Application Metering" configuration page. The left-hand navigation pane lists various tasks, with "Application Monitors" expanded to show a list of applications, including "kazaA". The main content area is titled "Details of Application to Monitor" and contains a form for configuring the application. The form includes fields for File Name, Internal Name (set to "kazaA"), File Version, Company Name, Product Name, Product Version, Known As, and Command Line. Below the form are three checkboxes: "Send application start events and denial events." (checked), "Send stop as well as start events for this application." (unchecked), and "Deny users the ability to run this application." (checked). The bottom of the console shows the "Denial Message Options" section. The VMware window title is "ATRINS6SP2-AMS - VMware Workstation" and the Altiris console version is "6.0.528".

File Edit View VM Power Snapshot Windows Help

Snapshot Revert

Home XPBase ATRINS6SP2-AMS

Altiris Console

Getting Started Tasks Resources Reports Configuration Shortcuts Incidents Deployment Version No: 6.0.528

Applies to collections: All Windows Computers

Details of Application to Monitor

Any application whose details match the details entered below will be monitored. The wild-card symbol * is supported.
[Click here to select a discovered application.](#)

File Name

Internal Name kazaA

File Version

Company Name

Product Name

Product Version

Known As

Command Line

Send application start events and denial events.

Send stop as well as start events for this application.

Deny users the ability to run this application.

Denial Message Options

Local intranet

> Altiris Solution – Software Delivery

General Advanced Status

Enable (currently not enabled)

Name: * Developer Applications

Description: Installs all required development applications

Execution Order:

Package	Program	Dependencies	Success Code
Oral Studio	Oral A++	-- No dependency --	
Pod	Chat	Oral A++-Oral Studio	

+
x
↑
↓

> Altiris Solution – Patch Management


Altiris

Patch Management Solution

3. Patch Selection

Select a patch to hide (filter from the view and notification emails) or create patch management processes. Once an item is selected, click the "Get Patch" button to be directed to the Microsoft downloads site associated with the selected vulnerability. Then, download the patch and save it to the directory from which it will be distributed. This view may be filtered by selecting items from the available drop-down lists.

Patch View Patch Management Status Operating System Language Get Patch

Hide Shown ▾ All patches ▾ All ▾ All ▾ 

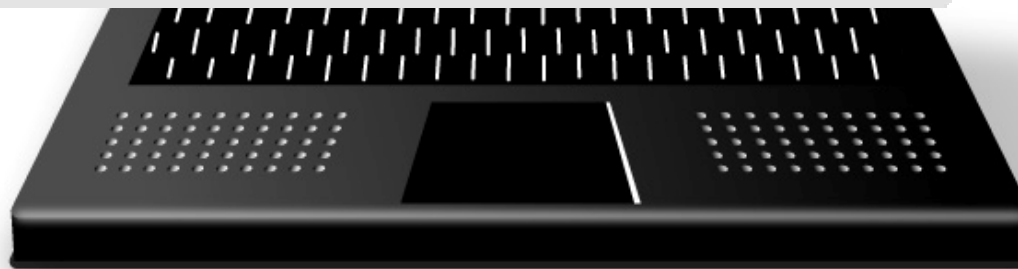
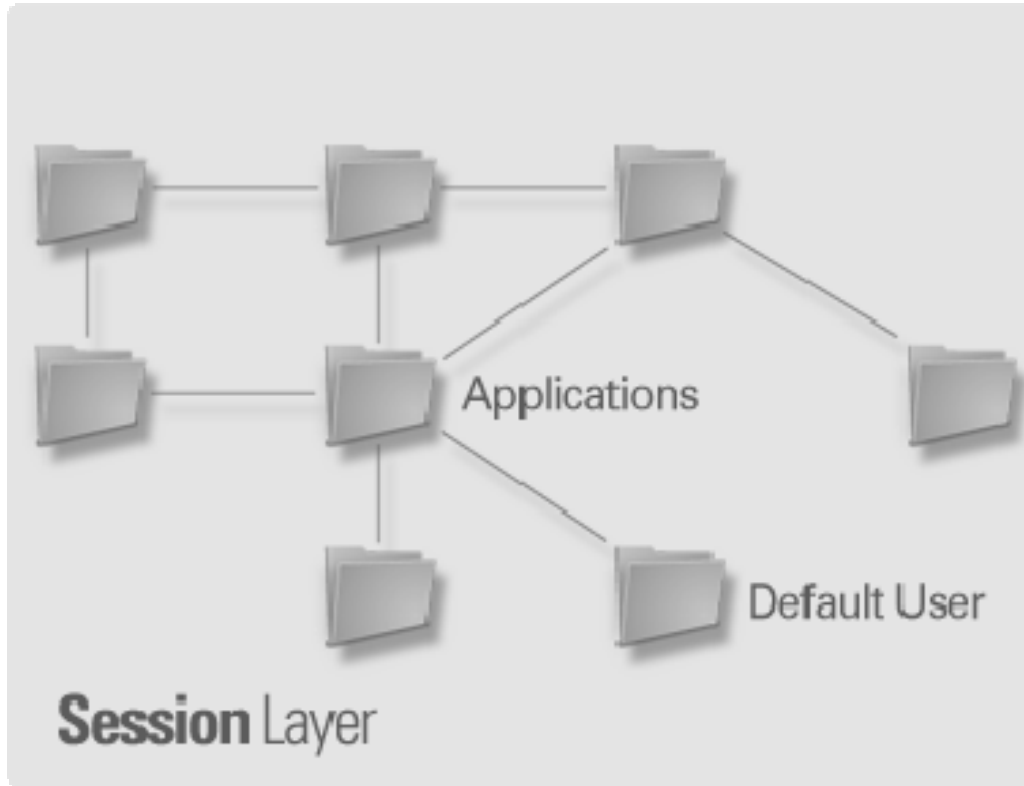
Count	Severity ▾	Bulletin ID	Operating System	Language	Name
1	Critical	MS00-092	Microsoft Windows 2000	English	Extended Stored Procedure Function
1	Critical	MS01-032	Microsoft Windows 2000	English	SQL Query Method Enables Remote
1	Critical	MS01-041	Microsoft Windows 2000	English	Malformed RPC Request Can Cause
1	Critical	MS01-059	Microsoft Windows XP	English	Unchecked Buffer in Universal
1	Critical	MS02-006	Microsoft Windows XP	English	Unchecked Buffer in SNMP Set
1	Critical	MS02-009	Microsoft Windows XP	English	Incorrect VBScript Handling in
1	Critical	MS02-017	Microsoft Windows XP	English	Unchecked Buffer in the Multi
1	Critical	MS02-029	Microsoft Windows XP	English	Unchecked Buffer in Remote
1	Critical	MS02-039	Microsoft Windows XP	English	Cumulative Patch for Windows

Back Next Go to page: 1 ▾ Total Rows: 45 Rows per page: 100 ▾

Apply

Cancel

> Altiris Solution – Protect



> Altiris Solutions – Protect

- Protect is triggered by user logon/logoff events
- Administrator configures default behavior and specific users/groups
- At logon Protect:
 1. Decides if the user should be protected
 2. Decides if an archived session should be retrieved
 3. Checks to see if the user has an existing session from a previous logon
- At logoff Protect:
 1. Decides if the session should be archived
 2. Decides if the session should be discarded

> Conclusion – Why We Are Different

- More comprehensive solution set (60+ integrated products from one company/infrastructure)
- Altiris shares a single database and resource model across all solutions (not just UI integration)
- Best-in-class server provisioning with Dell-specific integration
- Altiris is heterogeneous across Windows, Linux, UNIX, Network Devices, Pocket PC, Palm, Macintosh, etc.
- Altiris offers a less complex infrastructure (faster Time-to-Value; better ROI, improved usability, etc.)
- Altiris is a more flexible solution (start with one solution and grow into others; agent/agentless options; URL addressable web console; etc.)
- Altiris consistently wins industry recognition for management leadership
- Altiris' key driver and focus is to reduce hardware TCO
- Altiris has established alliances with key hardware and software heavyweight vendors

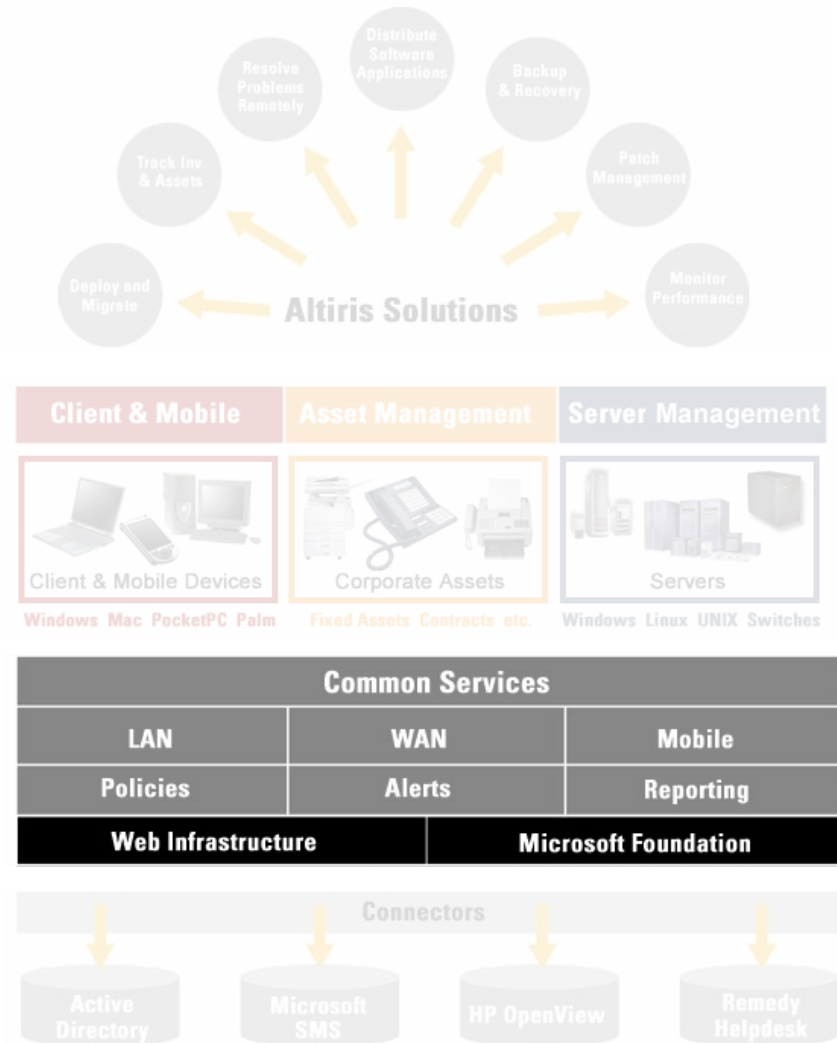
> Conclusion – Your Solution Partner

- Integration

- Strong Product Breath and Depth
- Strong Domain Knowledge of Education
- Delivers seamlessly integrated solutions for heterogeneous environments
- Leverages existing IT investments for reduced costs
- Modular architecture
- Low implementation and training costs
- A single source of truth
- Price/value leader

- Automation

- Work smarter and faster
- Ensure operational consistency and reliability





altiris®



Thank you very much



ALTIRIS PRODUCT MATRIX (hit page up / down to move back and forth between suites and point solution break downs)

Client Management Suite

Asset Management Suite

Server Management Suite

LEVEL I

Application Management Solution

Application Metering Solution

Carbon Copy Solution

Deployment Solution

Inventory Solution for Clients

Patch Management Solution

Software Delivery Solution

Wise Install Tailor

LEVEL II

Local Recovery Pro

Web Administrator for Windows

Wise Package Studio - Professional Edition (one license of WPS Pro per 1,000 nodes of CMS Level 2 purchased).

LEVEL III

Recovery Solution for Clients

LEVEL I

Application Metering Solution

Inventory Solution for Clients

LEVEL II

Asset Control Solution

Contract Management Solution

TCO Solution

LEVEL III

Helpdesk Solution

LEVEL I

Application Management Solution

Deployment Solution

Inventory Solution for Servers

Patch Management Solution

Software Delivery Solution

LEVEL II

Recovery Solution for Servers

Web Administrator for Windows

LEVEL III

Monitor Solution for Servers