



### Business Situation

TTI wanted a deep and affordable mid-enterprise tool that could simplify the management of virtual and physical environments with a 'Single Pane of Glass' view across services, applications, servers and resources.

### Why TTI Chose up.time

1. **Single View:** Easily monitor and report on Virtual and Physical infrastructure from a single dashboard.
2. **Affordable:** A full deployment of up.time was less than the annual maintenance cost of NetIQ.
3. **Solves Tough Virtualization Challenges:** Deep VMware monitoring, identifies consolidation candidates, optimizes VM density, ensures end-user performance, etc.
4. **IT Staff love up.time:** Staff like how easy up.time is to use and this is reflected by the high use rate across the department.

**Country:** United States

**Industry:** Distribution, wholly-owned subsidiary of Berkshire Hathaway, Inc.

### For Information on up.time

Phone: +1 (416) 868 0152

Website: [www.uptimesoftware.com](http://www.uptimesoftware.com)



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## TTI now Manages Virtual and Physical Systems with a Single Tool.

TTI was in a similar predicament to what many mid-enterprise IT departments face; increasing IT infrastructure complexity along with tight budgets and constrained IT staff. Their current monitoring solution didn't offer a true 'Single Pane of Glass' view, had large annual maintenance fees, and was frustratingly tough to use. Simply, TTI wanted a deep, easy-to-use and affordable mid-enterprise tool that could provide virtual and physical server and application monitoring and management from a single dashboard.

"With up.time, we found all the monitoring and management functionality we needed for less than the cost of our annual maintenance of NetIQ." – Steve Marshall, TTI Inc.

Why did TTI choose up.time?

- **Simplified Management of Virtual and Physical:** The heavy VMware use required deep reporting and monitoring needs, but TTI also needed visibility and control over the physical servers as for complete service, application, and resource control.
- **Simple and Affordable Pricing for the Mid-Enterprise:** up.time's simple pricing model (per-physical-server, even in virtual environments) is unmatched. A full deployment of up.time was less than the previous tool's (NetIQ) annual maintenance.
- **Quick Deployment:** No hidden costs, deployable with in-house resources in as little as a 1-day.



"Simplify the Management of Virtual & Physical Environments with a Single Tool"

### Real-Life Example: Easier, More Affordable

Earlier this year, the TTI Inc. IT department was asked to purchase additional memory by one of the business units. To verify the request, up.time graphed memory consumption over time and quickly showed that memory wasn't the true problem. Stephen's team determined that an application needed additional tuning, as it was acting as a memory hog. The net result was a happy CIO, as no additional memory was purchased, while the Applications team and the x86 team quickly solved the problem.

"up.time makes it easy to identify systems that are underutilized, allowing us to optimize those machines to perform at much higher levels without affecting our end-user performance. The ability to easily see deep into our virtual and physical layers across services, applications, and servers is priceless."

