

Success WITH CA

Unicenter®

Partner Info AT A GLANCE

Company Name:

Hewlett-Packard

Industry:

IT

Geographic Location:

Palo Alto, CA

CA Solutions:

Unicenter® Network and Systems Management 3.0

ca smart Solutions:

HP Insight Manager Integration with Unicenter® Network and Systems Management, Unicenter® Smart Plug-In, HP Top Tools and HP Web Jet Admin Integration with Unicenter TNG®



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Hewlett-Packard and CA Team Together to Provide High-Quality Management Integration

Prior to the merger of Hewlett-Packard (HP) and Compaq to form the new HP, both companies had strong relationships with Computer Associates (CA). HP and Compaq recognized the clear business value of integrating their platform management tools with the CA portfolio of management solutions. The new HP continues its commitment to the CA relationship and is planning to maintain synergy in its current products, support its ca smart™ certified solutions, and work with CA on new solutions and emerging technologies.

Current CA solutions from HP include the Insight Manager Integration with Unicenter® Network and Systems Management (Unicenter NSM), Unicenter® Smart Plug-In, HP Top Tools and HP Web Jet Admin Intergration with Unicenter TNG®. Together, HP and CA will continue to provide additional value to those customers who build their businesses on CA solutions and HP platforms.

The Insight Manager Integration with Unicenter NSM is one of the most highly downloaded management plug-ins on HP's website. Based on the functionality of Insight Management Agents, it was originally developed by CA but was transferred to Compaq in 1999 as a more logical base for providing long-term enhancements and maintenance.

"The collaboration to deliver the Insight Manager Integration with Unicenter NSM is an indication of the strength of the relationship between our companies," said Andrew Eastaugh, Product Manager for Enterprise Integration, HP. "When CA invited us to take ownership of the integration, we already knew that it was a popular solution amongst our ProLiant server customers and that they wanted regular updates to support the very latest platforms. Our continued development of the integration led us to become one of the first companies to have a ca smart-certified solution."

"Having a ca smart-certified solution is a good indication of product quality. Our customers expect a solution approved by CA to perform optimally," continued Eastaugh. "It is great to see how our joint customers applaud the product. We have several high-quality integration modules for enterprise management platforms, but our solution for



i n v e n t

Unicenter NSM is one of the very best examples, providing tight integration with the native Unicenter® applications and services."

The Insight Manager Integration with Unicenter NSM is often

praised as a model ca smart-certified solution, according to Tom Richardson, Alliances Manager, HP. "Our customers use the seamless integration of Insight Manager in their Unicenter Network and Systems Management environments as a Best Practices measure for other companies," he said.

Having the ca smart certification increases customer confidence and customer loyalty, believes Eastaugh. "The ca smart certification encourages us to maintain the very high standard demanded of us, and that is clearly valued by customers," he said.

So strongly does he believe in the value of a ca smart certification that Eastaugh served on the ca smart review panel at CA World™ 2002, working with other CA partners with ca smart-certified solutions to help evaluate and educate prospective developers. "We believe that ca smart certification is a valuable benchmark of quality solutions," said Eastaugh. Certification shows customers how committed their vendors are to partnering together as they begin to realize they can no longer have all their needs fulfilled by one vendor.

HP has realized true business value from its relationship with CA. For example, at CA World™ 2002, more than 2,500 people visited HP's booth — an ideal forum for HP to interact with current and

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Andrew Eastaugh,
Product Manager
for Enterprise Integration,
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potential customers, and to gather the valuable feedback that helps to shape future product enhancements.

Planning for Joint Success

HP has pledged to maintain the easy integration between its Distributed Measurement System with CA's Unicenter, an infrastructure management solution. Unicenter has consistently been a top solution of focus for HP. "Our customers find it very appealing that we work closely with the Unicenter platform. The integrated solutions we deliver give HP hardware more depth and allow our customers to simplify the management of their own environments. As a result, we are probably one of the best-managed platforms out there," said Richardson.

The cohesive working relationship and regular contact among marketing and management services makes it easy to plan for future success. "HP and CA are two large, successful companies that work well together and continue to have a successful relationship. The case for our future success is based on real proof that we have withstood the test of time, through ups and downs, and we are still together and expanding," said Richardson.

HP's tagline, "Passion for Customers," epitomizes the company's new focus. Included in HP's key post-merger mission statements is to become a better, stronger supplier to its customers, and a better, stronger ally for its partners. One effort is synergistic with the other — HP presents complete

solutions to its customers, providing them with superior service and leveraging the power of its partners to do so.

At the September 2001 European IT Forum, HP Chief Executive Carly Fiorina affirmed the company's focus on partnership. "By combining forces and leveraging our partners more aggressively, we can accelerate the development and adoption of open, market-unifying architectures, creating new markets, new momentum and new opportunities for our partners to innovate," she said.

Leveraging compatible technologies is increasing. The CA/HP relationship used to be primarily about enterprise management, but it is maturing and evolving into other areas, such as storage and PDA technologies. In addition, the CA line of products — BrightStor™ (storage suite of products), eTrust™ (security suite of products), AllFusion™ (data management products) and CleverPath™ (information management and portal products) — complement and enhance the solutions provided by the new HP product families and services.

As new platforms emerge, HP and CA plan to expand and collaborate to meet their customers' needs. "CA has been in our past, is in our present and will be in our future, as well. We both have large bases of mutual customers and together we provide them with strong solutions," said Richardson.



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