



## Nimsoft Corporate Backgrounder

### Company History

Nimbus Software was founded in Oslo, Norway in 1998 by a team of experienced developers who were frustrated with the complexity of traditional monitoring solutions and wanted to create a simpler solution that could manage service levels across heterogeneous IT infrastructures.

In 2004, Nimbus Software merged with its US distributor and changed its name to Nimsoft. Gary Read, the founder of the US distributor was appointed CEO and established its headquarters in Silicon Valley. This was followed by the establishment of subsidiary companies and offices in the UK, Spain and Germany.

In April 2008, Nimsoft acquired Indicative Software to extend its solutions into business service management and established a new US R&D base in Fort Collins, CO to augment the existing R&D capabilities in Oslo.

### Company Mission

Nimsoft's mission is to change the way that the market perceives Performance and Availability Monitoring solutions. Traditional products are complex and expensive, require lengthy implementation times and have historically delivered poor overall customer ROI and satisfaction levels. Nimsoft is delivering on the future of performance and availability monitoring solutions by combining advanced functionality, broad infrastructure coverage and business service alignment with unprecedented ease of implementation, deployment and use.

### Market Vision

Today's performance and availability solutions market is characterized primarily by large, complex product suites from established vendors. Typically these solutions offer decades-old legacy technologies and are over-engineered for the requirements of almost all customers. As a result, users of these products must invest significant dedicated IT resources to implementation, customization and ongoing maintenance, thereby embarking on an expensive, continuing process of technology investment and maintenance.

In contrast, Nimsoft has developed out-of-the-box solutions that manage the complexities of IT Monitoring across multiple operating systems, applications, databases and networks – all with rapid implementation and superior ease-of-use. Best of all, unlike traditional products, Nimsoft can install its solution in a matter of minutes and



can be implemented and deployed enterprise wide in as little as a couple of hours.

## Technology

Nimsoft's solutions provide scalable, resilient and reliable monitoring capabilities for organizations that wish to proactively manage their IT infrastructure. It provides the full scope of performance and availability monitoring from simple device based monitoring to sophisticated business service management. Nimsoft provides solutions for Server Monitoring, Network Monitoring, Database Monitoring, Application Monitoring, End User Response Time Monitoring, Service Level Monitoring and Business Service Management.

Over the last two years, Nimsoft has also established itself as an innovation leader in the area of management of the virtualized infrastructure. Already, hundreds of customers are relying on Nimsoft to monitor both the virtual and physical IT infrastructure in a holistic manner.

The architecture of NimBUS allows for extremely efficient monitoring and end-to-end service level measurement. By utilizing a scalable and resilient "message bus" architecture, NimBUS provides a highly sophisticated level of management functionality while imposing little to no stress on the managed devices or the network. Through its unique service view dashboards, NimBUS allows the managed device to be monitored even when the system becomes temporarily disconnected or threatened by network failures.

## Company Financials

Between its founding in 1998 until 2006, Nimsoft grew organically independent of external capital funding due to it being profitable. However, largely due to its successful growth and high customer demand of its products, in Q1 2007, Nimsoft announced the company obtained \$10.3 million in venture capital funding from JMI Equity and Northzone Ventures.

For the past four years, Nimsoft has consistently grown revenues in the high double digits, evidence of market need for Nimsoft's easy-to-deploy solutions that slash costs on all fronts. For 2008, Nimsoft smashed its business expectations for 2007 and launched into the first quarter of 2008 with the same rapid growth that underscores the company's ever increasing momentum. New bookings for the quarter rose 71 percent year over year, and recurring revenue, driven by an increasing amount of subscription business, jumped 83 percent when compared to the same quarter last year.

## Customer Base

The power and flexibility of the Nimsoft technology architecture, coupled with its commitment to best-in-class support, has attracted



customers from a wide variety of industries and regions around the world. Premier organizations in every segment and multiple countries have placed their confidence in Nimsoft's ability to monitor critical business and application service levels.

Nimsoft's customers include companies such as Alvaka Networks, Amway Corporation, Barclays Capital, Betfred, CDW Berbee, Community Health Systems, Dekalb Medical Center, Easynet, EDS Global Field Services, Erie Insurance Group, Foley & Lardner, Fusion Storm, Getronics, Integrated Broadband Services, IBM Global Services, Iron Ore Company of Canada, KPMG, Ladbrokes Limited, Liberty Savings Bank, MTU Aero Engines, Northrop Grumman Corporation, Novell, Rackspace Managed Hosting, Ramesys, State of Montana, Steria Belgium, TriNet, TRW Automotive, U.S. Veterans Administration, and Wells Fargo & Co.

### Board of Directors

- Anders Grindland, Chief Technology Officer, Founder and Chairman of the Board
- Gary Read, President, CEO and Board Member
- Dag Lund, Founder and Board Member
- Saverio Merlo, Corporate Advisor and Board Member
- Peter Arrowsmith, Board Member, JMI Equity
- Torleif Ahlsand, Board Member, Northzone Ventures

### Facts at a Glance

- Privately held
- Headquarters in Redwood City, California
- R&D based out of Oslo, Norway and Fort Collins, CO
- Regional offices throughout the United States, Germany, Norway, Spain and the United Kingdom  
Partner representation in multiple other countries
- More than 643 customers in 30 countries across a diverse range of industries