



Nimsoft buys BSM firm to expand portfolio

Nimsoft's acquisition of Indicative Software should boost both its services, and its coffers

Rosalie Marshall, IT Week, 08 Apr 2008

Nimsoft is to acquire [Indicative Software](#) in an undisclosed stock and cash deal, the firm announced today.

The acquisition will add business service management (BSM) and end-user response time monitoring capabilities to Nimsoft's portfolio of monitoring solutions and service level management.

Tim Bisley, Nimsoft vice president of Europe added that the merger will allow customers to view the health of the infrastructure more completely. While Nimsoft has an agent based architecture that uses agents installed on [servers](#) to monitor internally, Indicative Software uses an agentless architecture, which monitors from outside an organisation's firewall and gives users an external view, clarified Bisley.

The purchase will place Nimsoft in greater competition with the big four: [IBM](#), BMC Software and CA, Bisley further explained. He also mentioned the acquisition will bring Nimsoft more of a US base, through its acquirement of Indicative Software's research and development base in Colorado.

Both product suites will continue to be sold as normal until they are brought under one code-base in nine months time. At this point Nimsoft will create different product ranges to target different sized markets. Nimsoft's traditional products will target the mid-size market and then some parts of the Nimsoft suite and a pick of products from Indicative Software will be sold to enterprise sized organisations.