



Market Development

Nimsoft extends flagship software to support VMware

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Sector: [Enterprise Software »»](#)

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Event summary

Nimsoft has announced NimBUS SLM for VMware, extending its flagship service level management software to support virtual environments running on VMware's server virtualization software.

This support includes service level monitoring and management of the VMware host and resources and the hardware it runs on, operating systems and applications running in the virtualized environment and performance from the user's perspective.

Nimsoft recently expanded its Microsoft Exchange server monitoring offering to include clustered high-availability environments. Both this and its VMware support show that the company is going after larger deals.

The 451 take

Nimsoft is moving aggressively to take advantage of the more open environment in VMware VI3 to upgrade its service level monitoring capabilities for VMware. It's a smart move given how popular VMware's server virtualization software has become and the need for enterprises to stay on top of the inevitable performance issues that virtualized servers can have. Nimsoft is well-positioned to extend support to other hypervisors as demand grows for them. This and its recent support for clustered Exchange environments show Nimsoft's interest in winning larger enterprise deals. Though its success has been mostly in the midmarket and the managed service provider (MSP) space to date, this is a company that has yet to have a problem with execution.

Details

Nimsoft has released NimBUS for **VMware**, a service level management (SLM) application for VMware hosts and all other IT infrastructure that interacts with it. This includes the server hardware VMware is installed on, via integrations with **HP** Insight Manager and **Dell** Open Manager; the operating system VMware supports, including Windows, Unix, Linux and **Novell** Netware; business applications running in the VMware virtualized environments; and overall performance of the VMware environment from the user's perspective.

While **Nimsoft** has offered monitoring of VMware Virtual Center before, that support was really no different than what came with VMware's software. This version takes advantage of VMware's software development kit (SDK) and APIs the company made available in its

current VMware Infrastructure 3 release to extend monitoring beyond the VMware host to the server, OS and application layers and provides more expansive performance stats.

Nimsoft has no plans at the moment to work with **XenSource** or any other Xen hypervisor-based virtualization offerings, though **Nimsoft** partner Novell has built a monitoring application for Xen using NimBUS. **Nimsoft** now has 450 customers and is signing 30 new customers every quarter. The company booked \$16m in revenue in 2006 and is on target to do \$20-25m this year. About 25% of its customers are MSPs. **Nimsoft** has no plans for additional funding.

Competitive landscape

Nimsoft believes it is the first SLM software vendor to have such extensive SLM support for VMware, and no other company in this space is touting VMware support quite as much as **Nimsoft** is. Still, since VMware made its SDK and APIs available, it wouldn't be such a great leap for other vendors in this space such as **Digital Fuel**, **Oblicore**, **Akorri** and **Managed Objects** to offer similar support. In addition to **Nimsoft**, **IBM's** Tivoli Service Level Advisor and **Indicative Software** have been most active in extending SLM to VMware at this point.

Netuitive's SI for VMware models a performance baseline for VMware hosts, then monitors for performance deviations from that baseline, predicting service problems before they happen. While NimBUS doesn't work the same way, both products ultimately deliver similar benefits.