



How will you monitor that hybrid cloud? Rackspace picks

Analyst: Antonio Piraino

On the heels of the upswing in unified computing and hybrid solutions, comes an increasing interest in unified monitoring. One of the leading cloud computing providers, **Rackspace**, has picked **Nimsoft** as its monitoring solution of choice. Nimsoft, which was recently acquired by **CA Inc** for \$350m, has been picking up strong interest from the managed hosting and managed service provider worlds (300 of them are now using Nimsoft products) with its Unified Monitoring product.

The attractiveness to Rackspace is that being relatively vendor-agnostic to any underlying virtual infrastructure, the hoster can use the software for monitoring its internal IT and cloud infrastructures. More importantly, Rackspace will look to upsell customers currently on standardized monitoring systems to the enhanced Nimsoft capability for more in-depth operating system and application monitoring. These customers will be able to easily upgrade to more comprehensive levels of monitoring that will include databases and applications as well as other infrastructure services. The Nimsoft monitoring service will be deployed across more than 60,000 **Microsoft** Windows and Linux systems.

User feedback on CA acquisition

T1R just attended Nimsoft's user conference held in San Francisco, with most of the talk revolving around two key areas: the recent CA acquisition, and what's next for Nimsoft. With most attendees split between the enterprise community and MSPs (including managed hosting providers), there was a great deal of concern around the lumbering software giant's influence over the very user-friendly and nimble Nimsoft. There seems to be a genuine commitment by CA to retaining the Nimsoft culture and customer-centricity in all aspects of its business, going so far as to boldly state that it actually saw Nimsoft as the core (or kernel) to future integration of its other IT and cloud asset management products, including **NetQoS** (network monitoring), **Cassatt** (SLA management) and **Oblicore** (application monitoring) in particular (no mention yet of how **3tera** will integrate into the picture). Considering the size difference between the two companies that's a huge endorsement of Nimsoft's product set.

CA has clearly stipulated its intent to forge ahead as a cloud enablement player. Having seen the crowded IT asset management space over the medium term, it has become intent on acquiring its way into all things considered key in providing cloud services to the enterprise sector. And it intends to do so through the managed hosting and managed service provider space – committing itself to the sector. And that bodes well for MSPs that have shown a

fondness for Nimsoft's solution simplicity and flexibility. The Rackspace standardization on Nimsoft is another example of cloud and hosting providers (such as **Terremark** and **Salesforce.com**) seeing Nimsoft's Unified Computing as an upsell opportunity to some other very good monitoring products (including the likes of **Keynote Systems**, **Gomez**, **Absolute Performance Inc** and **AlertSite**), due to its fairly vendor-agnostic proficiency and ability to go quite deep down the stack.

And that shouldn't end with the CA acquisition, with Nimsoft committing itself to a new release over the next week with the managed hosters and service providers in mind. CA in turn has promised to bring Nimsoft and its other cloud-focused product suite to a broader global audience, starting in English-speaking countries and followed by China and Japan – the territories that are showing the greatest growth propensity among managed service providers. With all of this expansive behavior, we wouldn't be surprised to see more M&A activity around the ISV space (i.e., **BMC**, **IBM**, **VMware**, etc.) in areas such as security, storage and monitoring as they look to all compete as the ultimate cloud enablement technology.

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