

# Metron News Release

## NEW LICENSE DEAL WITH JAPAN-BASED IIM WILL DELIVER +\$1.5 MILLION REVENUES FOR CAPACITY PLANNING SPECIALIST METRON

**12th December 2005, Taunton, Somerset, UK:** One of the world's foremost capacity planning and performance management specialists, Metron, announces that it has extended an existing license agreement with IIM, a Japanese company headquartered in Tokyo, for a further three years. Under the terms of the license agreement, IIM will continue to market and sell a specially customized version of Metron's Athene capacity planning and performance management product. The new license agreement is worth more than \$1.5 million in revenues to Metron over the course of the three year period.

According to Adam Grummitt, a director of Metron, who works closely with IIM: "IIM commands much respect in Japan as a company with in-depth knowledge of performance management. Initially, the company provided a mainframe performance advice solution and training courses and seminars, before moving into sales for distributed systems performance using Athene. They have put considerable resources into selling Athene, including hands-on consultancy work, and this has really paid off."

IIM has gone from strength to strength since it first started supplying a customized version of Athene, which includes automated advice and reporting, in 1995. The company has now supplied Athene to more than three hundred sites, with clients including such world-renowned organizations as Fujitsu, Sanyo, Sony, Honda, Mitsubishi, Nissan, Toyota, Olympus, Ricoh, Japan Airlines and NTT.

### Notes for editors

#### About Metron Technology Ltd.

Metron Technology was founded in 1986 and is Europe's leading Performance Management and Capacity Planning specialist. At Metron we are committed to continue developing products to provide IT users the maximum benefits at the least cost. We are delivering this by creating automated products that embody an increasing level of intelligence to address the continuing evolution and complexity of hardware environments and software applications.

Metron's Athene performance management software is the most cost-effective product in its class providing fully integrated ITIL®-compliant capacity management with automatic performance analysis and reporting for UNIX, Linux, Windows and Mainframe Servers.

In Europe Athene is installed for clients such as T-Mobile, WH Smith, O<sub>2</sub>, Nestle, LloydsTSB, and a number of government agencies. The company works in partnership with leading IT suppliers such as Hewlett Packard, Microsoft Systems, VMware, Computer Associates, IBM, Capgemini, and Oracle. The world's leading outsourcing companies and half the UK's top 100 companies are now using Athene combined with expert ITIL® consultancy and training services as a key element of their Service Management and Delivery.

Athene is a registered trademark of Metron Technology Ltd

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