

Metron News Release

METRON APPOINTS OREGON-BASED LUND FOR UNIX CAPACITY PLANNING CONSULTANCY AND PRODUCT SALES IN THE USA

23rd December 2002, Taunton, Somerset, UK: Leading European performance management and capacity planning specialist, Metron Limited, has appointed Oregon-based Lund Performance Solutions to provide consulting services based on Metron's Athene product to Lund's customers within the United States. Lund is also authorized to sell the Athene product to its existing customer base. The Athene product adds Solaris and AIX compatibility to Lund's existing line of system performance and capacity planning products and services for HP-UX, Windows and MPE Enterprise systems.

Recognizing that many of their customers are now managing multi-platform environments, Lund looked to Metron for a first-rate solution for organizations considering Solaris and AIX systems. "Lund has always appreciated the comprehensive capacity planning toolkit that Metron developed in their Athene product line," says Andrew Herbert, Vice President and Director of Sales at Lund. "We are pleased to offer this service to our customers that are adding Solaris or AIX to their environments." Metron's Consultancy Director, Adam Grummitt, is glad to extend their product to Lund's customers in the US. "We know that Lund has always been recognized as a leader in HP system performance optimization, and we are delighted to make our capacity planning technology available on the Solaris and AIX platforms. Making our tools available to consultancies like Lund is part of our open approach to providing the most powerful and comprehensive capacity planning toolkits to companies worldwide. The fact that Metron can cover all platforms including the mainframe in a cost-effective model makes this type of partnering attractive to consultancies or companies that wish to have the capabilities that Athene can provide to their staffs internally."

Lund and Metron, both founded in 1986 and both leading developers of system performance software in their respective continents, are clearly compatible. "It is amazing to compare our companies' products and histories," remarks Lund's president and CTO, Scott Pierson. "Our methodologies and approaches to product, interface and customer satisfaction are nearly identical. The Metron Athene product is a great match for our consultancy and customer base. It will be a great pleasure to work with Adam and the entire Metron staff."

Similar to Lund's Meta-View Performance Manager product suite, Metron's Athene captures and collects performance data from target systems and provides applications that exploit this data for trend analysis and capacity planning. Both products provide a rapid, consistent and confident means of understanding the behavior of systems today and predicting how they will perform in a variety of changing business conditions.

Athene services are now available to Lund's customers in the United States. For information about the product, contact Andrew Herbert at 800-935-0652.

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, O2, 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

Paul Shimell (Marketing Director). 01823 259231 paul.shimell@metron.co.uk or
Maggie Templeman (Press Officer). 01491 637942 maggie_templeman@btconnect.com

Metron Technology Ltd | Osborne House | Trull Road | Taunton, TA1 4PX
Phone: 01823 259231 | Fax: 01823 334502

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