

Metron News Release

METRON EXPANDS INTO US WITH PERFORMANCE MANAGEMENT SOFTWARE

31st October 2002, Taunton, Somerset, UK: Leading European capacity planning and performance software specialist, Metron, is capitalizing on demand for the company's Athene product in the USA by opening a direct sales operation, headquartered in Southern California.

Until now, Metron's Athene has been marketed and sold via a number of appointed distributors. The directors believe, however, that establishing Athene as the product of choice for medium to large sized corporations in the US can only come from a dedicated direct channel to market.

Paul Shimell, a director of Metron, commented: "Today, more than ever before, companies seek to make their IT systems more efficient by managing and comprehensively reporting on installed systems. At the same time, to avoid unnecessary investment in new hardware, capacity planning and performance management have come to play an indispensable role in the day to day business environment. Our existing distributor network has supplied Athene to many well-known US organizations, including eBay, the IRS (Internal Revenue Service), the Pentagon, Lehman Brothers, Dow Jones and Blue Cross/Blue Shield. I am confident that these household names will provide us with a good foundation for further development in the US. We have already made our first direct sale to a leading retailer in the US, a strong indication that this is the right strategy."

The new US-based operation – Metron-Athene, Inc. – has its head quarters in the company's Laguna Hills office. Sales offices have also been opened in Florida and Denver.

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

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