

# Metron News Release

## METRON CLINCHES ONE 2 ONE PERFORMANCE MANAGEMENT DEAL

**24th March 1998, Taunton, Somerset, UK:** Performance management specialist, Metron, has clinched a deal to provide Athene capacity planning and performance monitoring software to the UK's fastest growing mobile phone service, One 2 One.

Athene will initially be used for capacity planning across One 2 One's UNIX systems but its application will gradually be expanded to include performance monitoring and tuning.

Like many large organizations with sophisticated and rapidly expanding computer systems, One 2 One is well aware of the importance of planned IT delivery.

Helena Matyka, capacity planner at One 2 One, said: "In today's fast-moving economic climate, IT is an essential part of a company's competitive edge.

"To run your computer systems effectively and efficiently you need to plan IT infrastructure carefully - and to do that you need accurate information on system capacity and performance.

"This is especially true for a company that is expanding as rapidly as One 2 One; last year we almost doubled our subscriber base from 545,000 to over a million customers.

"We want to be pro-active in our approach to information technology rather than reactive. We want to be able to deal with potential problems before they become tangible ones. Prevention is always better, and cheaper, than cure.

"We chose Metron's Athene software because of its functionality, flexibility and ease of use."

Paul Shimell, Metron's UK sales and marketing director, said: "We are delighted to be able to add One 2 One to our expanding customer base, especially since this contract was won in a competitive pitch."

Athene can be used for a comprehensive range of capacity planning and performance management tasks including analysis, trending, planning, forecasting and the automatic generation of regular performance reports.

### 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<sup>®</sup>-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<sup>®</sup> 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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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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