

Nominee: NLYTE SOFTWARE

Nomination title: Data Center Management Software of the Year

Entry Criteria: Please answer these questions in the general description of your nomination:

- What are your product's/solution's key distinguishing features and/or USP?

Nlyte's key distinguishing features and unique selling proposition:

Named "Magic Quadrant Leader" by Gartner in 2014 and 2015, Nlyte Software is the world's foremost pure-play software company focusing on planning, managing and optimising data centres.

Nlyte is delivering the 7th generation of data centre solutions using patented technology and state-of-the-art data storage and business analytics for real-time business decision making:

- Scalable, modular/extensible, rapidly deployable
- Nlyte is a purpose-built software with no hardware agenda
- Nlyte's platform ensures the management of the data centre and the alignment with business functions and applications.
- Nlyte has a flexible business rules workflow engine that enables true data centre lifecycle management
- Nlyte has advanced planning capabilities that include and are based upon patented intelligent asset placement
- Nlyte has a unique Business Intelligence engine that provides dashboard and reporting information to various constituents of the enterprise
- Nlyte has the industry's most advanced, robust API for integrating into an enterprise's existing IT ecosystem
- Nlyte delivers significant and lasting results for our customers, earning us a 99% customer retention rate
- What tangible impact has your product/solution had on the market and your customers?

Create operational excellence in data centres

Complete more projects with fewer people in less time by deploying assets faster, with less rework and fewer errors

- **50% decrease in the cost and time of migrations and consolidations**

Plan & optimize data centres

Extend the life of existing data centre and delay or avoid the capex required in building a new one

- **5 years or more deferral in the capital expense for new data centre build-outs**

Manage technology refreshes

As tech refreshes replace 15-25% of a data centre's assets each year, Nlyte can help gain hard ROI via:

- **Lease overlap savings**
- **Virtual/physical decommissioning**
- **Power overlap savings**
- **Optimize depreciation**

Manage & gain Insight into resources

Use available power, space, cooling and related personnel more efficiently and cost effectively

- **20% annual reduction in data centre operating expenses**

Mitigate & manage risk associated with data centre

Avoid failures through more accurate planning & reduce mean time to repair

- **50% decrease in the business risk and expense caused by unplanned downtime & catastrophic failure**

Conserve energy & run data centre more efficiently

Run a more efficient and green data centre and save on energy expenditures

- **Provides the information needed to improve power usage effectiveness (PUE) ratings**

- What are the major differentiators between your product/solution and those of your primary competitors?

Nlyte's major differentiators between our product/solution and our primary competitors:

Maturity

Nlyte is entering its 8th generation of DCIM solution and is considered the pioneer in the modern visual DCIM suite category. With the largest number of production customer deployments for any modern DCIM, literally thousands of customer-driven capabilities have been engineered into the Nlyte software. We simply deliver DCIM more completely based upon the collective knowledge of hundreds of data centre owners, operators and managers.

Innovation

With DCIM as our bedrock foundation, Nlyte is pioneering DCSM (data centre service management) to extend the workflow processes with the data centre while integrating physical information with the logical or the virtual assets of the IT department for a higher level of oversight, collaboration and integration between data centres and IT departments.

Integration

Through our NgageAPITM interface, Nlyte has created an essential programmatic access layer (based upon web services) that assures the integrity of our core data model. Nlyte's suite is designed to allow bi-directional access to every part of the data model, and enforces the rules associated with that data. Off-the-shelf integration connectors are available for many of the most popular systems, including VMware, BMC Remedy, HP UMDB, BMC Atrium, ServiceNow Change Management, etc.

Patented Technology

Resource management is a core requirement of modern DCIM suites, and in practice starts with the intelligent placement of assets throughout the data centre. Resources are then balanced and consumed in a planned manner, eliminating stranded resources and conditions that would otherwise create risk due to limited resource availability. This is covered by US Patent #7,765,286 which was awarded to Nlyte in 2010.

Scale

Nlyte is designed upon a modern enterprise software architecture and has no limits on enterprise scale. Successful DCIM deployments tend to become massive in scope. Combine this with in some cases hundreds of users on a daily basis, and scale becomes a critically important requirement.

Workflow



Managing process is an essential part of the DCIM world and the absolute value realized through the adoption of DCIM. Nlyte is the first and only DCIM today that allows any type of customer-driven process workflow to be defined and then used in a stand-alone fashion, or as a fully integrated component within any other external change management system programmatically. Nlyte's offering simply becomes part of the organisations bigger change management workflows if desired.

Why nominee should win

- Sets the standard for modern DCIM, with thousands of customer-inspired capabilities.
- Scales to any size infrastructure, combines the view of physical, logical and virtual domains for a holistic view, enabling highly informed decision making.
- Invented the core DCIM technology - intelligent placement of assets to avoid resource imbalances - awarded the US Patent (2010).
- Comes out-of-the-box with connectors to the most prominent management systems already in place, include CMDBs, Change Management and Discovery systems.

At hundreds of data centres with millions of assets under management - many from the Global Fortune 500 companies.