



2011 A Very Good Year for Autonomic Software

Ok this is going to sound like we enjoy tooting our own horns, inflating our egos or showing off our kudos ...well you have to remember this is about our companies journey in 2011...It has been a very good year!

Awards

- The highlight of 2011 was being named McAfee's Security Innovative Alliance Partner of the year. What a high for us. We slapped each other on the back, did high-fives and remained generally loud, rowdy and involved in mayhem for almost a week. We also went to lunch, admired the substantial glass award, and told everyone that would listen "We are the McAfee SIA Partner of the Year." Our thanks to everyone at McAfee for helping to make that wonderful experience a reality.
- We also were named Hot Company with the Best Products and Services of 2011 by Network Products Guide in the spring. It is somewhat sobering to be named a Hot Company. Now we have to stoke the fires to remain Hot. And with our product line-up for next year I think we will be just might be called s Blazing Company by the end of 2012.

Products – Power Management for ePO

- Power Manager for ePO was announced in the spring also. This was one of tightest integrations with ePO that any SIA partner ever delivered. A key benefit is that what customers save can be used to pay for Patch Management for ePO or the entire McAfee End-point Security Suite.

Products - Patch Management for ePO

- [Product release January 9, 2012](#)

Market Impact

- With the addition of Autonomic Software's Power and Patch to ePO, McAfee will stand alone as the only company to offer a more complete ePO endpoint management and security package to its customers. Yeah!
- Autonomic Software made available Low cost solutions that our customers could use to decrease operating costs, improve security and impact the environment reducing the production of tons of CO2.

Customer Growth

- Customers are a wonderful thing. Once they trust you will do what you say they become friends and family...and our family has expanded this year. We have helped schools, cities, hospitals, and other types of companies find extra money for their already expended budgets by cutting power use of the desktops up to 60%. That means if an organization has 1,000 desktops they will save about \$60,000 year after year. This may not seem like much but we also have customers that will save around \$1,130,000.00. Now you can really do something with that kind of money. Customer growth was also experienced in ANSA Patch Manager, our stand-alone product for non-McAfee users. More end points are not protected to customer glee and the horror of the bad guys.

A Few of My Favorite Things About 2011

ANSA Power Manager for ePO

- Watching educational organizations reapply the money saved with Power Manager to benefit their students, keep teachers working and expand their technology programs to provide students with a with better future opportunities . They were able to do this with no out-of-pocket costs.

- Seeing Mid-sized cities that pushed the power manager savings over to emergency services to help keep the public safe.
- Welcoming small and large companies who chose to “Go Tech Green” and work to save the environment.
- ...and I am totally into the Libraries in Central California were able to keep libraries open longer with the extra money they gained in drastically reducing desktop power consumption.

I am impressed with our customers as they carefully plan where extra money will go. They show their hearts and head in making things better for all of us.

ANSA Patch Manager for ePO

- Although Patch Manager for ePO was not finished for customer use the trials have been very encouraging. Customers have told us how pleased they were to automate the onerous task of deploying patches. This mind numbing job was made easy, secure and protected the desktop from outside invasion.
- Patching helps to stop those ### #### professional hackers who disrupt, destroy and steal from hard working companies. When I view our successes I feel a little like we have placed tiny coded Knights Templar who stops the varmints who would impede or harm a business. I love to imagine these driven, ferocious knights with big red crosses on their chests, thrust themselves into the path of dastardly, criminal hackers and forcibly remove them. Modern day road bandits also steal from each and every one of us as a company passes the costs of security down to the consumer. Work with us...let’s stop these #####.

Other Things I Really Liked About 2011

- The help and encouragement we received from power companies’ nation-wide to work with our customers and to show them how to conserve money and in most cases pay out rebates that covers the now and future costs of implementing Power Management.
- The help and support from McAfee in the integration of Power Manager and Patch Manager for ePO. The deep integrations weren’t easy but with patience and innovation they became products that put ePO managers in control of more endpoint tasks and security.
- We were able to continue keep the lines of code very low, providing a product that is more-than-easy to deploy and add additional modules to. Autonomic Software’s complete solution has less than 150,000 lines of code... And we mean to keep it lean and mean.
- Focus 2011 was a great experience for the Autonomic Software Team. The unique experience of meeting ePO users and hearing their needs, future wishes and ultimate dreams was exhilarating. Even for us who stayed behind to support those who attended and keep the doors open it was inspiring. Thank you for coming by our booth, giving us your input on our product offerings and just saying hello. Let’s do it again in 2012.

Wishing You and Yours a Prosperous 2012!

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