Netreo

- Kevin Kinsey
  - CEO
- NDA
  - Dec. 11th, 2006
- Netreo
  - Been around since 2000
  - 98% customer retention
  - 22 consecutive profitable qtrs
  - 45% growth year-over-year
  - 100% self-funded
- Customers
  - these have the current appliance
  - predominately enterprise
  - heterogeneous
- OmniCenter OnDemand (The announcement)
  - "Enterprise Network Management"
  - Auto-discovery
  - Auto-configuration
  - No need to update
  - Wizard or template driven
- Core Functionality
  - Fault mgmt
    - monitoring
    - alerts with ack
    - false alarm suppression
  - performance management
    - protocols
      - SNMP
      - Cisco IPSLA
      - WMI
      - WBEM
    - "bi-level thresholds with unique real-time alarms"
    - 3 years of raw data that rolls up
      - 5 minutes for a month
      - 1 day for rest
      - and they store "peaks"
      - you can scp out the 5 minute stuff to somewhere else
  - [they don't really do application mgmt]
  - alerting
    - pager
      - email
      - SMS
      - SNMP traps
      - 3rd party tool
        - Remedy
        - Heat?
  - reports
    - canned reports
    - custom reports
    - HTML, CSV, PDF
  - "chronic problem detection"
    - "the baddest of the bad"
  - management
    - restart Windows services
      - via WMI
    - you can SSH/telnet to configure
- UI
  - Web based
  - grid grouped by type
  - green/red lights
  - pivot by
    - Category
    - Sites
      - User defined groups
    - Apps
      - groupings of stuff like "VPN"
      - you can add different weights to devices
      - give you a quick sense of how your VPN's are doing overall
  - drill down to the normal looking at metrics and whatnot
- Architecture
  - Appliance
    - just VPN's to them for patching/ upgrade support for the product
    - One customer monitors 12,000 devices
      - with a fail-over appliance
    - add'l functionality (not on OnDemand)
      - syslog
      - Net/S-Flow
      - third party integration
        - Helpdesk
          - Remedy
        - MOM
        - can be via SNMP Traps
  - OnDemand
    - VPN client runs on Windows
    - supports "a few 100 devices"
- Product Tiers
  - OmniCenter Basic
    - Not too customizable
    - "default, industry standard"
  - OmniCenter Pro
    - embed scripts
    - WMI support
    - syslog
- Modules
  - OmniCenter Voice
    - Cisco IPTEL
    - QoS
    - Fraud alerts
- Roadmap
  - Rule and role based stuff
  - response time
  - anomaly detection
  - application stuff
    - synthetic transactions
- Questions
  - Price?
    - "Sample Monthly Pricing"
      - Basic
        - 10: $25/device
        - 100: $7/device
        - 200: $5/device
      - Pro
        - 10: $75/device
        - 100: $12/device
        - 200: $7/device
  - PSE/ACE like function?
    - Yes for MIBs
      - They could use the VPN connection to do it as well
  - Support?
    - He mentions iPass
      - They use it for tons of retailers

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