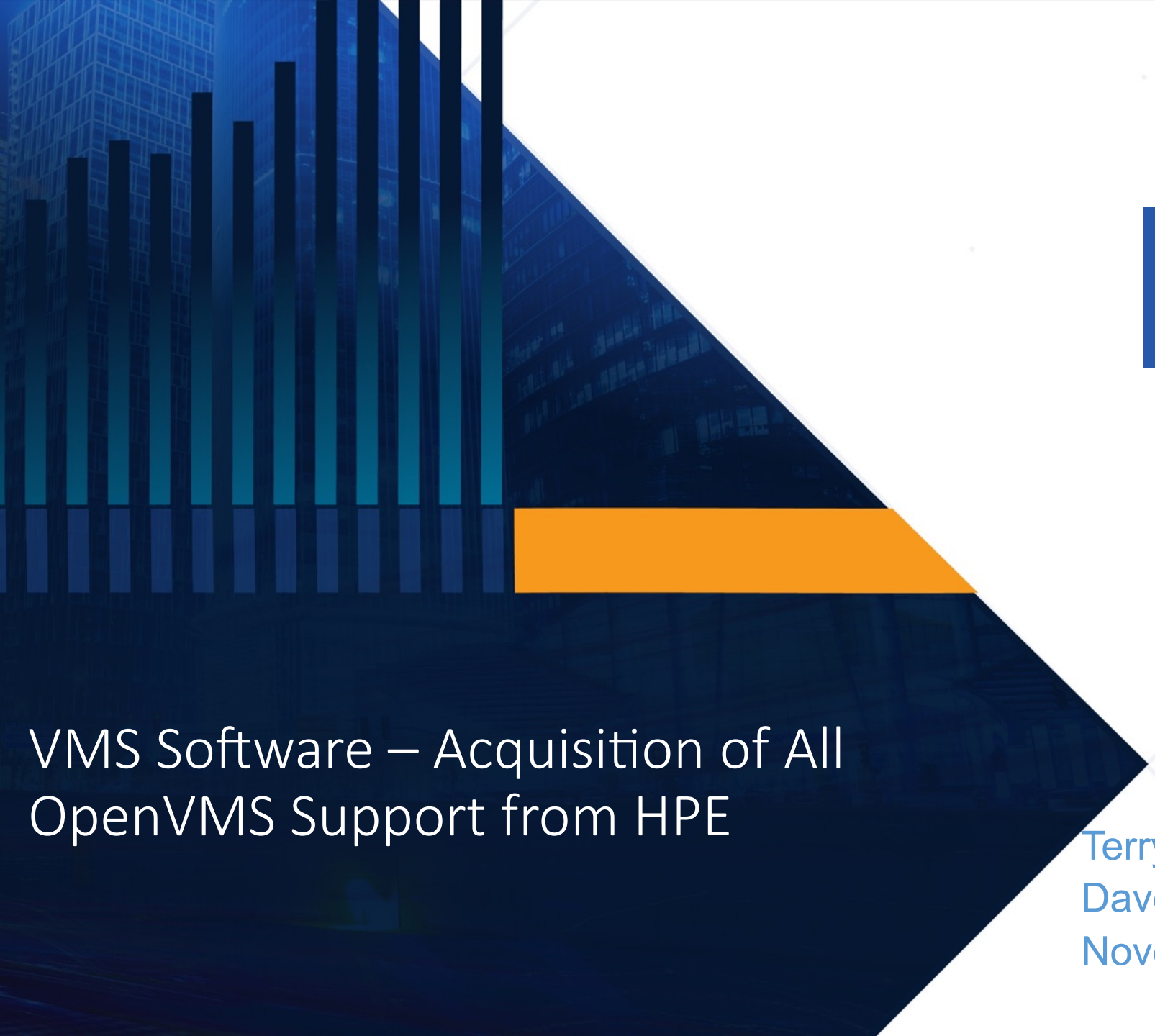

VMS Software – Acquisition of All OpenVMS Support from HPE

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November 2019

Agenda

- News about VSI Acquisition of all OpenVMS Support from HPE
- 2019 VSI Business Update
- Review VSI Roadmap
- VSI Technical Highlights
- Q & A

VMS Software Acquires All HPE OpenVMS Support Renewals

- HPE Pointnext no longer able to renew any HPE or VSI OpenVMS support contracts currently with HPE.
- Change consistent with Hewlett Packard's (now HPE) 2013 OpenVMS announcement.
- Continuation of April 2019 HPE's announcement ending HPE accepting orders for VSI products and support
- Customer notifications sent by HPE directly to HPE OpenVMS support contract customers on October 24, 2019.
- This applies to ALL OpenVMS including both HPE OpenVMS (V8.4 and earlier) and VSI OpenVMS (V8.4-1h1 and later).

Why did HPE agree to the VSI Acquisition?

- In concert with HPE 2013 announcement and on-going divestiture to VSI of the OpenVMS Operating System.

- HPE has confidence in VMS Software, Inc. (VSI) to meet customer needs.
  - VSI has been in business since 2014.
  - VSI is well financed by Teracloud Corporation.
  - In May 2018, HPE contracted all OpenVMS software support to VMS Software Inc.
  - VSI's Outstanding performance convinced HPE VSI is the best support option for OpenVMS customers.

What if you have a VSI OpenVMS Support Contract?

- There is no change in your working with VSI.
- No reason to take any action.

What if you have HPE V8.4?

- There are options.
- Option 1 - You can upgrade your OpenVMS licenses and support with new VSI products and support.
- Option 2 - You can renew your HPE V8.4 support through VSI.
  - You can keep the same level of support or change it.
  - There is no guarantee that the exact pricing will be in your VSI proposal.
  - VSI has access to HPE patches and fixes necessary to support V8.4.
  - Standard support on HPE V8.4 ends December 31, 2020.
  - No new software fixes after end date.

What about HPE OpenVMS V8.3 and earlier?

- VSI is able to provide support programs for any VAX, Alpha or Itanium servers including V8.3 and earlier.
- In most cases this will be L1 / L2 support

What if you have VSI products on Contract through HPE?

- Well before your HPE Support contract ends, contact VSI to start planning your transition to a VSI support contract.

- Contact sales@vmssoftware.com

What if your current support contracts are with both VSI and HPE?

- Well before your HPE Support contract ends, contact VSI to start planning your transition to a VSI support contract.

- If you want to synch up your entire OpenVMS support, mention this to us and we can make this happen.

Expediting your VSI Support Renewal Proposal

- If you can send to us a copy of your current HPE support contract, that will in most cases provide us the information we need to prepare your VSI quote.
- Alternatively, providing us system command reports
  - $ Show License
  - $ Show CPU
  - $ Show License/Charge)…
  - $ hthread :== systest:hthreads.exe
  - $ hthread show

+

- The Level of support desired (Platinum, Gold, Silver or Bronze) and the number of years (1y, 3y, 4y, 5y) for your contract will allow us to prepare a quote.

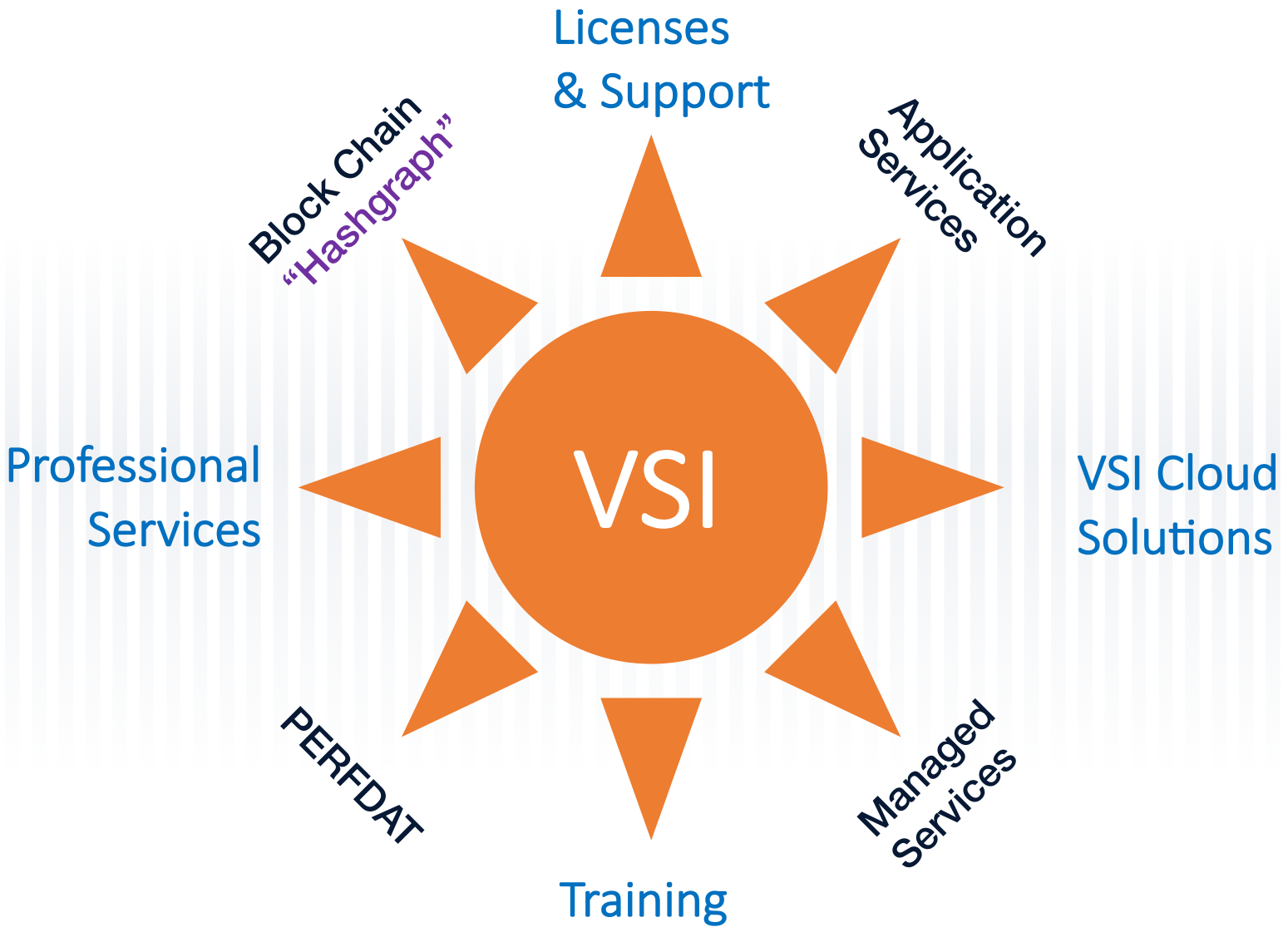
Transition from HPE to VMS Software

- 2013 – HP announces their EOL support for OpenVMS O/S.
- 2014 - VMS Software purchases rights to OpenVMS O/S.
- 2015 - HPE new Alpha License sales ends.
- 2015 – VSI introduces its first upgraded Integrity product and its 4 levels of "Best in Class" support.
- 2016 – VSI introduces 3 additional Integrity licenses with VSI support.
- 2017 – VSI introduces two new Alpha products.
  - Alpha V8.4-2L1
  - Alpha V8.4-2L2 Performance Build
- 2018 - HPE OpenVMS (V8.4 or earlier) obsoleted from HPE WW Price List.
- 2018 – HPE outsources OpenVMS support to VMS Software, Inc.
- 2019 – HPE to remove all VSI OpenVMS Licenses and Support part numbers from HPE Price List…. meaning HPE will not sell any new VSI products effective after June 30, 2019.
- 2019 – VSI purchases rights to all HPE OpenVMS contract renewals effective September 9, 2019.

Who is VMS Software?

- VMS Software, Inc. was created as a result of its parent company Teracloud, Ltd (European corporation) purchasing from HP in 2014, all Rights to the OpenVMS O/S.
- VSI is headquartered in Bolton, Massachusetts USA.
- VSI has approx. 90 employees (+ contractors) with the majority in Bolton, MA but other locations as well.
  - Offices in Malmo, Sweden
  - Locations in The Netherlands, France, Germany, UK and elsewhere in North America
- The majority of VSI's employees are developers and engineers working on new product solutions with the majority of people working on x86 products available in late 2021.

OpenVMS Clearinghouse



How is VMS Software doing?

- Backed by Teracloud Corporation parent.
- In both 2017 and 2018 our Booked Orders increased at least 2X compared with the previous year. Solid growth realized in 2019 and forecasted for 2020.
- Positive EBITDA projected in 2020
- Focus is the OpenVMS CUSTOMER
- Adding VSI Resources
  - Engineering
  - Professional Services
  - Sales Team

KPI's in last 5 Years

- VSI introduces its first upgraded Integrity product and its 4 levels of "Best in Class" support. (2015)
- VSI introduces 3 additional Integrity licenses with VSI support. (2016)
- VSI introduces two new Alpha products. (2017)
    - Alpha V8.4-2L1
    - Alpha V8.4-2L2 Performance Build
- VSI Revenue hits $10M and growing (FY2018)
- VSI initiates Professional Services team in Europe (2018)
- VSI releases improved O/S components (2017 – 2019)
- VSI announces 1st Boot on x86 HW platform (May, 2019)
- VSI hires Manager for VSI North American Professional Services (September, 2019)
- VSI forecasts positive EBITDA (2020)
- VSI expects x86 V9.0 EAK Q1 2020
- VSI projected revenue $18M - $20M in 2020
- VSI projected to release new Alpha, Itanium and x86 V9.2 (full production in late 2021)

Engineering Highlights

- Made over 800 bug fixes to the O/S
- Over 200 new features
- 2019 New components
  - New TCP/IP Stack
  - New SAMBA Release
  - New IDE Release
  - New Password Management

Based on Process Software Multinet V5.5 with updates

Acquisition of PERFDAT

- VSI purchased this product from HPE in January, 2019
- Is an integrated performance monitoring, management and capacity planning solution for OpenVMS
- Available as a stand-alone product for your OpenVMS environment
- (Soon) Available as a VSI Professional Service offering
  - Capacity planning
  - Performance monitoring
  - Performance troubleshooting
  - System Alerting

VSI SAN Storage Array Focus

(VSI HCL)

VSI Supported

Hewlett Packard Enterprise

EMC²

PURE STORAGE

INFINIDAT

KOVE

NetApp

HITACHI DATA SYSTEMS

HUAWEI

In Progress

IBM

Status

VSI ISV Partners Include

(At A Glance)

APTEAN

ARS SERVICIOS PROFESIONALES

ASG

ATTUNITY

Automic

CHR Solutions

Compact Data Works

ca technologies

CONNX

ERGONOMIC solutions

eCube Systems

HITACHI Inspire the Next

InterSystems

ISE

worldline e-payment services

JCC Consulting, Inc.

JENZABAR

JFA SYSTEMS

leidos

Media Interactivity Development for Internet Scope MIDSCOPE

Mimer SQL

XLNT

Nasdaq

NDC

Northlake

ORACLE

PARSEC Group

PointSecure

PROCESS SOFTWARE

Quayle Consulting Inc.

RAXCO SOFTWARE

Remedy IT Your challenge - our solution

ROVISYS Automation & Information Solutions

SCANCO MEDICAL

Software International Concepts

STARK GAMING

STORServer

THESIS SOFTWARE

UNICOM Systems, Inc. A Division of UNICOM Global

Vista Control Systems, Inc.

VSM Software

Willow Technology

TURN-KEY DISTRIBUTION SYSTEMS, INC.

ISIDATA

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VSI Support & Roadmap

VSI Support

- Seamless Transition from HPE to VSI OpenVMS Software Support. The VMS support engineers you worked with at HPE are VSI employees and remain handling your questions and cases.
- VSI has the world's OpenVMS Experts in support and R&D.
- VSI support works closely with the VSI engineering experts to solve VSI OpenVMS issues.
- Frequent and dependable patch kits distributed for VSI OpenVMS versions
- The VSI team supports a wider range of Open Source product offerings to help modernize your environment

VSI Support Offerings

Bronze 9X5 Support

- Standard support phone number provided
- [1] Right to New Versions (RTNV) of a VSI product
- Access to all software updates/patches provided between numbered releases
- Technical Support 9 hours a day, during 5 business days a week
- Provided periodic VSI updates
- 4 hour response from initial customer contact. This assumes that the customer uses the standard support phone line provided to the customer by VSI.

Silver 24X7 Support

- Standard support phone number provided
- [1] Right to New Versions (RTNV) of a VSI product
- Access to all software updates/patches provided between numbered releases
- Technical Support 24 hours a day, 7 days a week
- Provided periodic VSI updates
- 2 hour response from initial customer contact. This assumes that the customer uses the standard support phone line provided to the customer by VSI.

Gold 24X7 Support

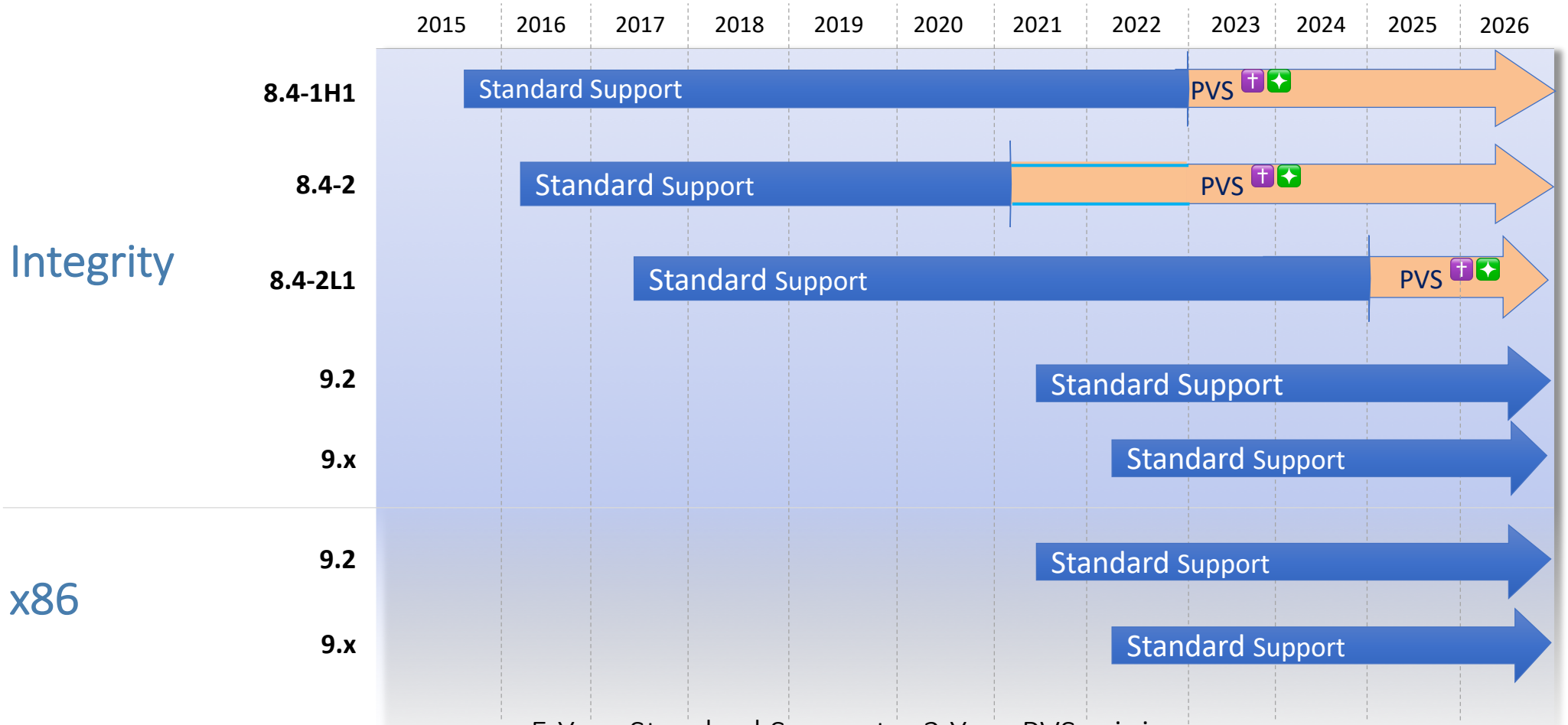
- Standard support phone number provided
- [1] Right to New Versions (RTNV) of a VSI product
- Access to all software updates/patches provided between numbered releases
- Technical Support 24 hours a day, 7 days a week
- Assigned a remote Technical Account Manager (TAM)
- VSI software patch analysis
- VSI software system health checks
- Provided periodic VSI updates
- 1 hour response from initial customer contact. This assumes that the customer uses the standard support phone line provided to the customer by VSI.

Platinum 24x7 Support

- Dedicated phone number provided on sign-up
- [1] Right to New Versions (RTNV) of a VSI product
- Access to all software updates/patches provided between numbered releases
- Technical Support 24 hours a day, 7 days a week
- Assigned a remote Technical Account Manager (TAM)
- Quarterly VSI software patch analysis
- Quarterly VSI software system health checks
- Provided periodic VSI updates
- Immediate response from initial customer contact. This assumes that the customer uses the dedicated phone line provided to the customer by VSI.

These roadmaps contain forward looking statements and are provided solely for your convenience. While the information in this roadmap is based on our current best estimates, such information is subject to change without notice.

VSI OpenVMS Integrity & x86 Support Roadmap

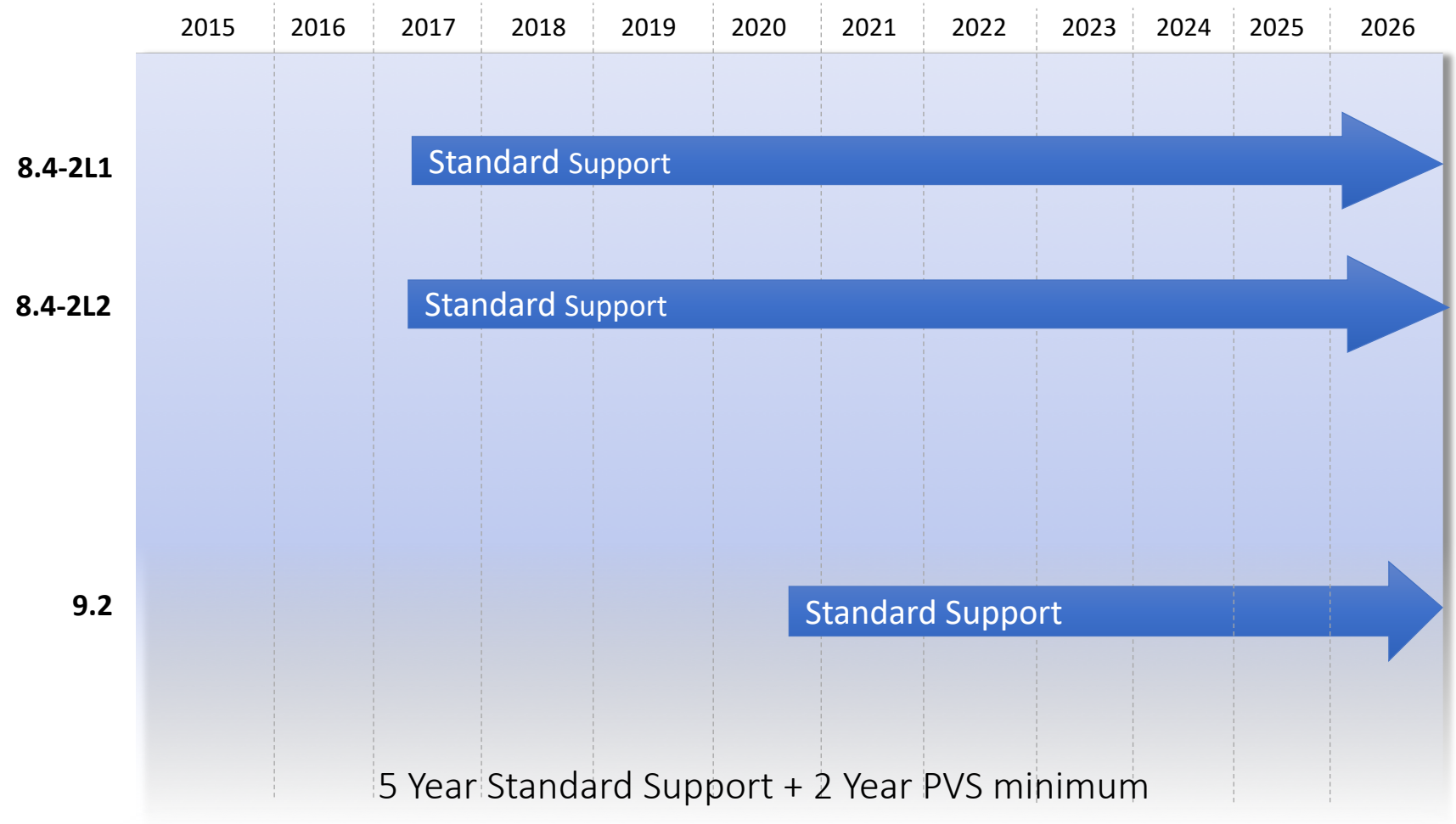


5 Year Standard Support + 2 Year PVS minimum

- PVS – Prior Version Support without Sustaining Engineering
  24 Month notice will be provided before support is ended
- Extended Engineering Support (EES) contract is available

VSI OpenVMS Alpha Support Roadmap

Alpha

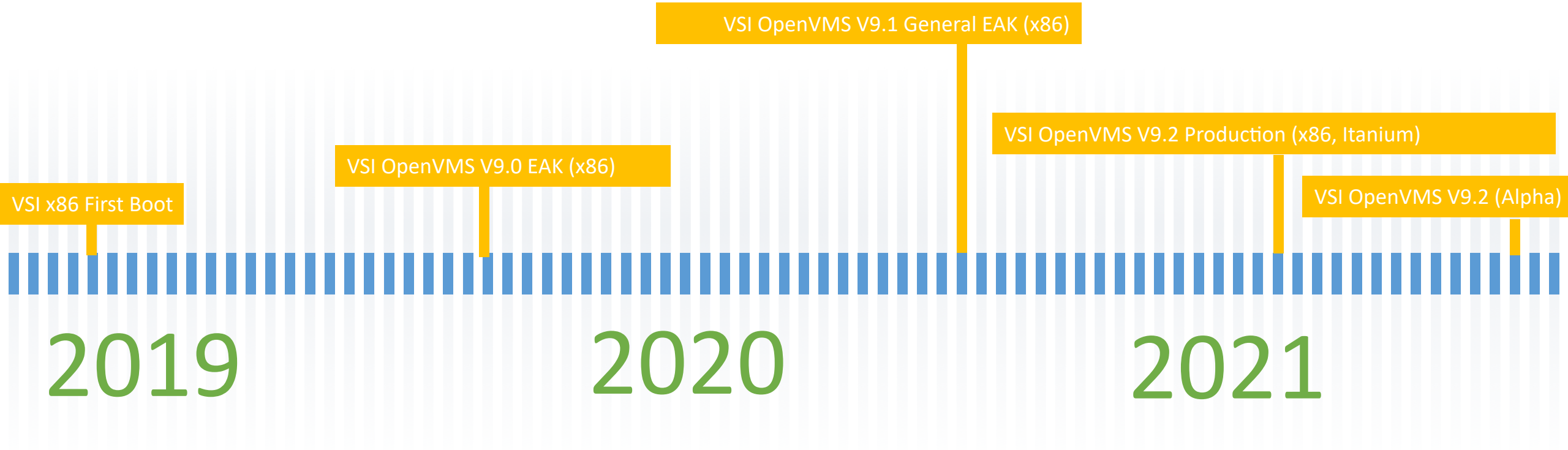


24 Month notice will be provided before support is ended
PVS (Prior version support without sustaining) will be provided at that time

Based on current, best estimates. Subject to change without notice.

VSI x86 Roadmap

Product Roadmap for 2019- 2021



VSI OpenVMS Virtualization

vms

Thank You

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