VMS Software

VSI Business & New Products Update – April 9, 2019

Terry R. Holmes / Ray Turner

Webinar Agenda

- Introduction

- News from HPE

- VMS Software, Inc. (VSI): Leading OpenVMS into the Future

- VSI New Products (Including x-86 port) Update

- Q&A

Reasons customers have stuck around for 40 years

"There are OpenVMS clusters operating with uninterrupted service uptimes in excess of 18 years. OpenVMS is one of the industry's best-kept secrets."

TRUST!

20% of US power output generated by nuclear power plants running OpenVMS

90% of microprocessors manufactured by processes controlled by disaster tolerant OpenVMS

60% of world's SMS messaging is managed by OpenVMS systems

High availability

OpenVMS is renown for its 99.999% uptime reputation.

OpenVMS availability is measured in years, not weeks or months, as you would expect on other general purpose operating systems.

European railway company

19years

highest recorded uptime without reboot

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Security by design

Security has been architected into the OS from the very beginning

Includes numerous features to restrict and control access to resources.

Security levels

73x
Fewer daily security vulnerabilities

10x
Lower security patch rate

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The Transition of OpenVMS

- In 2013, HP announces end of support for OpenVMS.

- In 2014, VSI purchases the Rights to OpenVMS from HP.

- **What did VMS Software, Inc. purchase from HP?**

- VSI has the Exclusive rights to develop new versions of OpenVMS

- VSI has the Perpetual Worldwide License

- VSI has the Right to use the OpenVMS trademark and other marketing rights

- VSI has the Right to release OpenVMS on any hardware (including the mainstream Intel x86 platform)

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Transition from HPE to VSI

- 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.
- 2019 – Removal of 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.
- 2020 - HPE OpenVMS V8.4 standard support ends on December 31.

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Transition from HPE to VSI

Removal of VSI OpenVMS License and Support part numbers from HPE Price List means... HPE will not sell any new VSI products effective after June 30, 2019.

- What were the factors that lead HPE to this decision?
    - HPE's original 2013 Announcement to exit the business by 2020.
    - HPE's recognition that "VSI has the execution capabilities to assure the long term satisfaction for OpenVMS customers and partners".

- What "Call to Actions" have been given to the HPE Organization?
    - HPE Sales are to redirect customer inquiries for VSI products to VSI effective June 30, 2019.
    - HPE Channel Partners are to engage with VSI to secure reseller arrangements for VSI products.

- What are the ways OpenVMS customers can purchase new VSI products and support?
    - VSI Direct
    - VSI Reseller or Channel Partners
    - In "special" situations, HPE DCC customers may be able to work locally with their HPE subsidiary to purchase VSI licenses and VSI support and gain the desired benefits that only VSI can offer.

- What are some of the benefits of working with VSI direct or through Channel Partners?
    - **The Rights to New Versions** - Meaning that when customers purchase VSI upgraded licenses with VSI support from VSI or a VSI Partner, they have the right to automatic upgrades and future license upgrades at no cost. This includes the upcoming V9.2 major releases on Alpha, Integrity and x-86 products.
    - The knowledge that customers are working with the organization dedicated to the future of the OpenVMS Operating System. VSI Worldwide Support Team. VSI Professional Services. VSI Training programs.
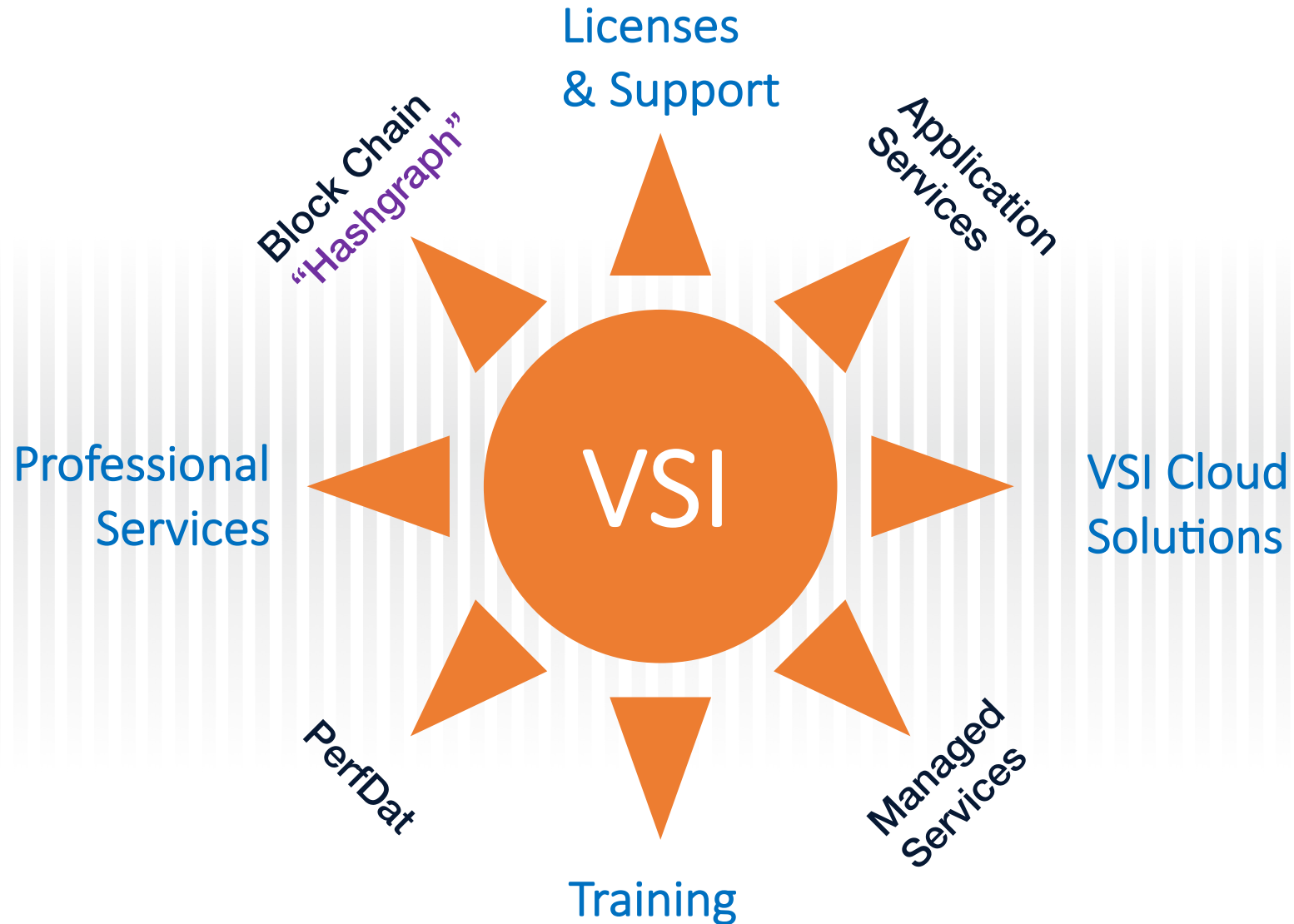
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Who is VMS Software?

- 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 just 15 minutes from the original DEC headquarters.
- VSI has approx. 90 employees with the majority in Bolton, MA but other locations as well.
    - Offices in Malmo, Sweden
    - Locations in The Netherlands, France, Germany, UK, Russia and elsewhere in North America
- The majority of VSI's employees are developers and engineers working on new product solutions with the majority of these people working on x86 products available in late 2020.
- As the exclusive developer of new OpenVMS products only VSI can provide benefits that no one else can including....

The Rights To New Versions (RTNV)

OpenVMS Clearinghouse

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.

VSI Professional Services

Installation & Migration Services

Managed Services

Remote Monitoring

Application Modernization

How is VMS Software doing?

- Backed by Teracloud Corporation parent.

- In both 2017 and 2018 our Booked Orders increased at least 2X compared the the previous year.

- Positive EBITDA projected in 2019

- Focus is the CUSTOMER
  - Customer transition underway
  - Different ways to work with VSI.
  - Need to Accelerate the transition

- Adding VSI Resources
  - Engineering
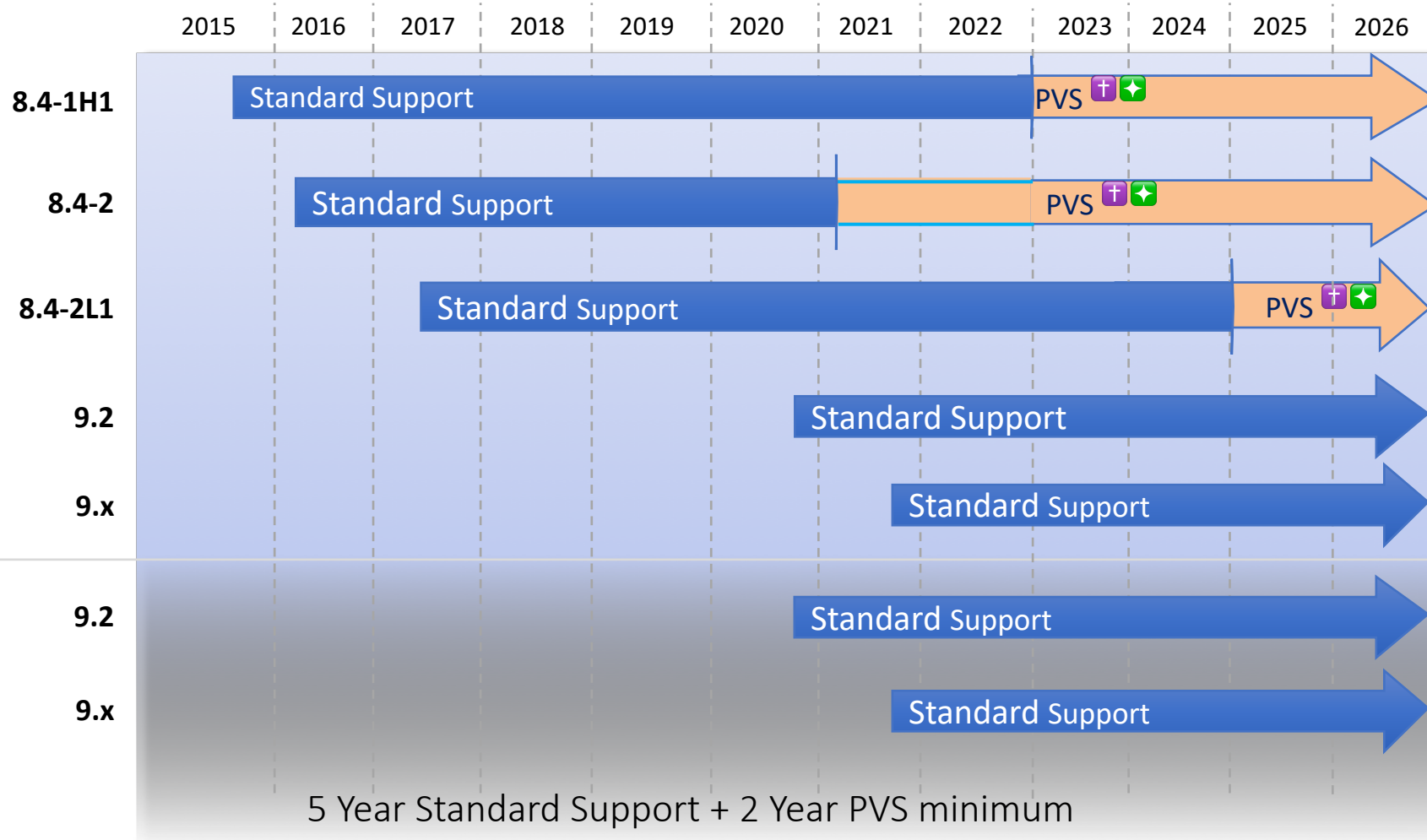 - Professional Services
  - Sales Team

VSI Support Roadmap

VSI OpenVMS Integrity & x86 Support Roadmap
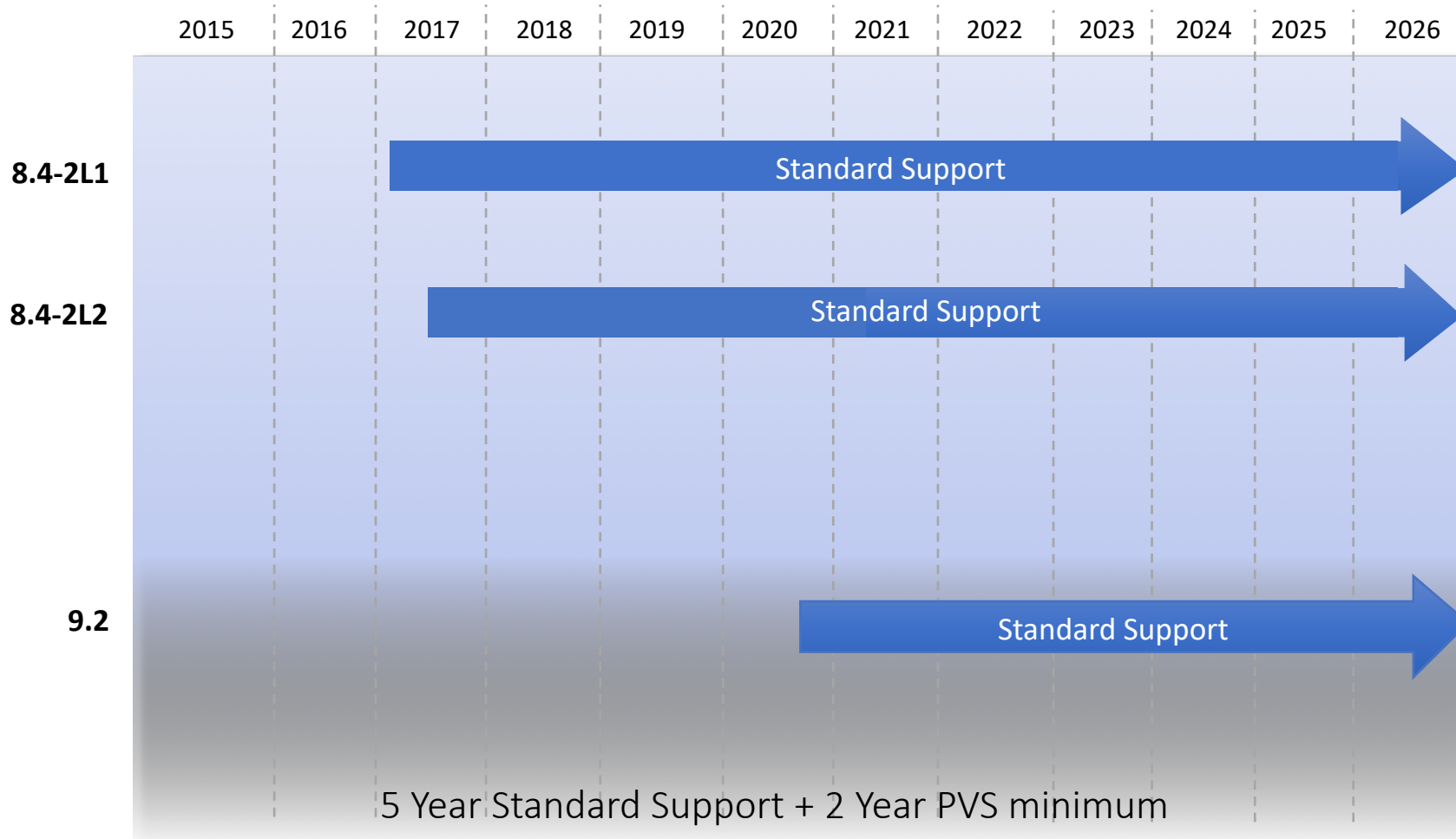

5 Year Standard Support + 2 Year PVS minimum

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

| 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 |

Alpha

8.4-2L1 — Standard Support

8.4-2L2 — Standard Support

9.2 — Standard Support

5 Year Standard Support + 2 Year PVS minimum

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

X86 Update

VSI OpenVMS Virtualization

New VSI Products

VSI TCP/IP V10.5

- Replacing the existing OpenVMS TCP/IP stack with a completely updated stack based on software licensed from Process Software
  - Offers advanced features
    - Intrusion Prevention System (IPS)
    - Improved Network Monitoring
    - More Up to date Standards Compliant
- Is currently released as a standalone EAK (Early Adopters Kit) on Integrity
  - Alpha kit available in 2019
- Will be integrated in future releases of OpenVMS
- Will be the Only stack on X86

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VSI TCP/IP V10.5 Summary

- **What it is:**
  - A new product from VSI
  - Installed with PCSI
  - Based on MultiNet, but better
  - Enabled with VSI OE licenses
  - Able to co-exist with TCP/IP Services or MultiNet on the same system
  - Easily switchable to and from other IP stacks
  - Will be the Only stack on X86
  - Expected Delivery V10.6 – Q3/2019

- **Benefits**
  - More Up to Date Standards Compliant
  - More Secure
    - IPSEC Support
    - IPS (Intrusion Prevention system)
    - Suite-B Elliptical Curve SSH Cryptography
    - 2FA Support (Coming)
    - CAC Card Support (Coming)
  - IPv6 Enabled
  - Internet File, Print & Terminal Services
  - Execute DECnet Apps over TCP/IP w/o mods
  - CKO – Hardware Support (Coming)
  - & More 😀

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Password Management

- Increases password security on OpenVMS
  - The minimum number of upper-case characters in a password
  - The minimum number of lower-case characters in a password
  - The minimum number of special characters in a password
  - The minimum number of numbers in a password
  - The minimum number of categories that must be included in a password (categories include upper-case characters, lower-case characters, special characters, and numbers)
  - The minimum percentage by which a password must be changed

- Available on Integrity and Alpha

- Standard with all new VSI license releases

- Expected Delivery Date – Patch Kit available soon (Q2/2019)

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New Product - PerfDat

- VSI purchased this products from HPE in January, 2019
    - Bolt-On Strategy
    - SaaS Model
    - New VSI Customers

- An integrated performance monitoring, management and capacity planning solution for OpenVMS

- Available as a stand alone product for your OpenVMS environment

- Available as a VSI Professional Service offering
    - Capacity planning
    - Performance monitoring
    - Performance troubleshooting

New Product - PerfDat

- Key Features and Benefits
    - Performance Lifecycle Management
        - Benchmarketing   Stress Testing
        - System Sizing   Tuning
        - Troubleshooting   Validation of Performance Changes
        - Capacity Analysis   & More
    - Complete Performance Information
    - Allows Management Systems Performance
    - Provides Trend Analysis and Performance Prediction
    - Performance Data Management and Analysis

- Supported Environments
    - OpenVMS Alpha V7.2-2 and higher
    - OpenVMS IA64 V8.2 and higher

New Product – Service Control

- Makes non cluster aware application highly available

- Reduces service recovery time
  - SLA fulfillment

- Provides detailed information about the services, the resource they depend on and their inter-dependencies

- Detailed order by occurrence logging and exception altering
  - Supports incident management process
  - Supports problem management process

- Services can be managed without expert know-how

- Supported on OpenVMS Alpha V7.3-2 and above and OpenVMS Integrity V8.2 and above

Questions & Answers

Thank You

To learn more please contact us:

info@vmssoftware.com
+1.978.451.0110

www.vmssoftware.com