

Integrated IT Lifecycle Management

ALTIRIS OVERVIEW

Altiris provides comprehensive solutions for managing desktops, laptops, servers and handheld devices through the entire information technology (IT) lifecycle. Our products enable IT managers to deploy, migrate and restore software settings, automate patch management and track performance and diagnostic metrics of both hardware and software. Altiris solutions manage and identify IT assets and facilitate problem resolution as well as provide remote access to systems information through an integrated web-based infrastructure. We license our complete solutions to thousands of companies of all sizes and in all industries. Significant strategic relationships with leading OEMs such as HP, Dell, Fujitsu Siemens Computers, Microsoft, and Philips help our customers to significantly reduce the total cost of owning IT resources.

ALTIRIS HISTORY

Altiris was founded in 1998, although our roots date back to the early 1990s as a pioneer in system deployment, provisioning and configuration. Since 2000 Altiris has developed or acquired complimentary systems management capabilities that include application packaging, application virtualization and management, PC backup and recovery, Windows and Unix asset management, customizable administration and reporting, leading remote control technology, and a web-based help desk infrastructure. Each technology acquisition has been successfully integrated with existing Altiris products to create comprehensive and modular systems management solutions.

Altiris technology is recommended by companies such as Hewlett-Packard, Dell, Fujitsu Siemens and Intel as a leading company in IT lifecycle management. For more than four years, Altiris and HP/Compaq have co-developed client and server software as part of their strategic partnership. Dell has built both service offerings and client and server management software around Altiris solutions to reduce the cost of owning and managing systems. Together with partner Fujitsu Siemens, we are developing solutions that meet the distinct needs of their customer base. Altiris is a

Microsoft Global Gold Partner and is a leading deployment and migration vendor for Windows XP and Server 2003.

UNIQUE PRODUCT OFFERING

Altiris software reduces the cost and complexity of tracking, supporting, and maintaining corporate IT assets, including desktops, notebooks, servers, and handheld devices. Altiris offers customers a unique approach to IT lifecycle management with its modular, integrated solutions for client and mobile management, active IT asset management and server management.

CLIENT & MOBILE MANAGEMENT

IT departments are faced with the challenging task of managing numerous, constantly changing client and mobile systems. To meet the demands placed on IT organizations, such as patch management and remote user support, Altiris offers the most comprehensive and easy to implement solutions allowing customers to gain immediate control of their computing environment.

ACTIVE ASSET MANAGEMENT

Organizations need solutions that quickly discover and provide ongoing reconciliation of IT assets throughout an enterprise. Altiris delivers the most tightly integrated IT asset management solution allowing IT managers to discover, track, correlate and support all assets - including corporate contracts and leases - throughout the enterprise.

SERVER MANAGEMENT

Altiris offers the only heterogeneous server management capabilities natively integrated with ongoing monitoring for comprehensive control of Windows, Linux and UNIX server environments. Altiris cross-platform, natively integrated solutions provide a single point of administration and control for systems administrators.

MARKET OPPORTUNITY

Businesses increasingly rely on IT to gain competitive advantage in a constantly changing, global business environment. In particular, businesses are leveraging IT to increase market

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share, reduce costs, improve customer satisfaction and enhance overall productivity. The goal is to enable customers, business partners and employees to receive a broad range of information and services in a timely manner. As a result, efficiently managing IT assets has become mission-critical to an organization's success.

According to IDC, the markets addressed by Altiris IT lifecycle management software will reach \$15.7 billion in 2004. The market is currently forecast to reach a total of \$21 billion by 2008, a 25.2 percent increase over 2004. This represents a CAGR of 6 percent for the five-year period.

DISTRIBUTION STRATEGY

Altiris sells its IT lifecycle management solutions to a global customer base through a direct sales force, OEM partners, value-added resellers and systems integrators. Altiris currently has more than 306 sales and marketing employees in 45 locations around the world. Major OEM partners include companies such as HP, Dell and Fujitsu Siemens. In addition, we have more than 500 business partners and resellers in North America and more than 280 international VAR's and resellers in more than 56 countries.

Altiris distributes products through major distributors such as Ingram Micro in the Americas and direct to resellers in EMEA, Asia and Latin America. We work with a number of systems integrators who use Altiris' products in delivering consulting services to their clients.



GREG BUTTERFIELD
President and CEO

Greg has served as president and CEO since February 2000. Prior to joining, he was executive VP of worldwide sales at Vinca/Legato. He also held senior level sales positions at Novell and WordPerfect Corporation.



STEVE ERICKSON
VP & CFO

Steve has served as CFO since August 2000. Prior to joining, he was CEO and Controller for the Newspaper Agency Corporation, a major news publisher. He has held a variety of executive-level accounting positions with Deloitte & Touche and Arthur Andersen.



DWAIN KINGHORN
Chief Technology Officer

Dwain has served as CTO since October 2000, when Altiris acquired Computing Edge, a software company that he founded. He has held a variety of technology development positions with Microsoft. He holds a B.S. degree in electrical and computer engineering from Brigham Young University.



MIKE SAMUELIAN
VP of Worldwide Sales

Mike has served as VP of sales since March 2002. Prior to joining, Mike served in a variety of strategic development and executive sales positions at Legato and Vinca.

ALTIRIS ALLIANCES



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