



Confidence in a connected world.



Altiris Business Unit Review

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Agenda



- 1 Altiris
- 2 Symantec and Altiris
- 3 Growth Drivers
- 4 Summary

FY08 Objectives

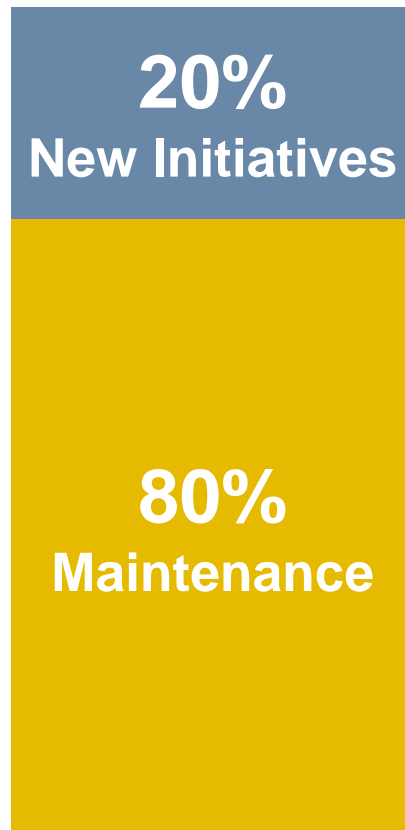


- Business unit integration
 - Leverage Symantec's global resources
 - Product integration with Symantec Endpoint Protection (SEP), BackupExec, Control Compliance Suite
 - Altiris CMDB as the go forward strategy for endpoint management and automated remediation
 - Maximize sales and go-to-market opportunities (OEM, VARs, SI)
- Convert Vista migration opportunities to management opportunities

Aligning Business and IT



Typical Company



IT spending as
a percentage
of revenue

3.6%

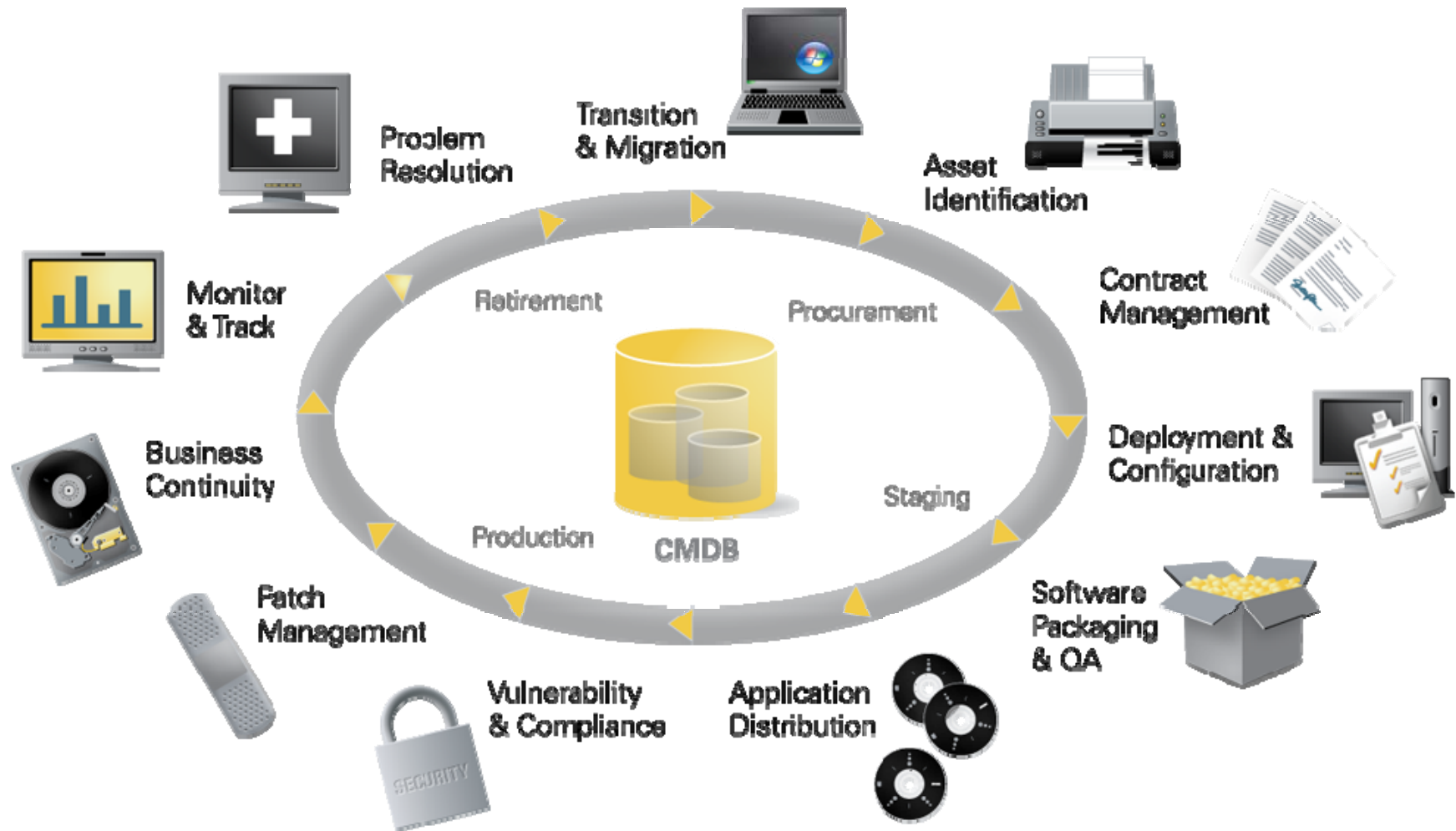
2006/2007 IT Spending and Staffing

- **Infrastructure** **41%**
Essential elements, networks, help desk and maintenance
- **Utility** **22%**
Applications that are essential, but not differentiating
- **Enhancements** **23%**
Applications that provide better performance measured in speed, convenience, cost of business, working capital, and quality
- **Frontier** **14%**
Applications that make a major change in business performance and may change the competitive landscape

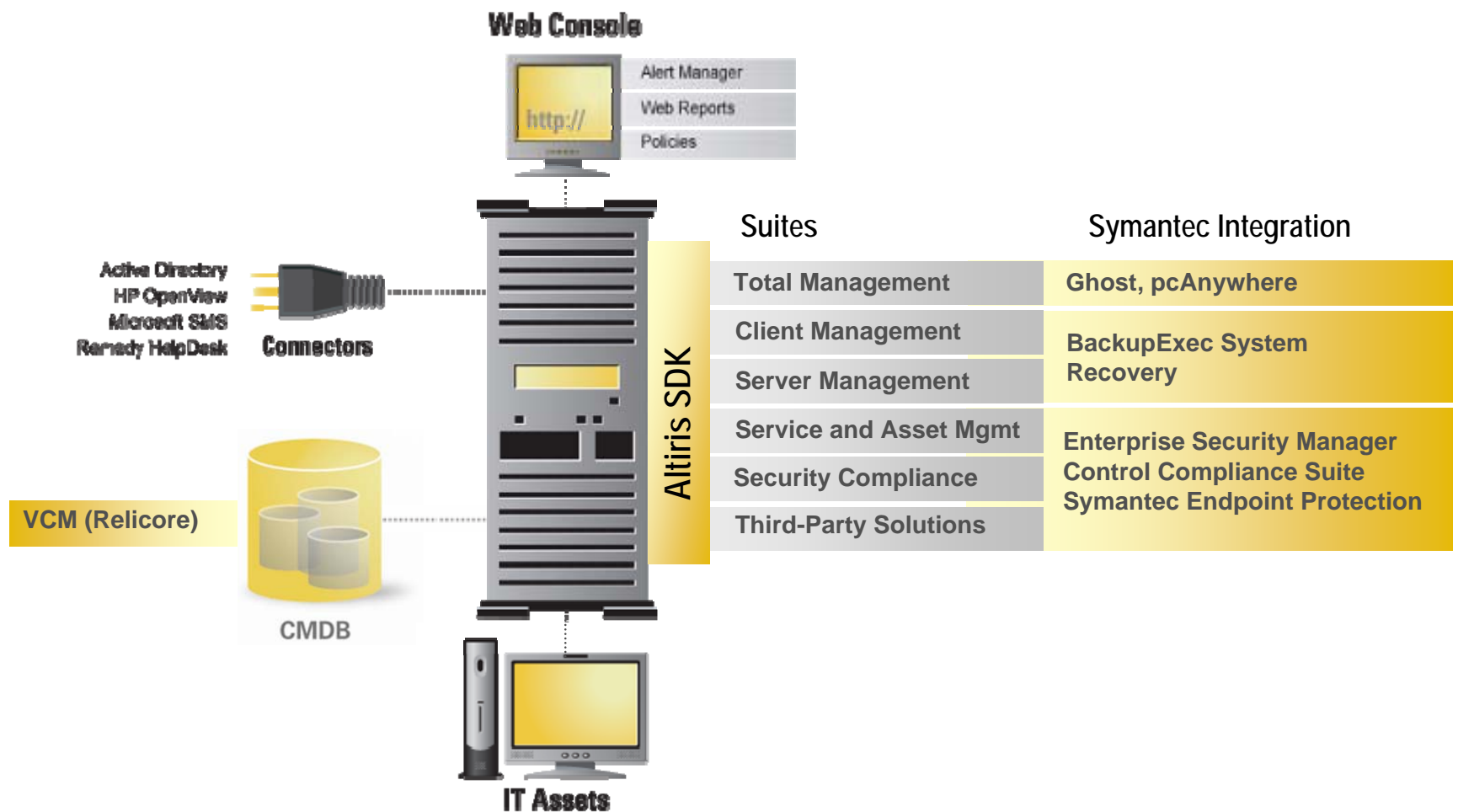
Source: Gartner Research, October 2006

Source: Gartner Symposium Keynote, October 2006

IT Lifecycle Management



Extensible, Open, Modular Platform



Windows, Linux, Unix, Macintosh, mobile, and network devices

Key Strategic Alliances



- Dell Client Manager (Standard/Plus)
- Altiris Deployment Solution for Dell Servers
- Altiris Monitor Solution for Dell Servers
- Altiris Patch Management Solutions for Dell Servers
- Altiris Management Suite for Dell Servers



- HP Client Manager
- HP Client Premium Suite
- HP Client Foundation Suite
- HP Proliant Essentials Rapid Deployment Pack
- Connector for HP OpenView
- Connector for HP Systems Insight Manager
- RDP for CCI
- Software Virtualization Solution for CCI
- DS for HP Thin Clients



- Altiris Deployment Solution for IBM Servers
- DS extension for IBM Director
- Connector for IBM Director



- ESX/VM deployment with DS
- DS integration with VMware Virtual Center



- Out-of-Band Mgmt Solution
- Real-time System Manager
- Altiris Network Discovery component
- Altiris Manageability Toolkit for Intel vPro Technology



- Connector for SMS
- SVS Plug-in for SMS
- SMS Compatibility Suite (TBA)
- Vista Migrations
- MSN

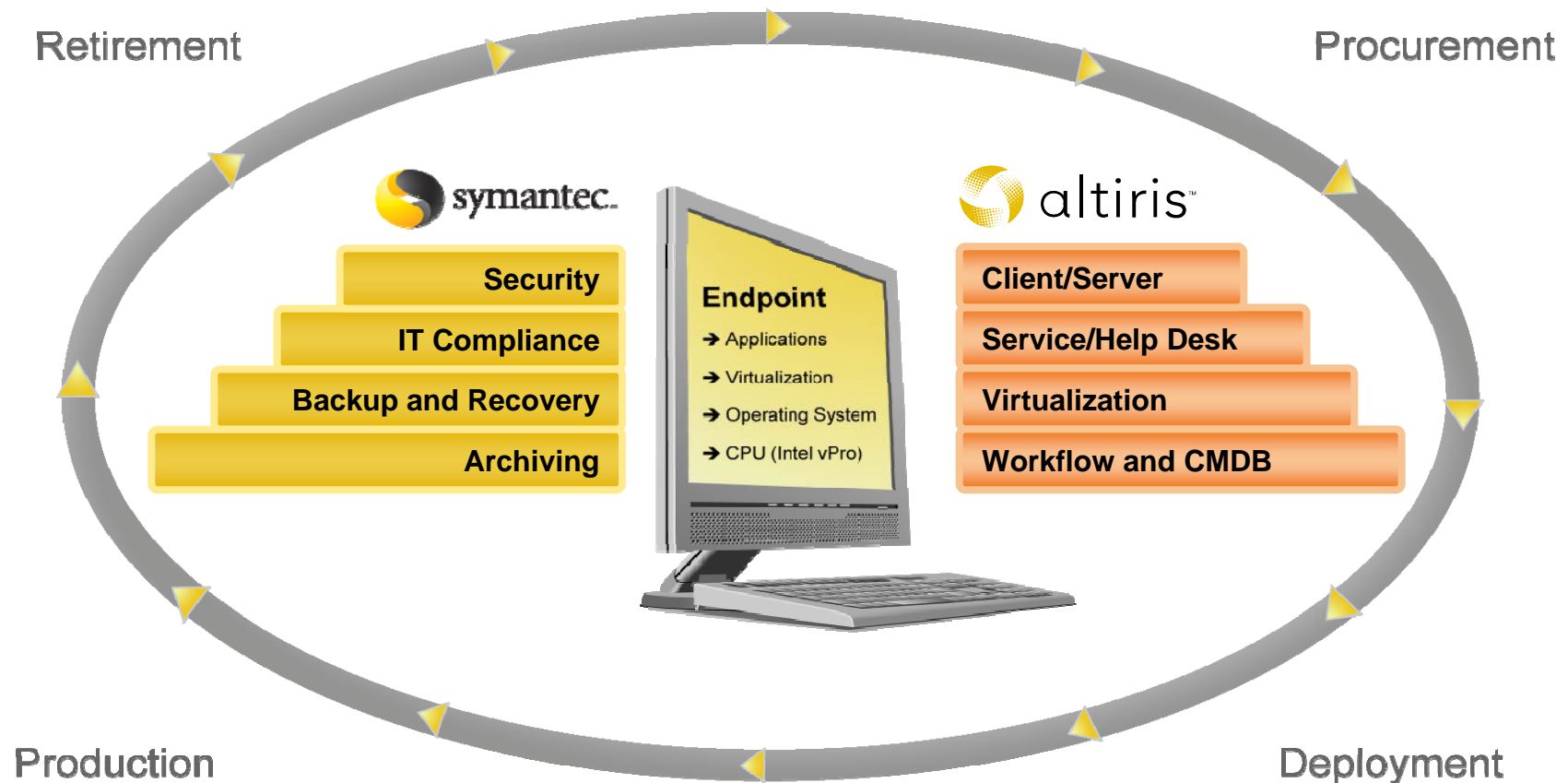


- Deskview
- DeskView Migrate Suite
- DeskView Control Suite



- Peoplesoft Foundation Suite
- Connector for Peoplesoft
- Oracle 10g deployment with DS

Why Symantec and Altiris?



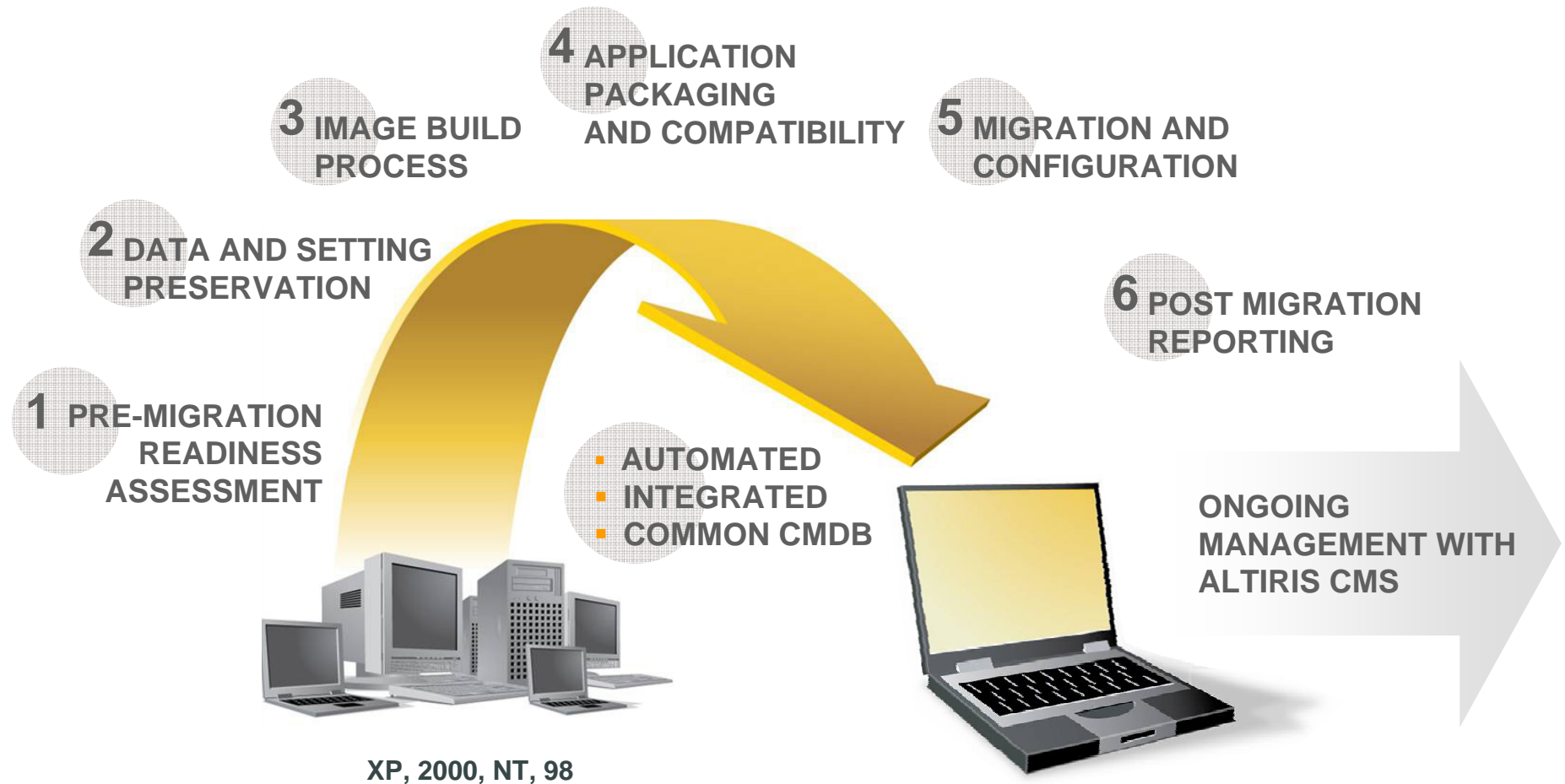
Growth Drivers – Sales and Go-to-Market



Vista

- Analysts estimate 10% of commercial desktops will upgrade in 2007
- Altiris was a leader in XP migrations
- 72% of XP migration customers purchased more than just migration from Altiris

Six Steps to a Successful Migration



Growth Drivers – Sales and Go-to-Market Continued



Channel Growth

- Powerful combination of Symantec's 60,000 partners and 2000 Altiris resellers
- Maximize OEM opportunities – Dell/Symantec/Altiris
- Software-as-a-Service (SaaS)

Geographic Expansion

- Altiris 2006 international revenue was 32% of total revenue
- Symantec FY07 international revenue was 51% of total revenue
- Capitalize on Symantec's strong international presence

Enterprise

- Leverage Symantec's 1000 Named Accounts for increased enterprise sales
- Symantec' Global Named Account Managers will be compensated for cross selling Altiris products

Market Segmentation

- Leverage Symantec's US Federal Government programs
- Expand Altiris product sales through Symantec's state and local government and education infrastructure

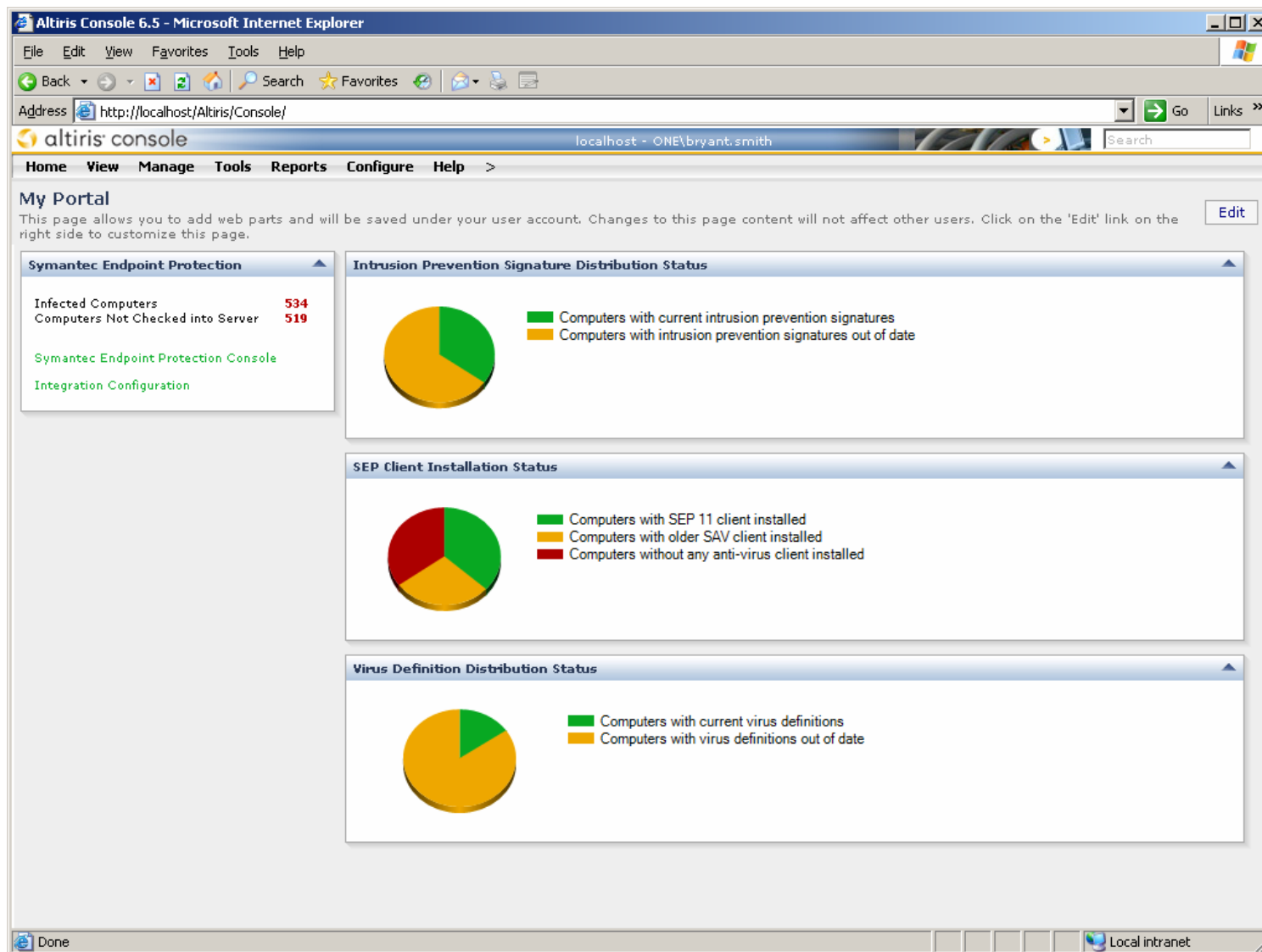
Growth Drivers – Products and Markets



Symantec Endpoint Protection

- Assist in migration to Symantec Endpoint Protection (Good: Free)
 - Discovery
 - Rollout or deployment
 - Upgrade and migration (from competitive security solutions)
- Remediation Suite: Patch and Software Configuration (Better: Fee)
- Client or Total Management Suite (Best: Fee)

Symantec Endpoint Protection and Altiris Integration



Growth Drivers – Products and Markets Continued



Data Protection

- Integration with BackupExec products
 - Automation through integration
- Provide new sales channels for bundled products to SMB customer (Dell)

Backup Options



Altiris Console 6.5 - Microsoft Internet Explorer

Address: http://localhost/altiris/console/

altiris console localhost - DKINGHORN2600\ns

Home View Manage Tools Reports Configure Help

Task Management Portal

Actions

- Create task or job
- Run task or job
- Schedule a task or job

Recently Accessed Jobs and Tasks

Name	Access Time	Modified By	Actions
Backup Job - LAT	4/8/2007 1:40:31 PM	DKINGHORN2600\ns	
Computer Agent Details	4/8/2007 10:38:27 AM	DKINGHORN2600\ns	
Inventory	4/8/2007 10:38:26 AM	DKINGHORN2600\ns	
Resource	4/8/2007 10:38:26 AM	DKINGHORN2600\ns	
ware	12/14/2006 6:12:58 PM	DKINGHORN2600\ns	

Create a New Task

Backup and Recovery

- Backup Job

Client Tasks

- Local Security
- Altiris Agent Control Task
- Defrag Task
- Deliver Software
- Inventory Task
- IPconfig Task
- Patch Management Task
- Power Control
- Recovery Solution Task
- Script
- Service Control
- SVS Task

Jobs

- Client Job
- Server Job

Server Tasks

- Policy Control
- Send E-mail
- Server Script
- SQL Query

Name: Backup Job

Description: Initiates a backup job

Edits a Backup Task

Computer: Click to select

Image Job: Click to select

OK Cancel

Run Name Start Time Status

Run Name	Start Time	Status
Another Test	4/8/2007 1:40:38 PM	Completed
as	4/8/2007 1:35:58 PM	Completed
cv	4/8/2007 1:26:23 PM	Failed
Resource Discovery Security Desc Discovery	4/4/2007 4:37:07 PM	Completed
Message Job	4/4/2007 3:16:22 PM	Completed
Inventory Email DCOM Discovery Message Job	4/4/2007 3:16:22 PM	Completed
Inventory Email DCOM Discovery Message Job	4/4/2007 3:16:22 PM	Completed
Inventory Email DCOM Discovery Message Job	4/4/2007 3:16:22 PM	Completed
Inventory Email DCOM Discovery Message Job	4/4/2007 3:16:22 PM	Completed
Inventory Email DCOM Discovery Message Job	4/4/2007 3:16:22 PM	Completed

Local intranet

Growth Drivers – Products and Markets Continued



Virtualization

- Monetize software virtualization solution
- Leverage P2V and V2P technology for system recovery and management
- Enable centralized management of both virtual and physical machines

Ghost, pcAnywhere, LiveState Delivery, CCS/ESM

- Integrate Ghost and pcAnywhere to a broader system management offering
- Upsell point utilities to the integrated CMS or TMS solutions
- Upgrade LiveState Delivery customer to CMS or TMS solutions
- Remediation capabilities for NextGen compliance solutions

Platform

- Symantec products to leverage the Altiris Configuration Management Database
- Accelerate ability to provide security remediation through Altiris platform
- Open platform for 3rd Party Developer Program

Summary



- The most secure endpoint is a well managed endpoint
- The Altiris business unit will add value to Symantec by integrating with Symantec's products, partners, processes, and leveraging the strength of Symantec's global resources
- Altiris technologies will add value by migrating Symantec Antivirus customers to Symantec Endpoint Protection
- Vista migrations will be a catalyst for future growth opportunities
- Altiris CMDB will be the go forward strategy for endpoint management and automated remediation



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Thank You

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Appendix

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Broad, Global Base Over 20,000 Customers



Financial Services / Insurance



Entertainment



Information Technology



Manufacturing / Retail



Healthcare / Pharmaceuticals



Energy



Education



Aerospace / Transportation



Telecommunications



Customer Success: Cargill



Company Overview

- 35,000+ desktops, workstations, laptops, and servers
- 1200 offices worldwide.
- Over 100,000 employees in 59 countries
- 2004 revenues of 62.9B

Challenges

- No standard asset management practices
- Asset tracking, Software tracking
- No standard management tool/process
- Software Delivery
- Patch Management
- Heavy duplication of effort
- Large variance in service quality across the enterprise

Altiris Solution

- Inventory Solution
- Deployment Solution
- Software Delivery Solution
- Wise Package Studio

Cargill's Results

- **Estimated \$4M annual savings** in cost avoidance
- Actively track IT asset location, configuration, and patch levels
- Reduced number of operating systems from 5 to 1
- Reduced number of enterprise wide images from 400 to 1
- Reduced number of software application packages by 190

Customer Success: SkyWest Airlines



Company Overview

- The world's largest independently-owned regional airline
- Employs 8,150 and services 120 cities in 32 states
- 1,400 computers scattered over 100 locations

Challenges

- Cut IT travel costs and time it takes to install software
- Automate help desk and resolve more tickets on first call
- Implement a real-time inventory tracking system
- Replace manual patch delivery and prevent unauthorized software usage

Altiris Solution

- Altiris Client Management Suite Including:
 - Software Delivery Solution
 - Carbon Copy Solution
 - Patch Management Solution
- Altiris Asset Management Suite Including:
 - Inventory Solution
 - Application Metering Solution
 - Help Desk Solution

SkyWest's Results

- Reduced software installation time by 95 percent
- Eliminated most travel costs associated with manual installs
- Automated all aspects of helpdesk and patch management
- App. Metering prevents unauthorized software downloads

Altiris Awards and Recognition



Industry Analyst Rankings



IT Asset Management
Leader, Q3 2006



Security Configuration
Management Leader, Q4 2005



Service Desk Leader, Q1 2006



PC Lifecycle Configuration
Management Visionary, Q2 2005

Altiris Corporate Awards



Altiris Growth



25 Fastest-Growing
Technology Companies,
Altiris named the fastest-
growing software company
for third straight year.



Software Magazine
Software 500 list, Altiris
named fastest-growing
systems management
company for the third
straight year.



NetworkWorld 200,
Altiris named the
fastest-growing
systems management
company for the fourth
straight year.

Altiris Technology Awards

