



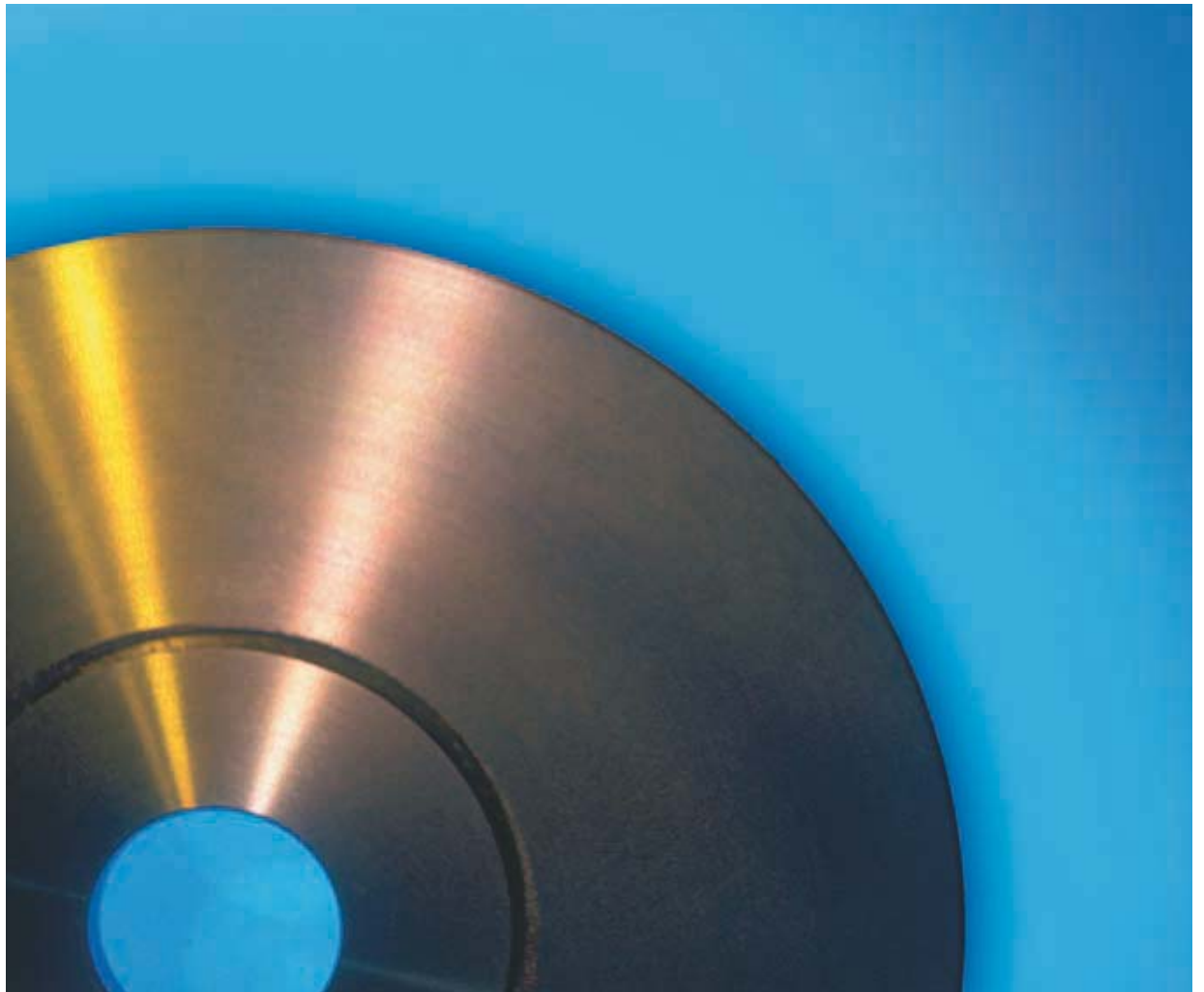
DRIVING INNOVATION WITH
COMPETENCE, CONSISTENCY, AND CONTINUITY

INTRO

INNOVATIONS

Automation in every conceivable industry has accelerated work processes that previously required a significant time investment.

At enteo, the push to automate workflows drives us daily. We strive to simplify complex things. Step by step. That's why we constantly set new standards with our Lifecycle Management solutions.





Some technologies establish themselves faster than others

Some technologies establish themselves faster than others. It takes them only a few years to transform from an idea to a widespread practice because they effectively address needs and make businesses more flexible and efficient. So is the case with Lifecycle Management. Not many businesses can afford to forego the advantages obtained through the centralized management of software, hardware, and users. Thus, Lifecycle Management has today established itself as a basic requirement for the running of smooth business processes across all industries and sizes of organizations.

From the very beginning, enteo Software has crucially shaped this market and advanced it through continuous innovation. With its solutions – from enteo NetInstall to the enteo v6 product range – the company sees to it that costs decrease and IT is up to speed. Demands from different company divisions can be fulfilled faster and more flexibly, thereby increasing the availability of IT at work-

stations. The catalyst for technological advancement is always the specific customer value. Through greater automation, transparency and flexibility, Lifecycle Management has become an efficient service that addresses both current and future demands effectively and increases IT's value contribution to a business.

„We had already seen enteo in action and were convinced of the software's reliability. We therefore decided to map everything using enteo; this will create a solid basis for the further growth of our Citrix environment.“

Lothar Wolf, System Administrator, Linde IT Services

A CONSISTENT CORPORATE HISTORY

From NetSupport to enteo

Mental work and not routine work – this idea is at the forefront of enteo’s history and product philosophy. Since its establishment as NetSupport in 1995, the company has had a clear focus. Through highly automated and centralized solutions, customers are to be able to productively and efficiently design the Lifecycle Management of their applications. According to numerous satisfied customers,

„NetInstall corresponded precisely with our conception of a centralized, all-embracing software solution that would support our activities across Europe. In less than a day we had a firm grasp of all the main features. Network management became considerably easier for us with NetInstall.“

Christopher Clauss, IT-Administrator, Danzer

this was achieved in the very first product – the now almost legendary enteo NetInstall.

This success has been repeated today with the enteo v6 solution suite, which has ushered in a new era in Lifecycle Management.



Technological Innovation, Economic Stability

As with its product development, enteo also has a clear focus when it comes to business development: sound, healthy growth. Revenues have increased since the firm's establishment, and most of the earnings have been reinvested in the company. As a result, enteo is not dependent on the investment climate and its changing lending policies.

The success of this strategy can be seen in the numbers. As an internationally active company with 140 employees, enteo is positioned in all important markets and is one of the few global players in Lifecycle Management. In addition to its headquarters in Stuttgart, Germany, enteo has offices in Great Britain, Sweden, Switzerland and the US as well as a worldwide network of service and distribution partners. These international activities are being continuously expanded. Due to its local presence, enteo is in a position to carry out international projects with speed after taking into consideration the conditions in the respective country.

In total, more than 2,500 customers worldwide on 2.5 million devices use enteo solutions. The path for enteo is therefore predetermined: In the future the company will concentrate on developing innovative solutions and making advances in the international market for Lifecycle Management.

„The enteo solution met the requirements of Linde Material Handling to the dot. Speed and flexibility during rollout have always been two of enteo's outstanding features. The enteo solution also allows the unified management of Citrix servers and classic Windows PCs—a unique feature.“

Michael Mohr, CEO, prescon enterprise consulting

A FOCUS ON CUSTOMER REQUIREMENTS

Technology and Customers

Employees are not concerned with platform and system boundaries; they expect only that applications and data be available at all times. This means that IT has to take on a new role as business enabler:

The level of management consolidation offered by enteo's solutions is well above market standards. enteo is the only developer that integrates classic Windows clients as well as Citrix Presentation

BASIC REQUIREMENTS

All enteo software solutions have been designed with three features in mind: automation, transparency, and service orientation. Why? Because these are the needs of our customers.



ensuring that the critical business processes are optimally supported in all situations at every location and, in so doing, making its value contribution to the company. This can only succeed if the management of IT systems is consolidated. This is exactly what enteo solutions do: Clients and servers are consolidated across all system boundaries through seamless Lifecycle Management. The latter is distinguished though high-level automation, transparency, and service orientation.

Servers to produce a comprehensive Lifecycle Management. This means that companies can implement a seamless transition of their systems and still retain their existing Lifecycle Management platform.

The enteo innovations thus not only provide technology that is fit for the future, but also help protect investments.



enteo v6 – IT Workplace Automation

enteo v6: Complete Automation as the Basis for Success

If not only routine tasks, but also complex ones, can be finished in a matter of seconds through automation, this will significantly ease the strain on time and personnel budgets. enteo v6 boasts an unparalleled level of automation. Only a few clicks of the mouse are needed to move from packaging to successful rollout. Thanks to the expert knowledge incorporated in enteo v6, even complex technical tasks can be solved quickly.

enteo v6: Transparency at All Times

Up until now, IT administrators were barely able to document the compliance status of their infrastructure. The development of enteo v6 was thus governed by one main thought: transparency at all times. The enteo v6 policy-based management ensures that the status of the entire software environment is always defined. enteo v6 provides IT administrators with an intelligent system that is focused on the autonomous monitoring of policy compliance. This not only saves time, but it also allows users to respond more quickly and with more flexibility to changing requirements.

„enteo NetInstall’s expanded features and the new internal processes have considerably lightened our workload. The product is not only fully developed, but also optimally supports the new processes.“

Robert Lonsdorfer, Global Head of Application Management, Engineering and Deployment, F. Hoffmann-La Roche Ltd.

enteo v6: Lifecycle Management as a Service and Value Contribution to the Company

The consistent service-oriented architecture of enteo v6 provides integration options for further applications such as helpdesk or ERP systems, and supports the value adding process. enteo v6 precisely maps different task profiles, so that any service provider has the tools needed for the job at hand. Thus enteo v6 enables companies to master not only all current demands but also future ones. enteo v6 makes Lifecycle Management an efficient service.

enteo v6

THE KNOW-HOW NETWORK OF EXPERTS

Worldwide Service and Distribution Network Thanks to Qualified Partners

enteo and its certified partners have a joint commitment to innovation, reliability, and total customer orientation. Through these alliances, enteo ensures that it is connected to the innovation cycles of international companies such as Microsoft and Citrix. This enables new trends and technologies to be integrated into product development at an early stage. enteo partners can thereby offer their clients Lifecycle Management solutions that not only set standards themselves, but also are leading in their compatibility with prevailing technologies.

The high degree of satisfaction and loyalty among enteo clients proves best the accuracy of this strategy. The commitment and know-how of enteo's international partners ensures that the joint customers always get a solution that is best suited to their needs. For enteo, this mutual success stands at the fore of the partnership.

This is why enteo partners receive extensive marketing, distribution, and technical support during project implementation.

„The release features updates that make software and client management even more efficient. The comprehensive reporting and analysis features that document and enable the tracing of all network activity are among the things that are important to us.“

Dominik Stilz, Network Administrator, Data Center
of the North Rhine–Westphalia Tax Offices (RZF-NRW)



The Strategic Alliance with Citrix and Microsoft

Since 2005, enteo has been a solution partner in the Citrix Global Alliance Partner Program. enteo thus belongs to the select group of approx. 25 companies worldwide who work very closely with Citrix on the development of respective strengths. The exceptional quality of their cooperation has prompted Citrix to name enteo "Solution Partner of the Year 2006." Citrix grants this prestigious award every year to business partners whose product portfolios make a decisive contribution to broadening Citrix infrastructure solutions. The intensity of this cooperation reflects once again on the nature of enteo's products, which for years have been successfully implemented in Citrix server farms. With the enteo v6 Management Suite for Citrix, enteo has extended its solution portfolio to include a version compatible with the Citrix environment.

Over and above that, enteo has been a Microsoft partner for a long time. Thanks to its above-average expertise and good customer references, enteo has also been awarded the Gold Certificate Partner status. enteo has proved its first-class know-how in not one, but in all four of the Microsoft partner program's areas of core competency. Due to its prominence in the fields of Licensing Solutions, ISV/Software Solutions, Advanced Infrastructure Solutions, and Networking Infrastructure Solutions, enteo reaffirms its clear focus on the development of Lifecycle Management software and documents the ability of its integral solutions to create value for customers.

„There was no doubt that the changeover to Citrix was the right decision. It was also clear that an effective software management system was needed to get a better grasp on the local installation of applications and to speed up the introduction of new terminal servers“

Lothar Wolf, System Administrator, Linde IT Services

Once enteo, Always enteo

Businesses of all sizes and in all industries and countries can benefit from Lifecycle Management with enteo. Due to its professionalism, fully developed product quality, and all-round service, enteo has developed a loyal and satisfied customer base. A wide range of reputable companies have trusted enteo for years and have vowed to continue to do so in the future.

Among these customers are numerous Top 100 companies such as F. Hoffmann La Roche, Commerzbank, Linde, Muenchener Rueckversicherung, and Infineon. enteo also caters for medium-sized businesses such as Aesculap, Danzer, Ravensburger, and Novoferm.

„Since we began using enteo NetInstall, we've experienced zero downtime for software and configuration management.“

Robert Lonsdorfer, Global Head of Application Management, Engineering and Deployment, F. Hoffmann-La Roche Ltd.

„enteo v6 policy-based management lets us verify client compliance rapidly and beyond any doubt. Red, yellow, green—there's no ambiguity. This is exactly the simplicity we sought in a compliance management solution. So far our experience with enteo has been very positive. In terms of stability, dependability, and support, there are no shortcomings in our opinion. Implementing enteo v6 is simply the logical next step.“

Christoph Schneider, Director IT Services & Infrastructure, Merz Group Services GmbH



CONSISTENCY:
Automation is the key when the goal is to optimize the transparency and service orientation of complex IT workflows.

entelo solutions have been designed to reduce the number of daily tasks associated with the day-to-day operation of an IT network and to give customers the tools they need to effort lessly map business processes slated for implementation.



About enteo Software

The international company, enteo Software, has been a decisive force in shaping the lifecycle management market right from the very beginning. The focus on quicker, more flexible and reliable technology guarantees that enteo customers are always in a position to meet new challenges and profit from increased transparency of their IT environment. The simultaneous support of both classic Windows Clients and Citrix Presentation Servers™ secures investments and guarantees that companies can implement a seamless transition of their systems.

enteo Software was founded in 1995. It is headquartered in Germany and has offices in Europe and the USA. It has a worldwide service and sales network consisting of qualified partner companies. Altogether, more than 2,500 customers around the world use enteo Software solutions.

www.enteo.com



*Partner of the Year
2006*

enteo Software

Germany	+49 711 340 190 0 sales@enteo.com
Alps Region	+41 43 388 40 90 sales.ch@enteo.com
Nordic Region	+46 8 555 409 40 sales.se@enteo.com
UK and Ireland Region	+44 20 7397 8390 sales.uk@enteo.com
North America	+1 847 706 9400 sales.us@enteo.com