



Reduce costs, drive business efficiency and empower your users, without disrupting your organization

Industry overview

Every day, over 54 million workers in the United States make the decision not to turn off their PCs at the end of the day, wasting \$2.8bn.” Alliance to Save Energy, PC Report 2009

In most sectors of the IT industry, the impact of the recession has been nothing short of disastrous. Like many of other industries, unfavorable economic conditions have forced most IT and Telecommunications businesses to dramatically scale back operations, with a focus on driving down costs and driving up efficiency.

Cost reduction was a priority last year and it’s likely to remain top of many agendas for the foreseeable future, with several notable businesses targeting reduction in energy consumption as a ‘quick win’, both by powering down PCs over night and by cutting the number of inefficient physical and virtual servers across their datacenters.

But rapidly reducing costs by cutting energy consumption and driving efficient use of IT are just some of the ways our customers are facing up to the challenge of doing more with less. For example, many businesses are exploring further savings by automating the deployment of large packet software upgrades and operating systems, without expensive site visits and despite the challenge of multiple branches and limited bandwidth. And to further improve productivity and reduce disruption, many more are empowering their users to search for, find, request and receive applications through self service ‘shopping carts’ on-demand.

With over 1.6m licenses sold, 1E has a significant presence in IT and Telecommunications, including customers like BT, Dell, AT&T, Thomson, Verizon Wireless, Belgacom and Microsoft, who all rely on 1E to help them to significantly lower costs and reduce their CO2 emissions. Our industry leading solutions are focused on improving IT efficiency by identifying and reducing costs and waste in hardware, software, energy and time.

Dell implemented NightWatchman® on 50,000 computers, achieving a 40% reduction in energy consumption and a repeatable cash saving of \$1.8m per annum on electricity

“Information technology and telecommunications facilities account for approximately 120 billion kilowatt hours of electricity annually -- or 3 percent of all U.S. electricity use. Rapid growth in the U.S. data center industry is projected to require two new large power plants per year just to keep pace with the expected demand growth.” **Department of Energy**

“\$24.7bn is wasted each year on hardware, maintenance, management, energy and cooling for unused servers, which is roughly equal to the cost of the entire thirteen year Apollo space program.” **Alliance to Save Energy, Server Energy & Efficiency Report 2009**

IT AND
TELECOMMUNICATIONS

Industry solutions

NightWatchman®

NightWatchman is the most comprehensive market leading software solution for securely, remotely and centrally power managing computers. NightWatchman empowers organizations to realize significant energy savings while ensuring that user productivity remains unaffected. When they are not in use, computers can be automatically shutdown, suspended or put into a hibernated state in order to deliver rapid cost savings and energy and carbon emissions reductions.

WakeUp™

WakeUp is a scalable, proven solution that ensures PCs are available, healthy and ready to use. By allowing PCs to be powered on and patched out of hours, WakeUp reduces the burden of support on your helpdesk while ensuring that branch or head office users are not disrupted. By using Computer Health™ to proactively identify issues on every computer and automatically remedy them, WakeUp enables

100% distribution success while delivering the best possible user experience from a healthy and up-to-date machine.

NightWatchman® Server Edition

NightWatchman Server Edition revolutionizes data centre efficiency by measuring 'useful' activity across both physical and virtual Windows and UNIX servers. It provides the ability to reduce power consumption across all servers without any loss of availability by continually analyzing how much power is being wasted on unproductive processes. NightWatchman Server Edition is the key to making data centers and servers more efficient by reducing power consumption and removing redundant infrastructure.

Nomad Enterprise®

Nomad Enterprise makes IT data invisible to the user by revolutionizing the reliable delivery of large O/S, software and patch distributions across thousands of PCs, servers and sites. It uses patented technology to make the most efficient

use of available network bandwidth while ensuring that other network traffic, like email or business applications, remain unaffected. Nomad significantly reduces costs by removing the need for time consuming and expensive site visits and by eliminating the need for secondary site servers.

Shopping™

Shopping delivers rapid and significant cost reductions by empowering users to search for, find, request and receive applications through a self service 'shopping cart' on-demand. For software which needs to be licensed, a check is made to ensure sufficient licenses exist and then approval requests are automatically sent to chosen managers. Once requests are approved, the application is delivered automatically to the user without helpdesk intervention. Software can be requested permanently or 'rented' for a limited time period enabling software licenses to be reclaimed at a later date. Shopping can also be extended to handle requests for other resources such as security access, power policies and new hardware.

Microsoft



"After internally testing the 1E software across 60,000 of our own corporate computers, we licensed it for our own deployment to extend our desktop management capabilities within our infrastructure." **Brad Anderson, General Manager, Microsoft Corp**

1E – Empowering Efficient IT

We believe every one of our customers should expect more from their IT. Founded in 1997, 1E pioneered advanced PC power management with the release of ground-breaking solutions like NightWatchman® and WakeUp™. That innovative approach has continued with the development of revolutionary concepts like Useful Work™, Drowsy Server® and Computer Health™ as part of a unique range of industry-leading solutions. Headquartered in London and New York and with nearly 14 million licenses deployed world-wide, over 1100 organizations in 42 countries have trusted us to help them to work effectively, productively and sustainably. To date, we have helped our customers save in excess of \$360m in energy costs alone, cutting CO2 emissions by 3 million tons. We have many imitators, but there is only one 1E.

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