



PerfNav for Partners

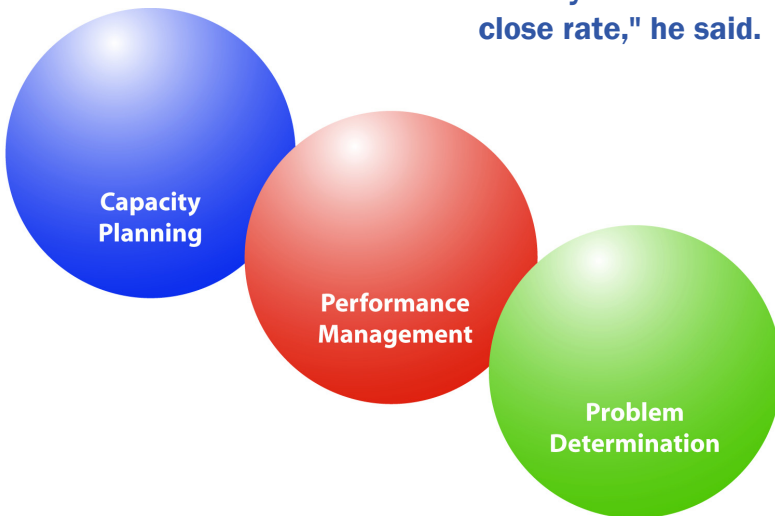
Midrange Performance Group® offers a proven program for IBM System i5® Solution Providers that will help close more hardware deals faster, more easily, and more competitively.

Performance Navigator® is used by hundreds of SP's worldwide to perform capacity planning analysis, cost justification, and workload modeling. Companies like Data Systems International, Midrange Solutions, Yorel, Advanced Systems Group and Computech Resources, to name a few.

Read what Eric Williams, Executive Vice President of **Arrow Enterprise Computing Solutions, IBM Group** told *Computer Reseller News* about Performance Navigator:

“Arrow ECS has closed more than 100 iSeries opportunities with the tool, accounting for more than \$20 million in revenue,” he said.

“Arrow's System i5 close rates with Performance Navigator are much higher,” he reported. While not detailing his company's success with the tool, "I'd be safe to tell you that when we use this tool, we double our normal close rate," he said.

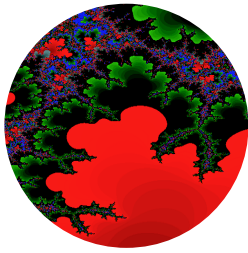


Steve Spooner, Account Manager of Midrange Solutions in Cincinnati, said: **"When our guys go into a deal using PerfNav, we can often embarrass the competition if they are using a different tool or methodology for a capacity plan. Our customers know that when they request funding for a server, they are not going to have to go back to the well in 6 months and admit a mistake."**

MPG's Business Partner Program has two facets: First, Remarketers generate revenue through license sales. Second, Partners can obtain "use licenses" to perform capacity plans for System i5 sales. PerfNav supports simple MES upgrades, complex server consolidations, LPAR configurations, DASD modeling, and workload modeling at the job level.

Find out more about how Performance Navigator works for SP's. Contact Michelle Jacquay at Arrow Enterprise Computing Solutions, IBM Group, the exclusive Performance Navigator distributor, at 800-255-3390 X214, mjacquay@arrow.com, or contact Jim Young at MPG, 727-786-8443, jyoung@mpginc.com

WHILE AT COMMON, call Jim on his cell phone 727-421-3376.

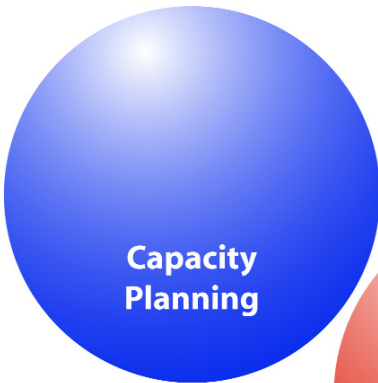


Performance
Navigator®

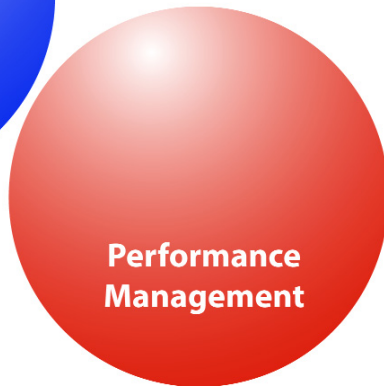
Announcing:

Power Navigator® For Business Partners

Midrange Performance Group announces its Power Navigator program for IBM Business Partners. Leveraging off the success of the Performance Navigator® program for partners, Power Navigator extends the benefits that PerfNav brought to System i5® partners and System p5® partners. Initially focused on AIX® and Linux® workloads, PowerNav® can model these workloads onto System p5 servers, and System i5 LPARs. PowerNav creates a powerful set of graphs and reports directed at justifying a hardware proposal.



**Capacity
Planning**



**Performance
Management**

Just like PerfNav, PowerNav supports upgrade modeling and server consolidation with LPAR configuration, DASD modeling and rack configuration display. Using proven PerfNav methodology, PowerNav shows you and your customers where they are today, where they will be over time, and what the expanded or consolidated workload will look like on a proposed configuration. In a typical engagement, graphs are provided for CPU utilization, DASD arm utilization, memory faulting, and LPAR configuration that show even non-technical management why a recommended configuration is proposed.

MPG's program for partners includes authorization for the resale of licenses, "30-day use licenses" for capacity planning engagements and capacity planning services, on an as-needed basis. Call 727-786-8443 or email Jim Young, jyoung@mpginc.com, to find out more about Power Navigator for Partners.