

Enterprise Consulting Group and Halcyon A Partnership that Delivers



Enterprise Consulting Group (EC-Group), <http://www.ec-group.com>, is a high-end mission critical specialist that develops custom solutions by understanding and anticipating client needs and applying emerging technologies best suited to the task at hand.

EC-Group has been a Sun Value added reseller since 1993 and was the first Sun Enterprise Elite certified VAR in the country.

Challenge

To ensure 7x24 availability of mission-critical applications on Sun.

Solution

Sun™ Management Center (SunMC), Sun's most advanced systems management solution, and Halcyon's PrimeAlert® plug-in modules that extend SunMC to monitor databases, applications and non-Sun platforms.

Result

Continuous availability of critical infrastructure components, including Sun servers, the Solaris™ operating system, storage and network devices, databases, and proprietary applications.

EC-Group is a rapidly growing consulting firm that provides custom solutions to its clients by precisely identifying their needs and fulfilling them with cutting-edge technologies. In order to accomplish their goals it is important for EC-Group to develop partnerships with vendors that provide products that **deliver**. Becoming a reseller of the Halcyon PrimeAlert® plug-in modules for Sun Management Center has helped to realize their goals.

Partnership with Halcyon is the single best vendor partnership we have ever had

"We differentiate ourselves by possessing a strong passion for detail, and an understanding for urgency involved in mission critical environments," says Mark Reed, President, Enterprise Consulting Group. "Most organizations get 80% of the job done; we deliver an extra 20% to our customers by pursuing and resolving their smallest needs. Halcyon's products address the urgent nature of mission critical operations, and their engineers provide expertise in deploying and customizing proactive monitoring solutions, making this the single best vendor partnership we have ever had."

Sun™ Management Center (www.sun.com/sunmanagementcenter) is Sun's most advanced systems management solution to date. It provides a single point of management for Sun servers, desktops, storage devices, and the Solaris operating system. Halcyon extends these capabilities with plug-in modules that monitor databases, proprietary applications, and heterogeneous platforms. Moreover, as the co-developer of Sun Management Center technology, Halcyon is uniquely positioned to provide expert professional services, including installation, customization, and training.

"Our business focus," continues Mark, "is to deliver complete, end-to-end, bullet proof solutions for mission critical Sun deployments. With Sun Management Center, we are able to wrap Sun hardware with a superior systems management solution, thus fabricating a reliable, robust foundation upon which customers can build their business. This solution

provides in depth information on system problems, which is just not available anywhere else. With the PrimeAlert suite of products, we are able to provide our customers a comprehensive monitoring solution for their entire data center. Using PrimeAlert EventAction and WebPortal, our customers are able to get to the problem source through hyperlinks in notification emails. As a result, they can respond quickly to changing situations, which becomes important when the business demands 7x24x365 application availability. Our customers are able to accomplish more by automating routine tasks such as log file scanning and process monitoring. This is the 'best of breed' solution to manage Sun-centric systems and applications."

Halcyon differentiates itself from the competition by bringing in unparalleled expertise in monitoring Sun-centric systems and applications

Continuing, Mark says "Halcyon maintains a competitive edge by possessing the ability to precisely identify customer needs and implement a timely and effective solution. What differentiates Halcyon is their unparalleled monitoring expertise, owing to their role in the development of Sun Management Center technology. Halcyon has also provided quality Sun Management Center training to us and our clients."

I strongly urge those firms that promise "round the clock" availability to consider SunMC and Halcyon PrimeAlert Modules. Partnership with Halcyon will prove indispensable in implementing a timely and robust solution for their customers.

Concluding, Mark says "We have jump-started this partnership with many satisfied customers. As Enterprise Consulting Group grows, partnership with Halcyon will prove even more valuable. I strongly urge those firms that promise 'round the clock' availability to consider Sun Management Center and Halcyon PrimeAlert Modules. Partnership with Halcyon will prove indispensable in implementing a timely and robust solution for their customers."



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