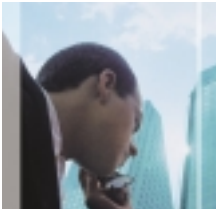
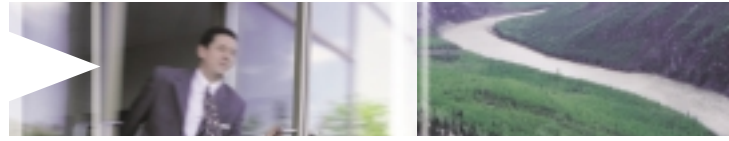


CONTROL-M File Transfer Solution



KEY BENEFITS

- > Unified file transfer management - Out-of-the-box solution that manages the file transfer process through a single graphical interface and eliminates the need for third-party interfaces
- > Secure File Transfer Protocol (SFTP) - Provides secure and compressed transfers both inside and outside the enterprise
- > Focal point of management - Manage file transfers from/to any FTP/SFTP server integrated with your business process, through a central focal point
- > Quick learning curves - Define file transfer jobs quickly and smoothly, in an intuitive way

DATA EXCHANGE – FUEL FOR YOUR BUSINESS

Organizations such as financial service firms, retail companies, and insurance companies depend on the exchange of financial and customer data to complete their business processes. Currently more than 50% of all critical data processing is performed in batch, emphasizing the key role that batch scheduling plays in your success. This means that in addition to ensuring your IT organization is operating efficiently you must also ensure that it can reliably manage these crucial processes.

UNDERSTANDING YOUR NEEDS

Reliable and secure delivery of data within an organization and to its partners, suppliers and customers is crucial to enterprise operations. Critical information needs to be easily accessible to enable essential business functions. Data that is unavailable or outdated for your applications or users, can result in missed deadlines, disruption of partnerships, and may eventually lead to lost revenues or long-term damage to your reputation. Complications in file transfers, such as transmission delays, data corruption, and poor security, directly impact the success of your business.

As an integral part of your business, file transfers must be managed along with your critical batch business processes. Ensuring the availability of your sensitive information means that you must manage transfers from the same central focal point that you manage

your entire business processes. This entails access at any moment to accurate information on the status of your file transfers. Considering how vital file transfers are to large business processes, results of file transfer failures or delays can pose potentially devastating risks to your business. This has even greater consequences for other organizations that depend on your data to be transferred successfully, accurately and on time.

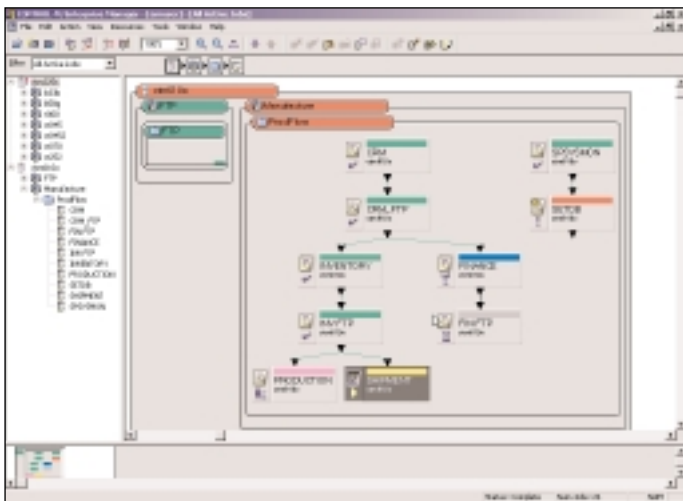
CHALLENGE

Managing file transfers as part of the batch business processes is a key challenge. File transfer activities are central to your business and have become a key building block in today's IT infrastructure, expanding the importance of mission-critical data movement requirements and management. As a result, companies have realized that their file transfers should be managed from the same location as all of their batch business processes: through their enterprise scheduling solution. Companies expect to carry out file transfers with the guarantee that they end successfully, both in terms of data integrity and adherence to deadlines.

In order to meet this challenge, companies have incorporated scripts to invoke either shareware or proprietary file transfer clients. Despite these large investments, this approach only addresses some file transfer requirements, while lacking the essentials like central definition and management of file transfers. This leaves overall business processes vulnerable to threats, such as the risk of not meeting SLAs, which will translate into lost revenue.

THE CONTROL-M SOLUTION FOR FILE TRANSFERS

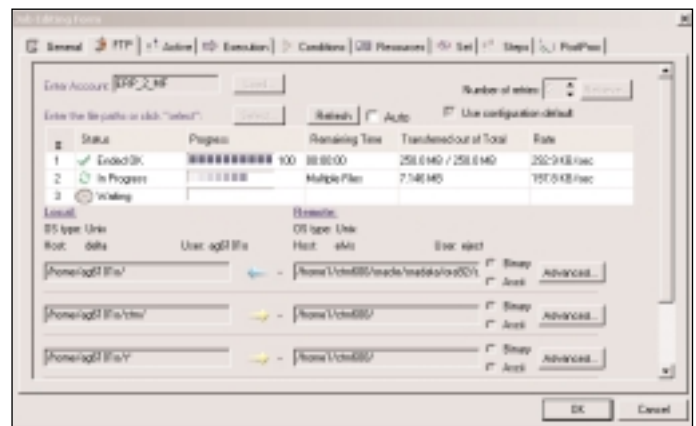
BMC Software's CONTROL-M batch scheduling solution helps you get real business value from your IT environment, by aligning your IT processes with your business objectives. CONTROL-M serves as an integration platform for all your batch business processes. When batch processing jobs are successfully completed, they can automatically trigger the transfer of files (the outcome of the batch processing jobs), and vice versa. When file transfers finish, CONTROL-M's scheduling capabilities can trigger a job to process the data delivered. This eliminates the need for manual intervention, or complicated scripting, while reducing your overall TCO. This lets you meet your service levels and business objectives.



CONTROL-M's file transfer solution allows you to define file transfers through an intuitive GUI using specialized job definition forms, enabling faster and errorless file transfer definitions.



It features capabilities for monitoring and managing files in transfer. This means you will be able to maintain full control of the file transfer during execution, and receive information on its exact status. This includes various parameters: the amount of data transferred, transfer rate, and the transfer's predicted time for completion. You can review a job's full log (comprising Sysout views), and activate a mechanism for terminating



the job.

The CONTROL-M solution for file transfers ensures reliable and confidential delivery of large volumes of compressed data, resulting in significant cost savings as compared with proprietary solutions. After a file transfer finishes, CONTROL-M's post-processing capabilities allow you to analyze the file transfer's outcome and update the entire business process accordingly (dynamic scheduling). You'll receive reliable results on the success or failure of a file transfer. In case of failure, the job can be restarted from the point-of-failure, even if it is in the middle of the file, or rerun the transfer from the start.

All types of jobs in CONTROL-M benefit from the product's robust capabilities, including advanced scheduling criteria, complex dependencies, dynamic scheduling, quantitative and control resources, AutoEdit variables, and advanced event-based scheduling.



EXISTING SOLUTIONS

Shareware solutions

- > High cost for creating and maintaining scripts
- > No security capabilities
- > No compression capacity
- > No real management and monitoring capabilities
- > No guarantee of data integrity or delivery
- > Lack of customer support

Proprietary solutions

- > Expensive licenses and maintenance
- > High cost for creating and maintaining scripts
- > Installation required on both file transfer parties
 - Unlikely partners will install the software in their environment, meaning external file transfers won't be possible
 - Higher costs for more licenses per location
- > Monitoring and managing from proprietary console in addition to enterprise scheduler console

THE CONTROL-M SOLUTION

- > File transfers are defined as part of the business process
- > One focal point of management, guaranteeing delivery, integrity, and automation
- > Intuitive GUI enables real-time monitoring and management capabilities
- > Standard FTP, SFTP protocols:
 - Eliminates need for costly specialized installations at remote locations
 - Guarantees secure transfers
 - Supports file compression
- > Professionally maintained and supported product family
- > No investment in proprietary scripted routines:
 - No more costly scripts
 - Faster and errorless job definitions

SUMMARY

File transfers are becoming a more important part of enterprise business processes. The CONTROL-M solution for file transfers provides out-of-the-box capabilities for addressing your data movement challenges. CONTROL-M helps guarantee the availability of critical information throughout your enterprise, and manage it as part of your business processes. You will see results with more efficient business operations and greater cost savings.



About BMC Software

BMC Software, Inc. [NYSE:BMC], is a leading provider of enterprise management solutions that empower companies to manage IT from a business perspective. Delivering Business Service Management, BMC Software solutions span enterprise systems, applications, databases and service management. Founded in 1980, BMC Software has offices worldwide and fiscal 2003 revenues of more than \$1.3 billion. For more information about BMC Software, visit: www.bmc.com.