



## VMS Software – Fall Events

Terry R. Holmes  
October 2019

# Agenda

- Today's OpenVMS Market
- News about VSI Acquisition
- 2019 VSI Business Update
- VSI Roadmap
- VSI Technical Highlights
- Q & A

## Major Organizations use OpenVMS Today

- Financial Services
- Manufacturing
- Healthcare
- Military
- Retail
- Distribution
- Energy
- Public Transit
- Automotive
- Aerospace
- Education
- Gov't Classified
- ..... & More

# VMS Software Acquires All HPE OpenVMS Support Renewals

- Acquisition made on September 9, 2019.
- HPE Pointnext no longer able renew any HPE or VSI OpenVMS support contracts currently with HPE.
- If you currently have a HPE Support Contract, no change needed until expiration unless you wish to transition to VSI with VSI upgraded licenses and VSI support before expiration.
  - *HPE V8.4 L3 support will only be available through December 31, 2020.*
- VSI has provided all OpenVMS support for HPE for 18 months as a HPE Pointnext subcontractor.

# Transition from HPE to VMS Software

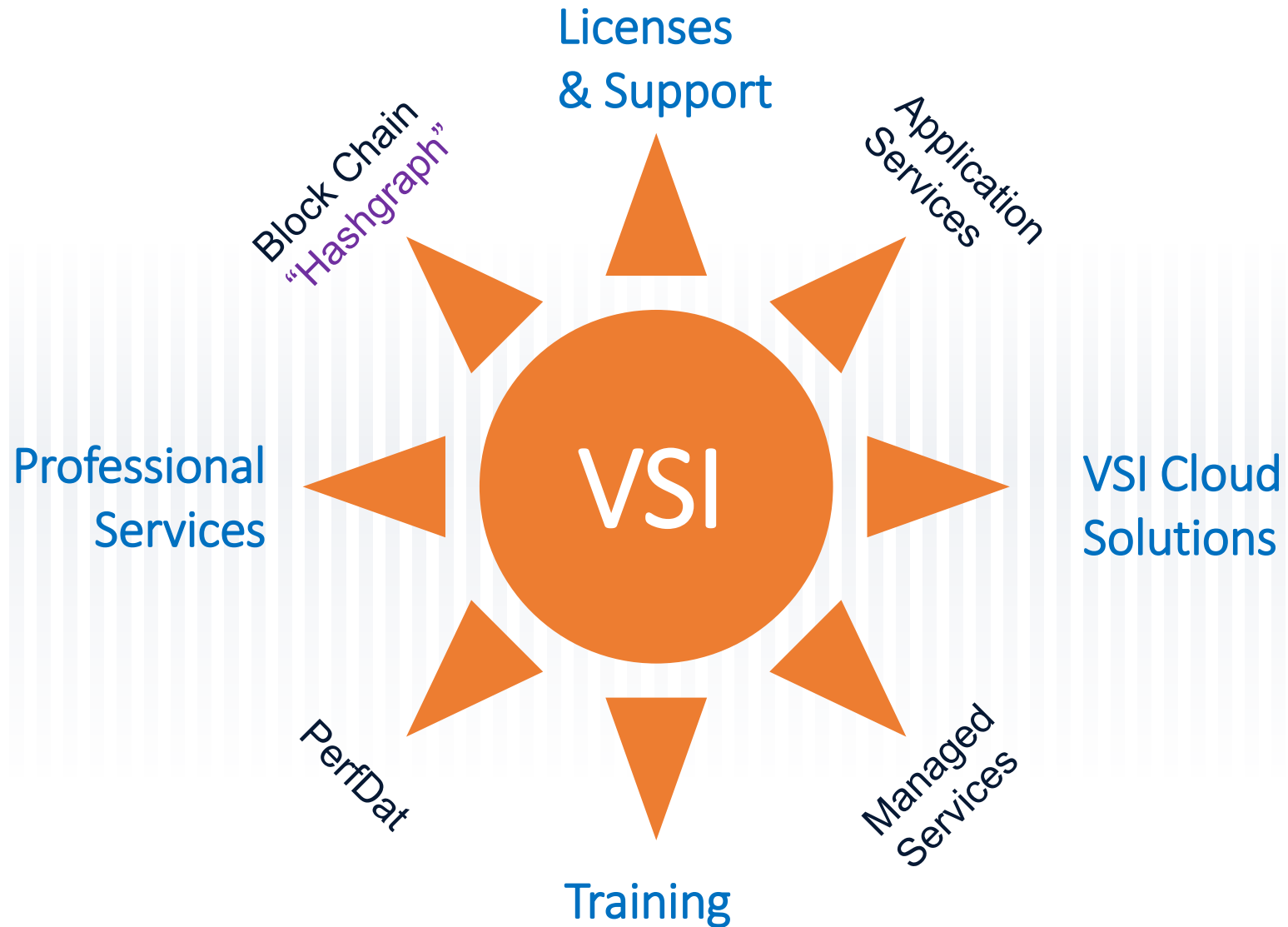
- 2013 – HP announces their EOL support for OpenVMS O/S.
- 2014 - VMS Software purchases rights to OpenVMS O/S.
- 2015 - HPE new Alpha License sales ends.
- 2015 – VSI introduces its first upgraded Integrity product and its 4 levels of “Best in Class” support.
- 2016 – VSI introduces 3 additional Integrity licenses with VSI support.
- 2017 – VSI introduces two new Alpha products.
  - Alpha V8.4-2L1
  - Alpha V8.4-2L2 Performance Build
- 2018 - HPE OpenVMS (V8.4 or earlier) obsoleted from HPE WW Price List.
- 2019 – HPE to remove all VSI OpenVMS Licenses and Support part numbers from HPE Price List.... meaning HPE will not sell any new VSI products effective after June 30, 2019.
- 2019 – VSI purchases rights to all HPE OpenVMS contract renewals effective September 9, 2019.

# Who is VMS Software?

- VMS Software, Inc. was created as a result of its parent company Teracloud, Ltd (European corporation) purchasing from HP in 2014, all Rights to the OpenVMS O/S.
- VSI is headquartered in Bolton, Massachusetts USA.
- VSI has approx. 90 employees (+ contractors) with the majority in Bolton, MA but other locations as well.
  - Offices in Malmo, Sweden
  - Locations in The Netherlands, France, Germany, UK and elsewhere in North America
- The majority of VSI's employees are developers and engineers working on new product solutions with the majority of these people working on x86 products available in late 2021.



# OpenVMS Clearinghouse





# How is VMS Software doing?

- Backed by Teracloud Corporation parent.
- In both 2017 and 2018 our Booked Orders increased at least 2X compared with the previous year. Solid growth realized in 2019 and forecasted for 2020.
- Positive EBITDA projected in 2020
- Focus is the CUSTOMER
- Adding VSI Resources
  - Engineering
  - Professional Services
  - Sales Team





# KPI's in last 5 Years

- VSI introduces its first upgraded Integrity product and its 4 levels of “Best in Class” support. (2015)
- VSI introduces 3 additional Integrity licenses with VSI support. (2016)
- VSI introduces two new Alpha products. (2017)
  - Alpha V8.4-2L1
  - Alpha V8.4-2L2 Performance Build
- VSI Revenue hits \$10M and growing (FY2018)
- VSI initiates Professional Services team in Europe (2018)
- VSI releases improved O/S components (2017 – 2019)
- VSI announces 1<sup>st</sup> Boot on x86 HW platform (May, 2019)
- VSI hires Manager for VSI North American Professional Services (September, 2019)
- VSI forecasts positive EBITDA (2020)
- VSI expects x86 V9.0 EAK Q1 2020
- VSI projected revenue \$20M in 2020
- VSI projected to release new Alpha, Itanium and x86 V9.2 (full production in late 2021)

# Engineering Highlights

- Made over 800 bug fixes to the O/S
- Over 200 new features
- 2019 New components
  - New TCP/IP Stack
  - New SAMBA Release
  - New IDE Release
  - New Password Management



# *VSI Professional Services*

Installation &  
Migration Services

Managed Services

Remote Monitoring

Application  
Modernization



# *Official VSI OpenVMS Training*

- Instructor Led
- Remote instructor Led
- Online Self Paced
- Custom Client Site

OpenVMS  
User

OpenVMS  
Systems  
Management

OpenVMS  
Programming

OpenVMS  
Certifications

# Acquisition of PerfDat

- VSI purchased this products from HPE in January, 2019
- Is an integrated performance monitoring, management and capacity planning solution for OpenVMS
- Available as a stand alone product for your OpenVMS environment
- (Soon) Available as a VSI Professional Service offering
  - Capacity planning
  - Performance monitoring
  - Performance troubleshooting





# VSI SAN Storage Array Focus

(VSI HCL)

## VSI Supported



## In Progress

IBM

## Status

Figure 1. Magic Quadrant for General-Purpose Disk Arrays



# VSI ISV Partners Include

(At A Glance)



This slide contains information that is confidential and is provided solely for your convenience. While the information is based on our current activities, such information is subject to change without notice.



# VSI Support

# VSI Support

- Seamless Transition from HPE to VSI OpenVMS Software Support. The VMS support engineers you work with at HPE are VSI employees and remain handling your questions and cases.
- VSI has the world's OpenVMS Experts in support and R&D.
- VSI support works closely with the VSI engineering experts to solve VSI OpenVMS issues.
- Frequent and dependable patch kits distributed for VSI OpenVMS versions
- The VSI team supports a wider range of Open Source product offerings to help modernize your environment

# VSI Support Offerings

## Bronze 9X5 Support

- Standard support phone number provided
- <sup>1</sup> Right to New Versions (RTNV) of a VSI product
- Access to all software updates/patches provided between numbered releases
- Technical Support 9 hours a day, during 5 business days a week
- Provided periodic VSI updates
- 4 hour response from initial customer contact. This assumes that the customer uses the standard support phone line provided to the customer by VSI.

## Silver 24X7 Support

- Standard support phone number provided
- <sup>1</sup> Right to New Versions (RTNV) of a VSI product
- Access to all software updates/patches provided between numbered releases
- Technical Support 24 hours a day, 7 days a week
- Provided periodic VSI updates
- 2 hour response from initial customer contact. This assumes that the customer uses the standard support phone line provided to the customer by VSI.

## Gold 24X7 Support

- Standard support phone number provided
- <sup>1</sup> Right to New Versions (RTNV) of a VSI product
- Access to all software updates/patches provided between numbered releases
- Technical Support 24 hours a day, 7 days a week
- Assigned a remote Technical Account Manager (TAM)
- VSI software patch analysis
- VSI software system health checks
- Provided periodic VSI updates
- 1 hour response from initial customer contact. This assumes that the customer uses the standard support phone line provided to the customer by VSI.

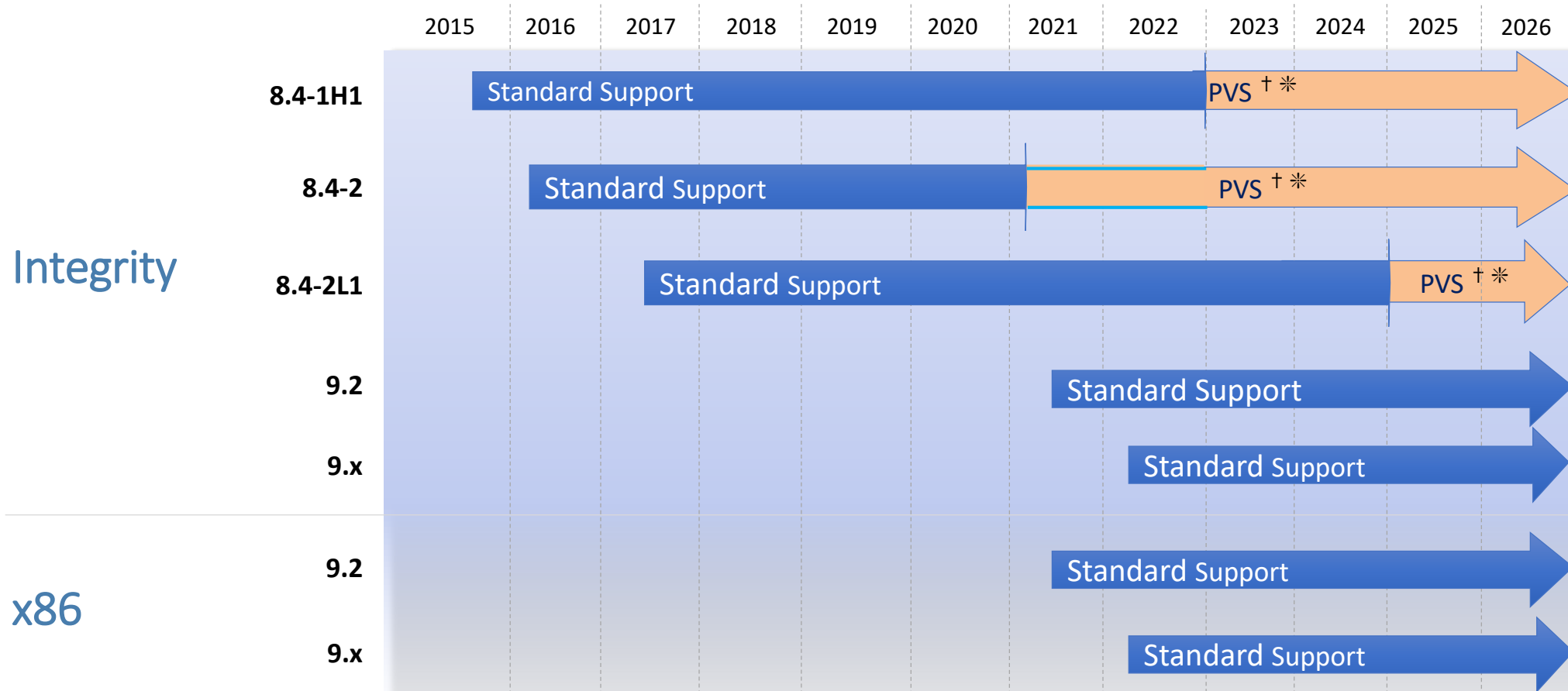
## Platinum 24x7 Support

- Dedicated phone number provided on sign-up
- <sup>1</sup> Right to New Versions (RTNV) of a VSI product
- Access to all software updates/patches provided between numbered releases
- Technical Support 24 hours a day, 7 days a week
- Assigned a remote Technical Account Manager (TAM)
- Quarterly VSI software patch analysis
- Quarterly VSI software system health checks
- Provided periodic VSI updates
- Immediate response from initial customer contact. This assumes that the customer uses the dedicated phone line provided to the customer by VSI.



These roadmaps contain forward looking statements and are provided solely for your convenience. While the information in this roadmap is based on our current best estimates, such information is subject to change without notice.

# VSI OpenVMS Integrity & x86 Support Roadmap



5 Year Standard Support + 2 Year PVS minimum

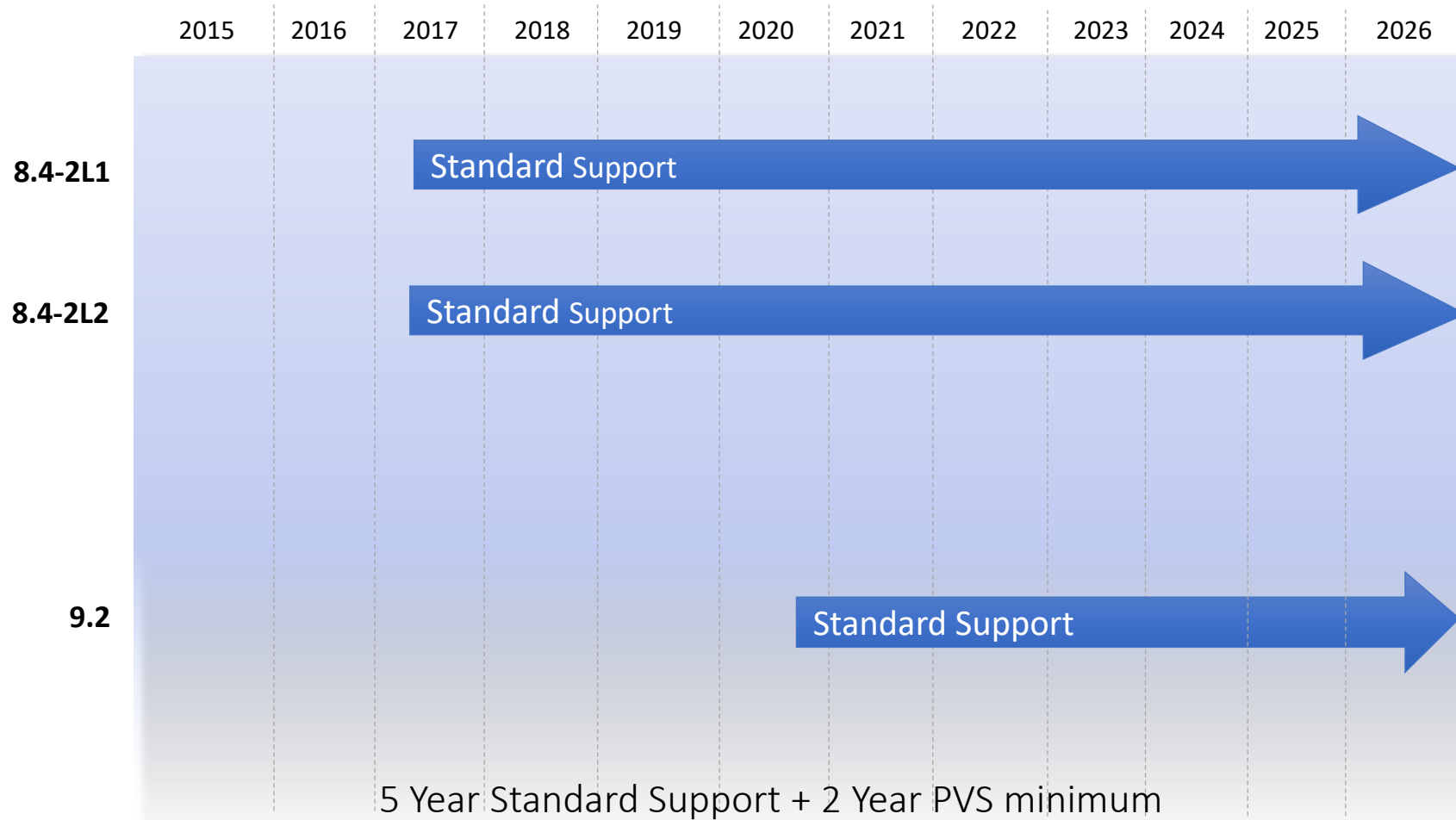
† PVS – Prior Version Support without Sustaining Engineering

24 Month notice will be provided before support is ended

\* Extended Engineering Support (EES) contract is available

# VSI OpenVMS Alpha Support Roadmap

Alpha

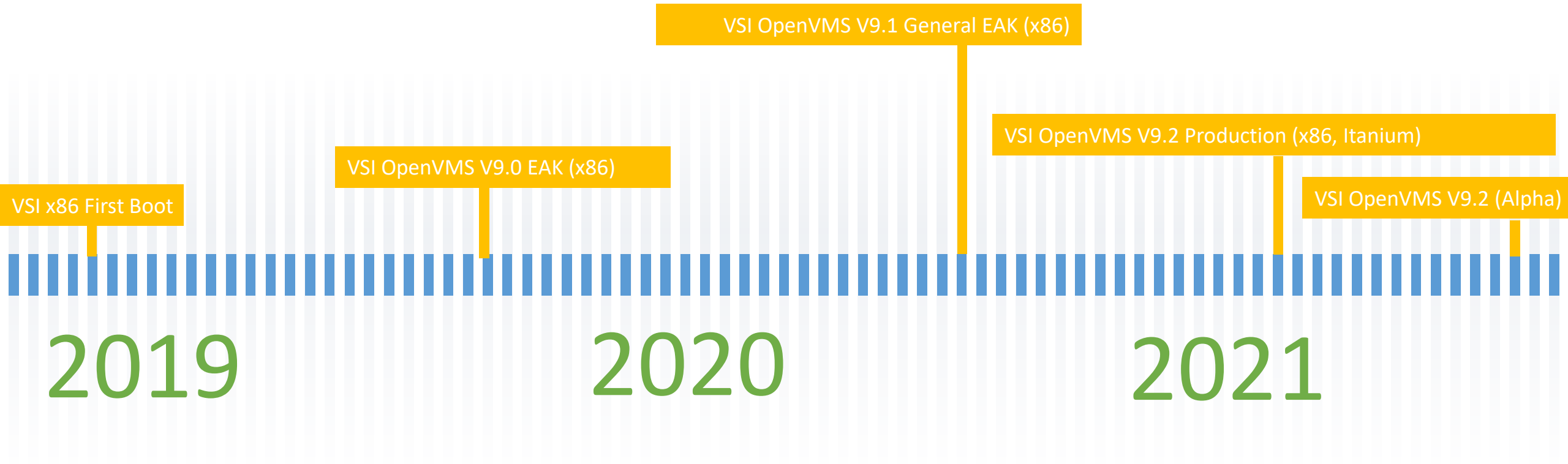


24 Month notice will be provided before support is ended  
PVS (Prior version support without sustaining) will be provided at that time

Based on current, best estimates. Subject to change without notice.

# VSI x86 Roadmap

# Product Roadmap for 2019 - 2021





# VSI OpenVMS Virtualization



# Thank You

To learn more please contact us:

[info@vmssoftware.com](mailto:info@vmssoftware.com)

+1.978.451.0110

[www.vmssoftware.com](http://www.vmssoftware.com)