Media Contacts:
Deb Montner
Montner & Associates, Tech PR
203-226-9290
dmontner@montner.com

AccelOps Expands CISCO MARS Replacement Program

Cisco MARS customers find AccelOps improves productivity by 50%, eliminates multiple tools, and better supports virtualization

SANTA CLARA, CA - January 25, 2012 - Cisco MARS customers and resellers that replaced their Cisco MARS security appliances with AccelOps virtual appliance have experienced more than 50 percent productivity improvement and smarter capabilities built for today's highly dynamic virtualized and cloud-based data centers. To address the strong demand created by the success of its next generation SIEM (Security Information and Event Management) product, AccelOps today announced the expansion of its Cisco MARS replacement program.

Under a limited time trade-in program that includes discounted pricing and one year of free maintenance and support, Cisco MARS customers can upgrade to the next-generation AccelOps virtualized solution. The upgrade package includes free assessment services to help customers migrate their data and other IP built over time such as rules, reports and dashboards. With this aggressive move, AccelOps fills a crucial void in this market.

Mahesh Kumar, vice president of Marketing, explained the decision: "Many CS MARS customers are taking action now because Cisco will stop software maintenance or bug fix releases after June 2, 2012. The AccelOps upgrade program is designed to help CS MARS customers benefit immediately from the quantum increases in productivity and capability that AccelOps' next generation SIEM provides and seamlessly upgrade from their existing environment."

Customers Upgrading to AccelOps Next Generation SIEM
"While researching alternatives for CS MARS, we considered AccelOps along with other SIEM vendors such as Q1 Labs and RSA. We were looking for a solution that would allow us to scale from 5,000 EPS to 12,000 EPS," said Kartik Seshadri, senior director at the International Division of Hughes Network Systems. "The AccelOps virtual appliance solution appealed to us because as our client environment continues to grow, we could rapidly and cost effectively expand by adding more virtual machines or storage as needed. With an appliance-based solution, we would have to replace the hardware on a regular basis and throw away our earlier investment dollars or incur additional upfront investment."

Recognized by several industry authorities as the most advanced SIEM solution in the marketplace, AccelOps offers the industr's first cloud and virtualization ready SIEM solution that is delivered only as a virtual appliance. This allows scalability on-demand as customers expand into hybrid cloud environments and makes the product easy to deploy on existing hardware and virtual infrastructures.

Opportunity to Consolidate Tools
For customers looking to eliminate a myriad of tools in their operations center, AccelOps enables them to consolidate their IT operations visibility into a single view.

"When Cisco declared the end of life for CS MARS, we were using multiple tools such as Solarwinds, Microsoft SCOM and CS MARS to manage our IT environment. During our evaluation of both RSA Envision and AccelOps, it was clear that AccelOps would help us realize our 'Single Pane of Glass' vision and eliminate multiple tools. The deployment process with the AccelOps product was a day and night difference compared to CS MARS. Whereas it took us over two weeks to install CS MARS, AccelOps was up and running in under three hours. Once deployed, AccelOps' powerful discovery capabilities helped us find things in our environment we didn't even know about. This visibility into our entire environment from a single pane of glass is tremendously valuable," said Russell Butturini, senior infrastructure architect at Healthways.

Strong Channel Demand
AccelOps channel partners such as COMBIS, a gold-certified Cisco partner, see strong demand for the AccelOps solution to replace the end-of-life Cisco MARS appliances. "We chose AccelOps as it is a truly multi-platform SIEM solution. Its innovative feature sets are far richer than Cisco MARS, which we replaced with AccelOps. The AccelOps virtual model helps our customers save hardware costs as well," said Juraj Markotic, manager of the Network Solutions Group at COMBIS.

A channel program is also available to qualified system integrators to participate in the Competitive Upgrade Package with significant incentives.

More information on AccelOps' Cisco MARS replacement program, including customer testimonials and details on how AccelOps compares to other solutions, is available at www.accelops.com/ciscomars.

About AccelOps

AccelOps virtualized, cloud generation software monitors security (SIEM), performance, and configurations of IT infrastructure and applications in highly dynamic and scalable data centers. Anchored by patent-pending technology for distributed real-time analytics, AccelOps software works across private clouds, public clouds and traditional data center environments, to bring proactive and comprehensive service health visibility. For more information visit www.accelops.com.