

Success WITH CA

Unicenter®

"We closed a deal with Canon which was contingent on our solution being ca smart certified."

Rakesh Mahajan
President and Chief Executive Officer
Netaphor Software, Inc.

Partner INFO AT A GLANCE

Company Name:
Netaphor Software, Inc.

Industry:
Software Development

Geographic Location:
Irvine, CA

CA Solution:
Unicenter® Network and
Systems Management

ca smart Solution:
MetaConsole Integration
for Unicenter® Network and
Systems Management

Netaphor Software Boosts Credibility With ca smart™ Solution Certification Program

Netaphor Software, Inc. (Netaphor), located in Irvine, CA, creates scalable and cost-effective network management solutions for IT personnel. It offers a wide range of software development expertise in some of today's most rapidly evolving technologies, including web-based application development, custom networking solutions, factory automation and embedded systems.

Netaphor's customers are global and include well-known companies such as 3Com, Canon USA, Minolta, Konica, Matsushita (Panasonic), Toshiba and Peerless Systems.

The company's product line features MetaConsole snap-ins for network device management. MetaConsole lets system integrators, OEMs and ISVs easily configure Unicenter® Network and Systems Management (Unicenter NSM) from Computer Associates International, Inc. (CA). As a result, companies can monitor and control an even greater number of devices, including those managed via SNMP v3 and other protocols (including directory-based protocols).

The Challenge: Enhancing Netaphor's Reputation

As a small company, Netaphor frequently runs up against the issue of credibility in the eyes of potential customers. "We sell to Fortune 100 companies," said Rakesh Mahajan, President and Chief Executive Officer of Netaphor. "They look at a small company like ours and have to think hard about whether they can afford the risk of shipping our relatively unknown product with an expensive unit that bears their name."



The Solution: ca smart Certification

Netaphor's MetaConsole was recently certified ca smart™, enhancing the company's credibility and making it eligible for all the benefits of the ca smart Certification Program.

"When we say our product is ca smart certified, that changes everything," said Mahajan, referring to customer reactions. "They know there is legitimacy about our company and that they can expect a high quality standard from us. It benefits us to participate in the ca smart Certification Program because Unicenter NSM is the leading enterprise management solution with which our OEMs need to integrate."

Netaphor Closes Deals With the Help of ca smart Certification

Beyond the enhancement of its reputation, Netaphor enjoys a broad range of marketing, sales and enhanced technical support services as a result of having a ca smart certified solution. "I think the exposure we get through opportunities like our posted partner profile and the chance to participate in CA WorldSM are critical," added Mahajan.

Perhaps the most important measure of the ca smart program is how it enhances business. "We closed a deal with Canon which was contingent on our solution being ca smart certified," said Mahajan. "We're also doing a deal with Matsushita, and we have two more deals that are pending—all contingent on ca smart certification."

For more information, call 1-631-342-4200 or visit ca.com/partners



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ask about our certification program

