

Corporate Profile



LANDesk, an Avocent company, is leading the convergence of the systems, security and service management markets with cost-effective, intelligent management solutions. LANDesk® solutions simplify IT management of desktops, servers and mobile devices, offer real-time change management capabilities and empower enterprises to easily and effectively deliver outstanding support services to both employees and customers.

- LANDesk has led the systems management space for over a decade with one of the most recognized and awarded solutions available.
- LANDesk® solutions are installed on tens of millions of nodes at companies worldwide.
- LANDesk solutions offer low cost of ownership, requiring less server infrastructure and less bandwidth.
- According to a 2004 IDC study, an organization can recoup its cost for LANDesk® Management Suite 8 in just 90.5 days and enjoy a potential return on their investment of 846 percent over three years.*

History

LANDesk was established in 1985 as LANSystems, acquired by Intel in 1991 as its LANDesk division and spun off as an independent company in 2002. In 2006, LANDesk was acquired by Avocent and today operates as a fully independent division of Avocent.

Global Presence

LANDesk sells through more than 290 leading resellers and VARs worldwide; is headquartered just outside of Salt Lake City, Utah, U.S.; and has regional offices and development centers in Brazil, China, France, Germany, Ireland, Italy, Japan, Mexico and the U.K. and employees in 18 countries.

Employees

LANDesk employs more than 525 people worldwide.

Financial

- LANDesk has obtained revenue growth of over 30% annually.
- More than half of LANDesk's total revenue comes from global sales.
- LANDesk has achieved operating profitability for 12 consecutive quarters.

Timeline

- **1985**—LANSystems founded.
- **1991**—Intel acquires LANSystems software division and forms its LANDesk division.
- **1993**—LANDesk Manager 1.0 ships. IDC starts watching desktop management and names LANDesk the category leader.
- **1996**—LANDesk starts providing systems-level management to OEMs.
- **1999**—LANDesk pioneers virtual IT technology.
- **2001**—LANDesk revolutionizes large packet distribution with LANDesk® Targeted Multicast™ technology.
- **2002**—LANDesk spins off from Intel.
- **2004**—LANDesk integrates the systems and security management markets.
- **2006**—LANDesk purchases NewRoad Software for its process management technologies and begins integrating the systems, security and process management markets; LANDesk extends into the consolidated service desk market with LANDesk® Service Desk; LANDesk acquired by Avocent to operate as an independent division.
- **Today**—LANDesk® products are localized in 10 languages and LANDesk has offices in 9 regions, more than 525 employees in 18 countries, sells through more than 290 leading resellers and VARs worldwide and has solutions installed on tens of millions of nodes around the globe.

“LANDesk® Management Suite 8 saved an average of close to \$1.1 million annually over three years and increased user productivity due to reduced downtime and less time lost on system administration tasks. When normalized for company size, these savings amounted to \$22,909 per 100 users.”

QUANTIFYING THE ROI BENEFITS OF INTEGRATED SYSTEMS MANAGEMENT
IDC, OCTOBER 2004

Solutions

LANDesk® solutions empower enterprises to improve processes and services and centrally manage and protect desktops, servers and mobile devices through a single console. They're cost-effective, intelligent and provide enterprises with a rapid time to value combined with minimal impact to the organization.

- **LANDesk® Management Suite** lets enterprises proactively see, manage, update and protect IT systems.
- **LANDesk® Security Suite** lets enterprises perform active endpoint security management.
- **LANDesk® Server Manager** lets enterprises instantly assess server health and keep servers available and running.
- **LANDesk® Process Manager** allows enterprises to automate processes, reducing human error and the costs associated with manual process management.
- **LANDesk® Service Desk** lets enterprises easily and effectively deliver outstanding support services to both employees and customers.
- **LANDesk® Asset Manager** extends LANDesk® Management Suite to let enterprises see and track computer and non-computer resources.
- **LANDesk® System Manager** extends LANDesk Management Suite to let enterprises keep systems performing at their best.
- **LANDesk® Antivirus** lets enterprises quickly assess and diffuse the risk of viruses and perform rootkit detection.
- **LANDesk® Host Intrusion Prevention System** lets enterprises reinforce existing security efforts against targeted attacks and zero-day threats right at the host level.
- **LANDesk® Patch Manager** lets enterprises automate vulnerability assessment and patch management across heterogeneous IT environments.
- **LANDesk® Application Virtualization** lets enterprises create virtual applications using true isolation capabilities.
- **LANDesk® Inventory Manager** lets enterprises see, monitor and maintain assets in all hardware and software inventories.
- **LANDesk® Handheld and Embedded Device Manager** lets enterprises proactively see, manage, update and protect handheld and wireless devices.

Technologies

Exclusive LANDesk technologies increase efficiency.

- **LANDesk® Management Gateway** includes patented technology to let enterprises manage previously unreachable users across the Internet—without a dedicated leased line or VPN.
- **LANDesk® Targeted Multicast™ technology** reduces network traffic by using a temporary subnet representative to efficiently, simultaneously distribute large OS or application packages to multiple systems.
- **LANDesk® Trusted Access™ technology** lets enterprises identify and quarantine infected managed and unmanaged computers and is compatible with Cisco and DHCP network access control capabilities.
- **LANDesk® Peer Download™ technology** speeds configuration policy management by using packages from previous recipients on the same subnet to reduce the number of packages sent over the WAN.

LANDesk also develops solutions that leverage the technologies of strategic partners, including LANDesk® Server Manager's integration with Dell products, Intel vPro technology support and LANDesk® Management Suite for ThinkVantage Technologies.

Strategic Alliances

Systems Integrators

ACS	Siemens
CompuCom	Unisys
Northrop Grumman	

Integrated Systems Vendors

BMC	PeopleSoft
Frontrange	Peregrine
Microsoft	Remedy
Numara Software	Symantec

Global Solution Providers

Dell	MPC
Gateway	

Original Equipment Manufacturers

Dell	Founder
Intel	Fujitsu Transaction
Gateway	Gigabyte
HP	Hitachi
NEC	Lenovo
Touchpaper	Tongfang
Microsoft	Toshiba
Acer	Wincor Nixdorf
Asus	

Solutions Providers

More than 4,000 professionals sell and service LANDesk® solutions through more than 290 leading resellers and VARs worldwide.

LANDesk Customers

American Electric Power
 ARAMARK
 BASF Coatings
 Bayer
 Bertelsmann AG
 Broward County Schools
 Coca-Cola
 Convergys
 CSX Technology
 DC Government
 Exempla Healthcare
 General Dynamics
 Heineken
 Honeywell
 Hughes Supply
 Inflow
 JPMorgan Chase & Co.
 Kohl's
 Merck
 Miami Herald
 Raymond James
 Raytheon
 T-Mobile
 US Steel
 Yahoo!

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