Harman Marimba Unified Endpoint Management

ENTERPRISE IT ORGANIZATIONS WORLDWIDE MANAGE, SECURE AND SUPPORT THEIR IT OPERATIONS USING MARIMBA. MARIMBA PROVIDES IT MANAGEMENT AND ADMINISTRATION SOLUTION THAT REDUCES THE COST AND COMPLEXITY OF MANAGING NETWORKED DESKTOP, MOBILE, AND SERVERS.
Our current product portfolio mounts our vision of Comprehensive IT Management. Today we witness the overall development of features to make the IT management easy, reliable, and capable of handling diverse devices in diverse environments with unique use cases while allowing customers to leverage Marimba for building advanced and customized solutions. In future we aim to expand our vision with an intention to manage “everything”.

### Business Challenges/Problem

#### Visibility

**Challenge:** It is quite challenging at times to consolidate, audit and gain visibility over what exists in an organization and where does it stand on compliance. Most of the orgs. have assets, software, users that are invisible to them and the extent of cost and threat they incur to their business.

**How Marimba can help:** Marimba gives an insight and visibility of everything that exists in an organization right from various devices connecting in and out of corporate network to applications and data that are being used by the users. It detects unsanctioned assets and services, system and application vulnerabilities, un-licensed software and Operating system usage, compromised security settings on devices. It allows IT to set remote policies to fix these problems permanently. It offers real-time health monitoring, alerting and comprehensive analytics dashboard that can be used to create customized reports that gives granular visibility over compliance and usage.

#### Managing heterogeneous environment

**Challenge:** IT department has been undergoing serious challenges and technical difficulties to remote control and uniformly manage heterogeneous infrastructure in their organization. With growing digitalization, client diversity and mobile workforce, client management has become even more challenging than before. Organizations have been exposed to different solutions that can help them with one or other business requirement but not all.

**How Marimba can help:** Marimba conforms to all business requirements with one solution that helps in automating management of heterogeneous environment. It does so through centralized servers and console to streamline all processes ensuring infrastructure is always managed, up-to-date and secured.

#### Mitigating Business risks

**Challenge:** In the pursuit of achieving business goals, all the risks have to be proactively managed well-in-time. One, amongst rest that affects the business most is security breaches. This can lead to very large financial liabilities - auditing, expired SLAs, hefty investment and even Brand Damage. It’s a constant threat that needs sought after established and robust processes that can manage, prevent and mitigate all types of security risks that deters business operations.

**How Marimba can help:** Marimba through its offering gives a way to ensure security at every level of Business. While organizations can focus on enabling and growing business they can be rest assured that their organization is always secured and prepared for next level. Marimba does constant monitoring and fixes vulnerabilities as soon as it is discovered. It reports and alerts you of the devices, applications and content that’s compromising security over your network and lets you remotely fix them. Marimba can be instructed to isolate threat posing devices, applications and processes until they are quarantined so as not to affect other assets over the network.

#### Integrating Business Processes

**Challenge:** Every business operation has its own processes that needs to be integrated and consolidated to function together. Organizations today are looking for simplifying their processes (that can be more or less self-managed) and capabilities that can integrate with their existing processes to keep them up to latest trends.

**How Marimba can help:** Marimba offers a rich and extensible platform to enable business process integration. Marimba is developed as a platform that can be used to build and integrate processes. It has built-in advanced connectors and analytics to build insights and join up business processes. It supports multi-tenancy so it can be used to merge and manage infrastructure of more than one business unit through centralized servers.

#### Operational cost

**Challenge:** Increasing operational cost involved in setting up high maintenance servers, employing trained staff to manage organization wide infrastructure, unforeseen usage of application licenses and devices, security breaches, energy wastage can affect business finances to much larger extent.

**How Marimba can help:** Marimba tracks everything, prevents un-licensed or un-authorized usage, fixes security vulnerabilities, automates and aligns all the processes to business guidelines. It automates management and guides IT to setup long-term best practices for managing infrastructure. It thus saves millions by eliminating need for engaging any manual processes to manage millions of endpoints. It keeps Infrastructure green and power usage under check with its advanced power management capabilities.
### Key Features

#### Marimba Cloud
Marimba offers comprehensive suite for IT operations from Cloud.
- Supports Public, Private and Hybrid Cloud.

#### Intelligent Platform
- Trend analysis and Analytics driven health management of infrastructure.
- Drift based auto-remediation of non-compliant and under-performing infrastructure.
- Adapts to rapidly changing business, security and governance requirements.

#### Advanced Platform
- SDK & IDE - unrivaled flexibility.
- Offers connectors to build integration with anything and everything.

#### Marimba DEVOPS
Marimba runbook automation and devops suite.

#### Agentless deployment
Discover and manage configured or baremetal devices on the go.

#### Self-service Portal
Support for creating organization specific stores.

#### Integration with BSM Products
- Seamless integration with ServiceNow, Remedy and RemedyForce.
- Custom connectors available to integrate with any other 3rd party product.

#### Equipped with Next Generation Features
- Support for managing IOT devices and distribution over connected systems.
- Marimba agents are capable of "learning" and "evolving" with their behavior based on simple "rules" over a period of time.

### Key Benefits

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<tr>
<th>Unified Management</th>
<th>Marimba offers unified suite that offers Unified Management of every networked device</th>
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<td>- Matured processes enable uniform management of every device used in an organization from centralized console.</td>
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<td>- Enables IT to conform to their business standards by ensuring maximum availability; best security and state-of-the-art digital user experience.</td>
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<td>- Offers controlled management while ensuring utmost flexibility and privacy to end-users and business operations.</td>
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<th>Heterogeneous Management</th>
<th>Reduces cost, risk and complexity of managing heterogeneous devices (Physical, Virtual, remote) across diverse set of networks with different bandwidth conditions.</th>
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<td>- Cross platform support includes wide range i.e. Windows, Mac, Linux, UNIX, Embedded, Mobile &amp; IOT platforms supported on Servers, Desktops, Laptops, Mobile, Field/ Rugged, POS and IOT devices.</td>
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<td>- With smaller footprint Marimba can exist and operate anywhere.</td>
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<th>Continuous Monitoring and Security Enforcement</th>
<th>Real time monitoring and alerting</th>
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<td>- Customizable Dashboards</td>
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<td>- Offers 100% infrastructure compliance for patching, data, distribution and security.</td>
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<th>Self-Managed Infrastructure</th>
<th>Marimba Agents are designed to adapt to any requirements and capable of self-managing. They manage updates themselves to ensure both device and its user are secured and up-to-date. Agent auto repair and recover from any situation that affects its functions.</th>
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<td>- Self-provisioning – Marimba interfaces enable end-users to manage their devices the way they want without having to depend on IT for operations that affect their commitments.</td>
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<td>- End-users can get approved applications installed with a click of button; can provision their devices on the go in less than an hour from office or outside corporate network.</td>
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<th>Closed Loop Management</th>
<th>Automated content and application delivery with auto-incident logging and remediation.</th>
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<td>- Marimba enables IT to streamline their functions and processes to manage their organization effectively and constantly with latest trends and emerging technologies.</td>
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<td>- It provides guidance and helps to strategize and setup long term automated processes for pro-actively managing and securing infrastructure.</td>
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Critical Differentiators

- Fast, Robust, Efficient & Secured
  - Marimba has its own patented technology that offers best-in-class data distribution and IT OPS Management.
  - Self-healing capabilities ensures all time availability and efficient delivery to keep your organization up-to-date.
  - Ensures 100% Regulatory, Security and internal corporate/operational compliance to keep your business and infrastructure most-secured.

- Simplifies Business by automating most complex business process
  - Flexible Platform that offers customization with support for advanced connectors to build and automate any processes.
  - Enables automating custom business use cases to offload customers from mundane tasks and instead they can focus on other critical business tasks.

- Scalable
  - Highly scalable with support for 65k end points per server.
  - Most efficient solution to manage devices spread across geographies and distributed networks.

- Cross-Platform Support
  - Marimba technology offers common management and deployment solution for all platforms. A common policy can be deployed on Windows, UNIX or mobile devices.

- Platform for constant Innovation
  - Small IOT devices like Raspberry Pi can be used to host Marimba Servers that can manage your entire infrastructure.

- Most cost effective offering - Helps IT reduce spending on operations by 70%
  - Marimba Cloud Solution eliminates any need for setting up Marimba server infrastructure. All the devices can be managed directly from cloud.
  - Minimal expenses incurred in setting up Marimba Infrastructure on-premise.
  - Automates end to end infrastructure management thus reduces any expenses involved in employing staff to manage IT operations.