

OpTier's latest funding round points to investor confidence in market opportunity

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Sector: Enterprise Software

Event summary

- OpTier has taken in \$15m from its existing investors in a C funding round and is now capitalized at \$47.6m.
- The opportunity for business transaction management is coming into view with a convergence of trends.
- OpTier touts CoreFirst's ability to provide a business impact picture of both individual and aggregate information for problem discovery, change management and load testing in production.

The 451 take

OpTier has drawn a further \$15m from existing investors. Now capitalized at \$47.6m, it says the cash isn't needed now, but for the long-term shape of the company it wants to grow into a large ISV as the business transaction management opportunity emerges. OpTier has 85 staff members – 48 in R&D. OpTier's basic proposition hasn't changed in the three years we've followed it, though now it refers to what it does as 'business transaction management' rather than 'transaction workload management.' What's changed is the emergence of a discrete opportunity here as a number of trends converge: greater real-time requirements in the enterprise/transaction volumes in financial services, shared infrastructures and composite applications.

Details

OpTier claims 50 installations of its software and many applications in production across its paying customer base in using CoreFirst. OpTier says 50% of its customers are in financial services – two are in production using the integration with **DataSynapse**. OpTier says the fact that any prospects are using grid hasn't been important one way or the other until it struck the relationship with DataSynapse. Now its work with DataSynapse is looking particularly useful, where end users are creating enterprise utilities, sharing resources and having transactions hosted wherever appropriate on those resources. It claims to have signed a number of enterprise license agreements where CoreFirst being used across different divisions or groups.

CoreFirst agents run on participating nodes tagging transactions; monitor them through domains; profile them for resource consumption; and pass their information up to the core management server software. Users define SLA levels via a rules engine. There have been feature additions since 2.0, but no major release of the product. It's added support for .NET containers, and OpTier is now a **Sun** partner and can manage transactions across Solaris Zones. It has enhancements for virtualization and network visibility in hand, together with support for **Tibco** messaging and WebSphere and Linux on mainframe.

Competitive landscape

What characterizes this sector now is greater clarity, OpTier believes, with the distinction between tools for managing code and tools for managing transactions now well defined.

HP (Bristol Technology, Mercury Interactive, Kintana), Tivoli Intelligent Orchestrator, **CA Inc (Wily Technology)** and **BMC (Identify Software)** are the key competitors. Other vendors include **Correlix** and **dynaTrace Software**, while **Opware (iConclude)**, **RealOps**, **Opalis Software** and **Enigmatec** are often mentioned in the same conversations.

With what it says is just a 5% performance overhead, OpTier claims CoreFirst customers can track in production and transaction volumes that would cripple their systems running other types of transaction management software. It claims CoreFirst tracks all changes where other offerings can only be used in silos, for sample transactions or in non-production environments because of the overheads. They also require extensive manual intervention.

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