

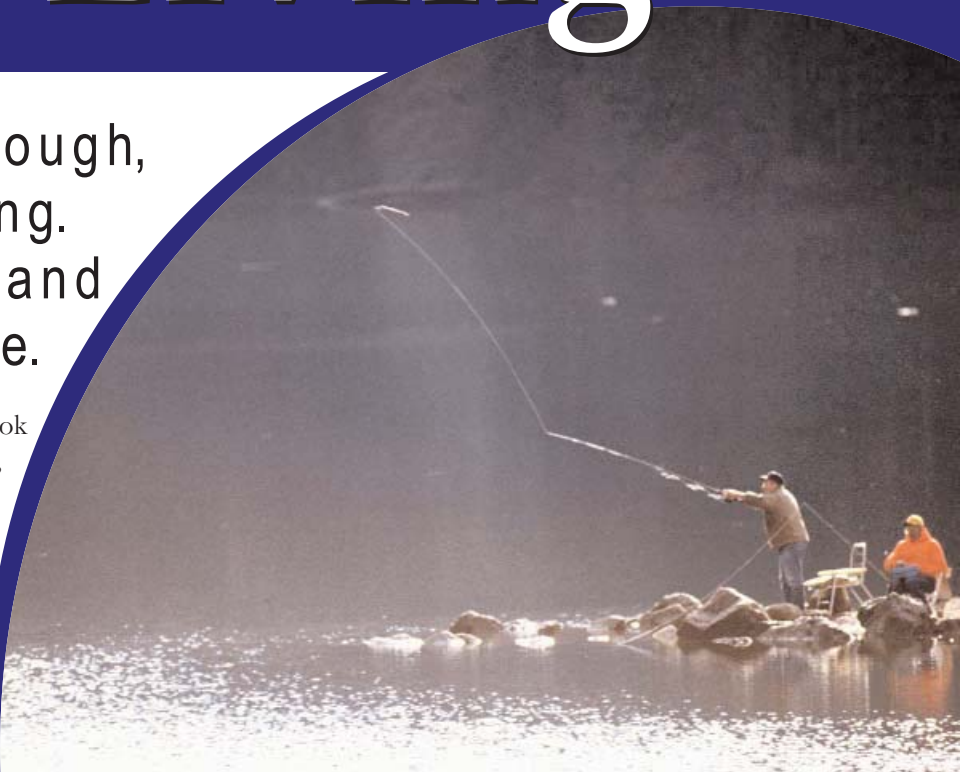
Easy Living

Depends on thorough, insightful planning. America's Heartland finds it right here.

Nearly five million Americans look to Conseco to insure a healthy, happy future. The suburban Indianapolis, Indiana-based company is one of middle America's largest providers of supplemental health insurance, life insurance and annuities.

Conseco's more than 80,000-square-foot data center provides IT services to more than 4,200 employees across the United States.

Reliability and efficiency are essential qualities for these services.



WHO DOES CONSECO DEPEND ON FOR INSIGHT INTO ITS IT?

Conseco relies on **ISM's PerfMan** to provide fast and accurate performance and capacity information and analysis for its OS/390 and CICS systems.

No matter which platform, or combination of platforms you use, PerfMan accurately gathers comprehensive metrics from your servers, networks, applications and storage, then delivers that information in the formats you choose – reports, graphs and Intranet-ready content. You can automatically publish current and historical performance information to your Intranet with no staff time or human error.

PerfMan gives you **immediate access** to customized information and reports about every aspect of performance, storage, and capacity, and enables you to provide your customers and corporate leadership on-demand access to this information.

No other performance and capacity management tool is more powerful or easier to use than PerfMan.

Turn this sheet over to learn more about how PerfMan is helping Conseco achieve its business goals.



The power behind
great IT decisions

CASE HISTORY



INDUSTRY: Health Insurance, Life Insurance and Annuities

HEADQUARTERS: Carmel, Indiana

ORGANIZATIONAL

DESCRIPTION: Conseco, Inc. is one of America's leading sources for supplemental health insurance, life insurance and annuities. Through its subsidiaries and a nationwide network of distributors, Conseco serves nearly 5 million customers.

Conseco has more than 4,200 employees and major facilities in suburban Indianapolis, Ind., Chicago, Ill. and Philadelphia, Pa.

THE CHALLENGE: Provide performance and capacity management and business unit analysis for OS/390 and CICS systems. Include modeling capabilities to enable Conseco to accurately predict future IT resource needs.

Solutions needed to:

- Minimize personnel, hardware and software costs.
- Provide practical, easy-to-see and understand results.
- Provide insight into workload requirements.
- Offer low resource usage on mainframe systems.

SOLUTIONS: PerfMan family of performance management tools including **PerfMan for OS/390**, **PerfMan for OS/390 Modeling**, **PerfMan for OS/390 Business Unit Analysis** and **PerfMan for CICS** installed.

RESULT: Conseco's IT requirements for efficiency, performance and agility are exceeded without excessive personnel, hardware or software costs and without sacrificing IT customer service quality.

PerfMan's trending and modeling capabilities help Conseco to accurately forecast IT resource needs. Performance and capacity management needs are fully met at a significantly lower cost than previously used tools.

"Comparing costs and capabilities, we chose PerfMan as the best value in performance and capacity management tools."

Dave Georgi
2nd Vice President
Conseco

"We need a constant handle on workloads. PerfMan boils everything down and helps us understand exactly what's happening without wasting time and money."

Jim Stephanidis
Capacity Planning Analyst
Conseco

"PerfMan's modeling produces practical results that can be understood quickly and easily."

Bob Miller
Senior Systems Programmer
Conseco

About ISM:

ISM, a Microsoft Certified Solution Provider, a worldwide Hitachi Data Systems business partner and a member of IBM's PartnerWorld for Developers, is a recognized industry leader in innovative solutions for capacity and performance management. PerfMan® provides a completely integrated solution for enterprise-wide performance management and capacity planning of z/OS, OS/390, Windows 2000-03, VMware ESX, UNIX and Linux systems, storage, applications and networks.

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The Information
Systems Manager, Inc.

One Bethlehem Plaza
Bethlehem, PA USA 18018-5784

610-865-0300
610-868-6277 fax

sales@perfman.com

www.perfman.com