Nominee: Runecast Solutions

Nomination title: Runecast Analyzer – Software Defined Expertise

Runecast Analyzer provides software-defined expertise to mitigate service outages, increase security and compliance and reduce time in troubleshooting. Runecast Analyzer is deployed in VMware environments across the globe within enterprise and SME customers. It is a proactive VMware management solution that uses current VMware Knowledge Base articles and our expertise to analyse virtual infrastructures and expose potential issues and best practice violations, before they cause major outages.

To understand the product innovation, you must first understand the team behind it. They all worked at the IBM Centre of Excellence deploying VMware infrastructure and regularly came across issues that were covered in the VMware Knowledge Base, but took many hours to locate and resolve. Thus they designed an automated process - Runecast Analyzer - and it is the only product on the market that proactively monitors vSphere and correlates it to the VMware Knowledge Base, Security Hardening Guide and Best Practices to ensure the virtual infrastructure remains optimized, secure and compliant, saving significant dollars and man hours in negating trouble shooting.

There are many monitoring and capacity-planning tools in the market focused on VMware environments, however Runecast Analyzer is the ONLY product that automates scanning the VMware infrastructure for issues, correlates them back to the VMware Knowledge Base (KB) and provides documented reporting for remediation. Other solutions' analysis is used reactively or is only focused on capacity or performance, creating a potential negative business impact. Runecast Analyzer utilises three "sources of truth"; VMware Knowledge Base, Security Hardening Guide and Best Practices that are used to proactively monitor, manage and optimise VMware infrastructure. We negate firefighting and trouble shooting by proactively analysing and exposing potential issues and best practice violations, before they cause major outages. This makes our solution unique and has been created by VMware experts, as our team comprises VMware certified personnel – VCDX, VCI, vCAP and vExperts.

Any VMware vSphere admin can benefit from utilising Runecast Analyzer to save them many hours of troubleshooting and scrolling through the VMware KB to identify a resolution to the issue(s) they are encountering; Runecast Analyzer does that automatically for you. It is also a key management-reporting tool for many of our customers, as VMware admins can run reports that demonstrates IT are delivering on key performance indicators (KPIs) as set out by the business.

We've also been delighted by the market reception to Runecast Analyzer and some well known VMware bloggers are impressed with its functionality. Duncan Epping for example, blogged "Runecast also analyzes the logs for you. And I was happy to see that this got added, as it makes it unique compared to other solutions out there. Depending on what you are looking for you have these quick filtering options, and of course there are search strings and you can select a time period in which you would like to search of this particular string." The full post can be read here: http://www.yellow-bricks.com/2017/03/07/startup-intro-runecast/

We believe customer testimonials are the best way to demonstrate how Runecast Analyzer brings value to our customers, you can see two below. However, to give potential customers an idea of the impact of deploying Runecast Analyzer in their environment, we have an ROI calculator and, on average, provide an ROI of over 80% in the first year of deployment.

Stephen Parker of BYU-Idaho comments, " Thanks to Runecast Analyzer I am saving 2-3 hours a day and it enables me to focus on more business critical aspects of running our environment. I am able to quickly see the issues on all the hosts instead of having to hunt down each host and manually checking it against all the issues I am aware of, then repeating the same thing tomorrow."

Another customer, Itzik Menashe of Telit says, "The major benefits delivered include helping us to maximize our investment in VMware and reducing business risks, plus saving us multiple thousands of dollars per year in time and external resource costs. Runecast Analyzer helps us to focus on important tasks and mitigation instead of wasting time in forums, searching or reading non-relevant KBs. The criticality scores highlight the priorities and tasks that were neglected are now easy to solve and remove the 'blinkers' we had before."

Why nominee should win

•	Runecast Solutions has developed a unique, automated product to address critical issues in a virtualised infrastructure to ensure the environment runs and performs optimally

•	By taking "in the trenches" knowledge, combining it with some serious programming skills and experience of multiple VMware deployments, Runecast has made "Software Defined Expertise" a reality and is now saving the butts of many infrastructure owners out there!

•	Only coming to market in Sept '15, Runecast is taking the infrastructure software market by storm and has achieved a solid customer base in a very short time, including companies such as the German Aerospace and Verizon