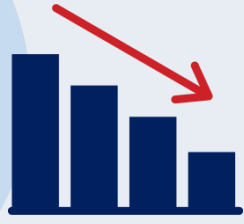


THE COST OF IT DOWNTIME

For any organization, the cost of IT downtime is significant and can impact not only corporate revenue but also the experience for the end user.

\$26.5 BILLION



Companies lose more than \$26.5 billion in revenue each year due to IT downtime. *CA Technologies*



\$500,000 to 1 MILLION LOST PER HOUR

DURING CRITICAL APPLICATION FAILURES

Critical application failure costs between \$500,000 and \$1 million *per hour* for Fortune 1000 companies. *IDC*

75%



Of Network Professionals CAN'T PINPOINT THE SOURCE OF NETWORK ISSUES

Identifying the source of an issue uses resources, is laborious and makes troubleshooting a problem. *Network Instruments Report*



PREVENT Network Downtime



BEFORE IT IMPACTS USERS

Monitored networks see quicker issue resolution and are able to stop voice quality issues before the user is impacted.

Network Monitoring REDUCES OPERATIONAL COSTS BY

25%

Proactive network management prevents downtime and decreases revenue losses and slows customer churn. *CA Technologies*



Martello Technologies is the leading provider of fault and performance management capabilities for Mitel Unified Communications (UC) solutions and multi-vendor networks. Deployed in more than 2000 enterprise and service provider networks around the world, our MarWatch™ system provides secure 24/7 remote access to equipment and systems.