



ChangeBASE Newsletter

Q4 2009

Company Update

We would like to welcome back all our readers to our last Newsletter of 2009!

We are very pleased to be able to report that we have had a very busy and rewarding quarter.

The launch of Windows 7 has accelerated those organisations seriously looking to migrate their Operating Systems. As a result we have completed over 20 Windows 7 Proof of Concepts (PoC) to assess application compatibility challenges, with

over half of those now seriously looking to migrate.

As well as signing up a number of new global strategic partners we have also won a number of enterprise client engagements.

In Q4 we carried out an online survey around Windows 7 migration with astounding results. 41% of organisations surveyed are planning on making the migration to Windows 7 within the next

year, and a further 18% expect to make the switch within the next 2 years. These figures present a greater adoption of Windows 7 than that of Vista and fulfil Microsoft's goal with the Windows 7 launch. However, over 66% of organisations surveyed cited application compatibility as their main concern when migrating OS and thus representing a great opportunity for ChangeBASE and our partners.

[Click here to read the full release](#)

Client News

We have had a number of very exciting client wins over the last quarter, both directly and through our partner channels. The two major wins that stand out

are a large Financial institution and secondly a large Energy company who have both chosen AOK to overcome their application compatibility/packaging chal-

lenges for their Windows 7 & Application Virtualisation projects – look out for the full press releases which will be distributed soon.

Partner News

Our partner base has steadily grown in the last quarter, with more and more large SI's and Outsourcers discovering the benefit of using our AOK software. Our global reach is expanding and a few members of our team are currently out in the USA training up a number of new partners as part of our joint Microsoft SMS&P initiative (see more details below).

ics who have standardised on AOK which we announced in October. Getronics has been working with ChangeBASE on implementing AOK technology into its RDX (Rapid Deployment eXperience) methodologies to help clients upgrade to new operating environments such as Windows 7 and Application Virtualisation.

[Click here to read the full release](#)



We have also signed CSS Corporation as a global partner. CSS Corporation is integrating ChangeBASE AOK into its portfolio of services and will be offering the solution to their customer base via its 10 global offices. Early signs of opportunity are very encouraging and we expect to see great results from this relationship throughout 2010.



One specific piece of partner news is our Global Partnership with Getron-

We're pleased to say that we are already seeing revenue opportunities from this relationship.

Product Update - New Product Release

We released AOK v 3.1.4.10 earlier this quarter. The new version contains;

- Upgraded Reporting; on summary results where numbers of automatically fixable apps and issues are identified.
- New profile report which allows you to view compatibility across report groups for your portfolio, for example, comparing each application's compatibility with Windows 7, App-V, Office2007 and IE7/8.
- Restructured compatibility reporting groups.
- Better directory resolution, improved performance, as well as the ability for better determination of MSI vs. MST.



New SFT Loader

ChangeBASE AOK has recently added some new functionality to their Virtualise-It module. It is now possible to read in App-V streamed applications or .SFT files. This has a couple of unique advantages.

1. It allows you to be able to look at what is actually in a sft file and check for things that you would not want in there, things that may be causing problems with the stream.

2. If you already have an estate of sft files it will allow you to test them for compatibility with a target migration platform.

This means that you could test your sft files for compatibility with a new operating system, for example if you are moving from XP to Windows 7. Or you may be moving from say App -V version 4.2 to the new 4.6. We have all the new compatibility

checks required for applications that want to move from 4.2 to 4.6 and you can load your sft files and check whether they are likely to encounter any compatibility issues in doing so.

As far as we are aware, AOK is the only technology that will allow you to do this.

Load it. Run it. Fix it. It's



Additional Plugins

In Q4 we created a number of Plugins for Symantec's SVS analysis including;

- Hard Coded References Scan (V1); This AOK Plugin analyses each loaded and selected application package for hard coded values of folder paths.
- Non Supported Drivers; This AOK plugin analyses each loaded and selected application to identify if a driver is being installed.
- Non Supported Reboot Requirements; This AOK plugin analyses

each loaded and selected application to identify if a reboot is required.

- Non Supported Service Installations; This AOK plugin analyses each loaded and selected application to identify if a service is being installed.
- SVS Multiline Registry Analysis; This AOK Plugin analyses each loaded and selected application package for specified registry settings that indicate the placement

or editing of Microsoft "multi-line" registry settings. This AOK Plugin will raise an AMBER issue when a multi-line registry entry is found in the target package.

- Virtualisation COM+ Analysis; This AOK Plugin will identify COM+/DCOM application level issues for each loaded and selected Plugin within the AOK WorkBench.
- Virtualisation Local Host Check.

Win 7 POC's

To date we have run over 20 Windows 7 Proof of Concept (PoC's) with our various ACF Partners. Of these 20+ engagements, over half are now seriously looking at migrating to Windows 7.

The scale of these engagements has

ranged from us assessing 50 applications to the largest so far having been undertaken with a large pharmaceutical where we assessed 3,600 applications for compatibility on Windows 7.

From the large portfolio of applications across the Win 7 engagements

the following application compatibility results were generated;

Report Results	Initial Analysis	After Fixing
Green	34%	92%
Amber	61%	3%
Red	5%	5%

With ChangeBASE AOK we can get over 92% of apps running 100% OK on Windows 7

From the above mentioned results the top application compatibility issues found are listed in the table opposite.

Windows 7 Compatibility Issue	% Apps Affected	% Fixable
Legacy Help Files	36%	100%
Windows Resource File and Registry Issues	35%	100%
UAC File Header Issues	24%	100%
Custom Action Security Issues	19%	100%
Legacy Control Panel Applet Security Issues	13%	100%

Message from the Team

“We’re very excited about the opportunity 2010 brings to the business. Already we have tremendous traction with new customers, partners and our increased and ever increasing profile with our strategic alliances such as Microsoft, Citrix and VMWare.

We look forward to working with you in the New Year.”

Our Blog

Greg Lambert – our Chief Technical Architect joined the blogging world in August last year.

Since then his blog <http://aokcompat.blogspot.com/> has really taken off and has been consistently rated in the top 3 results when searching for application compatibility blogs.

Don't forget to visit Greg on his blog and we would love to hear your thoughts, comments and responses.

Microsoft SMS&P Proof of Concept Offer

Microsoft and ChangeBASE are partnering together to deliver Windows 7 proof of concept (PoC) engagements to Mid-market customers (250 – 2,500 seats on average).

ChangeBASE's AOK software is utilised to automatically test and remediate client applications for Windows 7 compatibil-

ity. In addition, partners delivering this PoC will present customers with an overview of how they could move forward with their Windows 7 Enterprise deployment and issues or considerations that they should keep in mind (such as how to think about Application Virtualization with the OS upgrade).

ChangeBASE will provide the AOK software and support to qualified partners to deliver the PoC on-site, or via the AOK-On-Line web-based test and remediation service.

For more information contact [Dawn Clifton](#)

ISV News

Microsoft Green Light for Windows 7 Application Compatibility.

ChangeBASE continues to lead the market in enabling organisations and ISVs to enable

their applications for Windows 7. We're pleased to announce that ChangeBASE AOK forms a significant part of the Microsoft Green Light Portal - a portal whereby ISV's can register and test their application for

Windows 7 readiness and compatibility. To utilise the Green Light Portal please visit; www.isvappcompat.com/uk

GIVER YOUR APPLICATIONS THE GREEN LIGHT!

Events

Seminar Series with Flexera

We teamed up with Flexera to deliver a series of European seminars in November. Focusing on application virtualisation, the events illustrated how organisations could accelerate their application virtualisation deployment to significantly reduce the deployment cost and by utilising AdminStudio from Flexera Software and ChangeBASE AOK.

TechED EMEA 2009

During the November Microsoft TechED in Berlin we had the opportunity to join up with two of our partners, Converter Technology and Flexera. This was a great event to further build on our relationships with the partners and to promote the ChangeBASE AOK technology to the delegates.

Webinars:

Alongside our own webinar series to both end users and partners, in November we teamed up with Juriba to deliver a "Kick Start Your Windows 7 Migration" webinar. This event pulled in a record number of attendees from end user organisations and has resulted in several Proof of Concept opportunities.

These events are delivering a significant number of opportunities which seems to indicate a ground swell in opinion that Windows 7 and Application Virtualisation are at the forefront of people's minds. We fully expect this to continue and accelerate into 2010!

We would like to wish you all a very MERRY CHRISTMAS and HAPPY NEW YEAR!



The ChangeBASE Team