

Mike Ditmar | APM Sales Engineer

Digital is Changing The Game Of Business









80% of all apps are used once, then deleted.





THE RESIDENCE AND ADDRESS OF THE PARTY OF TH

4 out of 5 check their smartphones within the first 15 min of waking up

11:39 AM - 24 Aug 2014



Use smartphones while shopping in store





Existing technology assets are not ready







Mobile performance still **30-40%** slower than Desktop













53% of CxOs

find understanding customer behavior an extremely significant challenge

11:39 AM - 24 Aug 2014





What we believe



- Starts and Ends with the User Not just the App
- It's about preventing problems, not just reacting
- Gap-free data is essential
- The goal is Dev/Ops not Just/Ops

Mobile • Web • Smart Devices • Cloud Services User Insights



Java • .NET • PHP • Node.js • z/OS • Nginx



Mobile • Web • Smart Devices • Cloud Services

User Insights



Java • .NET • PHP • Node.js • z/OS • Nginx



Mobile • Web • Smart Devices • Cloud Services

User Insights



SAP • Citrix • Oracle EBS • VoIP • TCP/IP

App-Aware Network Insights

Dynatrace Application Monitoring



Dynatrace User Experience Management

User Insights

Dynatrace Synthetic Monitoring



Dynatrace Data Center Real User Monitoring

App-Aware Network Insights

Dynatrace Application Monitoring





Expert Services

Dynatrace User Experience Management

User Insights

Dynatrace Synthetic Monitoring

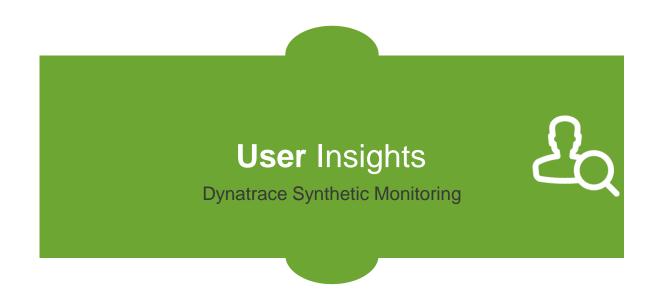


Dynatrace Data Center Real User Monitoring

App-Aware Network Insights

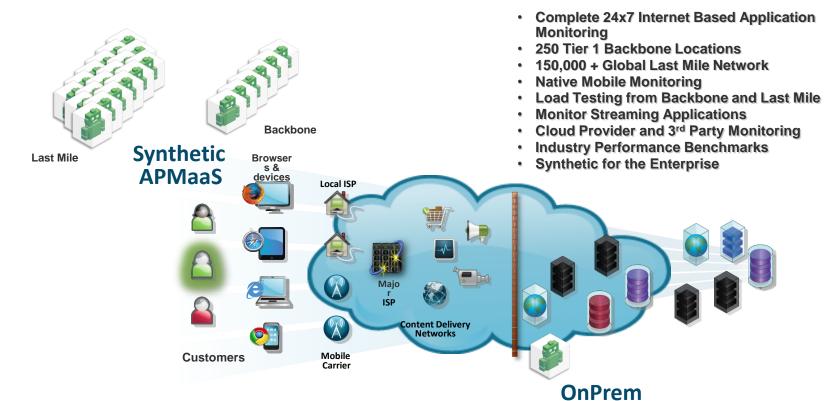






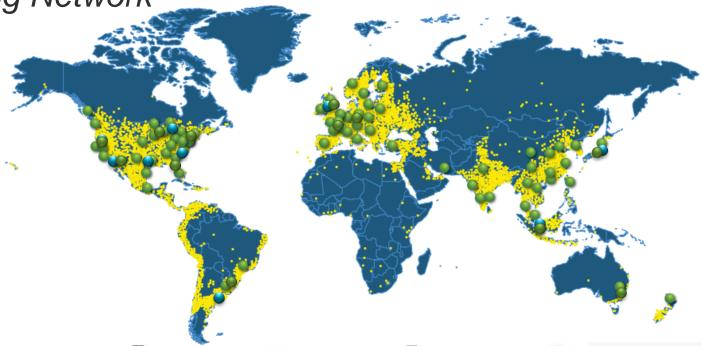
Dynatrace Synthetic Transaction Monitoring





The World's Most Comprehensive Performance and Testing Network





Synthetic Agents

Deployed and managed by Dynatrace





10.000's+ locations



Dozens of countries connected to real wireless carriers

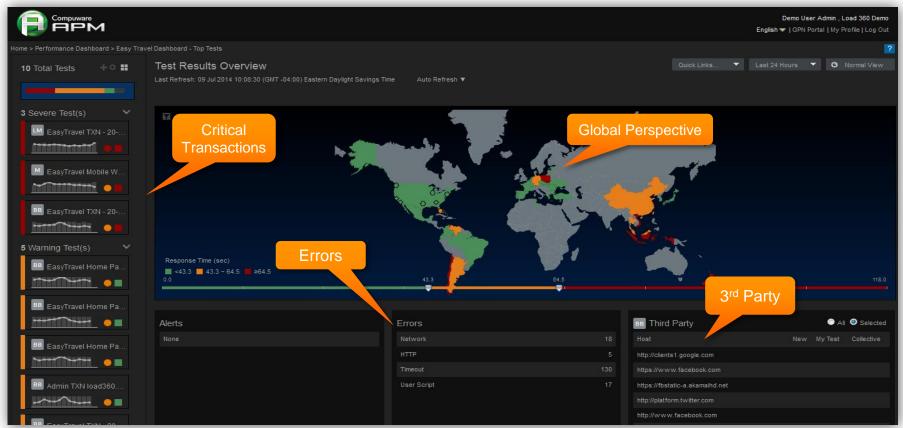
Synthetic Private Agents

Deployed by Customer

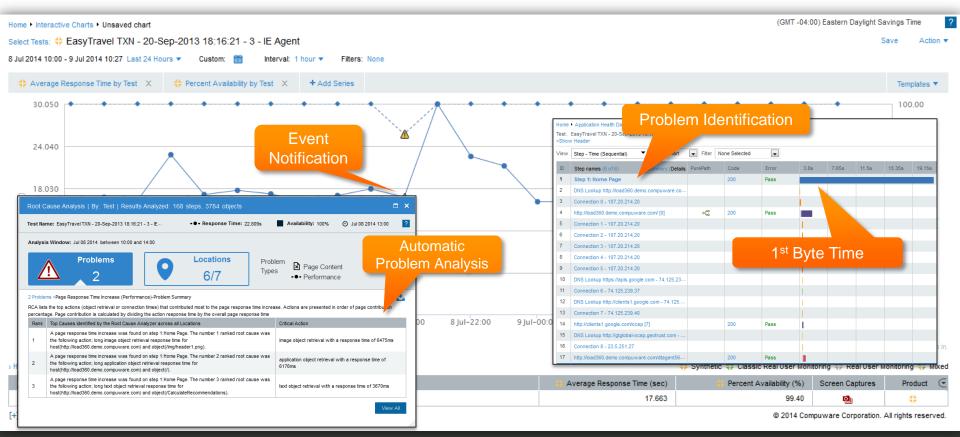
- SaaS Private Agents
- SaaS Private Peers
- Enterprise Synthetic (OnPrem)

APM Portal - Out of The Box Dashboards





Automated Diagnostics and Drilldown to PurePath





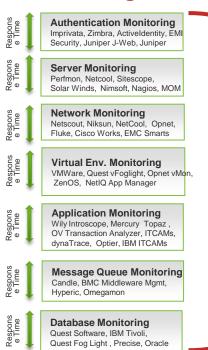
Dynatrace Data Center Real User Monitoring

App-Aware Network Insights

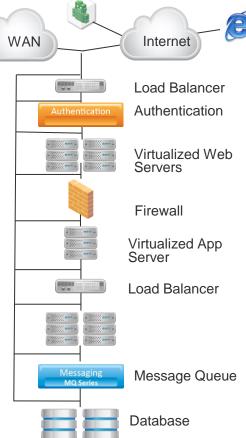
Traditional Monitoring is Inadequate



Component Level Monitoring Tools

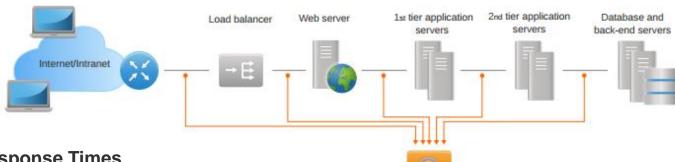


A Silo Based Approach
Makes Correlation
And Effective
Troubleshooting
Impossible

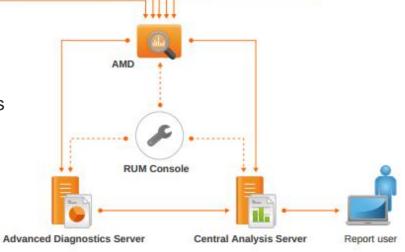


How Does It Work?



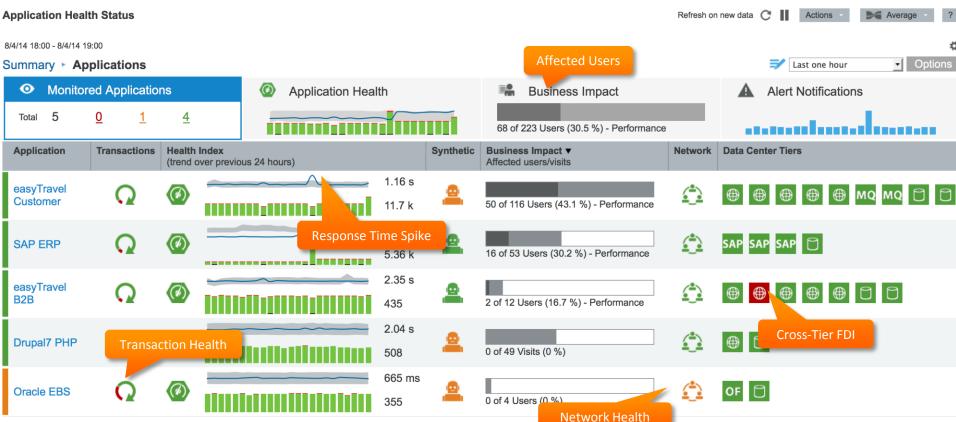


- Real End-User Response Times
- Fault Domain Isolation: Locate Bottlenecks
- Prioritization: Affected Users, Affected Transactions
- All Applications: Across entire datacenter
- All Users: By User ID, By Locations
- Always On: Continuous data feed of Performance



End-to-End Visibility for all Business-Critical Applications





Domain Isolation Across Complex Multi-Tiered Applications

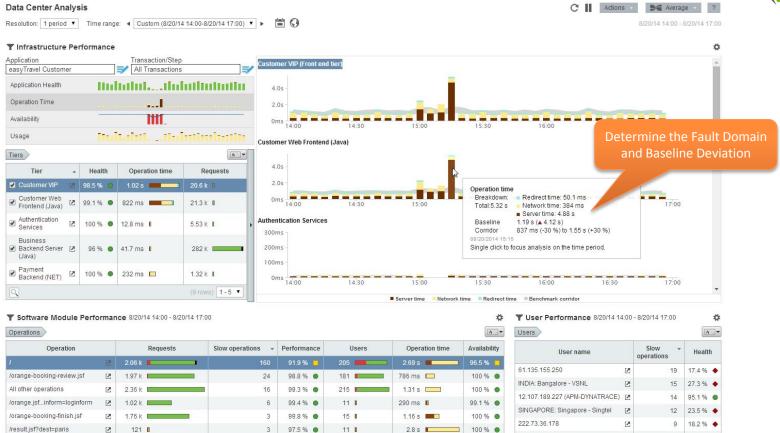




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Domain Isolation Across Complex Multi-Tiered Applications













Dynatrace Application Monitoring

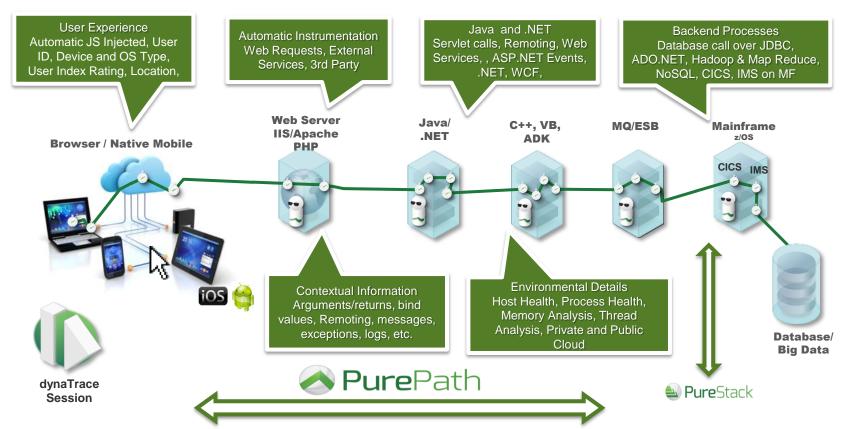
Dynatrace User Experience Management





Designed for Complete Transaction Coverage





Login









Recommendations



Monte Plata - La Cisterna

If you wish to stay in a hotel that has a friendly staff and an inviting ambience that reminds you of home then head to the Grand Hotel.

Sep 11 - Sep 19

Book Now

\$ 450.80



Murtaugh -Homosassa Springs

If you wish to stay in a hotel that has a friendly staff and an inviting ambience that reminds you of home then head to the Grand Hotel.

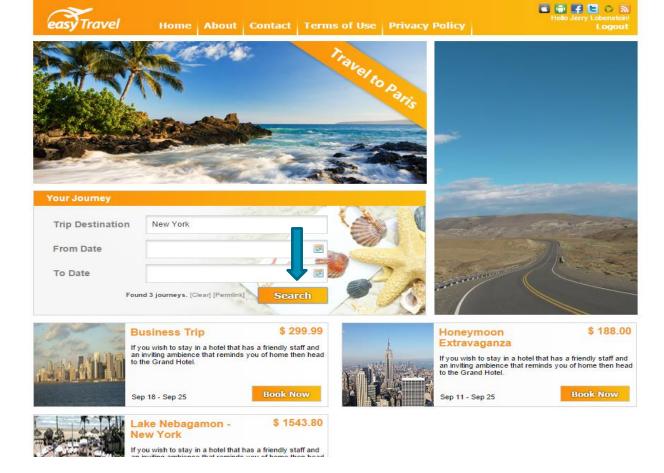
Jan 18 - Jan 21

Book Now

\$ 703.00

Search

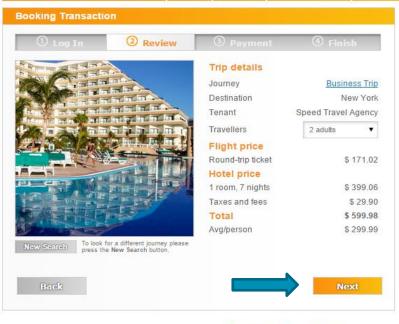
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Review









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FARE TERMS AND CONDITIONS: Sample round-trip and one-way fares posted on www.easytravel.com are per person and include all applicable taxes and fees including, but not limited to September 11th Security Fee of up to \$500 for each flight segment originating at a U.S. airport; Bassenger Facility Charges of up to \$18, depending on itinerary; Federal Segment Fees of \$3.70 per segment; and foreign and U.S. government-imposed-charges of up to \$400 per international round-trip flight, depending on routing and destination. A flight segment is defined as one takeoff and one landing. Fares are subject to availability and change without notice. If advertised fare is not available for dates chosen, higher fares may be offered. Actual prices may vary based on actual routing, fluctuations in currency (international only), and day of week.













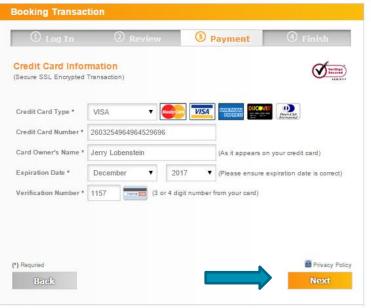


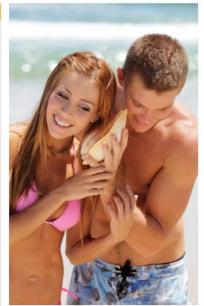


Purchase









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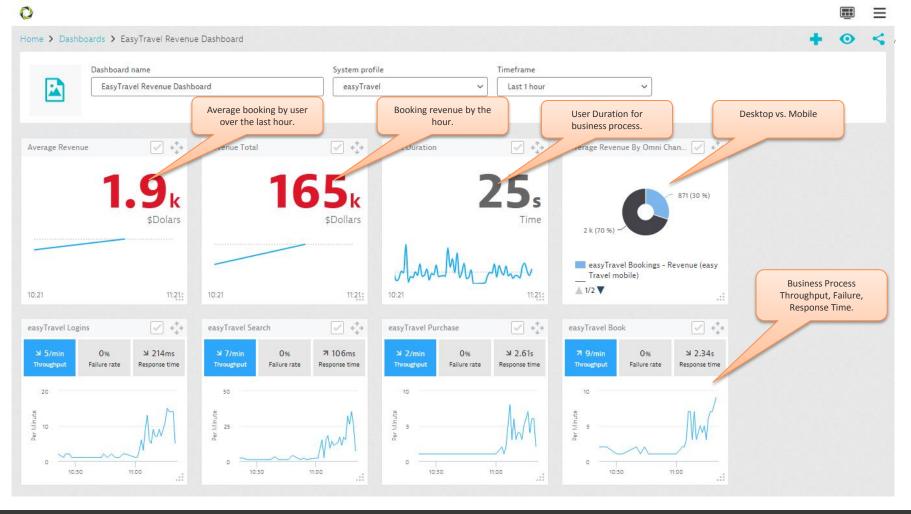












Key:

Deployed

Not Deployed

Not Applicable



Application	DC RUM	Dynatrace	Synthetics / Private Enterprise
Treasury - SUW			
Michigan.gov			
Bridges			
BAM			
SACWIS			
МСР			
MIWIC			
MVIC			
BOS			

Dashboards In-Use at The SoM



Applications

The same of the sa	2 C C C C C C C C C C C C C C C C C C C	Red Card	100000000000000000000000000000000000000	Service Quality					200
Agency	Service Title		Business Criticallity	Current	-	Critical State (Past 24 Hours)	During Period	Available	RFC
Education	Michigan Electronic Grants Sy	No	Medium	Normal	•	Os		0	
Secretary of State	Michigan Voter Information C	Yes	High	Normal	•	0s		0	
Secretary of State	Uniform Commerical Code	Yes	High	Normal	•	Os		0	
Technology, Management and	Vision (ORS)	Yes	High	Normal	•	0s		0	
Licensing and Regulatory Affai	MLCC - On-Line Liquor Orderi	No	High	Normal	•	42m 57s		0	
Education	Bureau of Assessment and Ac	Yes	High	Normal	•	Os.	N/A	0	
Technology, Management and	Michigan Student Data System	Yes	High	Normal	•	Os		0	
Education	Cash Management System	Yes	High	Normal	•	0s		0	
Community Health	StarLIMS	Yes	Urgent	Normal	•	Os		0	
Technology, Management and	Michigan Continuity Managem	Yes	Urgent	Normal	•	Os		0	
Licensing and Regulatory Affai	Michigan Business OneStop	Yes	High	Normal	•	0s		0	
Agriculture	USA Herds	No	High	Normal	•	0s			



		Sen	Robot Response	
Transactions		Current	Critical State Time (Past 24 Hours)	Time
Database_HCS313M	•		Os.	1ms
Database_HCS313MI	*	•	0s	1ms
All other	*	•	0s	
2 Login	*	•	0s	4.91s
MEGSPlus_Database	*	•	0s	80ms
ReportSrvr_HC5313	•	•	0s	1ms
1 Launch Homepage	*	•	0s	3.14s

Service Title		Service Quality					
Service little		Current A	Duration				
Application	~	•	3m 3s				
Web		•	234d 8h				
Database		•	4d 13h				

		Service	vice Quality		mance	
County		Current	Duration	Robot	Real User	
TBHC	- 0	•	8h 37m	4.02s	Os	
Internet		•	234d 16h	Os	11.55s	
LSHC	*	-	82d 16h	0s	Os	
Default			9h 1m	0s	Os	
Ingham County		72	9h 1m		Os	

Application		5	ervice	Quality				Service Quality			
Application	Red Card	Current	4	Critical State (Today)	RFC	Application	Red Card	Current		Critical State (Today)	RFC
Uniform Commerical Code	Yes	Normal		0s		Michigan Student Data Sys	Yes	Normal	0	0s	
MVIC	Yes	Normal	0	0s		Data Exchange Gateway	Yes	Normal		0s	
BOS	Yes	Normal	0	0s		ORS	Yes	Normal	•	0s	
Qualified Voter File	Yes	Normal		0s		BUY4MICHIGAN	Yes	Normal		0s	
Web Renewal	Yes	Normal	•	0s		Educational Entity Master	Yes	Normal		0s	
Elections Management Port	Yes	Normal		0s		Continuity Management So	Yes	Normal		0s	
BAM	Yes	Normal	•	0s		SMMS	Yes	Normal	•	0s	
Department of Educa	ation					Dept. of Licensing a	nd Regulatory Affair	s			
Application	Red Card	S Current	iervice	Quality Critical State (Today)	RFC	Application	Red Card	Current	ervice	Quality Critical State (Today)	RFC
SAMS	Yes	Normal	-	Os Os		AWARE	No	Normal	-	Os Os	
Item Bank	Yes			0s		On-Line Liquor Ordering	No	1		21m 59s	
SECURE SITE	Yes	Normal		Os		OneStop	Yes	Normal		0s	
MEGSPLUS	No	Normal		0s							
Cash Management System	Yes	Normal		0s							
	No	Normal	•	0s							
MOECS											
100000	an Services					Department of Corre	ections				
Department of Huma		s	ervice	Quality				S	ervice	Quality	
Department of Huma	an Services Red Card	S Current	iervice (Quality Critical State (Today)	RFC	Department of Corre	ections Red Card	Current	ervice	Quality Critical State (Today)	RFC
Department of Huma					RFC						RFC
Department of Huma	Red Card	Current Normal	•	Critical State (Today)	RFC	Application	Red Card	Current		Critical State (Today)	RFC
Department of Huma Application	Red Card	Current Normal	•	Critical State (Today) 0s	RFC	Application	Red Card	Current		Critical State (Today)	RFC
Department of Huma Application ASCAP MICSES	Red Card Yes Yes	Current Normal Normal	•	Critical State (Today) 0s	RFC	Application	Red Card Yes	Current		Critical State (Today)	RFC
Application ASCAP MICSES Dept. of Agriculture	Red Card Yes Yes and Rural Developn	Current Normal Normal	•	Critical State (Today) 0s 0s Quality		Application NEXTGEN Department of Com	Red Card Yes munity Health	Current Normal	•	Critical State (Today) 0s Quality	
Department of Huma Application ASCAP MICSES	Red Card Yes Yes and Rural Developn Red Card	Current Normal Normal Normal	ervice (Critical State (Today) 0s 0s	RFC RFC	Application NEXTGEN	Red Card Yes	Current Normal	ervice	Critical State (Today) 0s	RFC
Application ASCAP MICSES Dept. of Agriculture Application	Red Card Yes Yes and Rural Developn	Current Normal Normal	ervice (Critical State (Today) 0s 0s Quality		Application NEXTGEN Department of Com Application StarLIMS	Red Card Yes munity Health	Current Normal	ervice	Critical State (Today) 0s Quality	
Application ASCAP MICSES Dept. of Agriculture	Red Card Yes Yes and Rural Developn Red Card	Current Normal Normal Normal	ervice (Critical State (Today) 0s 0s 0s Quality Critical State (Today)		Application NEXTGEN Department of Com Application	Red Card Yes munity Health Red Card	Current Normal	ervice	Critical State (Today) 0s Quality Critical State (Today)	



7,000 + Customers

Including: 17 of the top 20 Online retailers

100,000 + community members

This is Dynatrace:

- Largest Market share
- Leading Customer sat
- Largest expertise in APM

#1

Gartner Market Share

89

Net Promoter Score

750

R & D Technical Experts





The new generation of user-centric application performance management