

# XL SOFTWARE ASIA BANKS ON GSX SOFTWARE FOR MICROSOFT AND IBM MESSAGING AND COLLABORATION MANAGEMENT

XL Software  
Asia

## About XL Software Asia

XL Software Asia is a value-added IT distribution and Services company in the ASEAN region. Our company provides a wide range of integrated solutions, products and professional services to business networks in Singapore, Malaysia, Indonesia, Thailand, Philippines and Vietnam. Serving the ASEAN region for the past years, we have successfully established strong and lasting relationships with our customers and business partners by meeting their changing business needs.

### The challenge of entering the Asian Market

XL has been working with its customers to implement and manage messaging and collaboration environments from Microsoft, IBM and Blackberry, and is an authorized distributor of all three platforms. Since its inception, the company has been expanding rapidly in the region through a growing number of partners.

XL Software is well implemented in Singapore, Malaysia, Indonesia, Thailand, Philippines and Vietnam. The company typically deals with large local and international companies that have complex IT infrastructures that are spread across different locations and several simultaneous projects underway, all with the objective of lowering the overall TCO. Most management and monitoring tools on the market focus on network performance, not the applications themselves. XL found GSX Solutions, a niche player that solves the common pains customers experience with application performance and integrates with existing APM tools that are already deployed in these environments. For years now, XL has been an authorized distributor of GSX **Monitor & Analyzer** software, which monitors the performance of IT infrastructure in messaging and collaboration environments.

### The GSX value proposition

According to Hui Jeng Lee, Channel Sales Director at XL, there was no need to look at any alternative solutions for monitoring and analyzing both Microsoft Exchange and IBM Notes and Domino environments - specifically during migrations when the

“ We have a close relationship with GSX Solutions, and that is one of the reasons why we decided to distribute GSX Monitor & Analyzer in this part of the world. GSX has a disruptive product that offers a strong competitive advantage through a powerful range of capabilities. Moreover, with their new team in China, we can be more active and increase exposure in the region”

Hui Jeng Lee,  
Channel Sales

two platforms need to operate simultaneously - because GSX Solutions has the most comprehensive offering that works well with both.

Another plus is that **GSX Monitor & Analyzer** also works in full public cloud deployments as well as hybrid clouds, which are becoming more prevalent. GSX also integrates seamlessly with existing application performance monitoring platforms, such as Systems Center Operation Manager (SCOM), IBM Tivoli, CA Technologies and more.

Powerful reporting and foreshadowing features available with **GSX Monitor & Analyzer** were also important differentiators for XL, as well as the fact that the tool is agent-less and the dashboard provides a quick and intuitive view to validate that all the services delivered by the applications are working properly from an end-user perspective.

### The Results

Established in 2010, XL has been providing complete and integrated solutions for software, services and custom applications to various industries. XL Software Asia is committed to achieving customer satisfaction through innovative business practices to address complex IT needs and challenges with robust set of products and solutions.

### For more information:

For more information on GSX, please visit [www.gsx.com](http://www.gsx.com), where the resource center contains case studies, podcasts, white papers, webinars and more. A free trial version of **GSX Monitor & Analyzer** is also available for download.

For more information about XL Software Asia, please visit [www.xlsoftwareasia.com](http://www.xlsoftwareasia.com)



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