Mike O'Neill

President
Worldwide Indirect Sales
Micro Focus

Welcome to this edition of Partner Perspectives.

As you are aware, last month we officially launched our new, global Partner Program. This is the culmination of a large-scale initiative combining our existing heritage partner programs, delivering an integrated partner program on a single platform. I am very pleased to announce that our new program has just earned CRN's highest 5-star rating in CRN's 2019 Partner Program Guide… you can find out more about the new partner program here.

Our new program includes a new Partner Portal. Partners are already telling us that it's providing a much improved overall experience with easier access to both key business tools and to the latest sales and technical enablement. Watch a replay of the Micro Focus System Demo webcast for further information and training on the new Partner Portal.

Last week, I attended Micro Focus Universe 2019 at the Vienna Centre in Austria. I am delighted to report that this year saw a 50% increase in attendance by our channel and alliance partners over last year's attendance, reflecting the focus and investment we continue to make into our partner community.

During my Channel Partner keynote, I highlighted the three key principles of our new partner program:

- **Ease of use:** Simplified program structure and streamlined partner portal, making it easier to do business with us
- **Accessibility:** Recognize and reward partners' expertise in Micro Focus' broad product portfolio
- **Opportunity:** Drive partner growth and profitability

For those of you who were unable to join us at Universe this year, I invite you to watch the keynote session, review the slides here and access Universe on Demand.

Based on what our partners were telling us last week, I am confident that our new program will facilitate increased joint revenue opportunities moving forward.

Thanks for your continued partnership with Micro Focus!

Mike O'Neill
President
Worldwide Indirect Sales
Micro Focus

In this Issue:

For ease of navigation, click on the links below to take you directly to your chosen articles.

Regional Content

- Asia Pacific and Japan Update

Product Marketing Updates:

- AMC
- ADM
- ITOM
- Security
- Vertica

News

- New Partner Portal
- WW Customer Engagement – Online Communities
- Enablement

Useful links:

- New Micro Focus Partner Portal
- MF.com/partners
- Check out the latest Micro Focus corporate blogs and become active on our community sites
- Visit the Micro Focus brand merchandise store

Asia Pacific and Japan Regional Content

J R Wong

Vice President
Channel Sales Asia Pacific and Japan

Dear valued partners,

We are very excited with our recent new Partner Program launch! As Mike said, this has been a culmination of bringing our two legacy partner programs together into a single partner program, that's simple and focused on predictable profitability for you. Another key highlight is our new Partner Portal that is more user friendly and a lot more intuitive! If you weren't able to attend the partner enablement session on March 4, you can listen to the replay by clicking here.

A big thank you to all of the programs, operations, IT and consulting organizations who have helped us achieve this significant milestone in our history – and of course to all our partners in our valued partner ecosystem!

Micro Focus Realize 2019

We are excited to announce our flagship customer event of the year – APJ Micro Focus Realize 2019 event series will be held in Taiwan, China and major cities in Australia from April – June. This is a free software event experience for business leaders and IT professionals where they can learn and connect on the latest innovations, explore Micro Focus' entire software portfolio, see product demos and network with experts and peers.

This is a customer-facing event, with opportunities for partners to sponsor and attend when they bring their own customers along. Visit www.microfocus.com/realize for full details.

APJ Partner Leadership Summit

Finally, our next major regional event is the APJ Partner Leadership Summit, taking place in Danang, Vietnam from May 7 – 10 targeting our key partner executives.

This will be a great opportunity for partners to hear from Micro Focus executives and partners, along with a leading industry speaker from IDC on the customer digital landscape, and how we need to transform our capabilities together to create value for customers. Further information will be available shortly.

Thanks for your continuous partnership with Micro Focus and ensure that you are already engaging with your respective country Partner Business Managers!

Micro Focus Brand Merchandise Store

Visit our Micro Focus brand merchandise store to find all the items, as well as suggestions for additional items that can be created on-demand. Access the store here.

Partner Enablement Asia Pacific and Japan Bulletin – March 2019

To access the March issue of the Partner Enablement APJ Bulletin click here.

Return to top of the page

Application Modernization and Connectivity (AMC)

Exploring the Complexities of Cloud Migration and App Modernization

Many see the cloud as the path to transformation and as the key initiative for enabling faster IT change. However, the reality – moving core business systems to the cloud – isn't easy! What's the answer? A fit-for-purpose strategy that aligns with core business needs. Tune in as Micro Focus & Forrester Analyst – Lauren Nelson - discuss the latest results within the report - "Explore the Complexities of Cloud Migration and App Modernization."

Did you know? AMC Monthly Newsletter

This is the second installment in this series designed to keep you "in the know" about current developments in Application Modernization and Connectivity. The latest information from experts, cutting-edge events, and proof points for management – all in one place!

Capitalizing on Cloud and Modernization – Fascinating New Industry Report

Recent discussions around modernization as a smart IT transformation strategy suggest a strong market trend towards Modernization. Derek Britton takes a closer look at a new Forrester study covering this topic and discusses why organizational transformation matters.

Return to top of the page

Application Delivery Management (ADM)

Thank you for making Micro Focus #1!

We're excited to announce that Micro Focus UFT has been ranked as both the #1 Functional Testing Automation Tool and the #1 Regression Testing Tool by IT Central Station and users like you. The criteria for IT Central Station's rankings are based on real and authenticated user reviews. So we thank you for helping us to earn the top spots for these categories and look forward to continuing to partner with you in your functional and regression testing efforts.

Media leader Sky relies on Micro Focus® Service Virtualization

A market innovator since 1989, Sky is a quad-play provider of bundled TV, telephone, broadband, and mobile services. This case study explains how Sky uses Micro Focus Service Virtualization to transform testing environments and expand market leadership.

Introducing Micro Focus Service Virtualization 5.0

The Micro Focus Service Virtualization team is proud to announce the release of version 5.0, introducing many new enhancements addressing a growing need on flexible deployment and usage of simulations in DevOps, and Continuous Testing practices.

Return to top of the page

IT Operations and Management (ITOM)

FY19 Q2 Partner Quarterly Business Interlock (QBI), April 9 - 11

Please join Darren Pozzi from Market Development and the extended IT Operations Management Product teams for our regular quarterly interlock. The Technical sessions are presented over three days, with key members of the ITOM Product Management team providing a deep dive into the ITOM portfolio.

Register now:

- ITOM Partner QBI Pt 1
- ITOM Partner QBI Pt 2
- ITOM Partner QBI Pt 3

For further information please click here.

Migrating servers to Amazon Web Services (AWS) has never been easier!

With the new AWS Quick Start for PlateSpin Migrate, you can provision a server in minutes and start migrating them to the cloud right away, with just a couple of clicks!

PlateSpin Migrate is a powerful server portability solution that automates the process of migrating servers over the network between physical machines, virtual hosts, and enterprise cloud platforms like AWS.

Key features in PlateSpin Migrate include:

- Anywhere-to-anywhere server migration capabilities
- Horizontal scalability with up to 40 concurrent replications per PlateSpin Migrate server
- Zero application downtime during replication phases, and near-zero application downtime during final cutover

- Ability to easily and fully test a migrated server and application before rolling it out in production

The new AWS Quick Start will be available this month here (*If you wish to get an alert email us*), making it incredibly easy to provision one, two or as many PlateSpin Migrate servers as you need to migrate your servers to AWS with ease, so that you can start benefiting from cloud ROI right away.

For larger migration projects, combine PlateSpin Migrate with PlateSpin Transformation Manager to help you with your initial server discovery and inventory, timeline management, and project progress tracking – so that you make sure your migration project finishes on time and on budget!

For further information click on:

- White Paper for Migrations to AWS with PlateSpin
- Atos case reference

Return to top of the page

Security

Get started with seamless AppSec in a day!

You can still register to receive the on-demand link to listen to the replay by clicking here.

The webcast covers:

- The current state of software and application security
- How to create or improve your AppSec program in a day
- Why integration is essential for speed
- Why it's essential to go beyond the OWASP Top 10

View the supporting collateral - Seamless AppSec Lookbook and contact Carole Mazzei for further information.

Watch the 'Ensure Privacy Protection through your digital transformation' replay webcast

Register here to receive the on-demand link to the webcast to learn about:

- The attributes of a flexible unified framework to address disparate regulations

- Five critical technology capabilities to enable compliance
- Data recovery and classification to manage risk
- Governing identity privileges, access and stores

Please contact Carole Mazzei for further information.

Five creative ways organizations are using Advanced Authentication

As organizations realize that today's users expect their digital interactions to be convenient, seamless, and above all secure, demand for new types of authentication heightens. In this session you'll hear about the new ways organizations are using the latest authentication technologies and how they're preparing for the future. Register here to receive the on-demand link and view the supporting documentation - Advanced Authentication Lookbook.

Please contact Carole Mazzei for further information.

Gartner Market Guide for Data Masking

Data masking offers the ability to de-identify sensitive data to protect it from internal misuse or exposure in the event of a data security breach.

As a pioneer of format-preserving encryption (FPE) and secure stateless tokenization (SST), Voltage enables industry-proven data masking protection, without losing application usability for analytics, business optimization and similar value creation, while accelerating compliance with privacy mandates, including PCI and GDPR.

With attacks on enterprise data increasing, is your data protected throughout its lifecycle? Read the July 2018 Gartner Market Guide for Data Masking for more insights into how to protect your most valuable asset!

Trends in Cloud Data Security: The Data Perimeter of Hybrid Clouds

Significant amounts of sensitive data are shifting to public clouds ahead of organizational readiness to secure it. The broad adoption of public cloud services and knowledge worker mobility have created the need to secure data assets both within and outside of the network perimeter in an increasingly hybrid cloud world. The drive toward cloud adoption is thus accelerating risks of data breach, data loss, and non-compliance with data privacy regulations. To get more insight into these trends, ESG surveyed 392 IT and cybersecurity professionals responsible for evaluating and purchasing hybrid cloud security technology products and services. Read the paper today.

Ransomware: Preventing Hostage Data

Cybercriminals take advantage of a vulnerability in your environment to infest your systems with malware that encrypts your vital business data so it's unusable until you pay them to de- crypt it. In some cases, they even steal the data and threaten to release it to your competitors or sell it to the highest bidder. Read the Flash Point Paper - Ransomware: Preventing Hostage Data.

Keys to keeping your Corporate Data Secure

With the expanding number of different devices, apps and operating systems that corporate workers use to get their jobs done, protecting corporate data grows harder and harder. For further information please read: Data Privacy: Keys to Keeping Your Corporate Data Secure.

Unified Endpoint Management and ZENworks 2017

As an organization grows, the often-fragmented endpoint management that worked in a smaller company starts to present a significant risk. Scaling requires a user-centric approach with a focus on security and self-service access to your organization's key applications. Cloud-based apps that offer universal access from any device are flexible, but legacy support is equally important. Read Gil Cattelain's blog here.

Breach Defense with Unified Endpoint Management

An IBM-funded study in 2018, conducted by Ponemon, revealed the cost of a data breach. With costs per record rising by 4.8 percent to $148, data breaches on average cost companies $3.86 million. These are average costs for a low number of records lost, but larger breaches carry much larger costs. View Gil Cattelain's blog on Breach Defense with Unified Endpoint Management.

ZENworks at Micro Focus Universe

Micro Focus transforms enterprises with ZENworks - Unified Endpoint Management solutions that bridge the gap between existing and emerging technologies. Innovate faster and carry less risk, even as you adopt BYOD and upgrade your infrastructure. For further information on ZENworks at Micro Focus Universe click here.

Return to top of the page

Vertica

Upgrade to Vertica 9.2 today!

Vertica 9.2 features database branching, backup and recovery of Vertica in Eon Mode, in-database machine learning advancements, support for open source Python client, Voltage SecureData integration updates, and performance enhancements.

Major enhancements include:

- **Database Branching:** Creates instant clones of the Vertica in Eon Mode database so you scale for massive throughput and upgrade with minimal downtime.
- **Open Python Client:** Assists data scientists and developers to perform advanced analytics, run SQL queries, and load data from Python-based applications.

- **Machine Learning (ML):** Enhanced evaluation functions that now support classification algorithms by accepting non-numeric values as well.
- **Faster Live Aggregate Projection Updates:** Delivers faster performance on larger data sets with live aggregate projections for Flattened Tables.

Please find further information:

- Vertica Blog: What's new in Vertica 9.2
- Vertica 9.2 Data Sheet
- Watch the Vertica 9.2.x Webcast

Return to top of the page

New Partner Portal

NEW Partner Portal now live!

The new Micro Focus Partner Portal went live on March 01 and delivers a vastly improved user interface, providing access to essential business tools and world-class sales and technical enablement to help you generate more predictable profitability.

Learn more about the new Portal by clicking on:

- Micro Focus Partner Portal
- Watch a replay of the North America and International and APJ partner webcast

Return to top of the page

WW Customer Engagement – Online Communities

New look Micro Focus Community is here!

The Micro Focus Community has a new look and is much easier to navigate with increased functionality. The new site is consolidated into "neighborhoods" based on solutions and product sets. Stay informed on new releases and product enhancement. Join today to share your knowledge and connect with customers!

Return to top of the page

Enablement

Welcome to the New Micro Focus Enablement & Certification Experience!

With the launch of our new, unified Micro Focus Partner Program partners can now access all Enablement & Certification content for all product groups via our brand new Enablement & Certification pages on the Micro Focus Partner Portal.

Enjoy improved and updated content and free of charge training and exams. Find out how to Access Enablement and Certification and benefit from having everything in one place!

View the below documents for further information:

- Certification Criteria Guide
- Enablement & Certification FAQ
- Partner Certification Process – User Guide

Regional Enablement Bulletins

Find the latest on-demand Enablement and upcoming webinars in your region:

- Asia Pacific and Japan March Enablement Bulletin
- International March Enablement Bulletin
- North America March Enablement Bulletin

Return to top of the page