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## Tango/04 Expands its U.S. Operations

- The global software company opens a new U.S. office in Peterborough, NH
- Tango/04 brings innovative Information Systems monitoring software directly to the North American market
- Record-breaking number of monitoring projects finished on time

PETERBOROUGH, NH, May 28, 2007. – As a result of a very positive sales trend for its IT applications monitoring software, [Tango/04 Computing Group](#) has opened a new, larger U.S. office in Peterborough, New Hampshire. Based in Barcelona, Spain, Tango/04 is a leading developer of multiplatform, real-time software solutions for Security Auditing, Operations Monitoring and Business Service Management (BSM).

Prior to 2006, Tango/04's United States presence consisted of partnerships with local distributors. When its relationship with SoftLanding Systems ceased in late 2005, Tango/04 opened its own office in Peterborough, NH, which proved to be a key factor in boosting Tango/04 sales and market share in the U.S. By the end of last year, the Peterborough office had increased its staff and moved to larger premises, while the company surpassed the 1,000 customer mark for its VISUAL Message Center solution, finished all its monitoring projects on time, and obtained the highest Tango/04 profit ever in the United States. Revenues grew more than 88% on new software licenses and maintenance combined. Profits for U.S. operations increased 45% compared to fiscal year of 2005.

*"We are very excited about our successful achievements during 2006,"* said Raúl Cristián Aguirre, CEO and President of Tango/04. *"When we opened our own office in the U.S. our goal was to offer a better service to our already existing U.S. customers and to be able to establish a direct presence in a market with great opportunities for our unique, real-time monitoring solutions. The results we obtained surpassed all our expectations."*

Tango/04 U.S. customers include [AIG](#), [Nike](#), [3M](#), [Henry Schein](#), [Stora Enso](#), [New Hampshire Ball Bearing](#), [Astellas Pharma](#), [Tredegear](#) and [Barnes & Noble](#).

Another achievement for Tango/04 during 2006 was that all the operations monitoring, IT security and data protection projects implemented throughout the year were completed on time and to full customer satisfaction. This is a great accomplishment, as many companies find that their monitoring projects fail or are delayed, due to the complexity of the competing solutions in this area.

*"Tango/04's VISUAL Security Suite has allowed us to rapidly implement SOX controls, while Tango/04's VISUAL Message Center helps keep our IT infrastructure healthy,"* said Don Keating, IT Manager, [Henry Schein](#).

*"It was easy to choose Tango/04. Their pre-sale activities, post-sale implementation and support services exceeded our expectations, and the training they provided was outstanding,"* said David Dresdow, Team Leader – JDEdwards System Administration at [Stora Enso](#).

It is very difficult for a provider of IT monitoring and security solutions to achieve a high level of efficiency and customer satisfaction.

*"Enhanced response times and accomplishment of Service Level Agreements were visible right from the start. The average response time of our systems improved immediately, well within the limits of our SLA,"* said Jimmy van Kerkvoorde, IT Manager, [Fortis Bank](#).

Tango/04 record results in the U.S. market demonstrates that companies are still in strong need of simple, yet powerful solutions to manage their IT operations, monitor their business services and comply with security best practices and regulations.

*"U.S. companies frequently find themselves with hard to implement and difficult to use monitoring solutions. Tango/04 offers them user-friendly alternatives that are ready to run in only a few days or weeks of implementation, providing a faster return on investment (ROI),"* said Raúl Cristián Aguirre. *"That's one of the secrets of our great sales and financial results during 2006."*

## **Tango/04 solutions**

### **Operations and Business Service Management**

- [Tango/04 VISUAL Message Center](#), a fast to deploy and easy to use solution that consolidates the monitoring of the multiple servers (including Windows, System i, Unix and Linux), components and applications of an IT infrastructure in an enterprise console. VISUAL Message Center helps companies to ensure integrity, availability and optimal performance of the entire infrastructure in tune with their Service Level Agreements (SLAs), operations and business objectives, enabling a true BSM strategy.

## Security and Auditing Compliance

- [Tango/04 Data Monitor for iSeries](#) and [Tango/04 Data Monitor for SQL Server](#), are record-level auditing tools that enable companies to comply with auditing regulations, such as SOX, Basel II, CFR Part 11 and HIPAA, and protect against fraud and loss of critical data. Customers can choose either version, depending on whether they store their sensitive data in DB2 for iSeries or Microsoft SQL Server databases. A version for auditing Oracle databases will be available shortly.
- [Tango/04 VISUAL Security Suite](#), a solution for companies seeking to consolidate in a single dashboard the management of their security across diverse IT platforms, devices and applications, in addition to protecting their corporate information and simplifying the implementation of security and auditing best practices.

## About Tango/04 Computing Group

Tango/04 Computing Group is one of the leading developers of software solutions for Systems Management, Security and Business Service Management (BSM). Tango/04 software helps companies maintain the operating health of all their business processes, improve their service levels, increase their productivity, and reduce costs through intelligent management of their IT infrastructure.

Tango/04 has more than a thousand customers who are served by over 35 authorized Business Partners around the world. Customers include ABN Amro, ABX Logistics, ADT, Aviva, Banque de Luxembourg, Bacardi, BankBoston, Banque Rotschild, Bayer, BBVA, becom Informatiesystemen, Boehringer Ingelheim, Bridgestone Firestone, BSCH, CelTel, Certegy, Coca-Cola, Carrefour, Dole Fresh Fruit, EDS, FootLocker, Fortis Bank Commercial Finance, Fritz Meyer, Genesis MetLife, Miele, Henry Schein, ING, L'Oréal, Manpower, Nationale Nederlanden, Nike, Pierre Fabre, Shell, Stratapult, Stora Enso, Telmex, Universal Music, and Zurich Insurance.

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## Note to the editor

Tango/04 can provide you with additional information, images, photos, technical documents and free software activation codes for test purposes. In North America, please contact Nicolás Brosky at telephone number 1 800 304-6872. In the EMEA and Asia-Pacific regions, please contact Giancarlo Cammarota at telephone number +34 93 274-0051 (Spain). You can also send an email to [media@tango04.net](mailto:media@tango04.net).

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[www.tango04.com/rss/index.php](http://www.tango04.com/rss/index.php)

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