

NaSPA[®]

NEWS

Aubrey Chernick: The Man Behind Candle Corporation's Success



When NaSPA began researching its 10-year history for a retrospective story for the May 1996 issue, we saw an opportunity to profile one of NaSPA's biggest supporters — Candle Corporation, which is celebrating its 20th anniversary in 1996.

Candle Corporation, a major sponsor of NaSTEC '96, NaSPA's 10th anniversary celebration and educational conference, was founded by Aubrey Chernick, chairman and CEO. Chernick, along with former President George Bush, will address NaSTEC '96 attendees on the evening of Monday, May 6, 1996.

Chernick pioneered performance monitoring in 1976 when he developed OMEGAMON for MVS, the first realtime solution for monitoring the performance of IBM's mainframe operating system.

Born in Los Angeles and raised in Manitoba, Saskatchewan, Canada, Chernick graduated from the University of Manitoba with a Bachelor of Science degree in chemistry. As a student, he developed software applications for the Manitoba government using BASIC. He expanded his programming skills on IBM's MFT system and eventually with MVS.

Today, Chernick's company is among the top 25 independent software vendors. In the 20 years since Chernick began personally selling OMEGAMON for MVS over the telephone, Candle's revenues have grown

to more than \$230 million annually, and the company has 1,200 employees in 42 offices worldwide.

Candle has the largest installed base of mainframe performance monitoring solutions of any software vendor in its field. This includes 75 percent of the Fortune 500 companies and more than 5,000 data centers worldwide.


Candle's key solutions include its traditional OMEGAMON solutions, its new Candle Command Center solutions, which are built on an object-oriented open systems framework for distributed processing, and Availability Command Center, which protects the availability of critical business applications.

Candle is the only software company to deliver systems, network, and console management solutions that span desktops, UNIX systems, and MVS-based mainframes.

Committed to the future, Candle Corporation devotes an average of 30 percent of its corporate revenue to research and development. In fact, Candle is midway through a seven-year, \$500 million R&D program that targets development for new distributed and mainframe solutions, while continuing to support current mainframe products.

In addition to its commitment to R&D, Candle also provides in-depth information on systems internals to its customer base through the *Candle Computer Report (CCR)*. Additionally, Candle recently launched *Enterprise*, which delivers information on easing the migration of applications from mainframe to client/server architectures.

Many NaSPA members have been introduced to the association and *Technical Support* magazine through NaSPA membership offers mailed with the *Candle Computer Report*.

Because of Chernick's continued support of NaSPA during our 10 years of existence, we wish to thank him. We are extremely proud of our association with Candle Corporation. 

BY STEVE BRUEGGEMANN

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