



Frequently Asked Questions: Updated November 14, 2024

Transition: Two Companies with BMC and BMC Helix

These frequently asked questions and answers provide more background and information around the creation of two stand-alone, independent companies.

Table of Contents:

1. **UPDATED Nov. 14, 2024:** What has been announced?
2. Why is BMC creating two stand-alone companies? Why now?
3. **UPDATED Nov. 14, 2024:** What will the two companies be called and what's the focus?
4. What prompted the decision to create two stand-alone companies? Can you elaborate on the strategic rationale behind this move?
5. Does the creation of two companies mean there will be job cuts?
6. **UPDATED Nov. 14, 2024:** Who will be in the leadership roles of the two companies?
7. When will the two companies begin operating independently? What is the timeline?
8. **NEW:** Will there be shared services across the two companies as they begin to operate independently? If so, what departments and will it affect how I work with BMC?
9. **NEW:** How will IT service continuity be ensured during the transition? Will there be any planned downtimes for either company?
10. **UPDATED Nov. 14, 2024:** How will this impact your competitors or the broader industry?
11. **NEW:** Is there overlap in customers and how will sales be handled for overlapping customers?
12. Does this change KKR's ownership of either company?
13. It has been reported that KKR was considering selling BMC as an alternative to an IPO. Is this still a possibility?
14. What's KKR's long-term exit strategy for BMC and BMC Helix?
15. **NEW:** Will either company take on new investors or partners post-split?
16. What does the move to create two companies mean for BMC's long-term growth strategy?
17. What message would should customers, partners, employees, and investors know during this transition?

Reach out to QUESTIONS@bmc.com with questions



Frequently Asked Questions – Updated November 14, 2024

1. **UPDATED: What has been announced?**

On October 9, 2024, [BMC Software Inc. announced the creation of two stand-alone, independent companies](#) called BMC and BMC Helix. This will allow laser focus on the individual businesses within the market dynamics to accelerate value creation for customers, partners, and investors.

On November 4, 2024 [Ali Siddiqui was appointed president of BMC Helix](#) while Ayman Sayed will continue in his role as president and CEO of BMC. Sayed will also take on the role of executive chairman for BMC Helix, ultimately accountable to KKR and the Board of Directors for the success of both companies.

2. **Why is BMC creating two stand-alone companies? And why now?**

The creation of two stand-alone companies provides the ability to put greater focus on customer success. As a strategic partner for continued innovation across your mainframe, distributed, cloud, and edge infrastructure, the creation of two companies puts our customers' needs even more at the core of each company's mission.

3. **UPDATED: What will the two companies be called and what is the focus?**

BMC will build on a long history of success and innovation in connecting and amplifying hybrid IT with the most innovative portfolio of AI-driven infrastructure software, partners, and expertise. BMC includes the BMC AMI suite of solutions for mainframe transformation and the industry-leading solution for automation and orchestration, Control-M (both SaaS and on-premises), workflow orchestration, and managed file transfer solutions to continue to grow faster than the market.

BMC Helix will be focused on accelerating innovation, customer success, and the application of AI in our digital service and operations management business. The BMC Helix portfolio of offerings support IT in their ability to address new and emerging use cases. From BMC Helix Operations Management with Discovery for AIOps to BMC Helix ITSM with BMC HelixGPT for improved employee experience and productivity, BMC Helix is poised to increase market share in the years to come across ServiceOps and AIOps.

4. **What prompted the decision to create two stand-alone companies? Can you elaborate on the strategic rationale behind this move?**

The creation of two stand-alone companies provides greater focus on both businesses with their respective market dynamics and opportunities. Each business has its own profile and characteristics in growth, profile, margins, and competitive landscape. We have the opportunity to accelerate growth by servicing our customers with industry-leading, world-class solutions.

Our success to date has allowed our current business to reach critical mass in size as we continue to grow. We have been leading the market with innovation and we are ready for the next stage of our evolution with two companies that are better positioned to accelerate growth and increase market share, continue driving innovation, and execution with a laser focus on customer success.

Reach out to QUESTIONS@bmc.com with questions



5. Does the creation of two companies mean there will be job cuts?

Our focus is the success of both companies and we will make the decisions that ensure ongoing growth.

6. UPDATED: Who will be in the leadership roles of the two companies?

Ayman Sayed will continue as the president and CEO of BMC, as well as the executive chairman for BMC Helix and will be accountable to KKR and the Board of Directors for the success of both companies. Ali Siddiqui has been appointed president, BMC Helix.

We will share the leadership team of each company as we progress further in the creation of two stand-alone companies. We expect to share more detailed information as we start to operate as two independent companies .

7. When will the two companies begin operating independently? What is the timeline?

The transition will be done in phases. Our goal is to start the transition in early 2025. We will move as quickly as possible with minimal disruption to our employees, customers, and partners.

8. NEW: Will there be shared services across the two companies as they being to operate independently? If so, what parts of BMC and will it affect how I work with the company?

Yes, there will be shared services across BMC and BMC Helix to ensure business continuity and ensure minimal disruption of business. Additional information around the shared functions will be shared as we go through the transition process. Our goal is to create two independent organizations as expediently and efficiently as possible – always keeping the best interests of our customers, partners, and people in mind.

9. NEW: How will IT service continuity be ensured during the transition? Will there be any planned downtimes for either company?

IT services will continue to be supported by a singular SaaS Ops team to ensure continuity without disruption. Across BMC and BMC Helix, the transition will be planned and executed with the best interests of our customers and partners to ensure their ongoing success.

10. UPDATED: How will this impact your competitors or the broader industry?

With two companies we'll build on the specialization we have today with increased industry and verticals focus to address more markets, grow our ecosystem, and expand our global footprint.

We will build on the portfolio strength of BMC in mainframe software and automation/orchestration to innovate and support our customers hybrid infrastructure evolution and advancement with Control-M and the BMC AMI suite of solutions.

BMC Helix can continue to be aggressive in the ServiceOps/AIOps market as an independent company with generative AI at the forefront. And with the market pace of the space, BMC Helix can compete more effectively against a growing number of competitors.

11. NEW: Is there overlap in customers and how will sales be handled for overlapping customers?

Reach out to QUESTIONS@bmc.com with questions



Yes, and we will continue to support current and new customers with the entire portfolio of AI-driven solutions that have delivered incredible value to them already. Our customers will see even faster value realization from the focus of each company with frictionless sales and customer success support from both.

12. Does this change KKR’s ownership of either company?

No.

13. It has been reported that KKR was considering selling BMC as an alternative to an IPO. Is this still a possibility?

At this time, we are creating two new companies for long-term success that will be owned by KKR. The outcomes and possibilities for either company after separation can include outcomes like IPO (initial public offering), sale of company, or remaining in the KKR portfolio. All options are possible.

14. What’s KKR’s long-term exit strategy for BMC and BMC Helix?

We cannot comment on KKR’s long-term strategy. Our focus is on maintaining industry leadership and accelerating the trajectory of BMC and BMC Helix to help our customers and partners realize value faster.

15. NEW: Will either company take on new investors or partners once independent?

The business is firing on all cylinders and growth is accelerating. We now have an economic profile that combines growth with profit at scale, and we are very pleased with our performance, so we’re leaving all of our options open.

16. What does the move to create two companies mean for BMC’s long-term growth strategy?

We have seen accelerated growth across the current business and with 18 straight quarters of growth – exceeding expectations - we see this continuing. Both companies have immense opportunities identified for ongoing growth and we will use our current financial strength and growth trajectory to invest and innovate for both BMC and BMC Helix.

17. What message would you like to send to your stakeholders (customers, employees, shareholders) during this transition?

We’ve achieved 18 straight quarters of growth with industry-leading retention rates and customers look to us for continued software innovation across their mainframe, distributed, cloud, and edge infrastructure. Both companies are projected for ongoing growth and will accelerate this momentum with an increased customer focus on specific audience segments, through deeper specialization, and stronger verticals focus.

Reach out to QUESTIONS@bmc.com with questions