



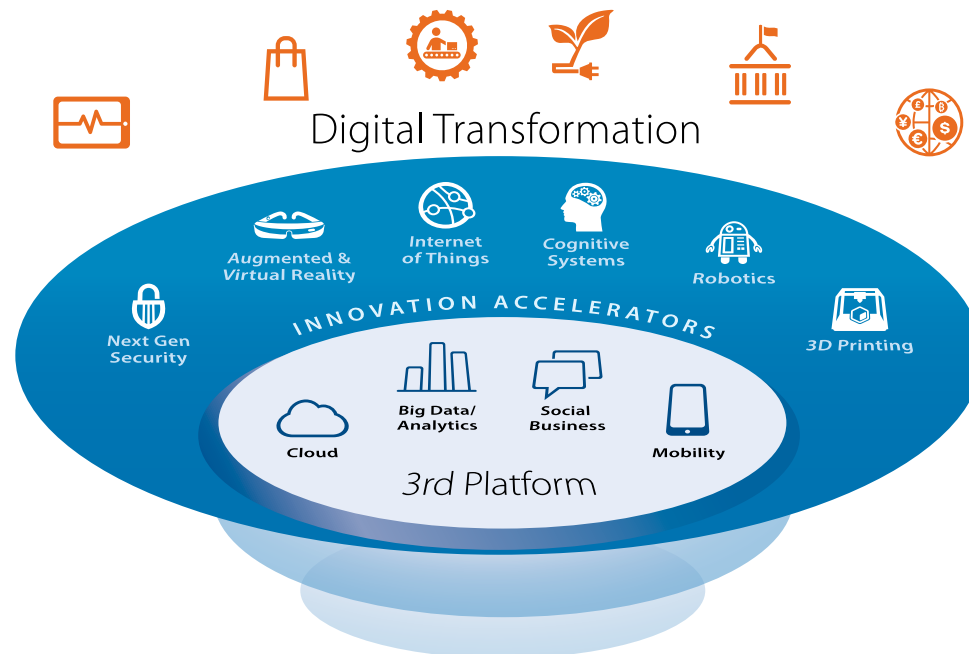
Overview

Methodology

A circular network diagram with various technology icons connected by lines, representing a digital ecosystem. The icons include a bar chart, a memory card, a cloud with Wi-Fi, a Wi-Fi symbol, a folder, a gear, a hard drive, a CD, a document, a USB drive, a laptop, a server rack, a smartphone, a speedometer, a monitor, a wrench and screwdriver, a circuit board, a mouse cursor, and a battery. The diagram is composed of concentric circles and connecting lines, with a central node featuring a mouse cursor icon.

Disruptive Technologies Drive Digital Transformation

Third platform technologies - Cloud, Big Data, Social, and Mobility - are driving digital transformation.



Source: IDC

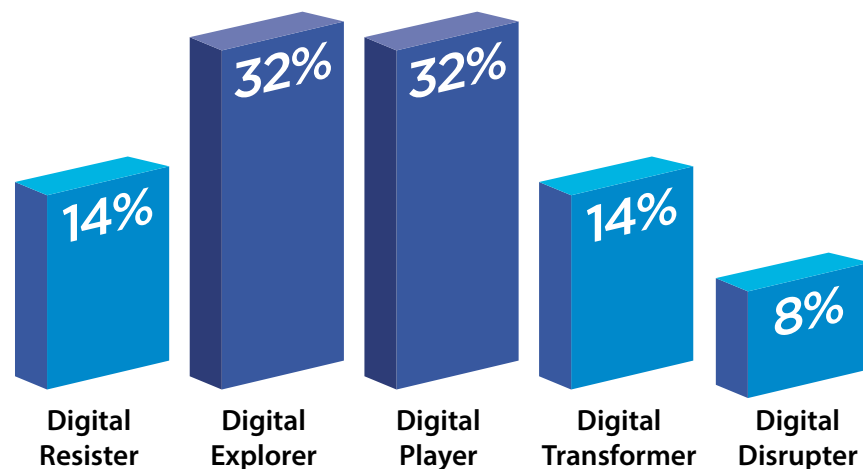
Digital Transformation changes:

- ▶ **How you engage** with customers
- ▶ **The speed** at which products and services are delivered
- ▶ **How you innovate** your business
- ▶ **Your resiliency** to changing conditions
- ▶ **The reliability** of your operations

"The amount of high value data that is worth analyzing will double by 2020."

"Enterprise mobile apps are expected to grow 4X between now and 2018."

Leading Organizations Have Begun Digital Transformation – No One is Exempt from the Journey

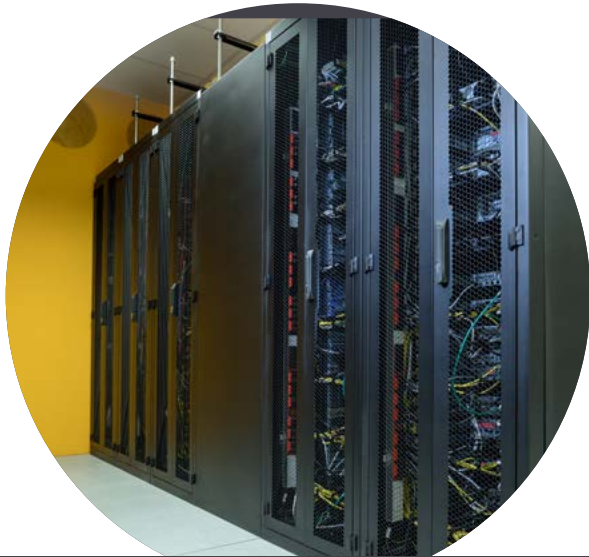


64% of organizations are already “Digital Explorers” or “Digital Players”

These organizations are:

- ▶ Automating their processes
- ▶ Interconnecting their systems
- ▶ Adopting real-time analytics
- ▶ Harnessing and interpreting more data
- ▶ Acting on data for differentiation
- ▶ Accommodating user device explosion

In this Transformation, Savvy Organizations Continue to Invest in their Mainframe



- 66%** say investment in mainframe-related staff support has increased or stayed the same.
- 64%** view the platform as core to their business and to maintaining mission-essential workloads.
- 48%** say they have already invested in z13 system capacity.

“Mainframe is a strategic asset to us. We can’t run the amount of transactions we run without the mainframe. It is considered as something that is required, otherwise we will not be able to conduct our business, based on the large amount of data flows that we have today.” – EVP IT Services, Multi-National Bank

Why? Today's Mainframe Combines Known Core Strengths and Future Capabilities



40%

of organizations with mainframe plan to invest in their mainframe platform to support new product development and innovation.

Mainframe as a System of Record

The platform continues to be the engine for mission-essential transactions, applications, and data

Mainframe offers best in class:

- ▶ Performance
- ▶ High availability
- ▶ Scalability
- ▶ Reliability
- ▶ Security

Which of the following factors are driving investment in mainframe services within your organization? (% of respondents)

67%
IT cost reduction

64%
High availability

47%
Security

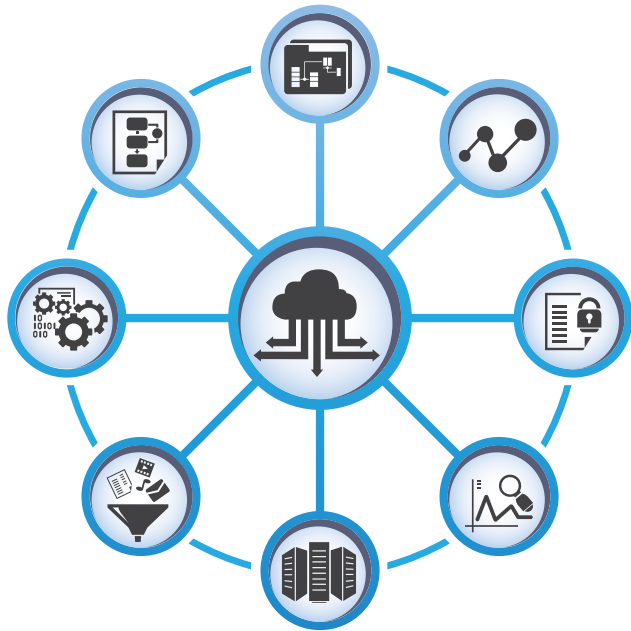
42%
Transactions



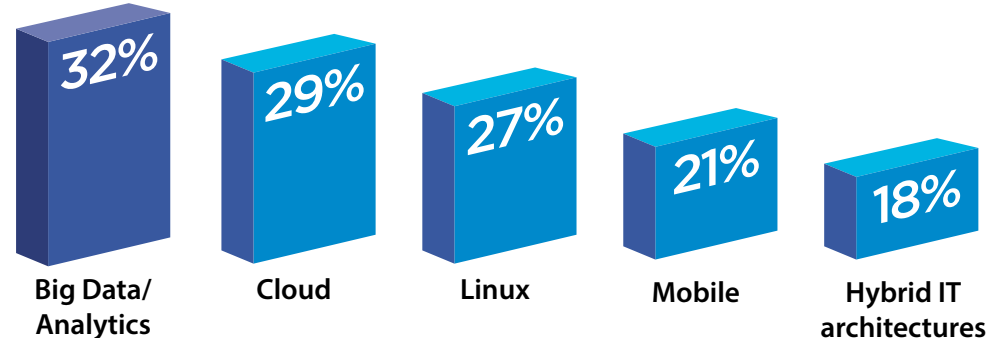
“We consider the mainframe to be a strategic asset for pricing, managing costs, leverage, and buyback.”
– Senior IT Manager, Large Higher Education Organization

Mainframe as a System of Engagement and Insight

Mainframe powers next-generation apps to connect users with data and gain analytical insights.



Which of the following technology trends are driving investment in mainframe services within your organization?



“From an IT operation perspective, we are doing a lot with security tracking and infrastructure analytics. We are trying to move to predictive and preventative automation.” – Exec. Director, Mainframe Systems, Global financial services firm

Mainframe as a Platform for Innovation

Next-generation mainframe apps require the flexibility afforded by open solutions such as Linux and Docker.

Mainframe organizations are embracing Agile and DevOps practices to speed transformation.



10% of mainframe MIPS* are running on Linux.

60% of organizations with mainframe expect Linux MIPS* growth in the next 24 months.

13% of mainframe decision makers are investing in mainframe for next-gen apps development and open source.

“Linux will be driving investment in the mainframe – absolutely. It plays a major role; we actually work closely with our vendor on the Linux side in an effort to lower TCO.” – VP IT, Multi-National Bank

IDC Essential Guidance

- ▶ **Make mainframe an integral part of your organization's digital transformation strategy.** Majority of organizations with mainframe view the platform as core to their business. They are strengthening staff and investing in system upgrades to support the transformation.
- ▶ **Build on core mainframe capabilities** for managing data, building custom apps, increasing mobile transactions, performing analytics, and executing IoT transactions.
- ▶ **Implement Agile development processes and DevOps tools** to speed up digital transformation and gain agility.
- ▶ **Use Open platform strengths** to support new product innovation.
- ▶ **Rationalize mainframe costs** – show efficiencies at high volumes, automated management functions, and leaner IT staffs.

The Bottom Line

IT leaders pick mainframe as platform of choice to:

- ✓ Support business growth with efficient operations
- ✓ Reduce transaction costs as volumes grow
- ✓ Enable distributed Linux server consolidations

Appendix: Methodology

IDC Mainframe Investment Survey

IDC deployed online surveys and interviews targeting 202 organizations with mainframes in North America. Respondents must have decision making responsibility or influence on their organizations' mainframe technology investment. The research effort was performed in Q1 2016 and sponsored by CA.

