CA Mainframe Solutions Reduce Costs by Improving Efficiency and Managing Complexity

business imperatives

REDUCE COST— Reduce operational costs and improve efficiencies to maximize overall return on IT investment

REDUCE RISK— Manage risk and reduce IT complexity with a enterprise-wide view of IT to conduct business seamlessly across all platforms

DRIVE INNOVATION— Deliver innovation at the speed of business and leverage mobile, cloud, big data and other technologies to perfect customer service and win in the marketplace

INCREASE VELOCITY— Acquire technology that will enable IT to conduct billions of transactions per day initiated on mobile devices to make banking, shopping, socializing, learning and living more enriched, personalized and safe

Marquee benefits yielding **$3.1 M** per year in savings are detailed on the reverse side of this document in order to show examples of business value achievable through CA Mainframe Solutions

WHEN COST MATTERS AND RELIABILITY IS ESSENTIAL— FACE THE FACTS:

CA Technologies is the best choice to help you optimize your mainframe-enabled enterprise-wide infrastructure...and we'll prove it.

BIG SAVINGS

Streamline

Achieve real savings through lower TCO and simplified vendor management

MEASURABLE VALUE

Immediate ROI

Maximize investment with pragmatic approaches and real proof points

UNIQUE INNOVATION

Transform System z

Power your data center with enterprise-wide management and optimal efficiency

business outcomes

- Integrate System z with key Big Data, DevOps and cloud initiatives
- Consolidate the number of software vendors and eliminate software duplication, driving efficiencies in product installation, maintenance and configuration
- Enable cost optimization by reducing license/maintenance fees and resource needs
- Simplify your operational environment to drive service quality improvements
- Enable your resources to focus on maximizing operational efficiencies through increased automation
- Sustain critical skills by modernizing and simplifying your mainframe environment

Radical then. Radical now.
Celebrating 50 years.

CA delivers unparalleled savings, value, and innovation on the mainframe:

- #1 ISV; greater portfolio breadth and depth than all our competitors combined
- Market leading solutions for:
  - Mainframe, Distributed and Cross-Enterprise Workload Automation
  - Mainframe Database Management for DB2 and IMS
  - Mainframe and Cross-Enterprise Performance Management
  - Mainframe-to-Mobile Application Development, Testing and Software Change Management to support DevOps Initiatives
  - Linux on System z
  - Mainframe Security and Compliance
  - Mainframe Modernization

Celebrating 50 years of the Mainframe— Powering the Extraordinary!

2014 marks the 50th anniversary of the technology that changed business computing forever and remains the heart of business, science, government and academia today: the mainframe computer. From checking your bank account or trading stocks to building cars or booking a flight, the mainframe powers the fast-paced global business economy. It processes more transactions faster and at a lower cost per transaction than any other environment.

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business value estimations

CA Mainframe solution benefits can be quantified per a wide range of benefit scenarios. A selection of these is listed below to show common areas measured.

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Business Value Proposition	Business Value Enabler	Specific Measurement	Solution Area	Impact Range [1]	Key Resources Affected	Average Resource Value [2]	Projected Savings / Year [3]
Improved staff productivity with critical skills sustained and reduced time to on-ramp / train new mainframe staff	improvement of quality of service delivery by preserving experienced workforce knowledge and decreased ramp-up time of new mainframe admins through effective use of collaboration tools	cost savings from faster problem resolution, knowledge transfer and reduced training time	CA Chorus™	20 - 40%	mainframe administrative FTEs	3	$117,000
Increased application availability	optimization of job schedules and automation of error recovery through workload agents can trigger workload immediately per business needs	incremental revenue	Enterprise-Wide Workload Automation	1 - 2%	incremental revenue from impacted business applications	$35,000,000	$525,000
Improved performance analyst staff productivity	enables faster resolution of performance problems in applications that span multiple platforms, including the mainframe, plus more accurate capacity planning	cost savings in performance analyst resource time	CA Enterprise-Wide Application Performance Management	15 - 25%	performance analyst FTEs	8	$208,000
Lower costs, faster delivery of quality applications, improved staff productivity	Helps reduce costs, reduce risks, simplify management and improve service quality	savings in maintenance costs	Mainframe Application Quality and Testing Tools	1-47%	application programmers	$183,333	$907,545
Lowered costs by reducing legacy mainframe software maintenance renewals	mainframe software rationalization program (MSRP) enables retirement of selected current software systems and maintenance expenses	cost savings in legacy mainframe software maintenance renewals	Mainframe Software Rationalization Program (MSRP)	100%	mainframe software maintenance costs	$183,333	$183,333
Optimize performance, efficient database administration, reliable backup and recovery	Increase data availability, conserve CPU, DASD & memory resources, & provide consistent, secure data that can be recovered in minimal time	cost savings and resource reductions	DB2 for z/OS Database Management	1-40%	System resources, maintenance costs, DB2 FTEs productivity	9	$234,000
Improved mainframe DB2 for z/OS DBA productivity	visualization of complex DB2 for z/OS relationships enables proactive monitoring of thresholds and alerts to resolve performance bottlenecks	cost savings in mainframe DB2 database analyst resource time	CA Chorus™ for DB2 Database Management	15 - 25%	DB2 database analyst FTEs	9	$234,000
Reduced costs by optimizing utilization of machine, tape and storage resources	consolidation of workloads to Linux on System z enables reduction of power, cooling and floor space costs and increased server utilization and operations efficiency	cost savings from reduced server environmental, utilization and operations requirements	Linux on System z Management Solutions	35 - 45%	server environmental, operations and maintenance costs	$1,800,000	$720,000

This table highlights a selection of **CA Mainframe** solutions benefits. Your CA Technologies representative can also share additional and more detailed ROI business case examples for each solution component by engaging the CA Business Value Analytics Team. This team offers complimentary help to CA Technologies customers to develop and analyze a comprehensive set of assumptions and environment specific metrics in order to build customized projective business cases.

[1]   The **Impact Ranges** shown above are estimations derived from the analysis of benchmark data which is a composite of data derived from industry analyst published information, interviews with subject matter experts and experiential data from prior projective analyses.

[2]   The **Average Resource** column shows the calculated mid-point of resource values captured in reference business case analyses by the CA Business Value Analysis Team.

[3]   The **Projected Savings** calculations are based on the product of the midpoints of the Impact and Average Resources to show a single representative potential savings value. The labor rates for all FTEs are assumed to be $65/hour for a 2,000 hour work year. Please note, the values expressed in this table are not a guarantee of achievable results and will vary depending upon your current infrastructure, people, and processes as well as the appropriate, effective implementation, adoption, and use of the CA solution.