

Win No Fee Mainframe Technical Consulting Offering



Win No Fee

Win No Fee is a Mainframe Division Offering that provides complimentary (no fee) services for Customers looking to complete portfolio rationalizations.

Note:
Limited to
Mainframe
products only

Value Proposition

- ❑ CIO's are doing portfolio rationalizations to manage costs
- ❑ Product migrations can be labor intensive efforts –
 - ❑ We provide both subject matter experts AND utilities to programmatically address data conversions.
 - ❑ We do conversions for a living, some things are better left to the experts.
- ❑ Skills gap ? We understand you may no longer have a deep bench of mainframe personnel and work around that by doing workshops and deep dives into your current environment.

Primary Benefits

- ❑ Mitigate risk by providing a proven methodology & resources that have experience with product migrations.
- ❑ Accelerate the project time line from start to go-live – besides providing resources, we also have utilities for many of the conversion efforts.
- ❑ Savings on conversion costs – historically the risk and costs for a conversion were the primary obstacles to achieving rationalizations.

Examples

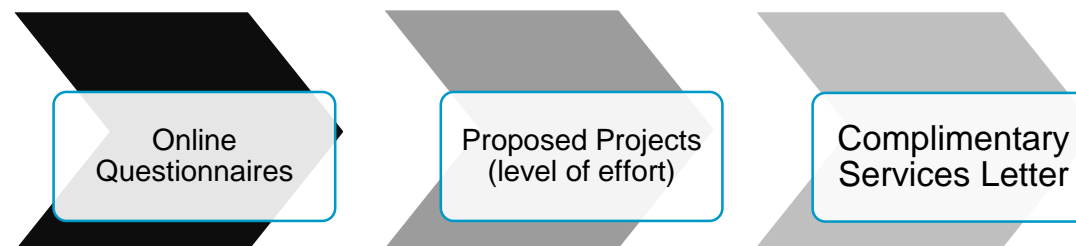
A 100B health care services company was looking to improve the Application Development and life cycle management capabilities, collaborated with us to design a customized roadmap and implementation plan.

A top-30 Bank in the US rationalized to Broadcom Mainframe products in BOTH the Application Development and IT Operations areas. The success of these efforts have opened the way to other rationalization efforts

A multi-billion financial services and insurance industry corporation has partnered with us to take their output management capabilities to the next level.

A mid size retailer with limited mainframe resources is working with us to replace a suite of tools – As a result their resources have a consistent set of utilities and will have the design and adoption assistance they need to be successful.

Putting the pieces together



Next Steps

- Talk to your Account Team - ask about WNF!

Proposal

- Review Letter and Statement of Work

Engagement

- Pre engagement kickoff

Understand the details

- Every replacement effort uses a 2 phase method :
 - Phase 1* is a time boxed 5 week event that is focused on 4 outcomes:
 - **Deep dive workshop** on the client's requirements and current state. Remember, many clients no longer have tribal knowledge on older MF products running in their environment
 - **Stand up the Product** – Installation is a client responsibility, however we configure the product.
 - **Pilot migration** – Prove out the solution and modify our utilities to meet the client's needs
 - Develop a **Detailed Plan** to complete the migration
 - Phase 2 – completes the conversions, provides knowledge transfer and supports the go-live efforts.
- **Requirements**
 - We need client's to be flexible on start dates (we use internal resources for these projects)
 - The business allowance requires that you provide a reference and complete both phases of the migration effort.
- **Contracting**
 - Complimentary Services Letter/Statement of Work

*Note ~ *Phase 1 does not replace scoping. Online questionnaires will be provided to start the scoping process.*



Thank You