

ENTERPRISE TOOLS & UTILITIES FOR zSERIES

A Solution Component for Enterprise Management

Benefits:

Company

- Lower license and support costs
- Flexible support contracts
- No monthly fees
- Decreased reliance on monthly licensed products
- Better management of administration and programming tasks

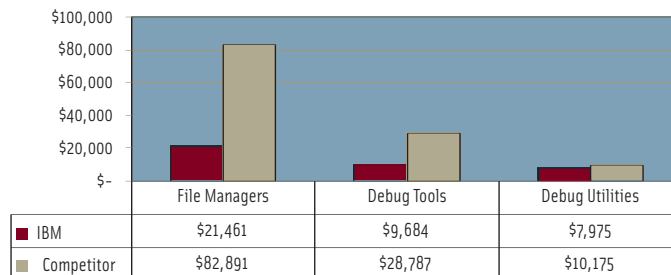
IT Department

- Improved system task automation
- Fewer redundant programming tasks
- Improved business process integration
- Simpler processes and fewer project requirements

Problem:

Software upgrade charges and maintenance fees are a major inhibitor to maintaining currency on zSeries hardware and operating system technology. As a result, the ability to conduct business and stay competitive is adversely affected by constraining software licensing agreements.

3 Year Total Cost of Ownership



Solution:

Replace 3rd party monthly-charge software tools with one-time charge software equivalents from IBM. There are over 50 mainframe software enablement tools and utilities offered by IBM including:

- Application Development Tools – improve productivity and application testing processes
- Data Management Tools – reduce labor-intensive activities and repetitive tasks
- CICS Tools – simplify and enhance e-business with CICS Transaction Server

Justification:

Reduce software costs and licensing fees by 50% or more, depending on the products replaced and size of processor. Recently, a Midwestern university replaced 3rd party ISV tools with IBM File Manager, IBM Debug Tool and IBM Debug Tool Utilities reducing the cost¹ from \$121,853 to \$39,120. The savings of 67% over 3 years helped them cost-justify a needed processor upgrade, increasing system capacity by 37%.

The Next Step:

MSI Systems Integrators can help you think outside of the box. The majority of system costs are wrapped into variable software expenses that can be minimized by using IBM software equivalents. We will provide:

- **zSeries Software Evaluation** – A no-charge informal evaluation showing an “apples-to-apples” comparison showing the 3-year total cost of ownership. Each 3rd-party ISV product will be independently evaluated to provide the most beneficial cost structure for the client.
- **zSeries Software Demonstration** – Leveraging MSI’s regional Technology Enablement Center locations or your own facility, demonstrations and walkthroughs of the software products that fit your specific needs can be arranged.

For More Information:

Call your local Client Executive or zSeries Specialist

www.msinet.com
1.800.640.4674

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¹ Based on processor increase from 84 to 115 MIPS before education discounts

