

<p>Software Migration Services</p> <ul style="list-style-type: none"> • Migration Assessment - helps identify the migration issues unique to a specific environment. A migration assessment estimates the resources, time and cost needed for a migration project • Migration Planning Service - a migration specialist leads a joint client / IBM team that develops a migration plan detailing the tasks, target dates and people assignments. • Conversion Tools Services - for products with large amounts of operational data, conversion tools may be used to automate the translation from one format to another thereby reducing the time and errors involved in the conversion. • Migration Consulting Services - migration specialists can provide guidance throughout the migration project. Typically, consulting services are provided during the technical analysis, testing and cut over phases of the project. Services can be provided on-site or via web conference and remote access. • Migration Implementation Services - assistance in the actual implementation or migration including: <ul style="list-style-type: none"> • Product installation and customization • Implementation of new function • Exit design and/or coding • Testing, test planning and validation • Operations and other technical roles skills transfer • Project management 	<p>z Modernization Services</p> <p>Maximize the Value of your z Systems Infrastructure and z Middleware Solutions</p> <p>Enhance your z platform processing by gaining insight into z SYSTEMS software and the associated middleware that drives your business. Obtain recommendations and action plans which will enable improved utilization of current z/OS infrastructure and middleware resources (e.g. z/OS, z/SO security, CICS, IMS, DB2, MQ, WAS, HSM, VSAM, z/VM, z Network). Also, gain insight into workload management and placement to optimize the utilization of your z resources.</p> <p>Benefits</p> <ul style="list-style-type: none"> • Obtain an understanding of your system utilization and contention patterns • Identify primary factors driving hardware and software costs • Identify specific targets and action plans for tuning • Gain insight into leveraging additional z-platform architectures (e.g. encryption, sysplex, etc.) <p>Deliverables/Actions</p> <ul style="list-style-type: none"> • Analyze <ul style="list-style-type: none"> • backup and recovery processes where applicable • current performance and performance considerations • operating system and sub-system configurations (e.g. z/OS, CICS, IMS, DB2, MQ) • security processes where applicable • Hold regularly scheduled checkpoint meetings to track opportunities and results • Deliver workshop to discuss detailed findings, develop action plans to CHS D enhance utilization and extend capabilities
<p>The Business Value Assessment (BVA)</p> <p>will help our clients by:</p> <ul style="list-style-type: none"> • Analyzing our clients software portfolio to identify redundant and/or under utilized software products • Proactively managing their zSeries software portfolio to maximize its value • Understanding options and potential impact from both a business and technical perspective <p>The BVA will help our clients better manage their software portfolio and position for additional IBM value.</p>	
<p>The Business Development Management Team (BDM)</p> <p>is dedicated in helping clients to:</p> <ul style="list-style-type: none"> • Map ISV mainframe software to IBM software • Use industry average estimates to estimate the migration effort to replace ISV software • Engage the SMPO sales reps for presentations on selected IBM products • Engage the SMPO technical sales reps for more detailed analysis of specific customer ISV software using questionnaires and data collection methods • Assist in assembling the financial summary with IBM software prices and the migration costs for replacing the selected ISV software • Engage with the IBM z Software Sales Rep, the IBM Software Sales Rep and the IBM Client Rep to deliver a proposed software portfolio replacement recommendation showing financial cost saving and added business value. 	<p>Database Migration Services</p> <p>We employ a proven methodology which helps reduce costs and risks associated with a migration while addressing its major components:</p> <ul style="list-style-type: none"> • applications • database design • data <p>Our consultants can advise your organization regarding a phased migration approach. This approach includes:</p> <ul style="list-style-type: none"> • Assessment of the database conversion effort. • Environmental planning and database design • Database migration assessment • Installation of IBM database server and other products you may require. • Pilot migration. • Full migration of remaining data and applications.