Software Migration SUCCESS STORIES

COMPLETE CA TAKEOUT at Telecommunications Company

COMPLETE CA TAKEOUT at Technology Company

COMPLETE CA TAKEOUT at Insurance Company

IBM Workload Scheduler Migration at Power Company

IBM Workload Scheduler Migration at Technology Company

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COMPLETE CA TAKEOUT at Large Telecommunications Company

CA Software was this company's largest yearly ISV cost. CA was exponentially increasing the cost of their software each year in addition to licensing (and including cost for) MANY unused and unnecessary software products. The client's leadership team partnered with our BLUE z Systems Software team to analyze the possible complete replacement of CA in their environment and identify what the potential cost savings of migrating to IBM software would be - hint hint - the results were very favorable :). This also presented an opportunity to standardize the environments which still resembled two very different companies and infrastructure from when they merged with another company over 5 years ago.

Upon extensive review it was determined that an estimated cost savings of over $33M in 5 years (At least ~$3.3M already by year 2) could be realized with the migration off of CA Software to IBM Software. This included the software savings costs and the cost for migration services. The technical teams from both the zBLUE team and the client worked diligently to then determine the feasibility of removing CA completely from their environment. Through an effective partnership the teams proposed a plan to complete the full CA takeout over 15 months to the end client. What sold the client - the huge cost savings and the extensive experience and successes of the SMPO team!! Additionally this deal was included as part of an IBM outsourcing renegotiation ensuring continuity, IBM footprint and continued confidence in what IBM GTS has to provide to our SO clients.

With the commitment from all parties to provide "all hands on deck" and get the project rolling - they are off to a great start!!! The teams have put great effort into planning for and ensuring no impact to day to day business and the continued clients satisfaction. Great Work!!!

CA Takeout at Information Technology Company
Sometimes it takes a village…read about how 31 IBMers worked with 30 client team members to assess 33 different products across 2 continents to seal this deal

The SMPO team worked directly with the CTO at the company to assess, size, and price services for a CA takeout that resulted in $29M total software revenue (Blue Diamond) of which $2.8M in software was for the CA takeout with another $1M allocated for Services in the ELA.

SMPO Highlights:
* Led a 7 week Assessment project with 31 IBM resources, 30 client resources across 33 different products for each of the 2 Zurich data center locations (EMEA & North America).
* Created a project plan to track Data Collection and Assessment completion activities with the 61 combined SME's
* Created weekly status reports to the client CTO
* Conducted 14 mini-MEQA calls to validate services estimates.
* Created several iterations of Powerpoint tech/sales charts to outline the migration effort, considerations and risks
* Presented our findings to the client CTO
* Expedited the technical accelerators for this deal to position us for a June 30 close

CA Takeout WIN at Large Insurance Company

This company significantly reduces costs by replacing it's z/OS Computer Associates software environment with IBM z/OS software

The company was paying to maintain and utilize Computer Associates (CA) mainframe software that it had used for decades. To significantly reduce expenses and run its business more effectively, The company wanted to improve its core processes with state-of-the-art software

By working with the IBM Software Migration Project Office to replace its CA software environment with IBM software, the client achieved the following improvements:
- Increased system security and integrity
- Optimized and saved administration time with the ability to monitor and manage security resources from the mainframe environment
- Gained a fault-tolerant, high-performance solution that satisfies service level agreements (SLAs)
- Improved overall IT administration and reporting capabilities
- Significantly reduced their software costs

IBM Workload Scheduler (IWSz) at Large Power Company

The migration to IWSz shows the dedication that the SMPO team brings to our customer engagements.

The power company initiated their CA replacement project in July of 2015. With the help of the IBM SMPO team, the IWSz cutover was completed on May 14. This was the second CA product replacement, the first being RMM in Q1. Their final CA migration will be CA Top Secret to IBM RACF. The RACF migration has been underway since late in 2015 with a final production cutover planned for Q3.

This migration to IWSz shows the dedication that the SMPO team brings to our customer engagements. The SMPO team worked closely with the third party outsourcer for zOS system work and the client's internal Scheduling and Operations team. The IBM team was faced with adapting their migration plans to the needs of the client's business when their nuclear plant started its annual maintenance outage. This caused a 3 month delay in the IWSz migration due to a moratorium on mainframe changes during the outage. The client was "very satisfied" with the IWSz migration, commenting: "The IWSz project went longer than anticipated and IBM hung in there. IBM helped us through all the road bumps and ensured we had a seamless migration. The IWSz migration was an overall good experience with great results."

IBM Workload Scheduler (IWSz) at Large Technology Company

Teamwork & agility lead to success at this Large Technology Company

The initial client project was focused on upgrading to the current version of TWSz. As the IBM and client teams worked through the plan for this upgrade, it was decided that with the SMPO experts engaged, the project should be expanded to include the move from FTA to zCentric agents. The client was eager to work on this project as it would now position them to support end-to-end scheduling capabilities.

There were many challenges on the client side of the project such as, the scheduling focal point lacked confidence in her abilities, which required sensitivity, knowledge transfer and guidance. There was no client project manager, and client management did not have the bandwidth to work the broader client team as much as they needed to. With support from the IBM SMPO Team the client technical lead gained confidence and in the end was leading her side of the project. With the zCentric piece of the project added, the client had to figure out how to get more funding for the additional hours. The IBM software team worked with the IBM hardware team and we were able to extend a hardware contract date and use hours from that contract to fulfill the additional hours. There were also delays due to client internal processes that broke down as well as an unplanned mandated freeze. In the midst of all this chaos the SMPO team did not lose focus and successfully met the target date set by the client.

This success was a team effort by both the client and IBM. From the IBM SMPO side, Jim Bartlow led the TWSz migration along with Kerry Schacht. The extended SMPO team who assisted in the project were Warren Wright and Doug Specht. Warren and Doug were critical in helping a last minute issue that needed to be resolved before the upgrade and worked well into the night to ensure they had a fix by the 6:00 a.m. production upgrade the next morning. Tammy Hancock was the Project Manager who did a phenomenal job of managing the project from both the IBM and client side. Chris Smith, in field tech sales stayed in step and on top of everything going on. Chris is a trusted advisor at the client so he worked with Anna Arnwine throughout the project. This was a project where it took a Village to complete and included, daily update calls, IBM management and client management weekly one on one's and many ad hoc calls. Overall this was great teaming and a great partnership. Next project RTCz!

Session Manager Migration at Healthcare Company
The SMPO does the impossible

The very difficult and extremely complex migration from CA-TPX to IBM Session Manager at the company completed in 2nd Quarter - thanks to the dedication of our NA migration team and our worldwide partners. I would like to specifically thank Kathy Sayre, Kerstin Ackermann and Mike Babcock for their role in the conversion process - they basically did the impossible of converting applications activities from TPX to process correctly in IBM Session Manager - something that neither product was designed to handle.

In addition, without Gary Hymiller's extensive customer negotiation skills we would never have reached the stage to say this project was complete - and without Pete Oliver's excellent project management and calming voice of reason - juggling the project activities would have been even more complex.

Thank you all for your efforts to make the customer happy with IBM - you are all excellent IBMers and we really appreciate the success of this milestone!!!

System Automation for z/OS at Large Automaker Company
Think your customers won't agree to change? See how a little persistence helped the company take advantage of best practice design & operation.

AF Operator had been entrenched at the client for decades. They were an advanced user of the IRM AF Oper offering that extended AF Oper base functionality and management. For several years the SMPO worked our existing relationships with the customer to show the value in switching to SA for strategic reasons and modernization. Winning this sale meant highlighting our expertise and proving SA could handle their environment. This lead to a very long POC. IBM worked with our client technical partners to show how SA was more than capable of taking over all their current automation and position them for future exploitation of High Availability solutions like GDPS and a current DB2 HA project. The customer signed for 750 hours of SMPO migration services and later added another 440 hours.

Like most migrations, the client presented certain challenges, some of which involved pushing for organizational changes. One such example was in the way they were interacting with IMS. The SMPO team was able to work with client management and technical personnel to update the way automation talks to IMS to enable a more modern and reliable interface versus the older IMS reply process. Once the technical team bought into the notion, it was a swift roll out of this update. The moral of this story is to try to help our customers see the value in taking advantage of our migration to institute best practice design and operation of our products.

They now have a simpler straight forward code base of IMS automation that is more standardized and ready to reliably handle increased activity. At first they said no one would agree to this change, a little persistence and a new approach is all that was needed.

We look forward to migrating the last of the client's 26 systems this summer.

OMEGAMON DB2 PE PoC Completion at Large Banking Company

The SMPO Business Development, Performance Monitoring & Project Management teams, along with our zAnalytics Technical Sales teams, zCA &Technical / Sales teams had the opportunity to work on an exciting Q2 PoC project for Omegamon Storage DB2 PE.

- Engaged in a complex PoC partnering with IBM Lab Advocates in April to successfully complete a 3 month PoC spanning 7 Sysplexes over 8 LPARs using 30 DB2 subsystems.

- This resulted in proposing and closing Migration Services valued at $147K in Q2 for this first phase of deployment from BMC Mainview DB2 to IBM OMEGAMON DB2 PE.

- This also instilled the confidence to the client that the remaining OMEGAMON deployments, such as z/OS, IMS, Messaging, CICS & Storage could start without lengthy PoCs.

- And, this opened up an entire BMC Mainview take-out for the SMPO with projects that will run through Q2, 2017.

- Lastly, this resulted in even more additional opportunities with BMC IMS / DB2 Tools migrations that the SMPO will be involved with projects that will run through Q4, 2017.

The client's z/OS environment with various lines of businesses running on multiple CPUs that span 70-80 mainframe LPARs, is one of the largest IBM has worked with.

Tivoli Advanced Allocation Management (TAAM) at Large Department Store Company
The SMPO team delights client with a smooth TAAM migration

SMPO's subject matter experts strive to put the client first, which is clearly demonstrated by the recently completed Tivoli Advanced Allocation Management migration at the company. The client initiated a competitive takeout of both CA and BMC products in 2015. The initial plans sought to replace 9 CA and 3 BMC product suites with a project completion date of April 15, 2016.

The Tivoli Advanced Allocation Management migration was completed in May, 2016. The migration had to overcome obstacles including the client's limited resource bandwidth, no client project manager, and long contract delays to name just a few. At the conclusion of the TAAM migration the client said that the SMPO migration specialist, Chris Taylor, "was outstanding. This project went smoothly and had no fallout. Could not be happier." Their satisfaction rating was "very satisfied" with IBM's responsiveness to the client business needs and the services delivered by the TAAM migration specialists.