



| IBM Software Group

Enterprise Modernization

The Transformation of Application Development for All Platforms

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IT as a Core Business Process

“IT investments made 10 to 20 years ago are ... constraining the speed with which these businesses can change and respond to industry threats.” – Gartner’s Top Predictions for Industry Leaders, 2007 and Beyond

- ▶ IT flexibility is a key enabler for today’s businesses
- ▶ To be successful, you must mature and modernize your IT tools and processes
- ▶ Companies face significant challenges getting from “here” to “there”.

“Aligning IT with the business relates directly with an IT group attaining real flexibility.” – Butler Group



Customers are asking, can we.... ?

- ▶ **Leverage existing assets?**
 - Discover and gain control over our existing enterprise application portfolio?
 - Identify assets for reuse in a Service Oriented Architecture?
- ▶ **Leverage modern architectures?**
 - Create services easily from existing code, including 3270 and 5250 terminal applications?
 - Define new services for all deployment platforms from initial design to implementation?
- ▶ **Leverage existing skills and attract new skills?**
 - Exploit new technologies and innovation without retraining existing staff that knows the business?
 - Utilize new employees on any project independent of target platform?
- ▶ **Leverage a common development environment for all development teams?**
 - Lower costs due to elimination of duplicate tools and processes?
 - Realize improved end-to-end communication and traceability across the entire lifecycle?
- ▶ **Leverage my development spending better?**
 - Reduce maintenance costs, freeing resources to work on new projects?
 - Improve application performance without expensive code changes?

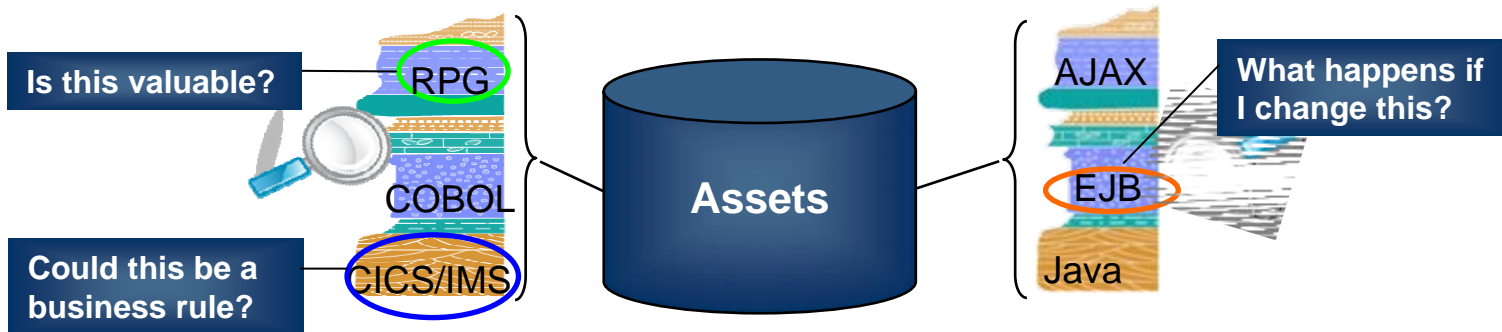


Challenge #1: No Electronic Inventory of Assets

How do we leverage our existing assets to

- ▶ Discover and gain control over application relationships and structures?
- ▶ Maintain control over code provided by outsourcers, business partners, or acquired through a merger?
- ▶ Discover, manage, and understand dependencies so a code change does not break production?
- ▶ Identify assets for reuse in a Service Oriented Architecture?

"What mainframe assets do we have that we can reuse in our new architecture?"



"Legacy modernization is morphing into a strategic function. IT can't afford to toss away reliable application transactions indiscriminately." - Phil Murphy, Forrester Research, April 2007

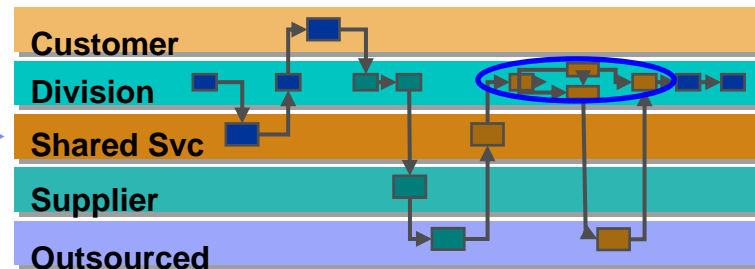
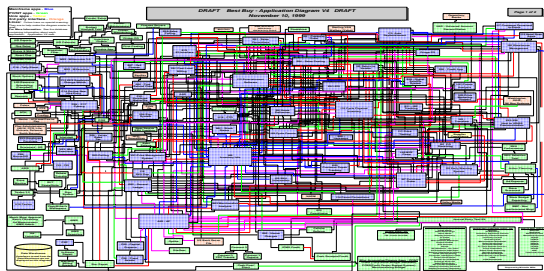


Challenge #2: Complex Application Architectures

How can we leverage modern architectures to

- ▶ Create web services easily from existing code, including CICS, IMS, i5/OS and green screen applications?
- ▶ Define new services for all deployment platforms from initial design to implementation?

"Our architecture has evolved to be too complex and convoluted- we need to be flexible and agile."



"Today's IT architectures, arcane as they may be, are the biggest roadblocks most companies face when making strategic moves."

The [McKinsey Quarterly](#) Special to [CNET News.com](#), "Flexible IT, Better Strategy", January 24, 2004

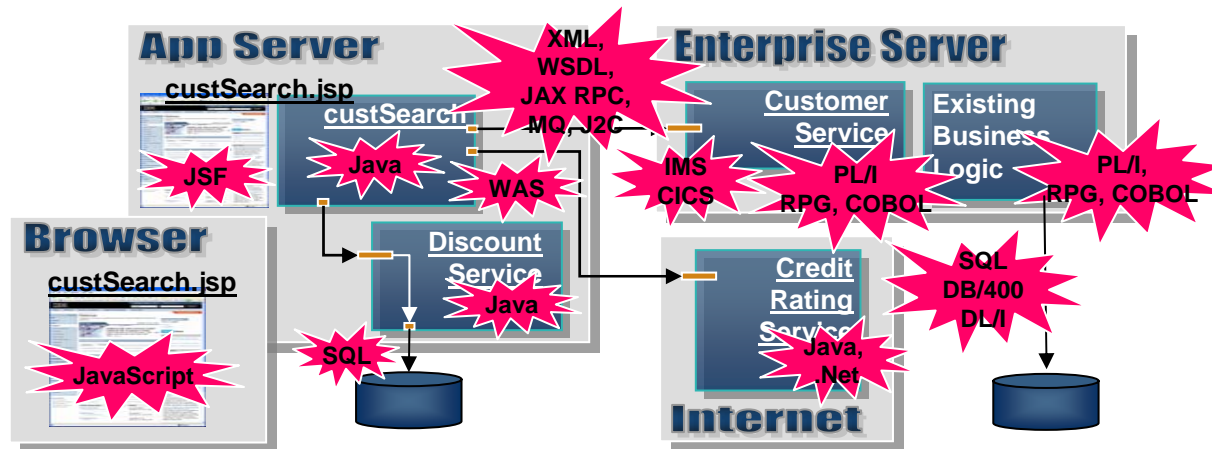


Challenge #3: Skills Lock-in

How can we leverage IT skills to

- ▶ Exploit new technologies and innovation without retraining our existing staff that knows the business?
- ▶ Use new employees on any project, independent of the target platform?
- ▶ Provide modern web UIs leveraging existing skills and systems?

"How can I use my COBOL and RPG developers to build new applications with more modern architectures?"



"Software developers will come from less technical business-oriented backgrounds. And move between various business and IT organizations throughout their careers."

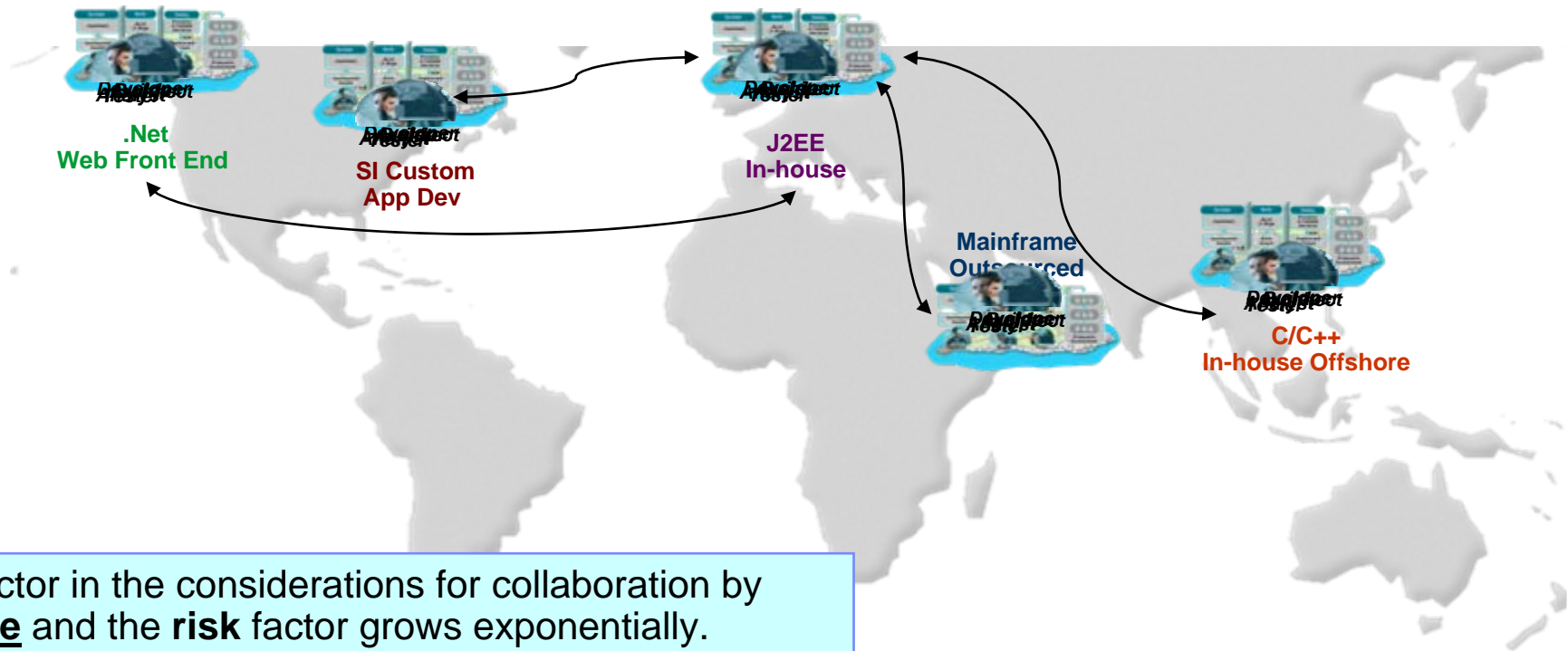


Challenge #4: Islands of Development

How can we leverage a common development environment across siloed development teams to

- ▶ Lower costs due by eliminating duplicate tools and processes?
- ▶ Establish end-to-end communication and traceability across the entire lifecycle, no matter where the work is done?
- ▶ Embrace a single infrastructure for enterprise and distributed development?

"My web UI developers don't talk to my back-end programmers!"

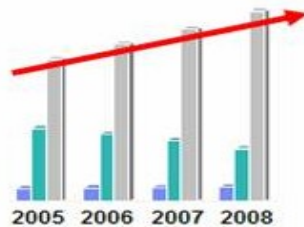


Challenge #5: No Flexibility for New Investments

How can we leverage my investments to

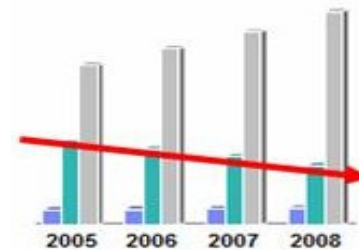
- ▶ Devote more resources to new development, rather than maintenance?
- ▶ Make incremental improvements within the context of a long-term strategic modernization plan?
- ▶ Efficiently move to supported development platforms, languages, and tools?
- ▶ Exploit new hardware capabilities with our existing applications?
- ▶ Improve the performance of mission critical applications without the need for special code changes?

"I spend most of my IT budget on maintenance each year."



Rising Cost of Operations

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Declining Application Development Budget

"There are many benefits to legacy modernization tools and they significantly reduce the risk of failure when maintaining or transforming aging legacy systems." - Dale Vecchio, Gartner



Can we talk?

- ▶ Do you see these same challenges?
- ▶ Are there other challenges you face?
- ▶ Which challenge are you addressing first? Is this your most pressing pain point?
- ▶ Do you have a strategy to free up development MIPS so they can be used for production?
- ▶ Do you still have developers using green screen editors? Why have they not moved to a modern IDE?
- ▶ How do you manage your software inventory today? Do you know what assets you could reuse?
- ▶ What is your strategy around sourcing your development lifecycle software?
- ▶ How do you govern globally distributed development, including outsourced work?
- ▶ Could you track a requirement from creation to production?
- ▶ Are your COBOL or RPG programmers retiring? How will you replace them?
- ▶ What are your thoughts on using Rational Team Concert for your System z/i needs?

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