# eNetwork Software solution for host integration

*"We transformed a loss and potential nightmare into a new business opportunity with lower expenses. In two short months, our IT infrastructure has become our most valuable resource." ***

–Chairman of the board

A financial institution that deals in all types of securities had to pay steep fines to the Federal Trade Commission (FTC) for late posting of daily trading results. The chairman of the board stated, "To think that one incident could lead to such a mess. By the time we identified the source of the problem and got our systems back online, the FTC had already filed a complaint and the press had reports on the wire in time for the morning news! We were able to control the damage, but if this situation repeats itself, the effect on corporate image and profits could be devastating."

The outage that resulted in delayed posting of daily trading results was totally unexpected. According to the Information Technology (IT) Director, "We invested a great deal of time and money in our backup system. Murphy's Law was operating against us and all the circumstances came together to put a spotlight on our backup design weaknesses. At peak traffic loads, we had an application failure and it took over an hour to switch to the backup system. The last time we ran the backup test, it took less than 25 minutes. We need to be able to switch around any failure in ten minutes or less."
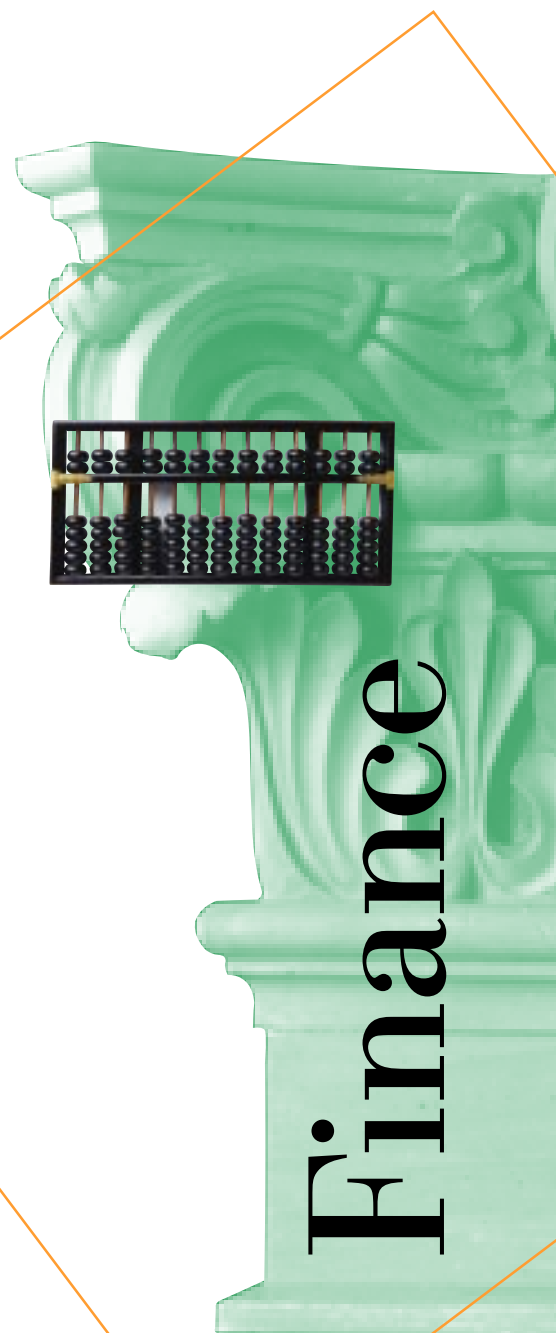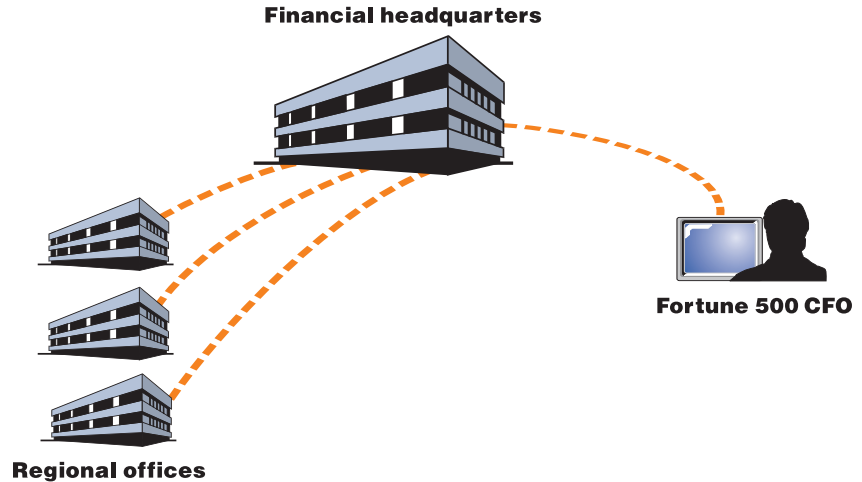
Finance

Financial headquarters

Fortune 500 CFO

Regional offices

"I'm held accountable even though I'm dependent on IT management for at least 90 percent of the solution. I had to make it clear to IT that there was no additional money to find a solution. Imagine my amazement when IT came back with a solution that would reduce expenses!"

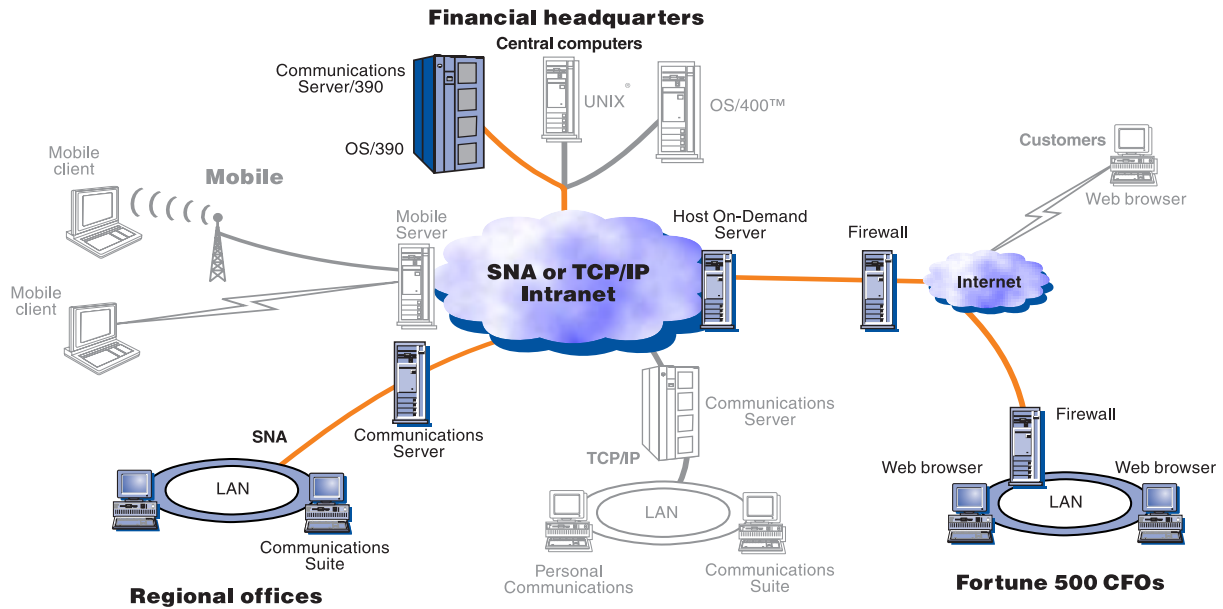*—Vice president of securities information*

"At the next meeting, the board will expect a clear explanation and a plan to guarantee that it doesn't happen again," announced the vice president responsible for all FTC transactions. "I'm held accountable even though I'm dependent on IT management for at least 90 percent of the solution. I had to make it clear to IT that there was no additional money to find a solution. Imagine my amazement when IT came back with a solution that would reduce expenses!"

The vice president of sales has a new business opportunity that could bring in an additional $2 million (U.S.) per year—profit! This financial institution has developed unique, valuable tools for evaluating and managing high-risk securities, for example, derivatives. Several large corporations and other financial institutions have asked to lease access to securities tools from the company. The information technology director is reluctant, "Why should I give outside companies access to our systems over the Internet when we are having trouble meeting our internal availability standards. My bonus and the wages of my staff are directly influenced by our ability to meet those availability standards."

Business solution

With information flowing from regional offices in 25 U.S. and 5 international locations, the corporate network for this financial institution is extensive. Its network must support daily, critical business transactions with high availability. In the financial industry, ten minutes' delay can cost millions of dollars. But just meeting current needs is not good enough. With the rapid pace of change in the industry and the growth in the Internet business, failure to capture a new opportunity could open the door to competitors.

The executives are pursuing a new business of leasing securities to Fortune 500 customers. In addition to immediate profit, they expect the new services to improve customer loyalty and account retention. The IT manager must find a solution to meet availability requirements and enable e-business, without jeopardizing existing business. To speed up implementation and keep cost low, the manager prefers to build on the existing network.

Financial headquarters

Central computers

Communications
Server/390

OS/390

UNIX®

OS/400™

Customers

Web browser

Mobile
client

Mobile

Mobile
Server

Host On-Demand
Server

Firewall

Internet

Mobile
client

SNA or TCP/IP
Intranet

SNA

Communications
Server

Communications
Server

Firewall

Web browser

Web browser

LAN

TCP/IP

LAN

LAN

Communications
Suite

Personal
Communications

Communications
Suite

Regional offices

Fortune 500 CFOs

eNetwork Software solution for host integration network. The IT solution for this financial institution is highlighted.

Customer environment

The network of the financial institution includes:

• Financial headquarters that has a large data center with an OS/390™ environment.

• A subarea SNA network to all 25 U.S. and 5 international regional offices.

• Predominantly SNA for daily business operations. Independent workgroups use LAN applications and the Internet to gather financial data and develop new tools.

IT solution

IBM® is able to provide a comprehensive solution that is reliable, provides high availability, maintains security, and supports the networking needs of the enterprise:

• Install eNetwork™ Communications Server, and upgrade desktops with eNetwork Communications Suites for full-function network integration, host emulation, and Web-browsing at the regional offices.

• Configure eNetwork Communications Server/390 (included in OS/390) at headquarters. The eNetwork software extends the attributes of S/390® Parallel Enterprise Server (sysplex) throughout the network—a netplex. The netplex provides a smooth migration path to e-business, while leveraging existing network assets and increasing service quality.

• Install High-Performance Routing (HPR), which is included in the eNetwork software support. HPR provides nondisruptive, dynamic rerouting around network failures and prevents network congestion. Persistent session support reroutes around host and application failures.

• Install eNetwork Host On-Demand and the IBM Firewall between the enterprise network and the Internet. Customers can then access securities management applications from their browsers. With an IBM Firewall at the customer's location, a virtual private network is created over the Internet to provide 2-way security.

Major advantages

With the IBM eNetwork Software solution for host integration, the financial institution can:

• Using the Internet, create new business revenue without significant new investment and without impact to current business or corporate security. Improve customer loyalty by offering new services to key customers.

• Reduce operation expenses. Eliminating network outages means fewer calls to the help desk.

• Simplify purchasing, configuration, and administration with a comprehensive IBM solution.

eNetwork Software solution for host integration

Today businesses are transformed into new ones just by enhancing and applying information that was previously overlooked. In the past, you could still be competitive if you had the best product. But, in this stay-up-or-go-broke time of business computing, the world no longer beats a path to the doors of those who build better, faster widgets. Now, the name of the game is to build a better path to customers and business partners.

Corporate computing systems house valuable business information. A company's ability to make use of that information resource is a major factor in its ability to compete in a global economy. Customer responsiveness; collaboration with customers, suppliers, and vendors; ability to control costs; and opportunities to reach new markets—all hinge on a company's access to useful information. To play the game, you must be able to provide quick and seamless access to central information repositories. Browser-based access to the host is just one step toward integrating business computing with intranets, extranets, and the Internet that can help you deliver quality products to market faster than the competition.

The eNetwork Software solution for host integration (host integration solution) is:

- Secure. The host integration solution provides secure intranet and extranet access to mission-critical business systems for your users—regardless of platform or network environment. Even mobile employees can have the same secure and reliable access to business applications.

- Competitive. Now, with the host integration solution, you'll be open for e-business. Link new customers, business partners, and business data smoothly, without implementation worries, and watch your business grow. IBM provides a complete solution for host integration, including a wide range of services to help you design, plan, and roll out—yes, transform—your business.

- Flexible. The host integration solution lets you reach your customers or business partners, regardless of where they are or what network connectivity they need. When requirements change, you can handle the change without delay in delivery of goods or services, or impact to productivity and profits.

- Cost-effective. With the host integration solution, you can continue to use existing information technology where it fits, and add browser-based access as required, with the confidence your business will grow at a pace you set. Working with an infrastructure already in place, you can build a highly scalable and reliable network to meet future needs.

- Simple. The host integration solution is so simple. Special offerings from IBM let you quickly and easily assess the cost of ownership, easing the burdens of evaluation, configuration, license administration, and pricing complexities. A total solution is available at one simple price per user.

What's next?

Find out more about the host integration solution. Visit the eNetwork Software Web site to order an evaluation kit and put our solution to the test, or contact your IBM representative or IBM Business Partner:

http://www.software.ibm.com/enetwork

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