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## CASE STUDY

### CITY OF MONTPELLIER



↳ The batch environment is enormously important for the delivery of mission critical business applications. Trends show that there is more focus on the further development of online applications – migration, replacement or re-writes are all options, thus leaving batch to keep alive the costly mainframe environment. HTWC's partner for the French market TELEBIG, announced the Migration of the remaining **15 critical batch applications** from IBM z/OS to Windows Server 2008 R2 and SQL server through the use of the HTWC XFRAME suite for the city of Montpellier, thus enabling the decommissioning of the Mainframe.

## PROJECT HIGHLIGHTS

City of Montpellier	Local Authority	Montpellier, France	<a href="http://www.montpellier.fr">www.montpellier.fr</a>
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### Challenge

- ▶ Online and Batch applications, in separate environments. Need to consolidate
- ▶ Need to retain and indeed further develop legacy Batch applications

### Solution

- ▶ Migrate all COBOL Batch applications, JCLs, Scheduler, Print manager onto Windows Server
- ▶ Migrate DB2 Database and data onto SQL server

### Customer Benefits

- ▶ Great license and maintenance savings
  - ▶ More agile development environment
  - ▶ Greater system efficiency
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## ↳ THE CITY OF MONTPELLIER

Located in the south of France, with a population of close to 300,000 people, Montpellier is the fastest growing City in France, and has been for the past 25 years. With its rich history, and beautiful location, Montpellier is a major attraction for tourists, trade and artist.

Montpellier is also very ambitious, and looking to increase its growth in the international arena and strives towards attracting a younger population. The city of Montpellier embraces technology and in order to offer its citizens and others better online services.

## ↳ COMPLETING THE STEP

Rewriting legacy applications in ASP.NET and hosing them on the Windows SQL server brought with it obvious advantages – Greater development possibilities, shorter time to market, greater system performance and above all reduced costs.

To get the full benefit, it was necessary to complete the migration from the past to the future, by moving the batch applications still on the mainframe to the same Windows/SQL server environment.

## ↳ EXPERIENCE IS KEY

HTWC and Telebig have enjoyed a fruitful partnership for many years. The completeness of the HTWC product line degree of automation, coupled with the technical cooperation between HTWC and Telebig ensured a continuation of the Partnership's 100% success rate. A random selection of customer references underlines their

They have rewritten their online applications in ASP.NET, which are hosted on Windows Server 2008 R2 and SQL server, leaving batch applications on the legacy Z/OS Mainframe.

“The project went very smoothly, in terms of deliverables, timelines, performance and responsiveness, and the rapport between TELEBIG and our own staff”.

Olivier JALBAU: Head of Production Department at the IT Department

The project scope included:

- Migration of the DB2 database to SQL Server
- Migration of COBOL batch programs, JCLs (into WSH), using the HTWC's XFRAME Re-hosting solution, represented in France by TELEBIG
- Implementation of IBM Tivoli Workload Scheduler (TWS) on Windows, replacing the old mainframe version (quite different) and its integration
- Transfer of knowledge to the development team and production team

satisfaction with the products and services provided.

TELEBIG applied its many years of experience to this project, and achieved a tremendous result. The City managers were indeed skeptical of the route taken, but were very pleased with the outcome;

“We were unaware of the existence of such a solution, but TELEBIG quickly demonstrated the validity of Migrating from z/OS to Windows, and their ability to do so. TELEBIG’s proposal was very clear and within our budget”.

Frederic Fayolle, CIO of the City Council.

TELEBIGs proficiency in using the XFRAME re-hosting suite and their success is seen by HTWC as a benchmark, exemplary throughout the

Mainframe modernization market resulting in the following resounding client references.

“TELEBIG has not only demonstrated his mastering of its tools, and answered all our requests, but they have enlightened us on many subjects where their skills and experience have been very useful at the right time”.

Marie Pierre Pouchelon: Head of the migration project at the IT Department

## FINANCIAL RETURN ON INVESTMENT

This is what it comes down to ultimately.

HTWC and its partners view ROI calculations from different perspectives;

- ROI is a simple ratio which compares the capital expense versus the Net Present Value of the savings achieved in a five year timeframe.
- Internal Rate of Return (IRR) is an annual interest rate which indicates the increase in value of the project over an amortization period of time – HTWC amortizes over 5 year period, or whatever period our clients wish. A high IRR has immediate impact upon shareholder value.

- Payback period in months is a flat timeframe which indicates how many months elapsed before the investment was recouped. A liquidity question.

As it is not permitted to communicate actual numbers at this stage, we use illustrations and ratios to indicate the ROI as described above. The following cash flow graphic illustrates over a five year period the return on the investment. The green area represents the savings accumulated as a result of the migration, and quite clearly demonstrates a major return on the investment and a fast payback period.

The three main ratios used to evaluate the return on the investment are as follows:

Metrics	Value
ROI (Net Savings vs Investment)	414%
PAYBACK PERIOD MONTHS	9,6
Internal Rate of Return	227%

The high degree of automation inherent within the product and toolset of HTWC enables the allocation of lots of project resources to quality control and testing ensuring a continuation of the 100% success rate of HTWC, be it directly or via our network of certified partners.

## HTWC AND TELEBIG

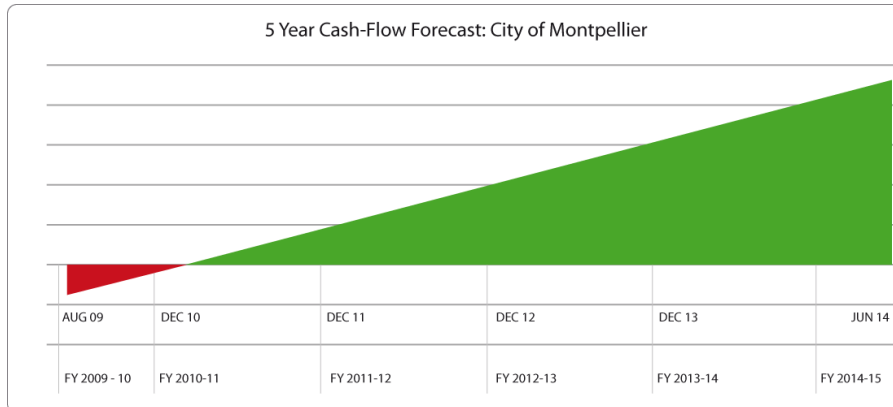
TELEBIG is a certified fulfillment partner of the entire suite of HTWC products and tools. With a strong relationship dating back for many years, these two technology centric organizations offer

Mainframe organizations on the French market the ideal solution to all cost and technology issues associated with hosting legacy applications on Mainframe systems.

“TELEBIG and HTWC have developed a strong cooperation since 2007. Thanks to HTWC technology and assistance TELEBIG has realized successful significant successful Mainframe Re-hosting projects generating cost reductions above 90% at sites such as DGA (French Army), CHU (Hospital)

of Bordeaux, Publicis Technologies, ... and others to come. Our cooperation with Marco Grossi and his team has been very efficient, straightforward, based on mutual confidence and high level of synergy”.

Bernard ZISERMANN PDG of TELEBIG.



## WE ARE HTWC

As forecasted in our initial pre sales' assessment, HTWC has again delivered a major cost cutting solution to its client, meeting all project deadlines budgets, causing minimal interruptions to operations.

Our motto **Beyond the Change** underlines the philosophy behind our mainframe modernization solutions, safely guiding our clients through key, decisive and valuable phases of a winning strategy.

Adapting your IT infrastructure to your needs has been our specialty since 1979.

Our pragmatic, no frills approach, has resulted in the continuous adaption of IT infrastructures, allowing hundreds of our renowned clients to exploit more cost effective and agile technologies to run their applications.

We are HTWC

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- Absolute market leader in mainframe re-hosting and migration
- 97% of migration fully automated
- Over 30 years experience
- Truly global
- All sectors