Maximizing the Value of Your Mainframe

ISAM

The Resilience of the Mainframe

As Mark Twain once said, "the report of my death was an exaggeration." This is the same with mainframes for an enterprise. As far back as the early 1990s, consultants, advisors, and executives have noted that the mainframe is an outdated computer infrastructure that is both expensive and inflexible. While those descriptions may be appropriate, they miss the finer point that there is a significant percentage of commerce-based workloads that have their home on the mainframe.

Applications from Federal and State governments to banks, credit processors, and insurance companies continue to survive and even thrive on the mainframe.

Why are Applications Still Running on the Mainframe Today?

While pro-mainframe programmers and administrators would have you believe it is because of the robust nature of the platform and high level of security, the reality is that it is difficult and expensive to rewrite applications that are as much as 50 years old to new modern architectures.

The perception of the mainframe is that it is expensive because of Independent Software Vendors (ISVs) who have invested heavily in the platform and want to see positive returns on that investment.

ISAM's Mainframe Services

Benchmarking your costs

Optimizing your licenses and products

Negotiating on the optimized and benchmarked software footprint

Saving Costs

The first step in gaining mainframe savings is to benchmark your costs against some control.

Benchmarking can be completed through ISAM's GreenBook database and a service that will create a fit for purpose benchmark.

Optimizing Your Licenses and Products

A big reason why anyone benchmarks anything is to understand the opportunities that are available for reducing costs. Once a benchmark is complete and opportunities are identified, optimization can take place. Optimization ensures that you own what you need, and you use what you own.

There are two simple optimization tasks that need to be understood and taken:

1. Eliminating redundancy, starting with product categorization, usage measurement, and contract review.
2. Reducing capacity-based software as systems are downsized on the way to elimination.

Negotiating on the Optimized and Benchmarked Software Footprint

Once benchmarking and optimization have been completed, negotiation will reap the benefits of these exercises by contracting for less and paying less. A simple, often overlooked step for mainframe software is to ensure that processes exist for upgrades, and you don't get upgrades that you don't need or already have.

The Benefits of Good Mainframe Optimization and Negotiation

Benchmarking, optimizing, and negotiating are the three steps that will turn an aging mainframe software stack into an asset. Though the rumors of it's death are exaggerated, the mainframe is still slowly declining. Don't overlook the opportunities for software cost reduction. Save money while you wait for its eventual demise.