



Mainframe Asset Management Services

Organizations today understand the benefits and the need for a mature IT Asset Management (ITAM) Program and are investing heavily in the tools, resources and training necessary to effectively manage their critical software and hardware assets. However, IT Asset Management shouldn't be limited to just your servers/client devices and the software that resides on them. There is also a significant opportunity for cost avoidance and savings by managing the assets in your mainframe environment.

Why Mainframe Asset Management?

With an increasing emphasis on productivity and financial management, there is a heightened awareness of issues that Software Asset Management (SAM) directly addresses—namely, expense control and risk management. In addition to optimizing license costs, SAM can immediately lower a company's exposure to unexpected contract compliance fees arising from software license audits, as well as the time needed to assemble the data necessary to endure such close scrutiny. Unfortunately, mainframe environments - high-impact sources of potential savings - are often overlooked. If your organization makes use of a mainframe (System Z) computing platform, consider the following:

- Although you may have an ITAM program that covers your desktop and server environments, is it truly an end-to-end solution that covers your mainframe systems as well?
- You have an IBM contract negotiation coming up and have accurate usage information from your distributed environment to assess the value the contract will offer – but can you determine whether the value and obligations related to your mainframe environment are truly giving you the value you are looking for?
- Your mainframe environment is well-managed and operates efficiently, but is it configured optimally to minimize software spend?
- Do you know and understand the difference between MLC and zOTC licensing and the impact each may have on your licensing processes and budget?
- Mainframe software from other publishers may utilize different metrics and definitions for counting licenses and have very different contractual obligations and penalties. Do you know what these are?

Benefits:

1. Increased knowledge
2. Expert contract negotiating strategy
3. Optimized configuration
4. Usage aligned with entitlements and caps
5. Reduced software licensing spend
6. Reduced business and compliance risk

Mainframe Asset Management Can Save Millions of Dollars

Over the course of more than 18 years of IT asset management experience, we have found that more than 90% of organizations with a mainframe environment answer "No" or "Don't know" to the questions above. But since your mainframe environment can represent 30% of your infrastructure budget and a significant amount of your IBM contract's value, your organization could potentially be wasting millions of dollars every year

Siwel can help.

What Are Mainframe Asset Management Services?

Siwel can help your organization gather intelligence about exactly where you stand regarding mainframe configuration and usage to ensure that you are in the strongest possible position as you enter into contract negotiations. Our team includes experts with over 100 years of contract experience who have negotiated IBM mainframe contracts from both sides of the table – as well as contracts from other mainframe software publishers. Siwel's IBM mainframe specialists have more than 75 years of combined experience in environments from 700 MIPS to over 100,000 MIPS and provide clients with additional mainframe services, including:

- Review and analysis of Sub-capacity Report Tool (SCRT) reports from each mainframe in your environment for accuracy and configuration optimization
- Identifying usage patterns of key products to determine the appropriate licenses/caps for your environment
- Acting as a liaison to IBM and ISVs for mainframe reporting, license and contractual information and issues
- Understanding expansion and consolidation expectations to accurately forecast future licensing needs that meet business requirements
- Review your IBM ESSO/ELO/Sapphire and other ISV agreements to ensure terms, obligations, and costs are complete and fully understood

Benefits of Mainframe Software Optimization

By engaging Siwel for mainframe asset management, your organization realizes the following benefits for this often overlooked aspect of IT Infrastructure:

- *Knowledge* - Best practices from an experienced team of mainframe software, license, and contract experts
- *Negotiation strategy* - Contracts reviewed and analyzed for cost optimization aligned with business and growth requirements
- *Optimization* - Mainframe configuration reviewed and updated to minimize software costs
- *Accuracy* - Usage patterns identified and assessed against future needs to ensure that licensing entitlements and caps are effective
- *Finances* – Software licensing spend minimized, cost avoidance efforts maximized leading to less business and compliance risk for your organization

With actual inventory and usage data, your mainframe team can now manage hardware and software upgrades more efficiently and cost-effectively. Optimized hardware planning that will drive real savings can only start with the software inventory, usage, and upgrade fee map fully detailed. With your new SAM report data, you may decide to deploy software on an entirely new mainframe, just select LPARs, or just retain a smaller mainframe for specific applications.

Why Siwel?

Founded in 1992, Siwel is a woman-owned business that has been developing and implementing successful IT Asset Management solutions for Fortune 500 and middle market companies since 1998. The Siwel team has learned that to be successful you must be “Data Smart” - your ITAM program must combine rich business intelligence with business analytics that enable your organization to support important strategic and financial decisions. Whether you engage Siwel for help with tools, data, contracts, processes, managed services or just industry best-practices, your organization will benefit from the support and services of the foremost experts in the field.

Case Study: Global Financial Services Organization

Situation: A global financial services client requested Siwel’s assistance to prepare for contract negotiations around their extensive 100,000 MIPS mainframe environment.

Solution: Siwel reviewed existing product usage, helped develop a growth forecast, analyzed key contract and pricing terms, and evaluated hardware purchase/upgrade specifications.

Result: The client was able to reduce the impact of hardware costs and optimize licensing for cost avoidance and savings valued at over \$13 million.