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Forging the Future

MPE the Transition

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MB Foster



Overview

- **The Announcement**
- **Your Business Decision**
- **Migration Success Factors**
- **How can MB Foster help**



The HP e3000 Announcement

- **For sale until October 30, 2003**
- **Supported until December 31, 2006**
- **For details:**

<http://www.hp.com/go/e3000>



Our Credentials

- **Designated HP migration partner**
- **24 years HP knowledge and expertise**
- **15 years focus on Data Access and Transformation**
- **Trusted HP/CSY Partner**
- **Trusted HP Advisory Group Member**
- **Member, SIG Image Advisory Committee**
- **Member of the Software Support Professional Association (SSPA)**



Our Credentials

- **Experienced Team**
 - **More than 118 years of migration experience**
 - **195 years MPE**
 - **62 years HP-UX**
 - **75+ years Cognos experience**
 - **Architecture & DB experience**
- **Planning Workshops**
- **One Stop for all the tools**



The Eco System

- **HP is not the only source**
- **HP did not provide the application**
- **There are excellent support partners in the marketplace**
- **There are lots of hardware resellers/brokers**
 - This means 3rd party support for hardware
- **There are lots of options**



Expected Outcomes

- **5 years is a long time in the IT game**
- **Estimated 75% will go through application selection**
- **Estimated 20% will migrate current application**
- **Estimated 5% will stay**



What Are Your Choices?

- **Depends on Business needs**
- **Depends on Application Support**
- **Depends on Hardware, Software Support**
- **Depends on where you are**
 - **Geographically**
 - **Communications Infrastructure**
- **Staffing**
- **Legal**



Decision Framework

- **Who is your trusted advisor?**
- **What are the business needs and plans?**
 - What is the business & technology baseline
 - What are the business & technology targets
- **Application**
 - What is used now?
 - What are the alternatives?



Decision Framework_(cont'd)

- **Information Architecture**
 - How is data captured, flowed, accessed, stored, and managed?
 - What is the data architecture?
- **Technology Architecture**



Your Risk Profile

- **What responsibility does your organization have to customers, shareholders, gov't.?**
- **Can you/will you be able to support the application, software and hardware beyond Dec 31, 2006?**
- **What is the cost profile for staying?**
- **Will the application need to evolve?**



Step 1 –Inventory Systems

- **What are the business processes?**
- **What applications do you use?**
 - Does the application fit your future needs
 - Was the application bought or home-grown
 - Who supports the application
 - Are there connections to other **systems?**
- **What connections to partners (transactions/reports)**



Step 2 – Inventory IT Skills

- **What does your staff know?**
- **What have they learned on their own?**
- **What platforms can your team support?**
- **What training are they currently taking?**



Step 3 – Plan Destination

- **What does the future vision look like?**
- **What business will you be in?**
- **How does the business process and the resultant workflow change?**
- **What is the functionality required?**
- **Who will do the software selection work?**
- **Choose Partners to help you!**



Step 4 – Do “GAP” Analysis

- **What is the application today?**
- **What would you like it to be?**
- **What is the technology infrastructure today, what does it need to be – or what you like it to be?**
- **What are the skill/knowledge levels now and required in the future?**
- **What is the TCO today, during and after?**



Step 5 – Plan the work

- **Basic Project Management**
- **What Tasks?**
- **Who will be responsible?**
- **What are the dependencies?**
- **What is the duration?**
- **Schedule – Status points**



Step 6 – Work the plan

- **Milestones for application selection**
- **Procurement of infrastructure**
- **Installation of new system and applications**
- **Training, training, training**
- **Run parallel**
- **Schedule for cut-over(s)**
- **Go live party**



Migration Success factors

- **How do you keep your business running while changing engines in mid-air?**
- **How to keep servicing your customers?**
- **How do you keep innovating?**
- **What will you need to ward off competition?**
- **How will this impact staffing?**
- **What about knowledge transfer?**
- **How will this be funded?**



Migration Partnering

- **What to look for in a plan**
 - Survey of current situation
 - Survey of COTS application features
 - Survey of staffing
 - Target for business
 - Target for technology
 - Funding for project



Application Software Selection

- **What are the business processes?**
 - Customer facing/partnering
 - Back Office (Accounting)
- **What are the criteria for each department?**
- **Will COTS satisfy need?**
- **Who is leading the process?**
- **Trusted Advisor role?**
- **What is TCO envelope?**



Migration Challenges

- **Database**
- **Logic**
- **APIs/Interfaces**
- **Documentation**
- **Presentation/User Interface**
- **Language/Compilers**
- **ISO9000/FDA re-certification**
- **Licensing**



Co-Existence

- **Running in Parallel**
- **Outsourcing the running of the Data Center**
- **Install and train on new system & infrastructure**
- **Cross platform data access**
- **Cross application transactions**
- **Plan for the cut over (phased?)**



What Can MB Foster Do To Help?

- **Facilitate a Migration Audit**
- **Provide tools & expertise to free up IT staff**
- **Co-existence strategy**
- **Cross platform running in parallel**
 - Transaction management
- **Migrating Data**
- **Migration Assistance**



Facilitate a Migration Audit

- **Work with your team to**
 - **Inventory**
 - **Do Decision Analysis**
 - **Help with timetable**
 - **Assist in locating resources**



Provide Tools to Free up IT Staff

- **MBF-UDALink will allow your users to self-service data requests**
- **IT can design data access for extraction into spreadsheets, or reports that can run on a schedule or on demand**
- **Reveal can allow electronic delivery of reports over the web for internal and external “customers”**



Co-existence Strategy

- **What if you could have both the new and old systems receiving the transactions as you transition to the new system?**
- **For on demand high performance reporting, MBF-Enterprise will allow cross platform data access**
- **Two-phase commit can be implemented to provide transactional integrity**



Cross Platform Running Parallel

- **What are the transactions?**
- **Which will be “system of record”?**
- **Transaction Management**
 - XA Compliant 2 Phase Commit
 - Tibco, CICS, BEA, Netaction, Tivoli
- **Inter-application transactions**
- **External transactions**



Migrating Data

- **What data to migrate?**
- **What data should not migrate?**
- **How to handle history**
- **First load**
- **Cleaning data**
- **Summaries**
- **Final cut-over**



Migration Assistance

- **One day planning workshop**
- **5 – 10 day on site migration consulting working with your team to identify the options for moving forward**
- **Identify resources required for success**
- **Assistance in staffing migration project**

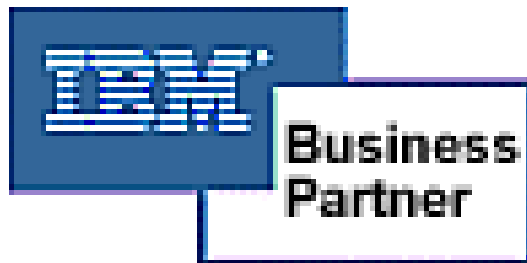


Allegro Consultants, Inc.

- **Knowledge Partnering**
- **Customized Cross-platform Support**
- **Sustainability Planning and Services**
- **Migration Consulting Services**
- **Migration Tool/Provider Evaluations**
- **Remote System Management**



Strategic Partners



Allegro Consultants, Inc.



Thank You

- Questions?

Contact:

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Or call us at (800) ANSWERS

"Your Success is our Success"

www.mbfoster.com



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Should I Stay or Should I Go?