

Strategic Migration Alternatives

Today, Tomorrow and the Future

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Migrate at *your own pace* to open systems

- How to extend current capacity cost-effectively
- How to complete a migration without introducing risk
- Proactively plan to handle the new requirements in the open systems environment

What are your Critical Applications?

Financial / Billing

HR

Manufacturing

Help Desk

Supply Chain

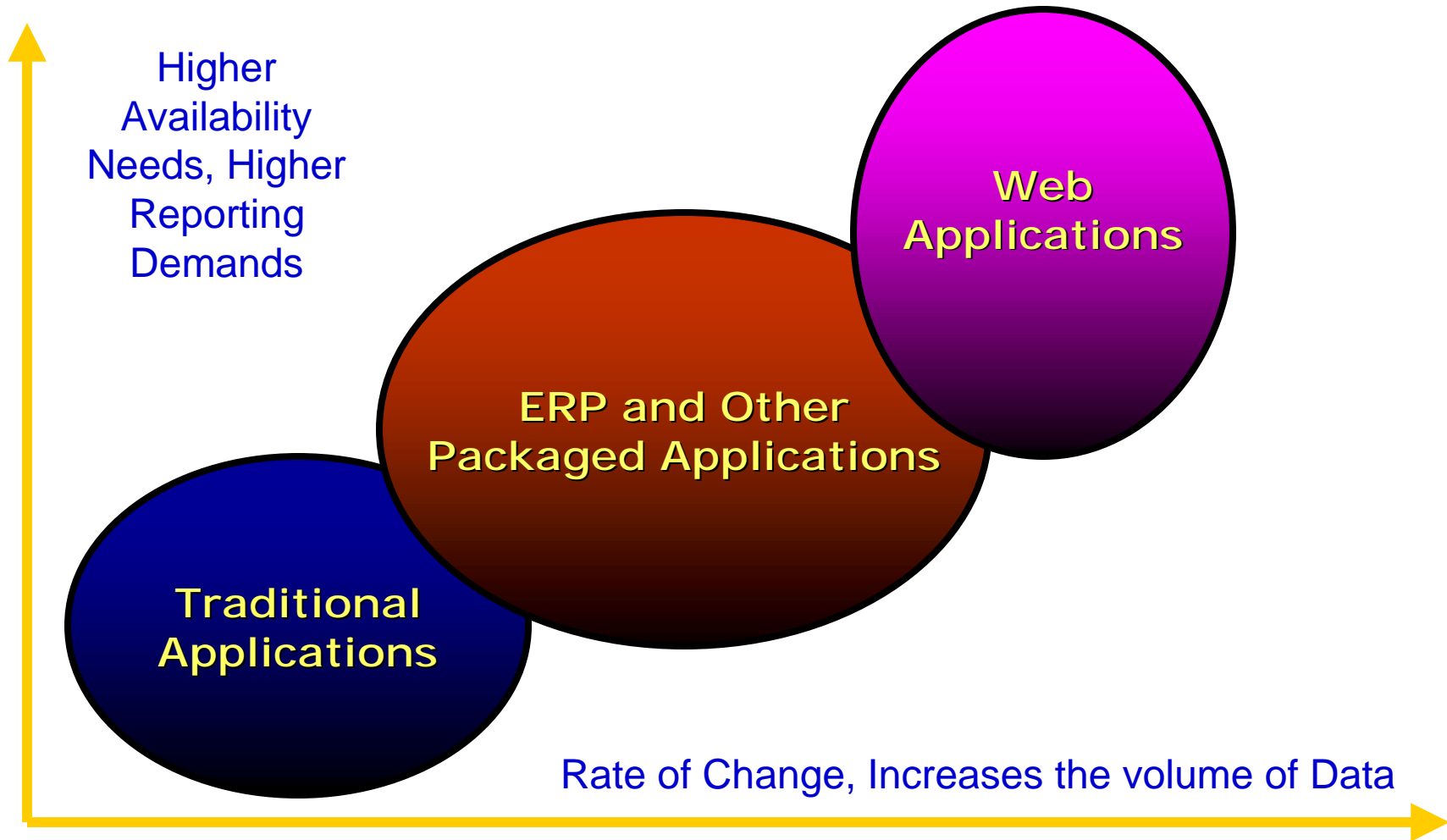
Email / Messaging

CRM & SFA

Web Site

Microsoft
Network

Cross-Platform Demands



All these choices are expensive

- *Port-Emulate applications* – heavy dollars in tools & services

Can you take it with you?

If you can take it with you do you want to?

How will it run in the new environment?

- *Program Applications* – heavy dollars in R&D staff & tools

How much time will it take to rewrite applications?

Do I have the right staff and tools?

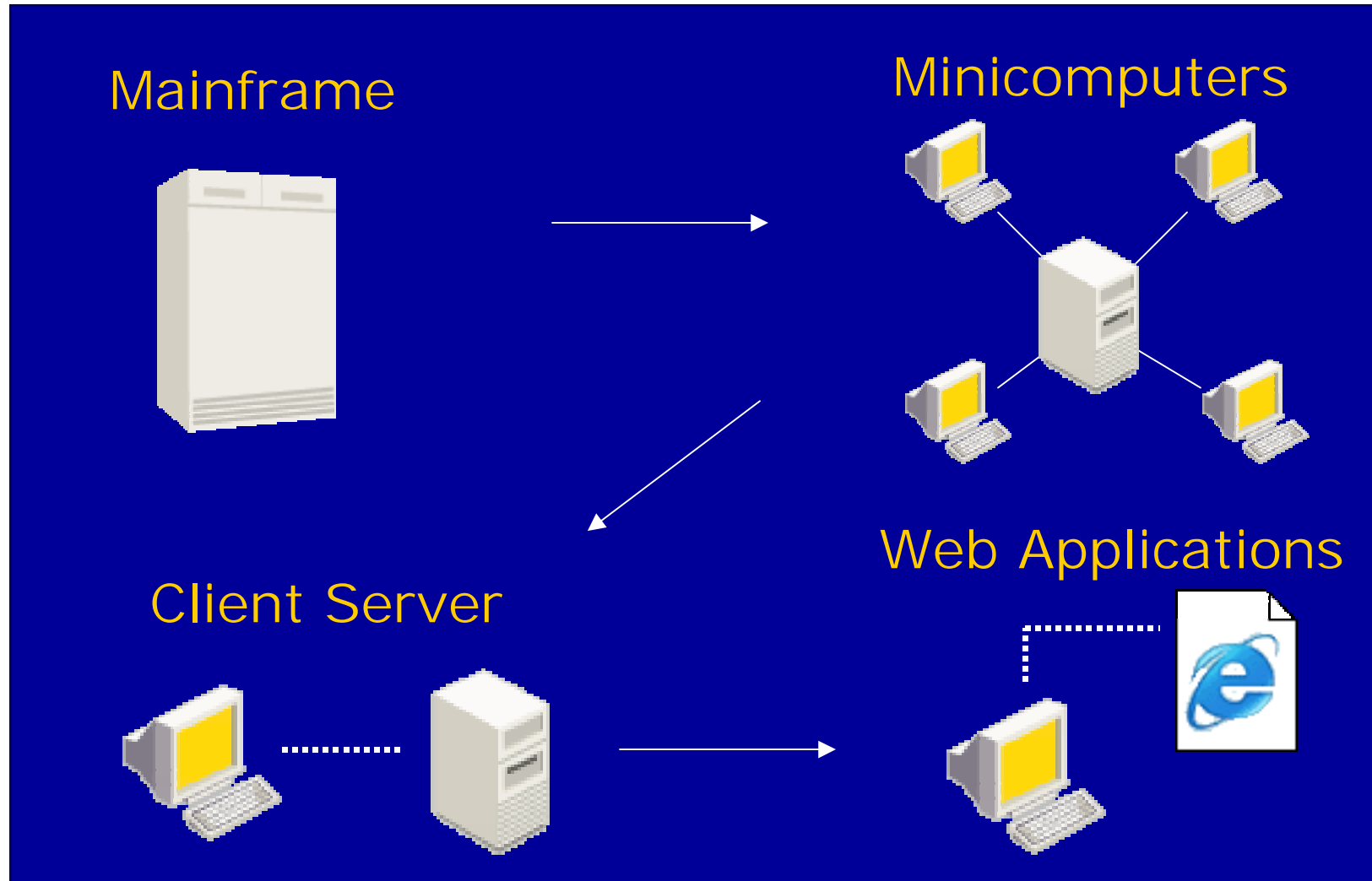
- *Purchase Applications* – heavy dollars in new applications & customizations

Is the application a good fit for business?

Do you need to change the business or customize the application?

so you need to make the right choice!

Evolution of the Application



Outcome of choices made

Buy new applications vs. Port/Emulate/Build

- State-of-the-art application interfaces
- Performance-tuned for new environment
- Consolidate applications
- Strategic solutions
- Application availability
- Minimize business impact
- Data movement flexibility
- Better ROI

The choice is critical to
your business!



MISTAKES

How to extend current capacity cost-effectively?

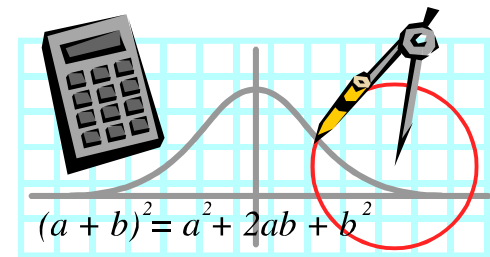
- Still evaluating the "landing" platform & applications?
- Have you reached capacity on your existing systems?
- What should you do in the meantime?

Evaluating the "landing" platform & applications

- *Migration is strategic because it involves long-range planning* - it's not just a matter of logistics
- *Changes to internal culture and vendor relationships* - all of which can ultimately affect your company's profitability
- *Move applications and data at the right time* - utilizing flexible and dependable tools

Reached capacity on your existing systems

- CPU or I/O bottlenecks?
- Response-time slow?
- Rescheduling batch processes?
- Running reports in off-hours
- Are your users complaining?
- Are lock-ups or outages occurring more frequently?
- Is your business suffering?

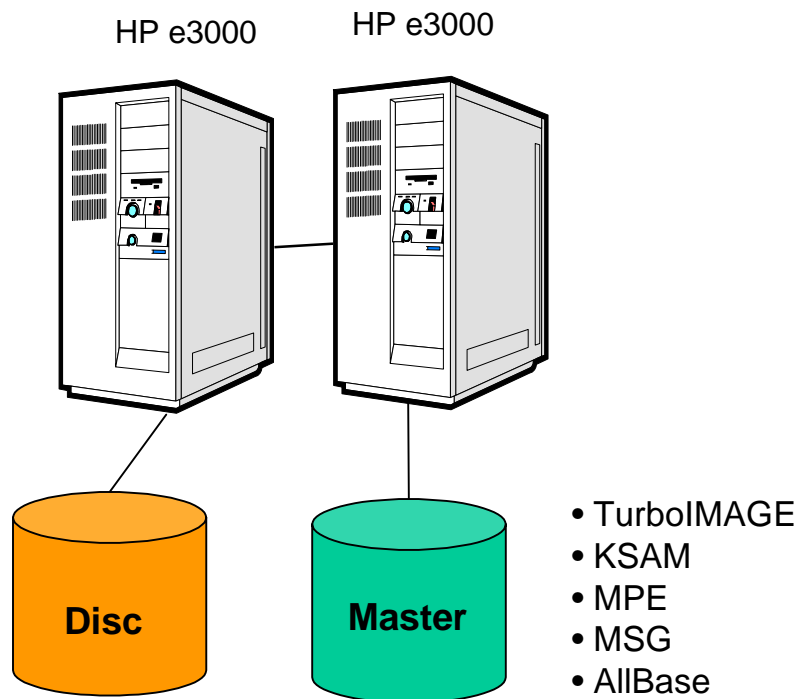


What to do in the meantime

- *Utilize existing hardware*
 - Utilize Test & QA, Y2K, or development hardware
- *Locate remarketed/used/broker hardware*
 - Purchase inexpensive high-end servers 9x9 or 99x as a interim solution & cluster servers with Network File Access
- *Acquire new hardware A/N-class servers*
 - HP 3K-HPUX conversion path to UNIX & Oracle or other major RDBMS

Meantime today you could...

Deploy Clustering



- Business Benefits
 - On schedule
 - No delays
 - No complaints
 - Pickup great hardware at for low-cost
- CPU Improvements
 - Increase Relative Performance
 - Faster CPU processing
 - Improved Response Time
- I/O Improvements
 - Improved I/O latency
 - Remove I/O bottlenecks

or suffer the agony of waiting...

- **Systems are under-performing**
 - Processing backlog
 - 24/7 catch-up
 - Juggling loads
 - Sluggish & sticky response
 - Re-runs
 - Unavailable data offline
- **Band-aid applications**
- **Outages more prevalent**
- **Minimal investment for current environment**
- **Pressure to move quickly to new environment**
 - Management deadlines
 - Unrealistic goals set
 - End-user punishment
 - Lack of personnel

as your current capacity is reached!



How to complete a migration without introducing risk?

- Stepping up to a new platform
- Risk factors
- Reduce & eliminate downtime
- Business impact of a migration
- Select a tool that covers the spectrum

Stepping up to a new Platform?

Don't panic!

If you're not quite ready to take the plunge and would like to migrate with confidence at your own pace...*you can maintain the current environment, integrate seamlessly with the new environment and avoid any disruptions to your business.*

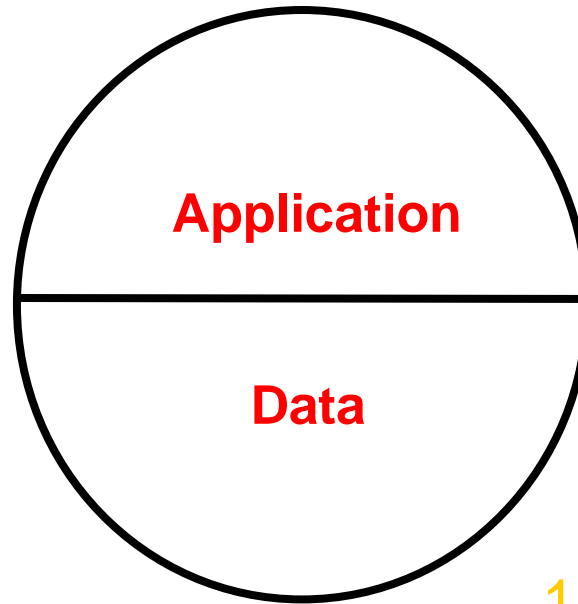
What is the migration time objective (MTO)?

3-6 days Down

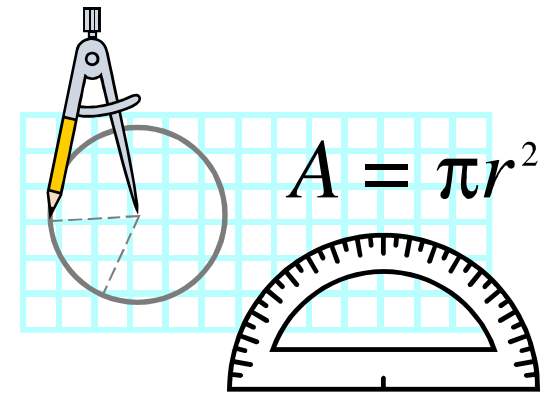
Web Applications



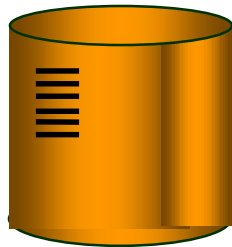
How much Time?



Weekend Migration

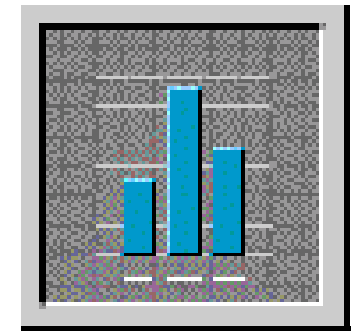


500 Gb Data



Oracle
SQL
DB2

1 Tb Data



How much Data?

Minimum 1 hour

Within 24 hours

Risk Factors

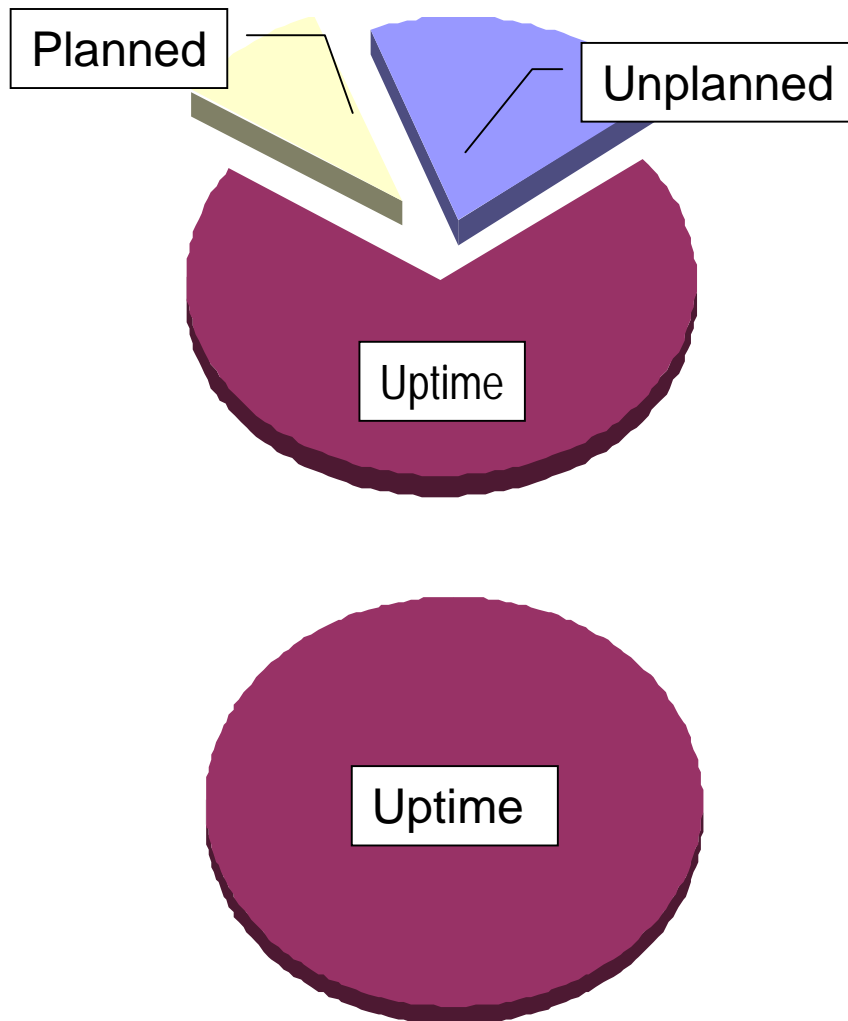
Application:

- What is the **scalability** of the application?
- Is the application **optimized for performance**?
- How will we **monitor** detect, diagnose and resolve new issues?

Data:

- How much **time** it will take to extract, transform and post?
- Data cleansing - what will I do to repair **dirty data**?
- What is the business impact of **downtime** to migrate?

Reduce & Eliminate Downtime



Planned Downtime

- Migrations (Application and/or data)
- Upgrades (HW or Application)
- Backups

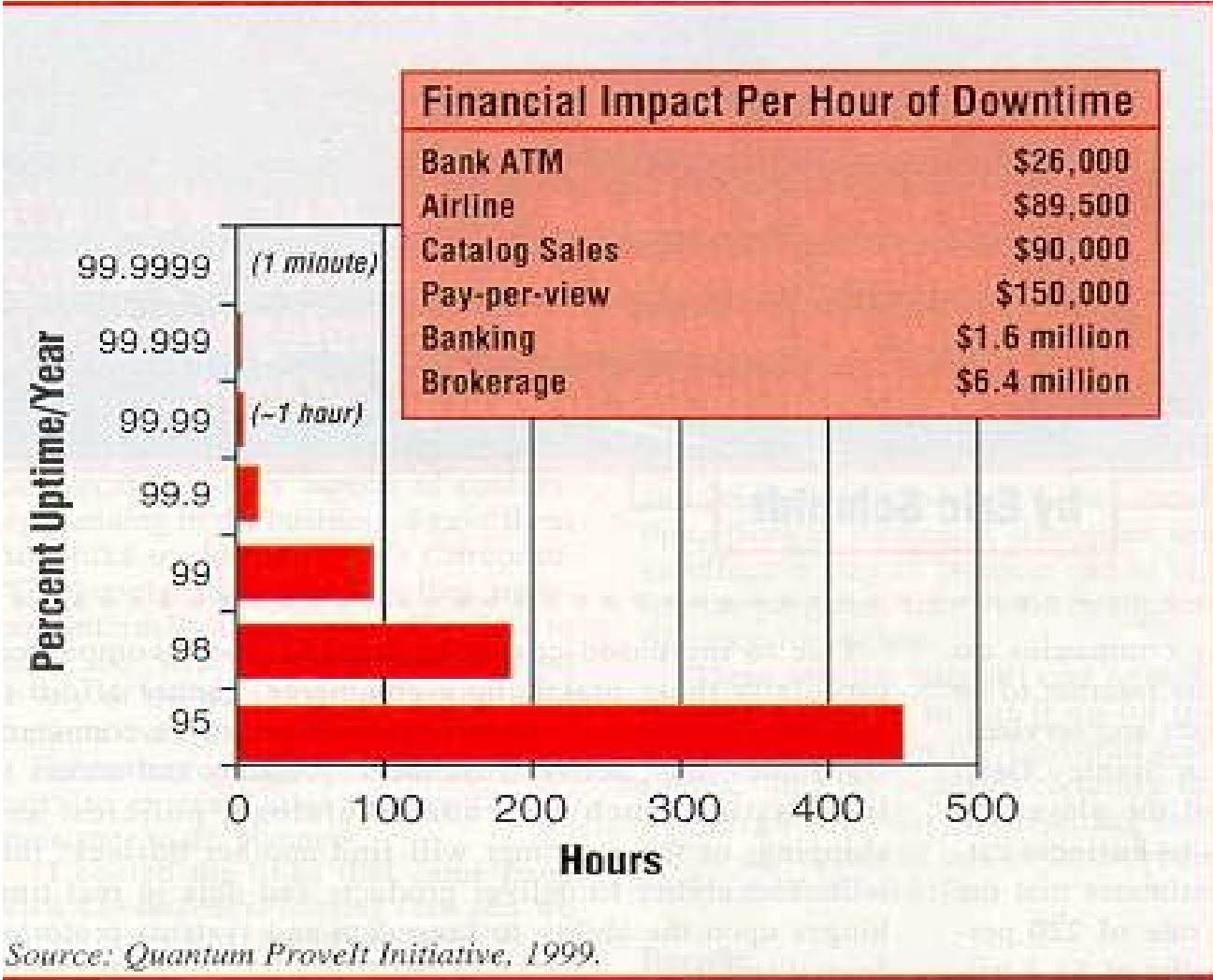
Unplanned Downtime

- Problems during planned outage
- Outages - power, network
- CPU failure
- Disk failure
- Software failure
- Response time degradation
- Natural Causes

Uptime, All the Time

- High availability, no excuses

Business Impact of Migrations



Catalog Sales ROI for one critical application

<u>Solution</u>	<u>Est. Cost</u>	<u>Travel</u>	<u>Est. Total</u>
Port-Emulate	\$550,000	+ \$100,000	= \$650,000
Program	\$1,000,000	+ \$10,000	= \$1,010,000
Purchase	\$750,000	+ \$50,000	= \$800,000

Catalog Sales ROI for one critical application

<u>Solution</u>	<u>Est. Cost</u>	<u>Travel</u>	<u>Downtime</u>	<u>Total</u>
Port-Emulate	\$550,000	+ \$100,000	+ \$6,480,000	= \$7,130,000
Program	\$1,000,000	+ \$10,000	+ \$6,480,000	= \$7,490,000
Purchase	\$750,000	+ \$50,000	+ \$6,480,000	= \$7,280,000

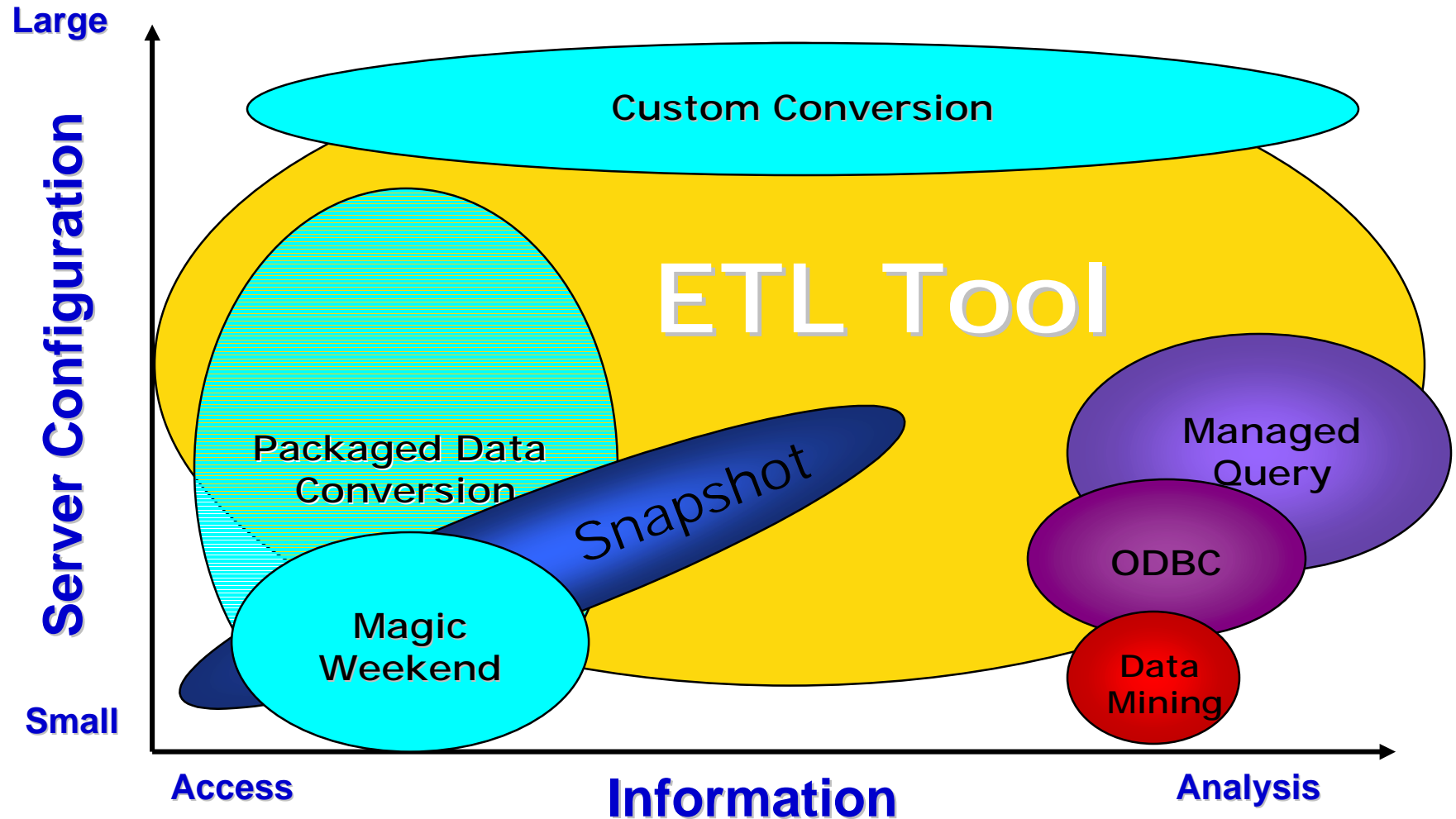
The largest migration expense is D O W N T I M E! . . .

Catalog Sales estimated down time is \$90,000/hr

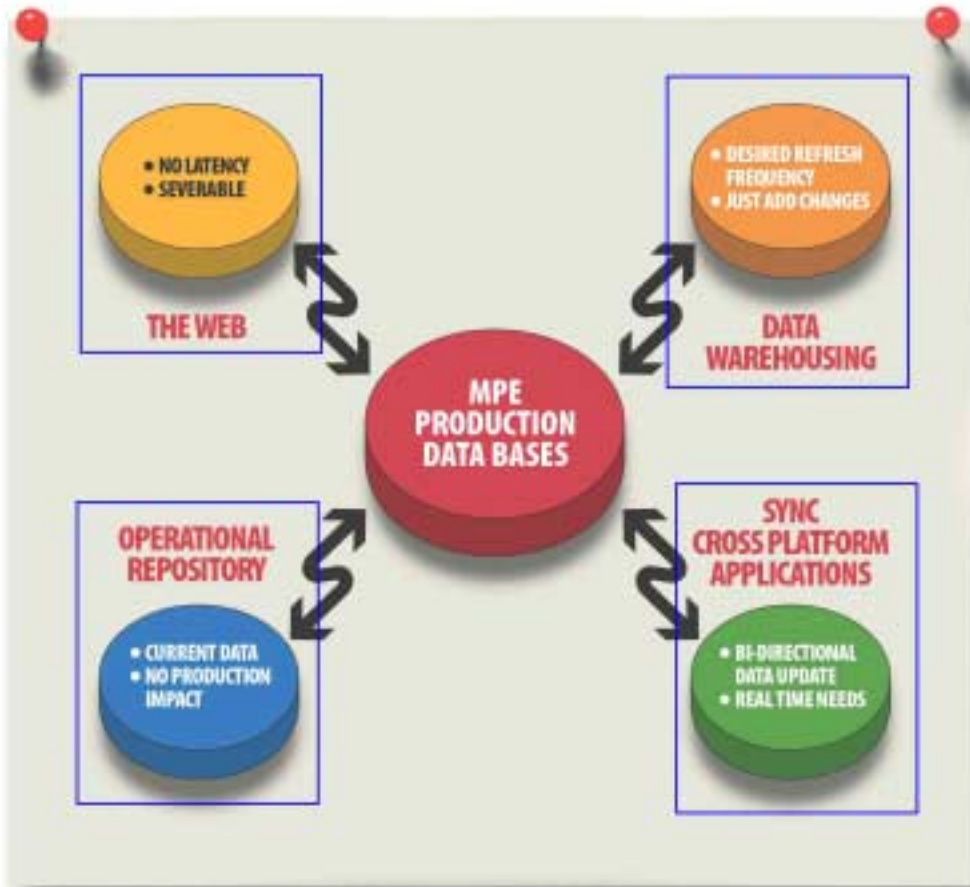
Estimated Downtime is 3 days (72 hrs) \$6,480,000

Estimated Downtime is 4 days (96 hrs) \$8,640,000

Cover the Spectrum



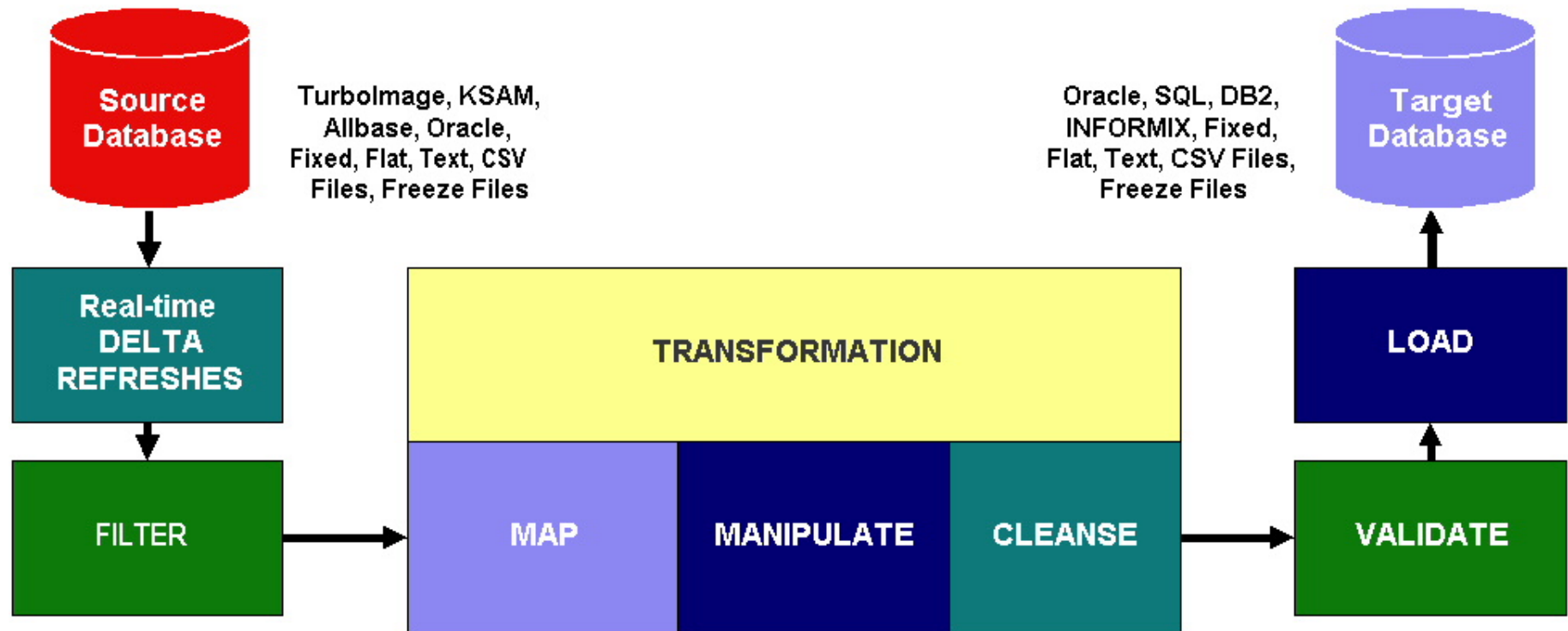
ETL Tool Provides



- Knowledge of source and target
- Minimal footprint
- No Business Impact
- Bi-directional data movement
- No sunk cost
- Use in new environment

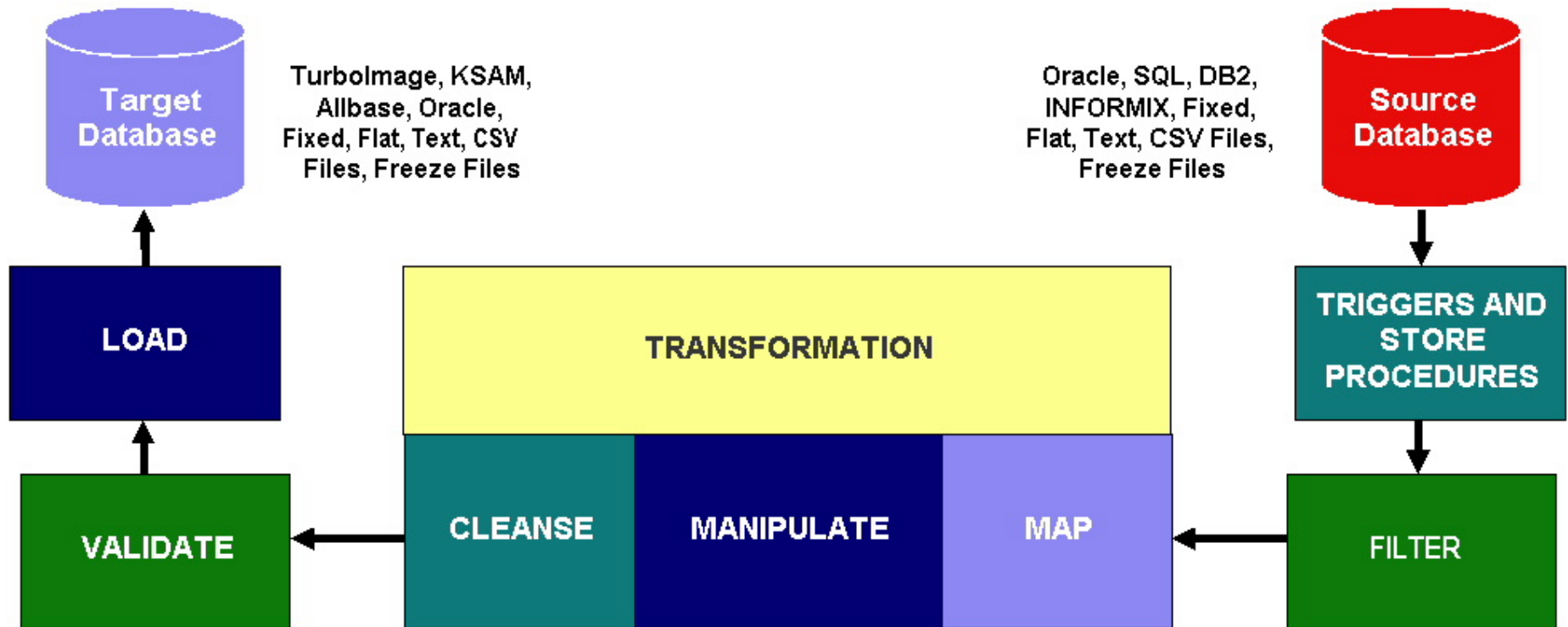
Zero Impact Migration

HP e3000 Migration to Open Systems

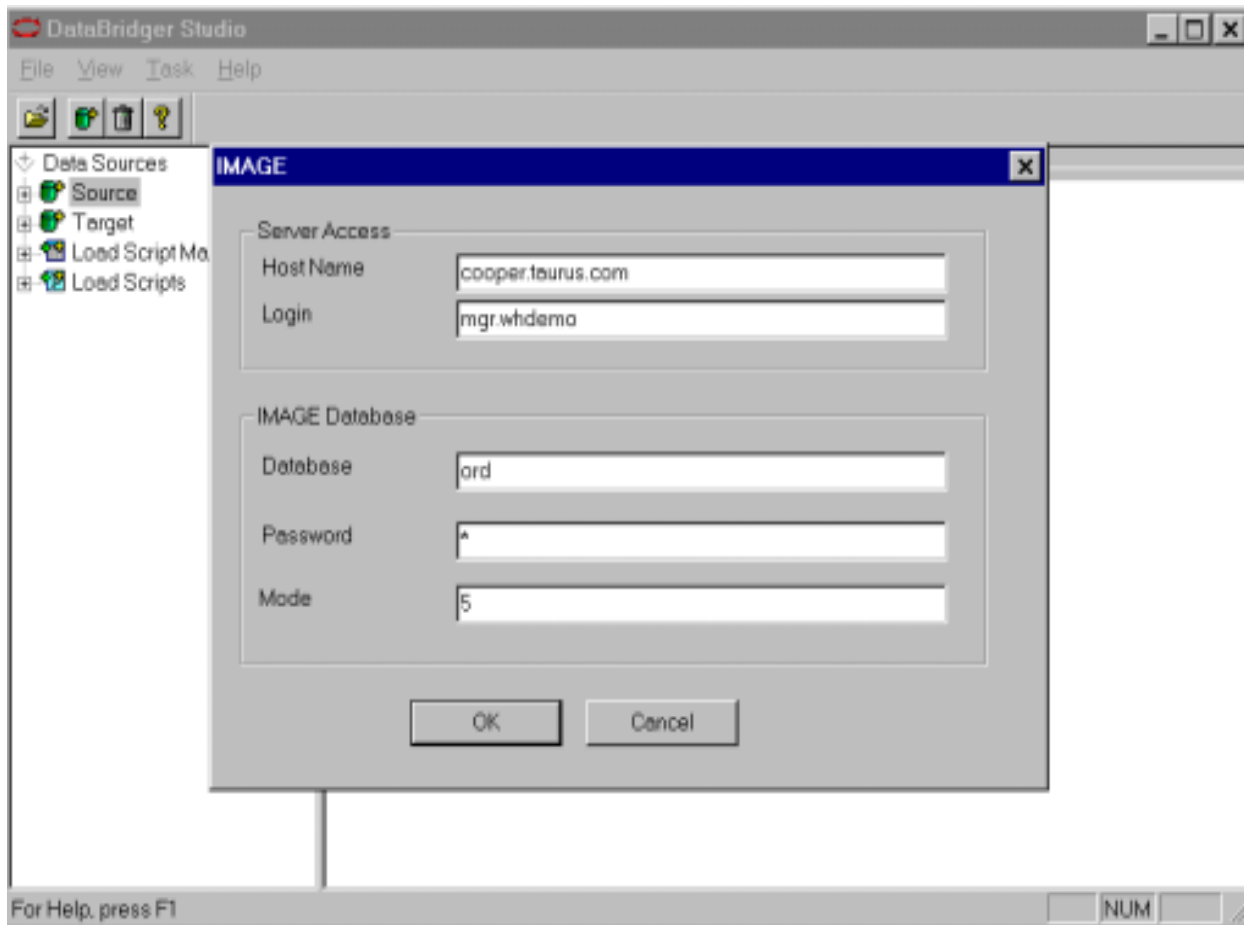


Migrate at your own Pace


Bi-Directional Post back to HP e3000



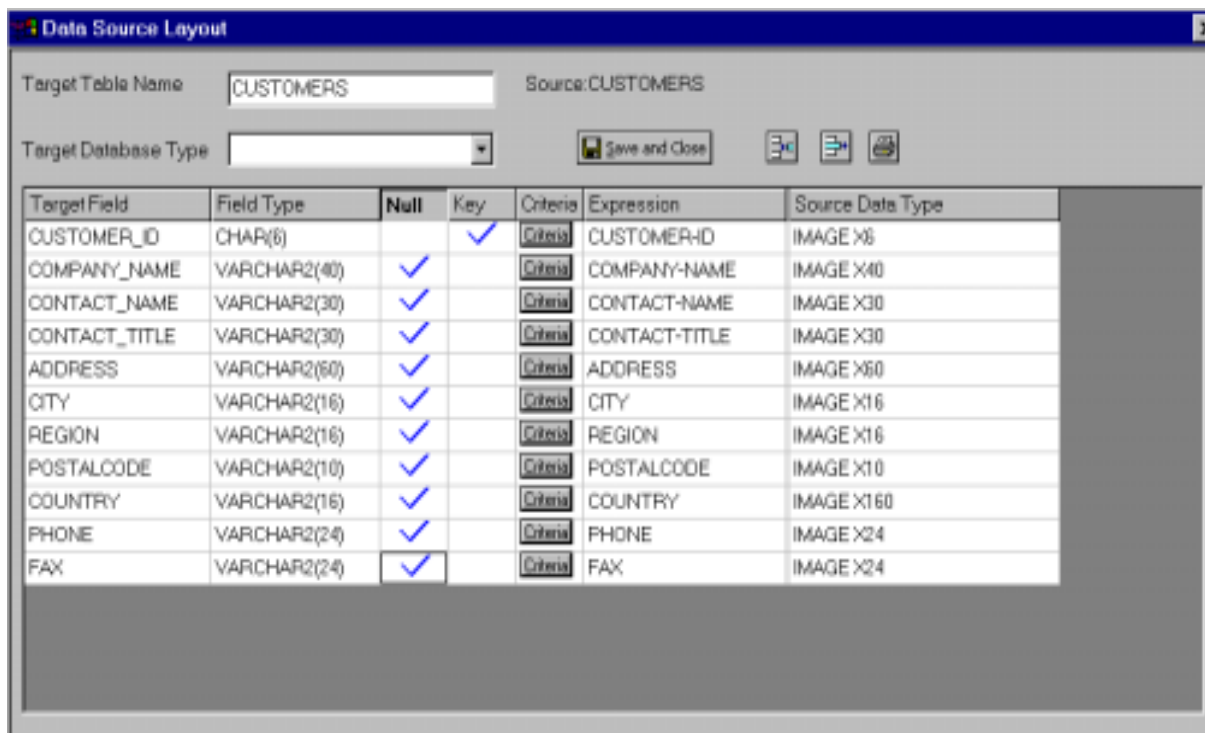
Connect Anytime & Anywhere



Step 1 - Central Migration

- Create a new data source using the  connection wizard
- Connect to machine on which it resides and open source database
- Who benefits:
 - Large shops
 - Consultants
 - Application Providers
- Reduce costs to migrate

Map source & targets



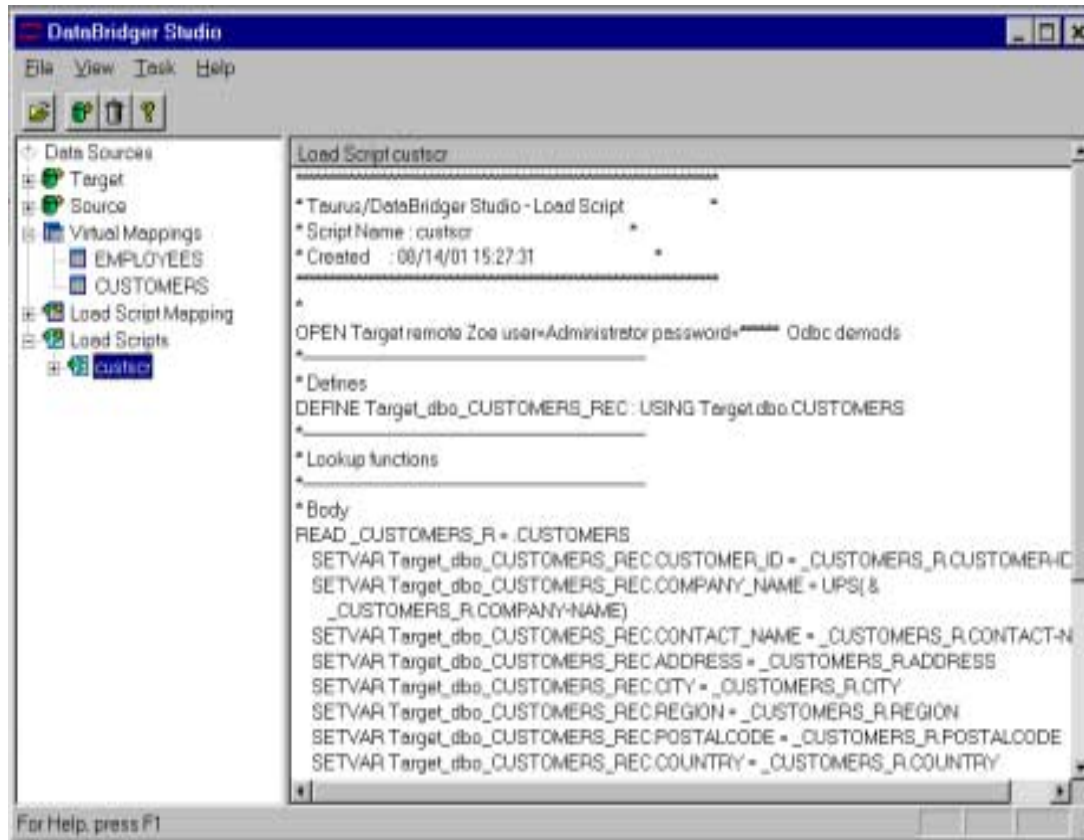
The screenshot shows the 'Data Source Layout' window with the following fields and values:

Target Field	Field Type	Null	Key	Criteria	Expression	Source Data Type
CUSTOMER_ID	CHAR(6)		<input checked="" type="checkbox"/>	<input type="button" value="Criteria"/>	CUSTOMER-ID	IMAGE X6
COMPANY_NAME	VARCHAR2(40)	<input checked="" type="checkbox"/>		<input type="button" value="Criteria"/>	COMPANY-NAME	IMAGE X40
CONTACT_NAME	VARCHAR2(30)	<input checked="" type="checkbox"/>		<input type="button" value="Criteria"/>	CONTACT-NAME	IMAGE X30
CONTACT_TITLE	VARCHAR2(30)	<input checked="" type="checkbox"/>		<input type="button" value="Criteria"/>	CONTACT-TITLE	IMAGE X30
ADDRESS	VARCHAR2(60)	<input checked="" type="checkbox"/>		<input type="button" value="Criteria"/>	ADDRESS	IMAGE X60
CITY	VARCHAR2(16)	<input checked="" type="checkbox"/>		<input type="button" value="Criteria"/>	CITY	IMAGE X16
REGION	VARCHAR2(16)	<input checked="" type="checkbox"/>		<input type="button" value="Criteria"/>	REGION	IMAGE X16
POSTALCODE	VARCHAR2(10)	<input checked="" type="checkbox"/>		<input type="button" value="Criteria"/>	POSTALCODE	IMAGE X10
COUNTRY	VARCHAR2(16)	<input checked="" type="checkbox"/>		<input type="button" value="Criteria"/>	COUNTRY	IMAGE X160
PHONE	VARCHAR2(24)	<input checked="" type="checkbox"/>		<input type="button" value="Criteria"/>	PHONE	IMAGE X24
FAX	VARCHAR2(24)	<input checked="" type="checkbox"/>		<input type="button" value="Criteria"/>	FAX	IMAGE X24

Step 2 - Virtual Mapping

- Intuitive mapping window
- Define conversion rules
- Define business rules as user-defined validations
- Define multiple mapping sheets for the same target table
- Simulate conversion without a target server
- Map from multiple sources once the data source is created

Generate & Run Scripts

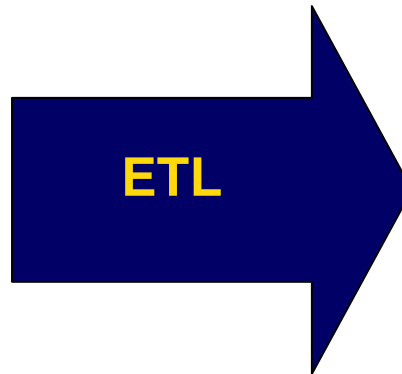
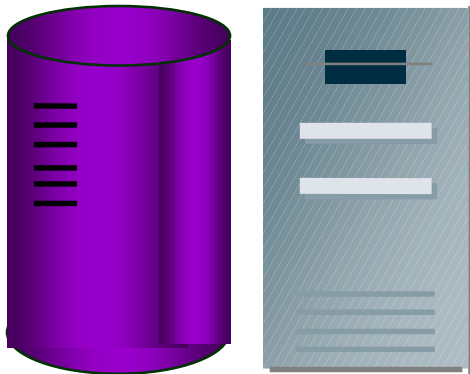


Step 3 – Automatically Move Data

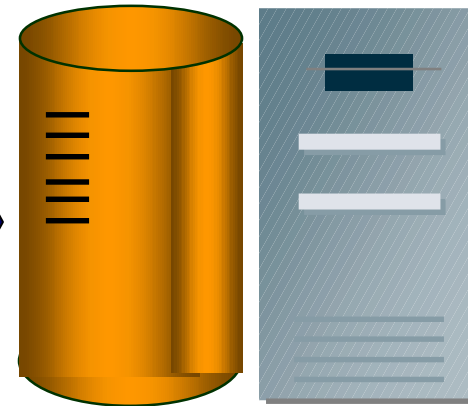
- Initial and incremental load scripts automatically generated
- Reduce coding up to 80%
- Avoid errors
- Optimal performance
- Move delta changes
- Switchover in 5-minutes
- Bi-Directional capability
- Change RDBMS on the fly

Switch users w/o downtime

HP 3000 / MPE



New System



LIVE



LIVE

Simply Switch Users

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Port-Emulate	\$550,000	+ \$100,000	+ \$120,000	= \$770,000
Program	\$1,000,000	+ \$10,000	+ \$120,000	= \$1,130,000
Purchase	\$750,000	+ \$50,000	+ \$120,000	= \$920,000

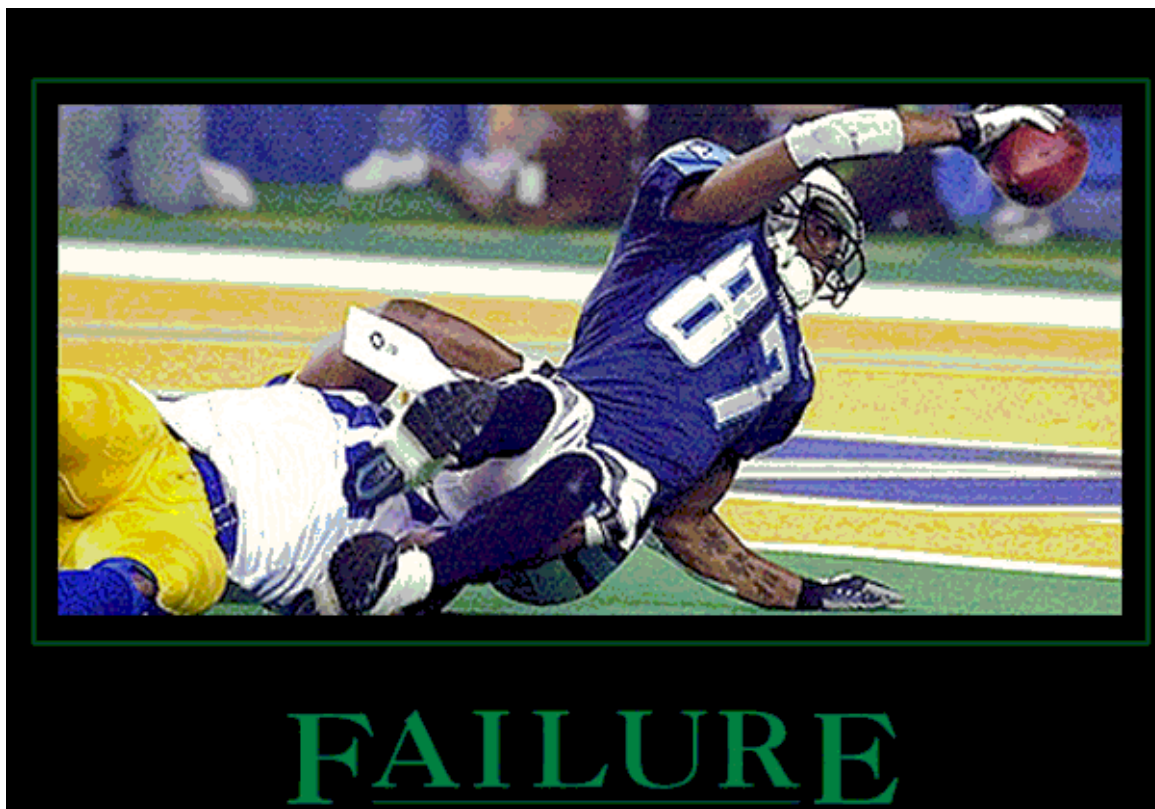
ELIMINATE THE LARGEST EXPENSE!

~~*Catalog Sales estimated down time is \$90,000/hr*~~

~~Estimated Downtime is 3days (72 hrs) \$6,480,000~~

~~Estimated Downtime is 4days (96 hrs) \$8,640,000~~

No “do-overs”

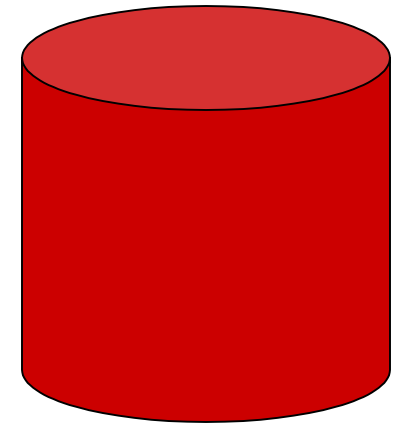


What new requirements will you face in the new environment?

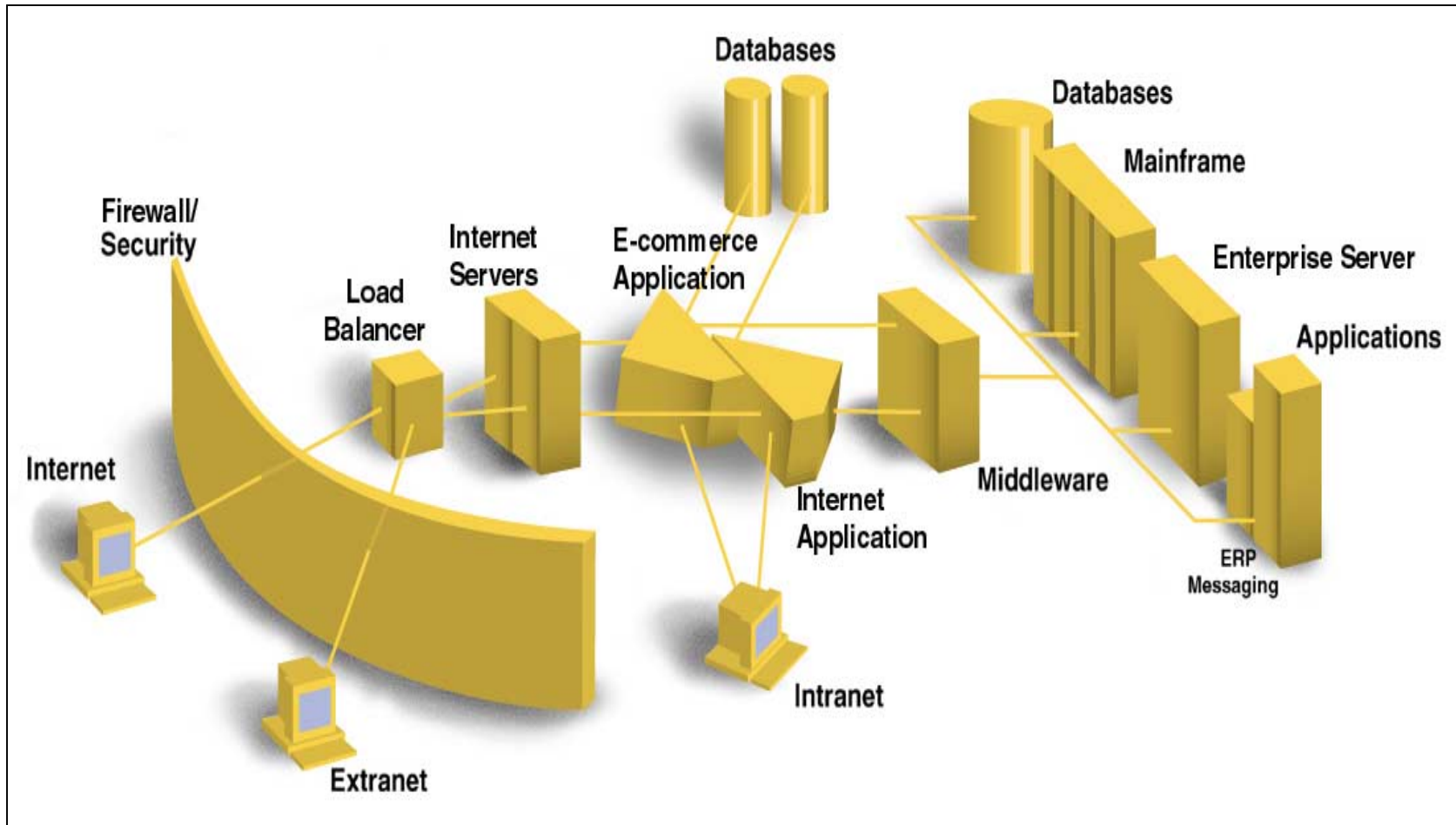
- Now that you have landed, what's next?
 - Who will help manage the environment and the applications
- New infrastructure
 - Development & test
 - Production
 - End users
- Professional services
- Total cost of ownership

Now that you have landed...

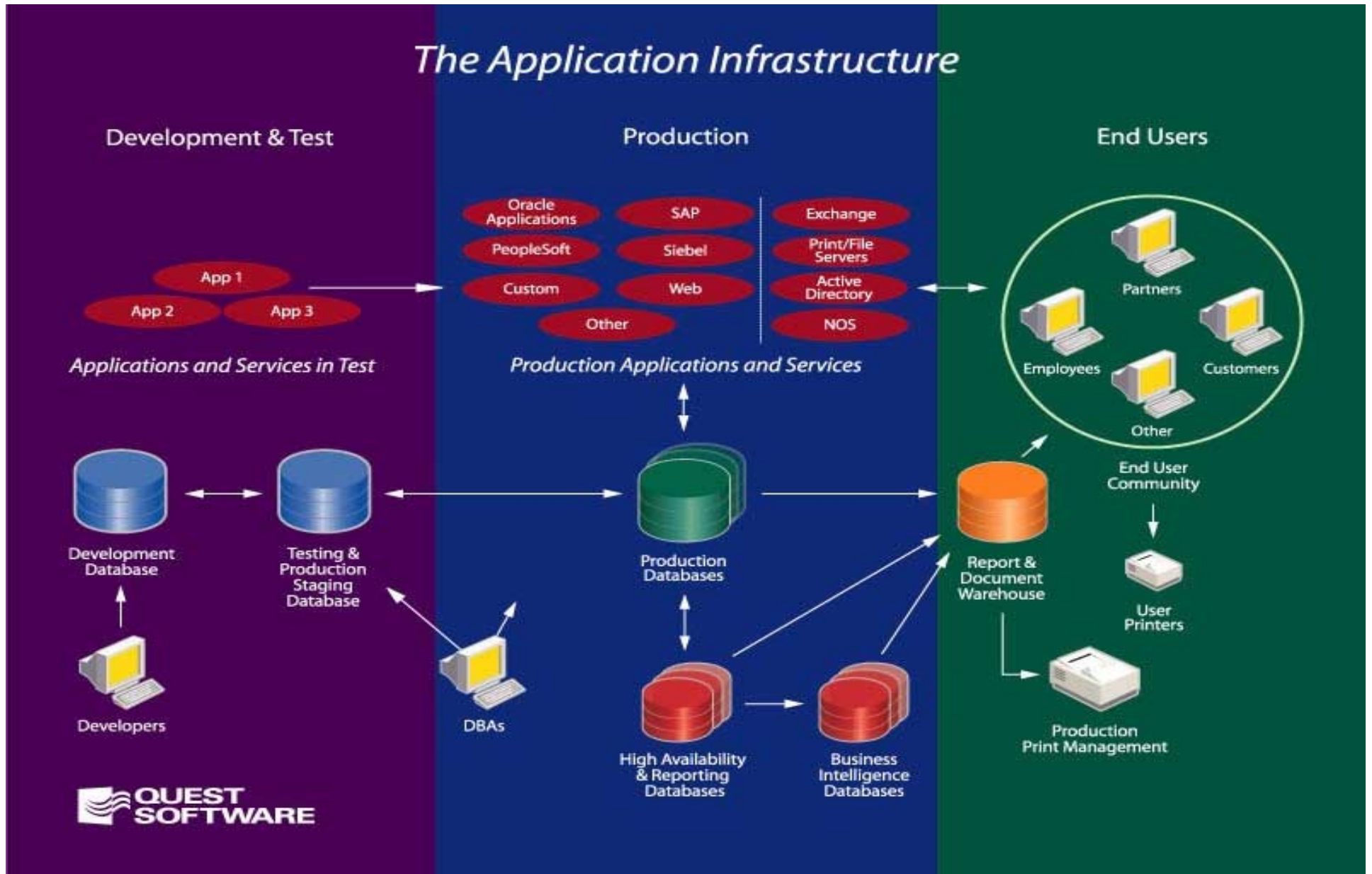
- Which tools did you rely on in the past?
- Which tools did you wish you had?
- Which tools can deliver effective application management?
- Which tools minimize application and business interruption?
- How many vendors did you need to rely on in the past?
- Which tools were you able to bring with you?



Manage the new environment



The Application Infrastructure



The Application Infrastructure

Development & Test

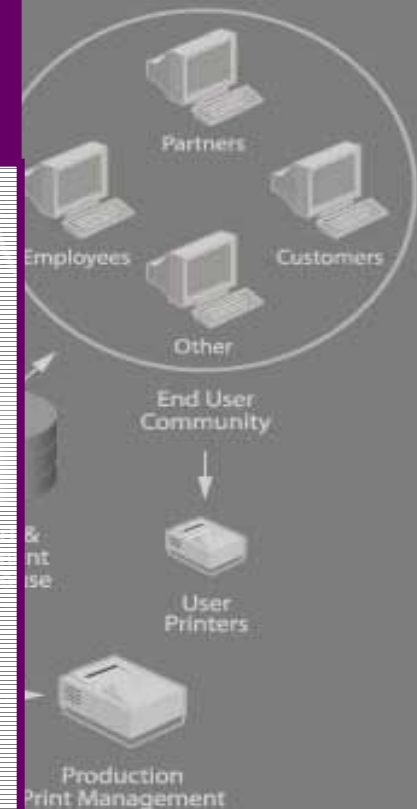


Production

Development & Test

- Design
- Develop
- Test
- Benchmark
- Analyze Impact
- Deploy
- Rollback (if necessary)
- Track & manage change

End Users

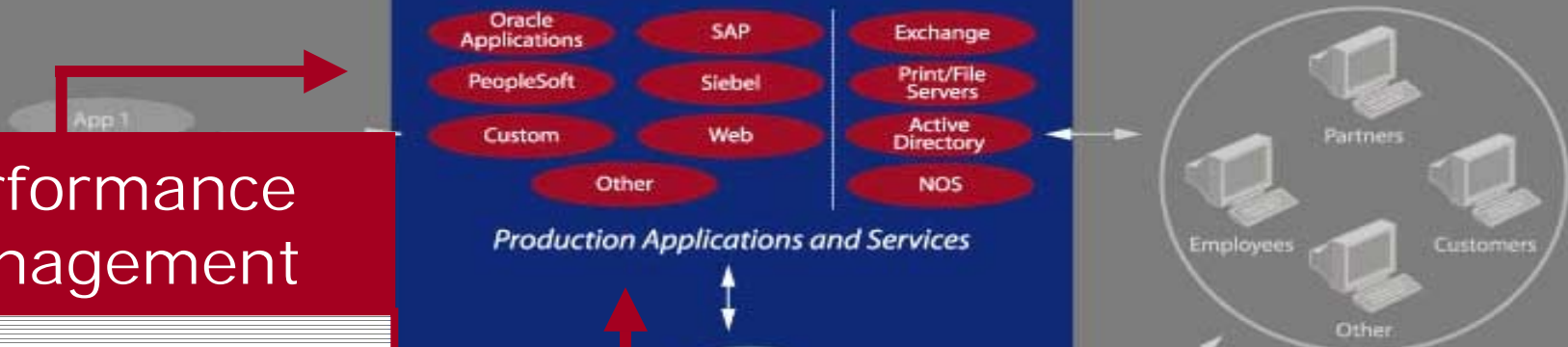


The Application Infrastructure

Development & Test

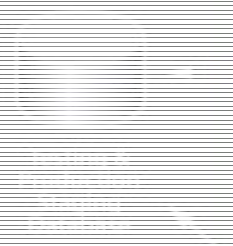
Production

End Users



Performance Management

- Monitor
- Diagnose
- Resolve
- Tune
- Re-org RDBMS
- Capacity Planning
- Ongoing Maintenance



High Availability

- Data Replication
- Report Offloading
- Online Re-orgs
- Reuse ETL tool

The Application Infrastructure

Development & Test

Production

End Users

Microsoft Performance Management

- Monitor
- Diagnose
- Resolve

Microsoft Deployment & Administration

- Plan
- Deploy
- Manage
- Consolidate
- Audit
- Migrate



Production Applications and Services



Production Databases

High Availability & Reporting Databases

Business Intelligence Databases



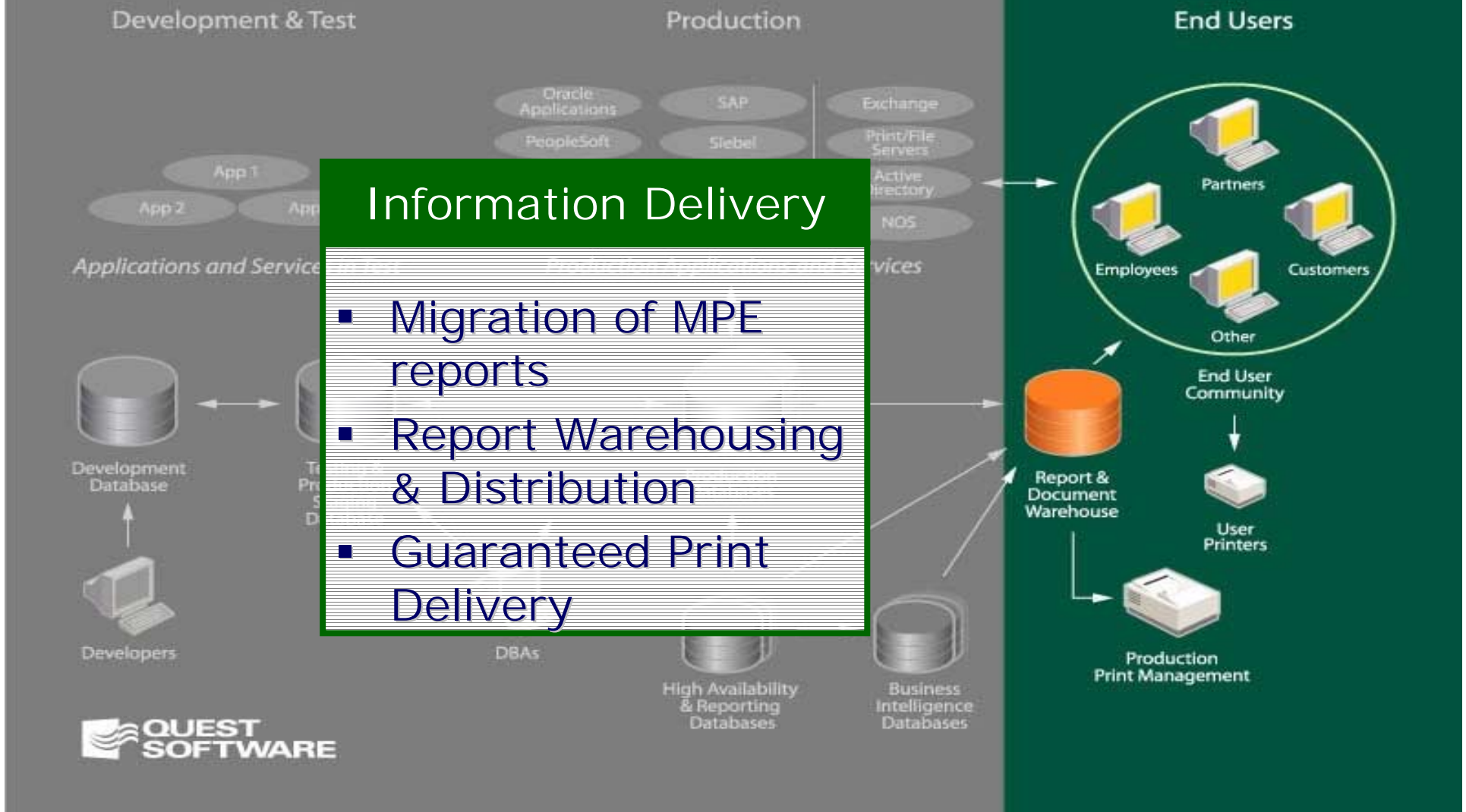
Developers



DBAs



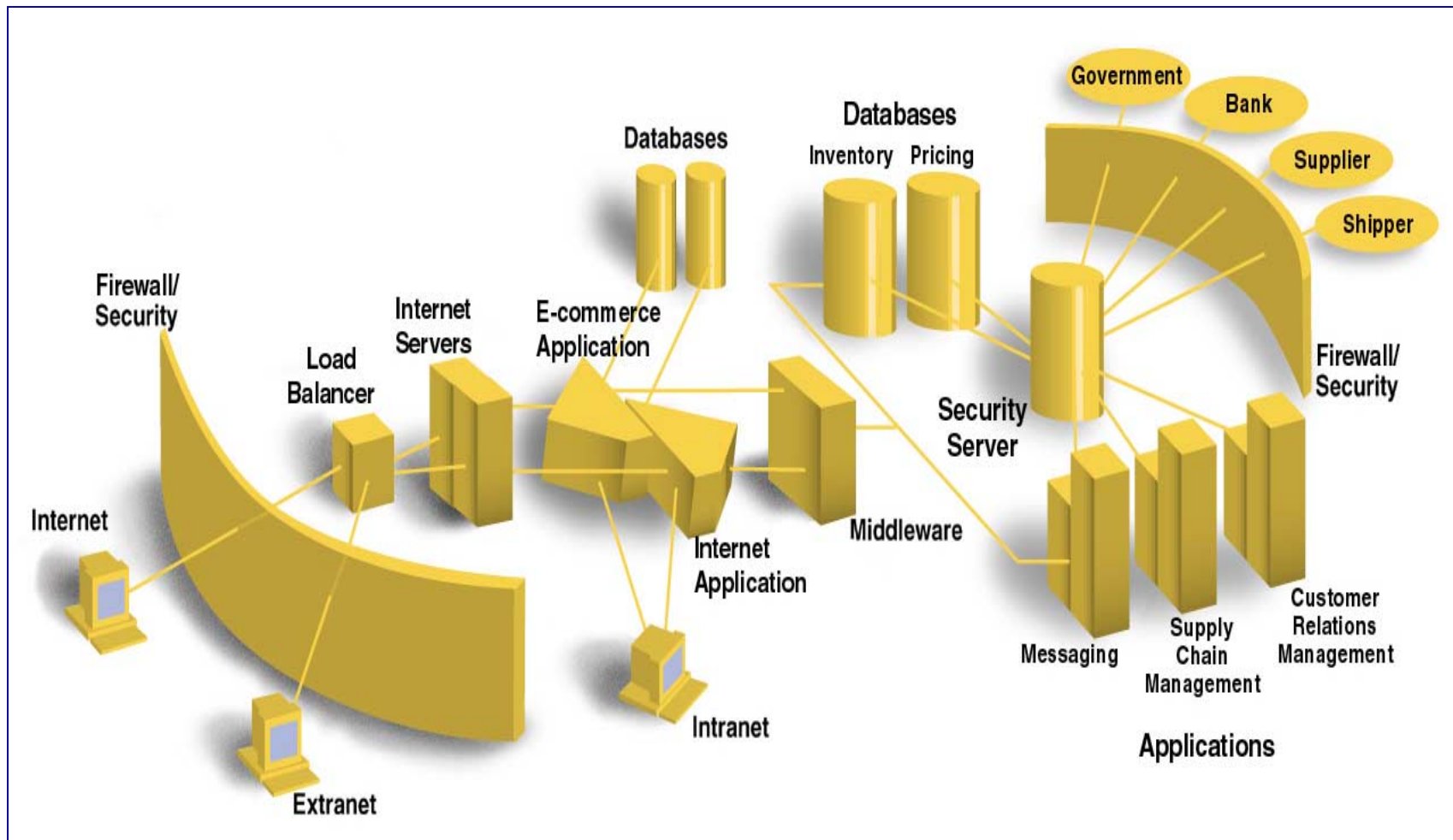
The Application Infrastructure



Information Delivery

- Migration of MPE reports
- Report Warehousing & Distribution
- Guaranteed Print Delivery

Manage the new applications



Professional Services

Core Competencies

- Deployment Services
- On Site Education and Training
- Implementation Consulting
- Project Management
- Customization Services

Unique Differentiators

- Efficient Deployment
- Best Business Practices
- Product Expertise in New Environment
- Migration Implementation Experience

Look for a Vendor that will DELIVER REAL VALUE



Q & A

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