

The logo for HP WORLD 2002 Conference & Expo features a large, stylized blue ribbon that loops around the text. The text is in a dark blue, serif font. The words "HP WORLD" are in all caps, while "2002" is in a larger, italicized font. Below "2002" are the words "Conference & Expo" in a smaller, all-caps font.

**HP WORLD 2002**  
**Conference & Expo**

**MPE – The Transition**

**Presented by: Birket Foster**  
**Chairman & Founder**  
**MB Foster**

# Agenda

- **Migration Partner**
- **The Announcement**
- **Your Business Decision**
- **Migration Success Factors**
- **Steps to Success**

# Our Credentials

- HP Platinum Migration Partner
- 25 years HP knowledge and expertise
- 17 years Data Access, Transformation, and Delivery focus
- Trusted HP lab partner for ODBCLink/SE
- Certified Microsoft Solutions Provider
- Sun Java Development Partner – J2EE
- Oracle / IBM DB2 Developer Partner

# Our Credentials - SWAT Team

- Experienced SWAT Team
  - 118+ years of migration experience
  - 195 years MPE
  - 62 years HP-UX
  - 75+ years Cognos experience
  - Architecture & DB experience
- Planning Workshops
- Have the toolkit and partners for migrations

# Your Migration Partner

- Migration Planning Services
  - Business Baseline
  - Technology Baseline
  - IT Inventory
  - Business Target
  - Technology Target
  - Gap Analysis
  - COTS Analysis
  - Budget Planning and Procurement
  - Detailed Scheduling

# ... Your Migration Partner

- Workshops
- For those staying Sustainability plan
- Data Blueprinting Services
- Data Migration Services
- Outsourcing Services
- Tools for migrating User Interfaces
- Tools for migrating source code
- Tools for Co-existence/parallel
- Tools to free up resources

# ... Your Migration Partner

- Has extensive experience in migrations
- Has established industry partners
- Has capability to deliver
- Will work with your team to make you successful!

November 14<sup>th</sup>, 2001

# The HP e3000 Announcement

- For sale until October 30, 2003
- Supported until December 31, 2006
- For details: [www.hp.com](http://www.hp.com)

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# 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 3<sup>rd</sup> party support for hardware
- There are lots of options

# Expected Migration Paths

- 5 years is a long time in the IT game
- Estimated 60%-75% will go through application selection
- Estimated 20%-35% will migrate current application
- Estimated 5% will stay

# What Are The Choices?

- Depends on Business needs
- Depends on Application Support
- Depends on Hardware, OS 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<sub>(cont'd)</sub>

- Information Architecture
  - How is data captured, flowed, accessed, stored, and managed?
  - What is the data architecture?
- Technology Architecture
  - What kind of infrastructure is currently in place?
    - Networks, Servers, Clients, etc.
  - Does it support the current applications?
  - Will you need to upgrade your infrastructure?

# Decision Framework<sub>(cont'd)</sub>

- Innovate BEFORE you migrate
  - You know your current application platform
  - New technology is available like web/client server
  - Deliver upgrade before the migration
- Plan for Life after Migration/Transition
  - How to interface all the “surround code”
  - What new technologies make sense?
    - Wireless
    - Global Position Sensing (GPS/GIS)
    - Web

# 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?

# Migration Challenges

- Database
- Language/Compilers
- Business Logic
- APIs/Interfaces
- Documentation
- Presentation/User Interface
- 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/s phased?

# Migration Success Factors

- How do you keep your business flying 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? ROI?

# Step 1 – Business Baseline

- What are the business functions?
  - Customer facing/partnering
  - Back Office (Accounting)
- Which departments use applications?
  - Does the application match the needs of today and in the future?
- Are there expected changes required?
  - Example : HIPPA in Healthcare
- Are there industry standard packages

# Step 2 – Technology Baseline

- Was the application bought/home grown?
- What is/are the language(s) of the application?
- Do you have the source code for each application? Where?
- What data storage is used?
  - DBs, MPE, KSAM, Message files, temp etc..
- Are there any scripts?
  - Command Files, Jobs, UDCs, etc

# ... Technology Baseline

- Where is the documentation?
  - user, technical, and operations
- How would you test the software if a new version was written or delivered?
- Are there any interfaces?
  - between application modules?
  - with other applications?
- Is there a standard way of documenting /packaging application?

# Step 3 – Inventory IT Skills

- What does your staff know?
  - What programming skills are on your team?
  - Does your team have database skills?
  - What kind of IT architecture skills?
- What have they learned on their own?
- What training are they currently taking?
- What platforms can your team support?
- What does your IT team want to know?

# Step 4 – Business Target

- What does the future business plan look like?
- What business will you be in?
- How does the business process and the resultant workflow change?
- What is the functionality required?
- Will the current applications support the future business plan?

# ... Business Target

- Is there a support plan for the current application?
  - How will it be supported, along with the Operating System and Hardware for the period of 5 years and beyond?
- What is the risk profile for the company?
  - Is the risk and cost of staying acceptable?



# Step 5 – Technology Target

- What is the environment in which the new applications will reside?
- Open Systems?
  - Unix? NT? Linux?
- Database? Relational?
- Integrated Applications?
- Development and Test environments?
  - IDE

# Step 6 – Gap Analysis

- What are the Gaps?
- Business target and baseline?
  - What is the application today?
  - What would you like it to be?
- Technology target and baseline?
  - What is the infrastructure today and what does it need to be – or what you like it to be?
- IT skills requirements and the IT skills?
  - What are the skill/knowledge levels now and required in the future

# Step 7 - Software Selection

- What is available in Commercial Off The Shelf (COTS) applications?
- Will COTS satisfy the required business processes?
- Will COTS satisfy the required criteria for each department?
- How much customization do you need?
- What is TCO envelope?
- Trusted Advisor role

# Step 8 - Budget

- Who is leading the process?
- What is TCO envelope for each proposed solution?
- What is the cost of running and maintaining the current applications?
- What is the TCO today, during and after?

# Step 9 – Migration Plan

- Support plan for applications that stay, with review dates to reassess risk.
- Milestones for application selection
- Migration plan for each application being moved
  - Separate into projects
  - Basic project management and more

# ... Migration Plan

- Project management includes
  - Tasks required
  - Responsibility
  - Dependencies
  - Duration
  - Schedule
    - Milestones and Status points

# ... Migration Plan

- Tasks include
  - UI plan
  - Language/Business Logic Plan - Which language selected?
  - Database and files plan - What kind of Database?
  - JCL/Scripts plan
  - Back up and recovery plan
  - Procurement of infrastructure

# ... Migration Plan

- Tasks also include
  - Installation of new system and applications
  - Training plan for Users, Operations and Programmers
  - Documentation Plan
  - Support plan with review dates – Is the application still meeting your needs?



# ... Migration Plan

- Data Migration Plan
  - Data Blueprint
  - What data to migrate?
  - What data should not migrate?
  - How to handle history
  - First load
  - Cleaning data
  - Summaries
  - Final cut-over

## ... Migration plan

- Do not forget to
  - Schedule for parallel run
  - Schedule for cut-over(s)
- And most importantly, schedule the

# Go live party

# Next Steps

- Executive Seminar – SMT & IT
  - Discovery of what is impacted by HP's decision
  - A look at current alignment of business/IT
- Detailed Assessment
  - Build the plan for each application
  - Assign Resources and timeframes
  - Get the budget in place

# Thank You

- Questions?

## Contact:

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Or call us at (800) ANSWERS (267-9377)

*“Your Success is our Success”*

# Contact Us

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