



Planning and budgeting for hp e3000 transitions



Speaker name

Title

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Agenda

- Strategic thinking
- Hardware
- Databases
- Replacing compilers, tools and utilities
- Migration tools
- Application facelifts
- Timeline
- Resources
- Budget rollup
- Questions & answers

Strategic thinking



Steps required

1. Make a plan
 - Assess IT, technology, applications, transition, risk
2. Make a budget
3. Acquire tools/technology
4. Get started

Make a plan

Take a strategic look at your IT

- Do your applications still meet your business needs?
 - Current and future needs?
- Are there applications that are highly specialized to the business?
- What is the current backlog of IT requests?
- How does executive management feel about IT/the core systems?

Challenges

- The impact/magnitude of the project
 - Planning, budgeting, execution, timeline, resources
- Many unique environments
- Many options
 - Migrate, replace, retire, rewrite, or stay
- New resource skill sets and retooling

Technology inventory

Which technologies are currently being used?

- 3GL compilers
- 4GL compilers
- Reporting/data extraction tools
- Database enhancement products
- Utilities

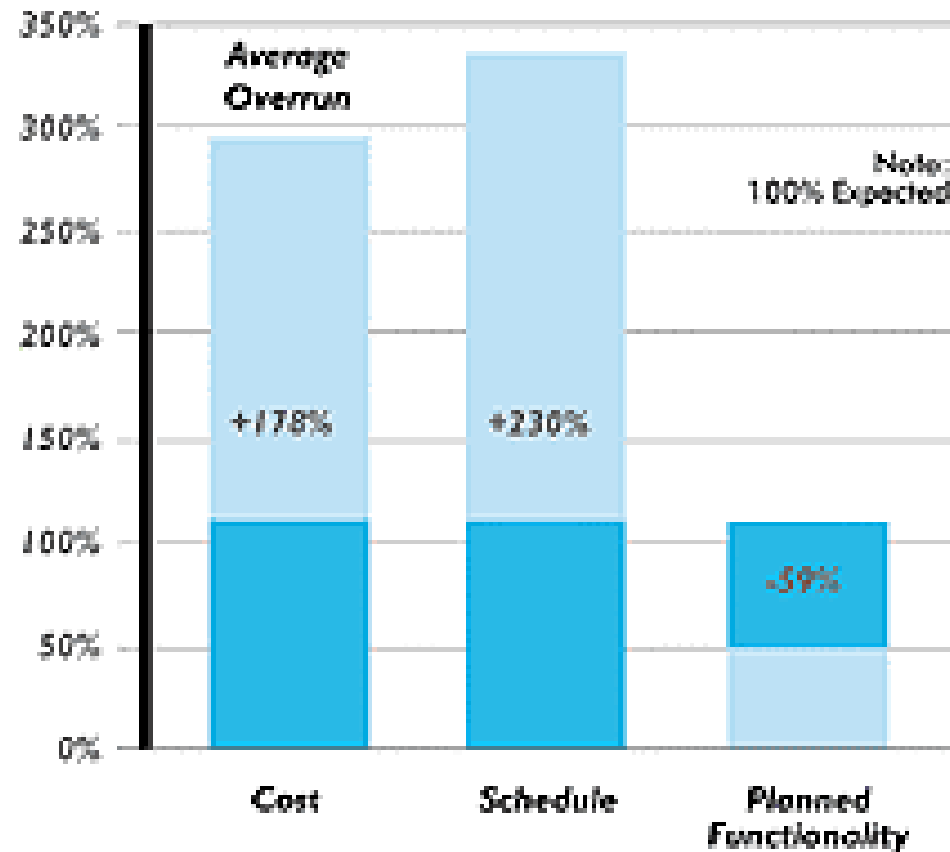
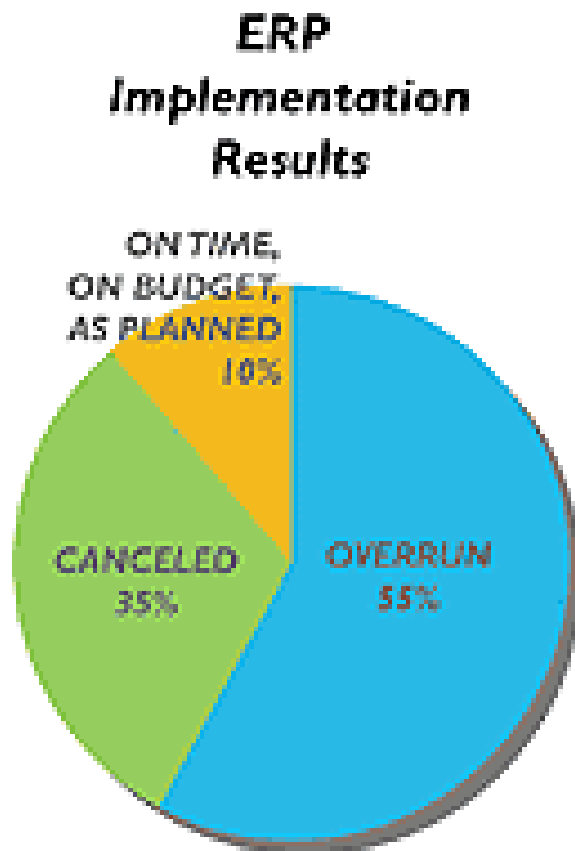
Applications inventory

- Meets the needs of the business (%)
- Screens, reports, mass transactions, batch processing
- What are the dependence on
- Determine the strategic direction
 - Replace
 - Re-write
 - Stay
 - Migrate
 - Retire
 - Review

Salvage vs. replace

- Which products will be salvaged or replaced?
 - Salvage applications
 - 3GL/4GL compilers
 - Database enhancement products
 - Some multi-platform tools
 - Replace many of the tools
 - Reporting/data extraction tools
 - Utilities
- What about replacing applications?
- Understand the full cost and benefits

The full cost of replacement



Source: Standish Group

The full cost of replacement

- Your current applications have been tuned to how you do business, not others
- Best-of-breed comes with a price
- Packaged applications will most likely not save you money

Moving to packaged applications

- Accept reality
 - You will likely lose functionality you currently have!
 - You may need to overbuy to fit your current needs
 - New functionality may require changes to how you do business day-to-day
- Careful planning
 - Evaluate what still needs to be migrated and how to integrated it
 - Plan the evolution of legacy modules



Hardware



Replacing the hardware

- Unix or Windows?
- HP or non-HP?
- Which platforms does my application vendor support

Replacing the hardware

- HP-UX
 - How many? What storage? High availability?
 - Cheaper hardware, but watch for software licensing costs
- Windows
 - Reliability? robustness? How many servers?
 - Cheaper to purchase but what about maintenance and migration path?
- Linux
 - Ready for prime-time? (Confidence?) Support?
 - Not the most popular option today

Costs of hardware

- Conversion Kits: 60-70% off HP 9000 price
- HP 9000 Servers
 - Low: \$15K - \$60K
 - Low/Mid: \$50K: \$100K+
 - Medium: \$100K: \$1M
 - High: \$1M+
- Windows ProLiant Servers
 - \$2K - \$8.5K per server
 - Windows server licensing can get expensive
 - Total: \$10- 20K—without storage, high availability or database
- Linux
 - Same as NetServers but OS licensing is less
 - HP offers secure version: \$3K

Databases



Database choices

- Oracle (Unix/PC): \$20K per processor *plus* users
SQL Server (PC): \$20K per processor
- DB2 (Unix/PC): \$20K per processor *plus* users
Eloquence (Unix/PC): \$500 (2 users) – \$9K (unlimited users)
- Informix (Unix/PC): \$3K - \$23K depending on processor



Compilers, tools and utilities

Replacing compilers, tools and utilities



3GLs

- Fortran, RPG, Cobol, Pascal, SPL, Business Basic
 - AcuCobol: \$2,500 per developer + \$150 (1st user) + \$23 per user run-time
 - MicroFocus: \$3,000 per developer + \$187 per user run-time
 - Fujitsu: \$3,000 per developer (includes 1st year support, no run-time fees)
- Evaluate resources available to support the language over the long term

Replacing compilers, tools and utilities



4GLs

- Speedware, Cognos, Transact
- Expect between \$10K - \$200K per server, depending on 4GL and size of server

Tools

- Reporter/data extraction
- Database management
- Utilities (spoolers, job schedulers, etc.)



Migration tools

Migration tools

3GLs

- Speedware—AMXW
- Ordina-Denkart—ViaNova 3000
- Transoft
- Others

Migration tools

4GLs

- Speedware (100% portable to any Speedware supported platform)
- Cognos (100%+ portable to any PowerHouse supported platform)
- Transact

Database migration tools

- MB Foster—UDACentral
- Speedware—DBmotion
- Quest—Bridgeware



Application facelifts

Application facelifts

- Consider enhancing the visual interface of the application to improve the application lifespan
- Some solutions require re-engineering, others are plug-and-play
- Cost is in time/resources or technology
- Expect 25% - 50% over the application migration costs
- Make sure you have skill-sets to properly develop GUI interfaces

Application facelifts

- Cobol
 - EdWin (Web/GUI)
 - AcuCobol (offers GUI)
 - ExegeClient
 - ScreenJet (GUI)
 - Others
- Speedware/Transact
 - Visual Speedware (VB GUI)
 - Speedware Autobahn (Web)
- Cognos
 - Axiant
 - PowerHouse Web



Timeline

Establishing a timeline

Factors that determine timeline:

- Deadline dates
- Internal resources vs. outsourcing
- Cost restrictions
- Technology complexities/diversity of environment
- Straight migration vs. enhancements
- Gradual vs. Big Bang
- Testing
- Concurrent/on-going projects
- Training/education
- Locations (of customers/sites)

Estimating time

Time components:

- Assessments and service vendor selection
- Planning and analysis
- Hardware and technology acquisition
- Application migration
- Database migrations
- Resource training
- Testing and verification

Estimating time

- Migration time per technology
 - COBOL/VPLUS: 6 - 60 months
 - Pascal, RPG, Fortran: 6 - 24 months
 - Speedware: 3 - 9 months
 - Transact: 6 - 24 months
 - Cognos: 3 - 9 months
 - Database migration: 1 - 3 months
- Comprehensive planning is essential to determining a more precise timeline

Resources



In-house vs. outsourcing

- What to outsource
 - Planning and analysis
 - Project management
 - Application/module re-writes
 - Ongoing application support
 - Application and database migrations (some or all)
- What to do in-house
 - Application enhancements
 - Component re-writes
 - Application and database migrations
 - Migration testing

Estimating resources

- Number of qualified resources available
- Determine time split between existing/on-going projects and migration
- Work backwards—pre-assign specific things you want to do in-house
- Determine outsourcing requirements
- Determine new staffing requirements
 - System administrator(s)
 - Database administrator(s)



Budget rollup

Budgeting summary

Planning and analysis	\$10-\$50K; \$20-\$300K
Hardware	\$15K - \$1M+
Database	\$5K - \$30K per server
Compilers	\$10K - \$200K per server
Migration tools	\$30K - \$1M+
4GL	\$100K - \$250K
Transact	\$100K - \$500K
Reporting tools	\$10K - \$100K
Application facelifts	\$20K - \$100K plus labor (if any)
Utilities: Spooler, backup, job schedulers, editors, etc.	
Training	
Implementation	

Thank you





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