Not So Fast There, Pardner!

How to make your firm's HP 3000 serve as long as you will need it

Ron Seybold, 3000 NewsWire

How Much Time is Left?

- 1,000-plus days
- Less than three years
- Until when?
  - End of HP support
    - End of 2006, or later
  - End of all support
    - 2011? 2027?

No Common Path, or Timetable

Some are just arriving on the 3000 platform

> Modesto, Calif. Office of Education, arriving from IBM's AS/400 this month

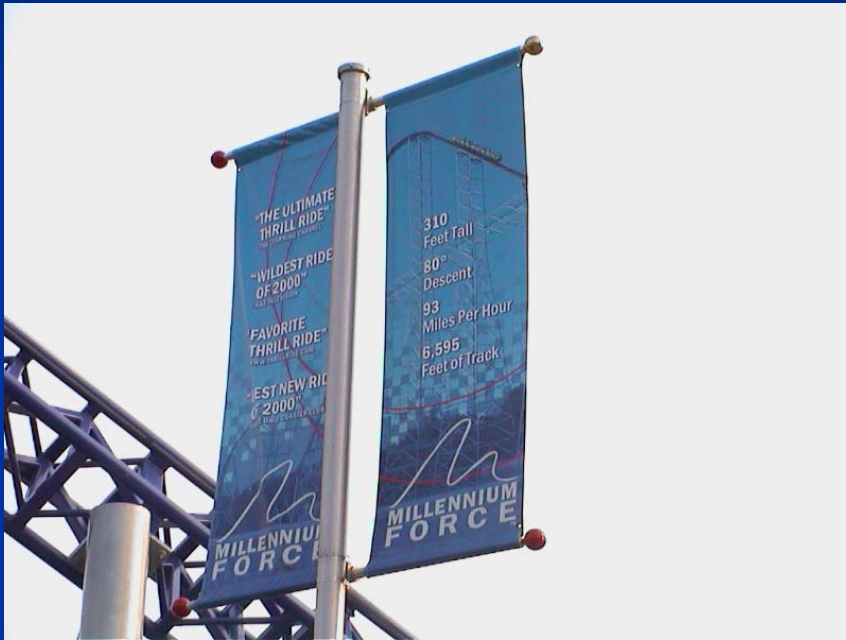Some are still deciding how to respond to HP's challenge

Some are migrating — but on their own timetables

The Worst Case: Where the Risk Comes From

- Hardware failure
- More likely: Software bug or application crash
- No support available
- Downtime, then the resume service

Rising Risks

- **HP says eroding 3000 ecosystem a risk**
  - Riskiest: what the system vendor controls
- **Migrating customers report other risks**
  - Changes in support costs for applications
- **Risk always a part of any business**

A Stage on a Longer Path

- Making fundamental change takes awhile
- Speeding up before mounting the climb
- Homesteading is the downhill to cresting the summit
- Partners improve your downhill speed

How Long Should It Take

- Complex: Y2K was easier
- Longer than HP expected, by 100 percent
- Half of migrating companies will still be on the 3000 in 2007
- Make plans now for post-HP support
- Look for third party experience
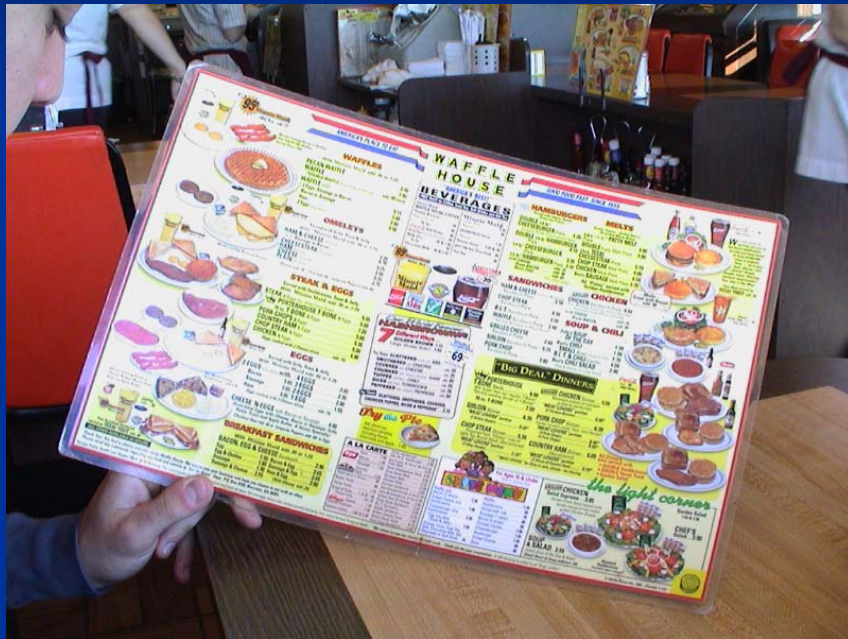
Support: A Cascading Event

- Used as a way to motivate your change
- The only relationship some customers have left with HP

What is 3000 Support: Insurance, or Assistance?
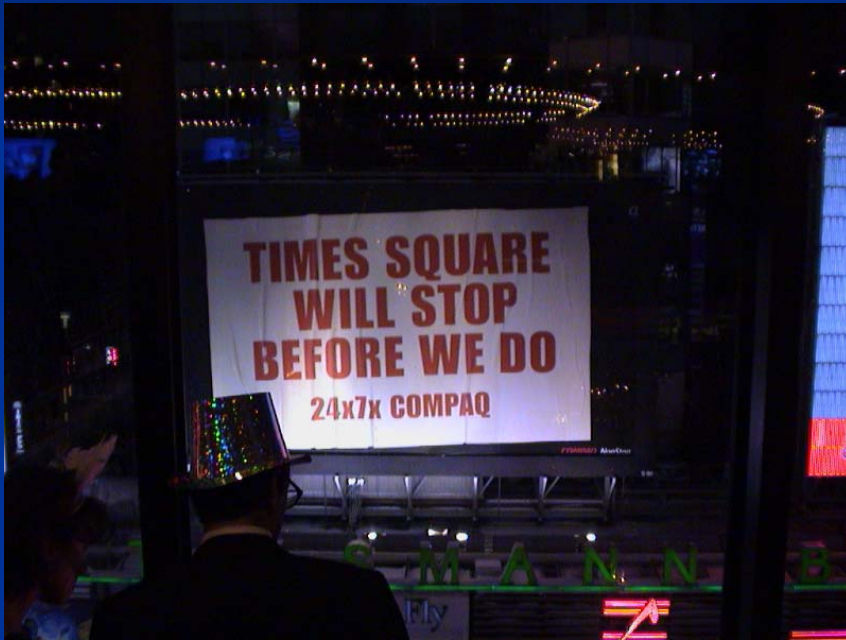
- Insurance: Only there if something goes wrong
- Assistance: Help you need often: Oracle, applications
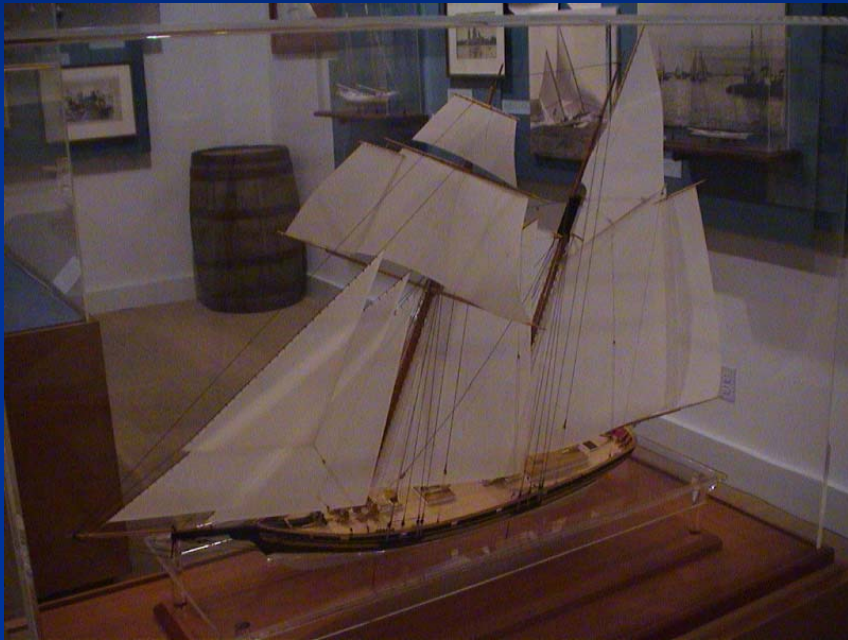
Evaluate Your Support

- How much is it used?
- Cost per incident
- Analyze deliverables
  - Patches: no cost
  - Advice: Where the value lies
- Look for a la carte

Most Likely Hardware Failure: Disks

- Aging components
- 3000's moving parts
- Hot swap an option
- Arrays: Not as expensive as they once were
  Model 10s and 20s now cheaper
- VA: a shared resource

Getting the Goods

- Replacing or upgrading hardware
- Updating software
- Navigation will be required

Procure Hardware

- Where to purchase it
- How the cost will change

Where to Purchase It

- On Auction: Berman
  www.auctionbdi.com

- HP's returns: Phoenix
  Through your app vendor or your system integrator, for now

- HP Trader Online

  www.hptraderonline.com

- Resellers

  Genisys
  Epic
  BlueLine Services
  Pivital
  Surety Systems

How Costs Will Change

- 9x9 systems: going down
- 9x8 systems: going down even further
- eBay giveaways: $700
- N-Class: limited supply
- HP 9000s could change everything
- Overall, costs should drop for systems

Processor Platforms: Which?

- PA-RISC or Itanium
- Size of installed base
  - **Knowledge base**
- Maturity of design
- Availability
- Performance for price

Updating Software

- Through support contracts
- A 3000 partner's fundamental fuel
- Support that delivers tangible goods for the expenditure: updates

Keeping Fresh Talents

- COBOL skills
  - **ACUCORP's COBOL training**
- MPE skills
  - **Alden Research**
    - **410.750.2101**
  - **Paul Edwards Associates**
    - **www.peassoc.com**

Keep up with Software Sources

NASA/JPL/Cornell
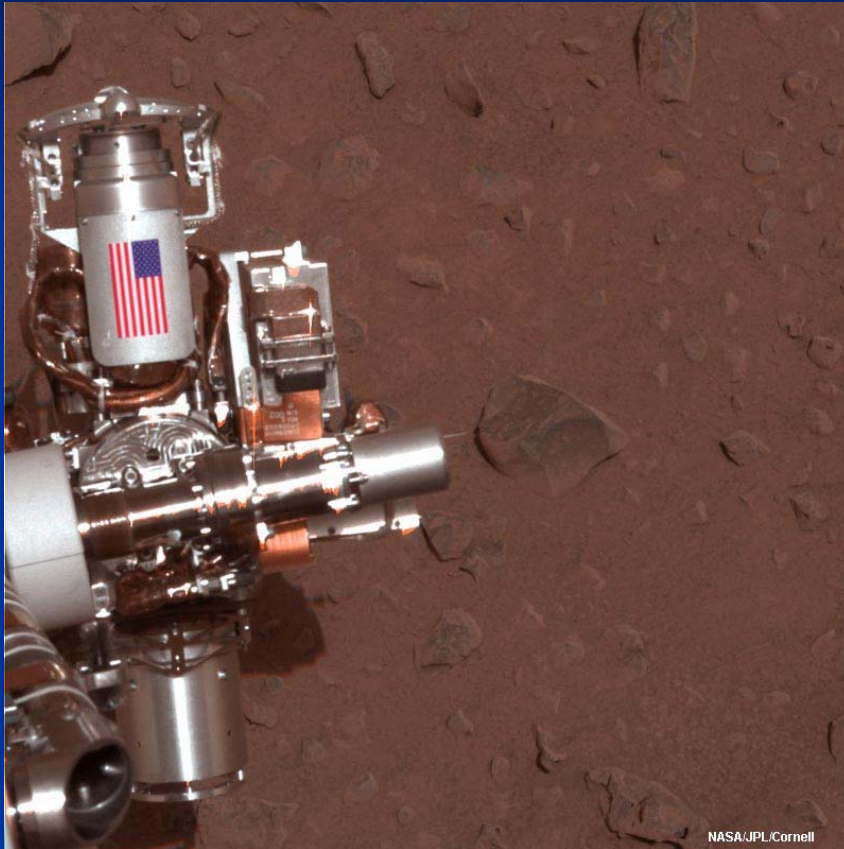
- HPSUSAN numbers can change
- Stay in contact with software suppliers
- Don't rely on rover memory surgery
- Support contracts: the most steady connection

Where Help Comes From

- In House
- Consulting Firms
- HP
- IBM
- Application Vendors
- Third-Party Tool Companies

What Help Can Do

- Solve Problems
- Create Opportunities
- Do Your Bidding
  - Make your visions a reality
- Do Your Work for You
- Maintain Stability

Third Party MPE Supporters

- Beechglen
- Allegro Consultants
- BlueLine Services
- Terix Computer
- GSA Inc.
- Pivital Solutions
- More to come

Third Party App Experts

- The oldest trees in the 3000's forest
- Usually grown out of the app vendor's labs
- Ecometry
  - **FluentEdge Technologies**
- MANMAN
  - **The Support Group**
- Amisys
  - **Kelly Consulting**

When the Second Party Becomes the Third

- Your firm, the first party
- HP, former second party
- Your remaining partners: third party that are becoming your second party
- HP: now, a third party for some sites

You're Not Alone

- 3k Associates — 800-NET-MAIL
- Acucorp — 800-262-6585
- Adager — 208-726-9100
- Blueline — 877-464-2583
- Computer Solutions — www.internetcsi.com
- CORE Migration — www.coremigration.com
- Eloquence, Inc. — www.eloquence3000.com
- Entsgo/TSG — 800-798-9862
- Epic Systems Corp. — 888-395-3742
- Genisys Corp. — 425-869-6055
- iMaxsoft — 408-253-8808
- Lund Performance Solutions — 541-812-7600
- Marxmeier Software — www.marxmeier.com
- MB Foster — 800-ANSWERS
- MiniSoft, Inc. — 800-682-0200

- Orbit Software — 800-89-ORBIT
- PIR Group, Inc. —847-427-8348
- Pivital Solutions — www.pivitalsolutions.com
- RAC Consulting — 360-357-9572
- Robelle— 888-762-3553
- ROC Software, LP — 512-336-4200
- ScreenJet — www.screenjet.com
- Speedware — 514-747-7007
- STR Software — www.strsoftware.com
- Surety Systems — 713-446-9455
- Tally Computer Printers — 800-843-1347 x545
- Taurus Software — www.taurus.com
- Terix — 888-848-3749
- Transoft — www.transoft.com
- WRQ — 888-323-5353

Partners Made the 3000 Customers Successful

- Not an HP-only ecosystem
- Outside firms always at the heart of improved 3000s

Until You're Migrated…
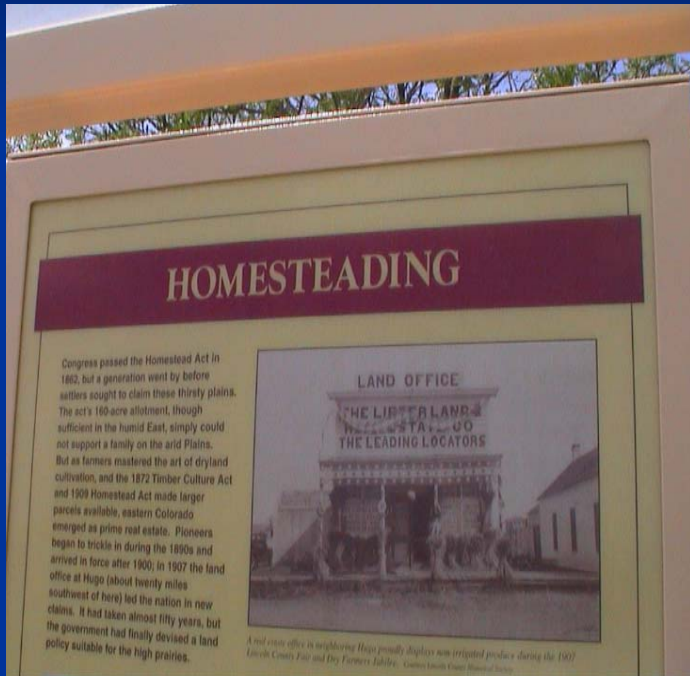
HOMESTEADING

- Homesteading: Living in a place where you're self sufficient and aware

- Knowing your neighbors: through news, online, at user group events

- 3000newswire.com – Free trial subscription

- Join the 3000-L newsgroup and mail list: www.interex.org/myjsppages/ lists.jsp?list=hp3000-l

- robelle.com/support/hp3000.html

- adager.com/support/HpResourcesTOC.fm.html

- Interex.org/advocacy

- OpenMPE.org

Who Knows the Future?

- Less change than predicted
- More time to work
- Rate of change slower
- Be hopeful and aware