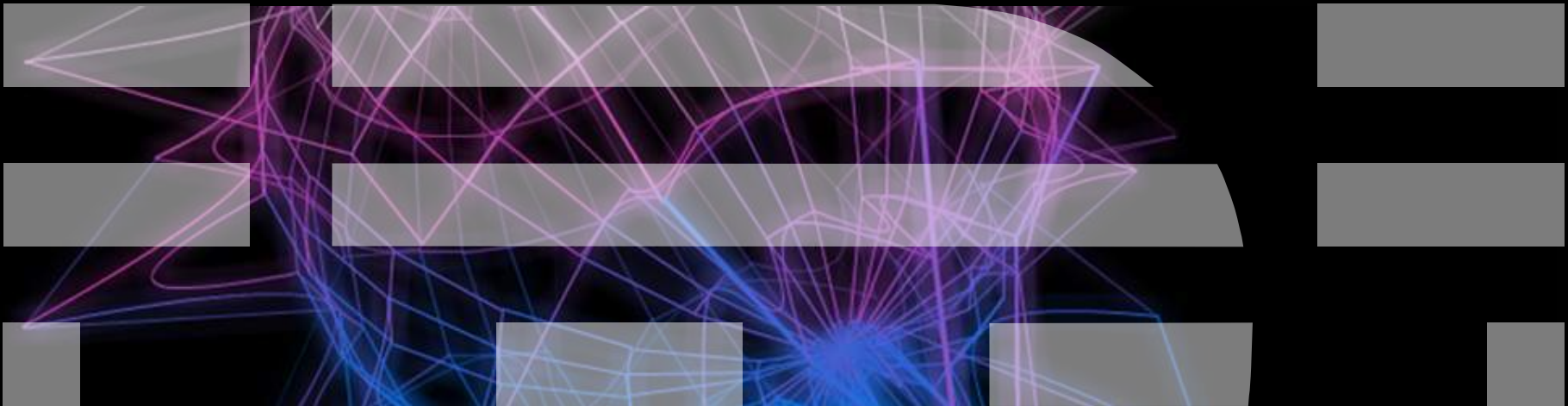


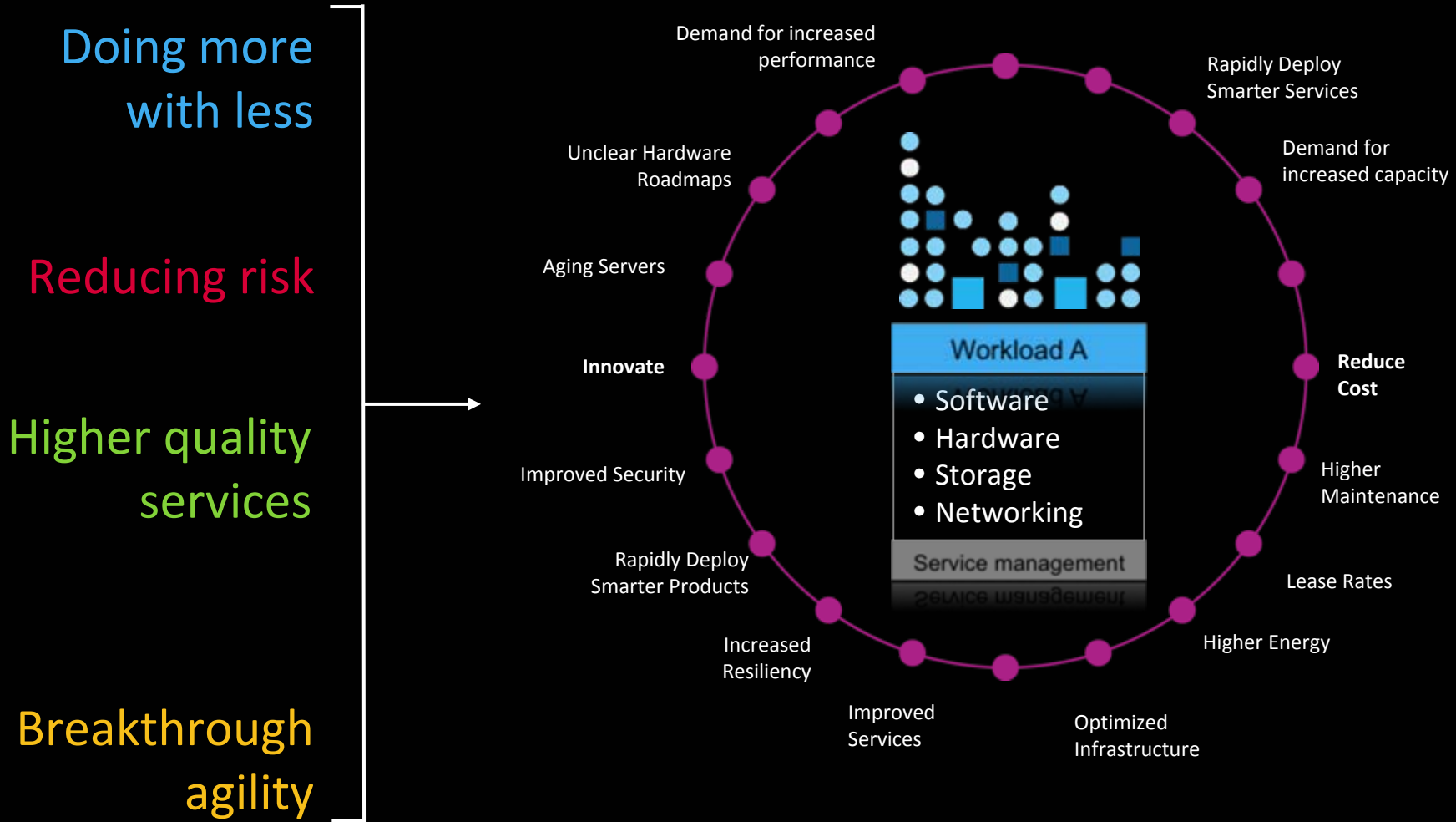
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# Strategies, Expertise and Services for Moving to IBM

## *Approach for Workload Migrations*

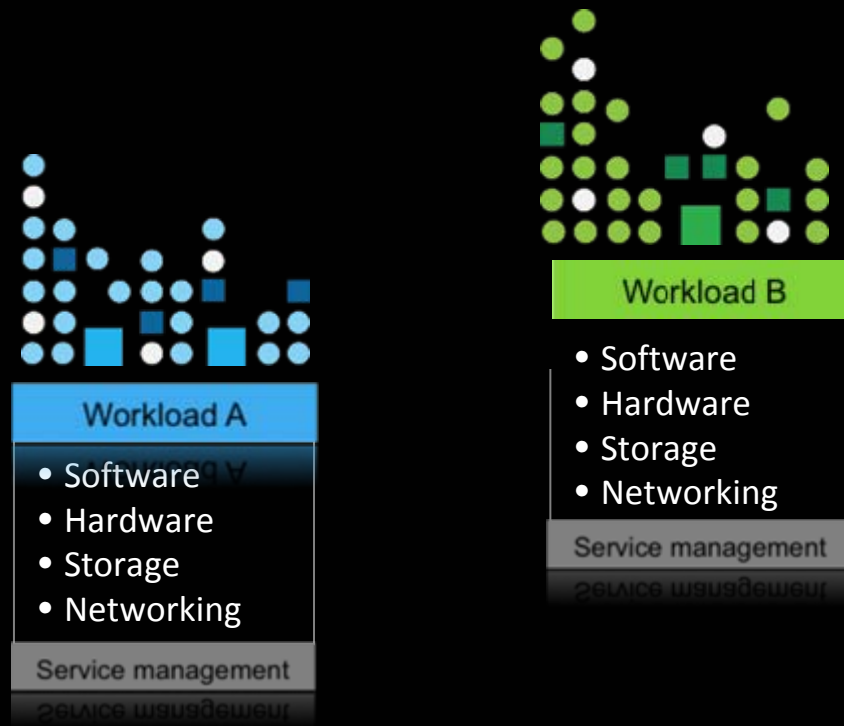


# Business challenges place pressure on IT ...



# ... and changing requirements for workloads

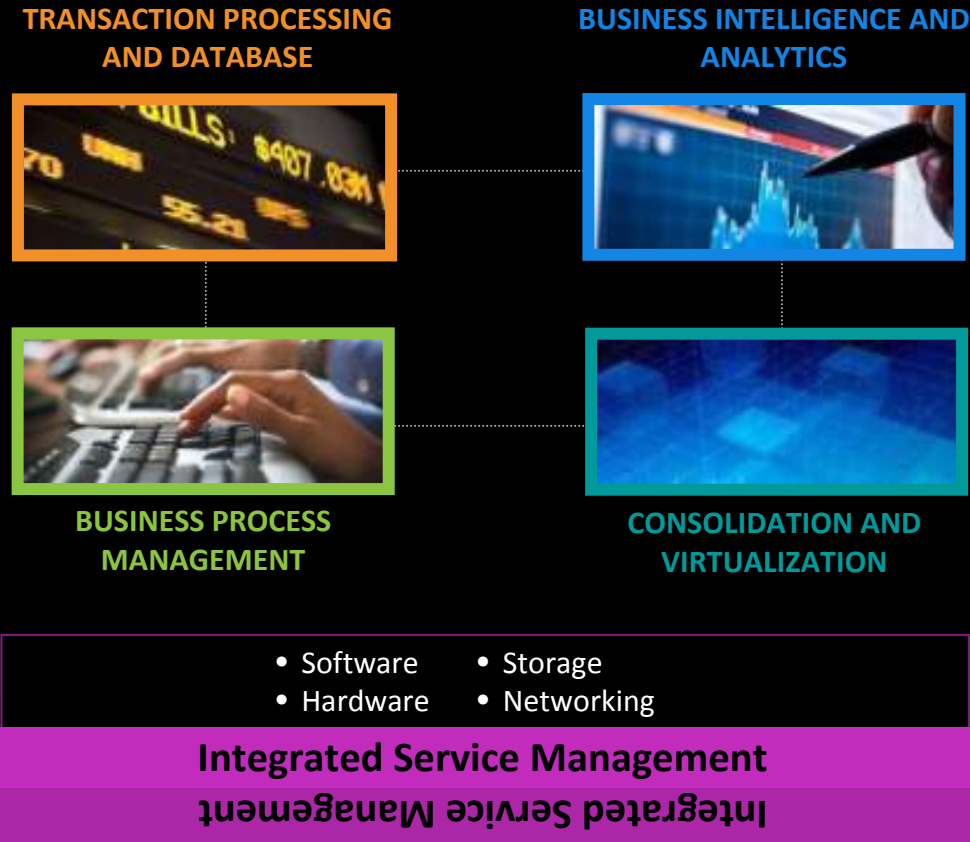
*Companies run diverse workloads, with investments in multiple types of platforms, applications, tools and skills ...*



## Challenges

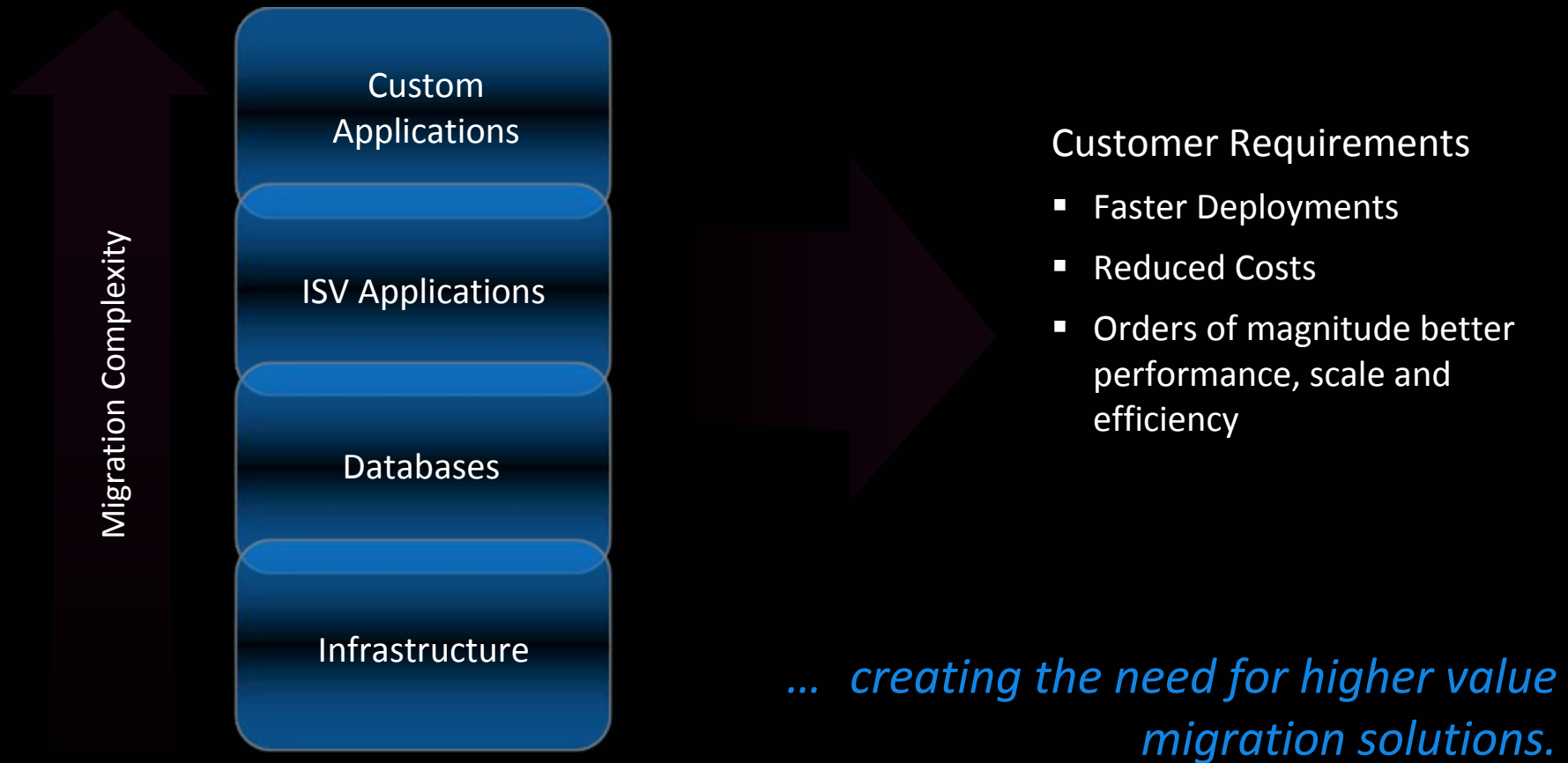
- Integration
- Accessibility
- Performance and Scalability

... creating a need for optimization across workloads and initiatives.



... requiring migrations that are often viewed as complex, risky, expensive and time consuming

Migrations can come in many types and varying degrees of complexity ...



# Baylor College of Medicine



## Challenges:

- Replace end-of-life servers
- Reduce energy consumption costs
- Reduce real estate requirements



## Benefits:

- Migration of 32 Sun servers to just 3 IBM Power™ 570 servers- using virtualization to manage applications
- Achieved a **60%** reduction in rack space footprint and better than **40%** savings in both cooling and power
- Improves overall performance by **30%**
- Improves payroll processing time by **213%**

## Adecco



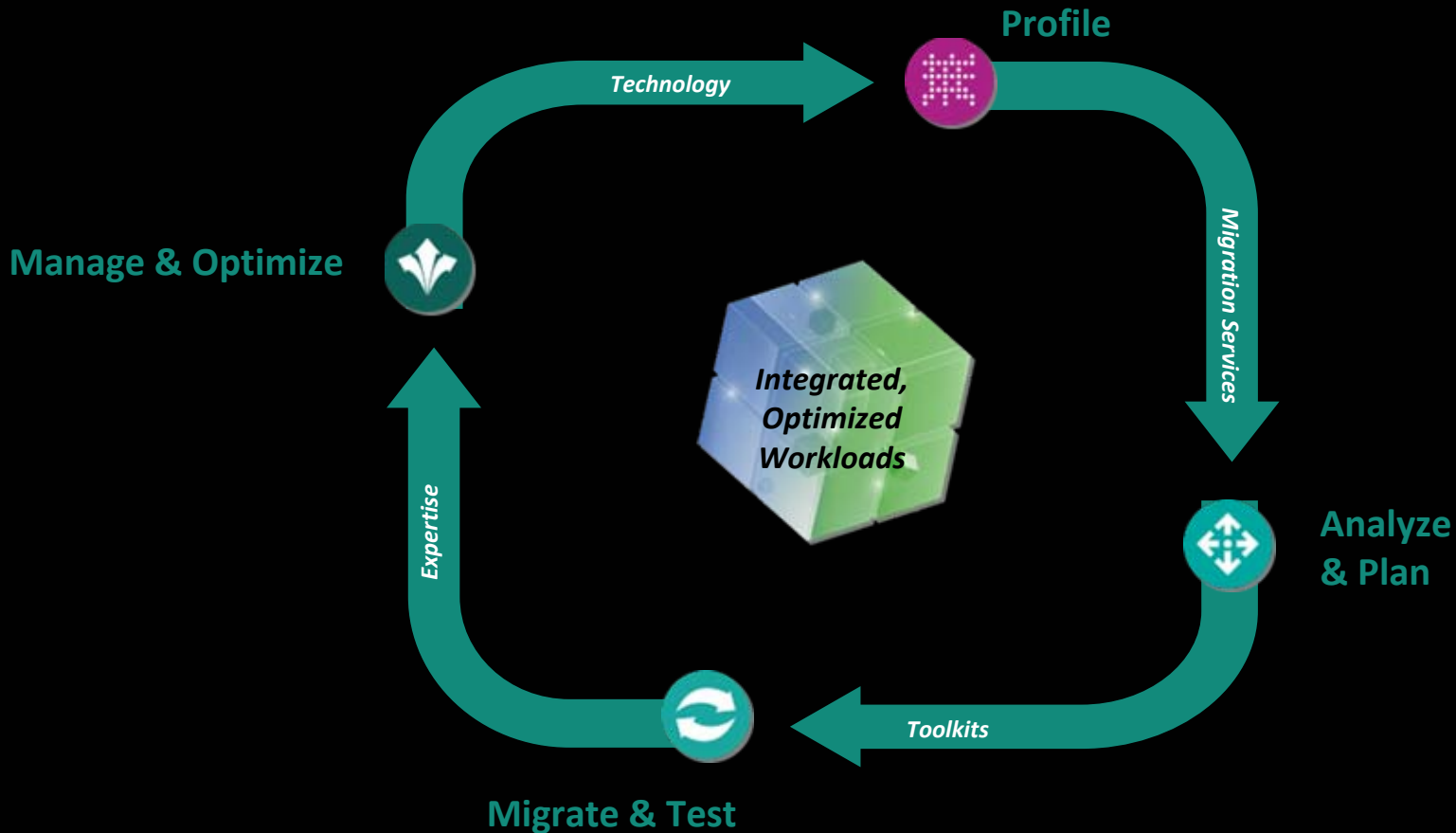
### Challenges:

- A disparate infrastructure that became increasingly difficult to manage
- Rising maintenance costs and IT support concerns
- A need to reduce server infrastructure costs and improve service levels

### Benefits:

- Migration of 50 Sun and HP servers to a 5-node System p 570 cluster have reduced maintenance costs
- Consolidation of 5 data centers improved the availability and delivery of key applications as well as lowered costs for operations.
- Enables a **600%** performance improvement for one critical process
- Payroll batch runs execute **3-4X** faster

IBM provides comprehensive capabilities to optimize workloads - providing capabilities as your requirements evolve



**Client Value**

*Faster Deployments  
Lower Costs  
Reduced Risk*



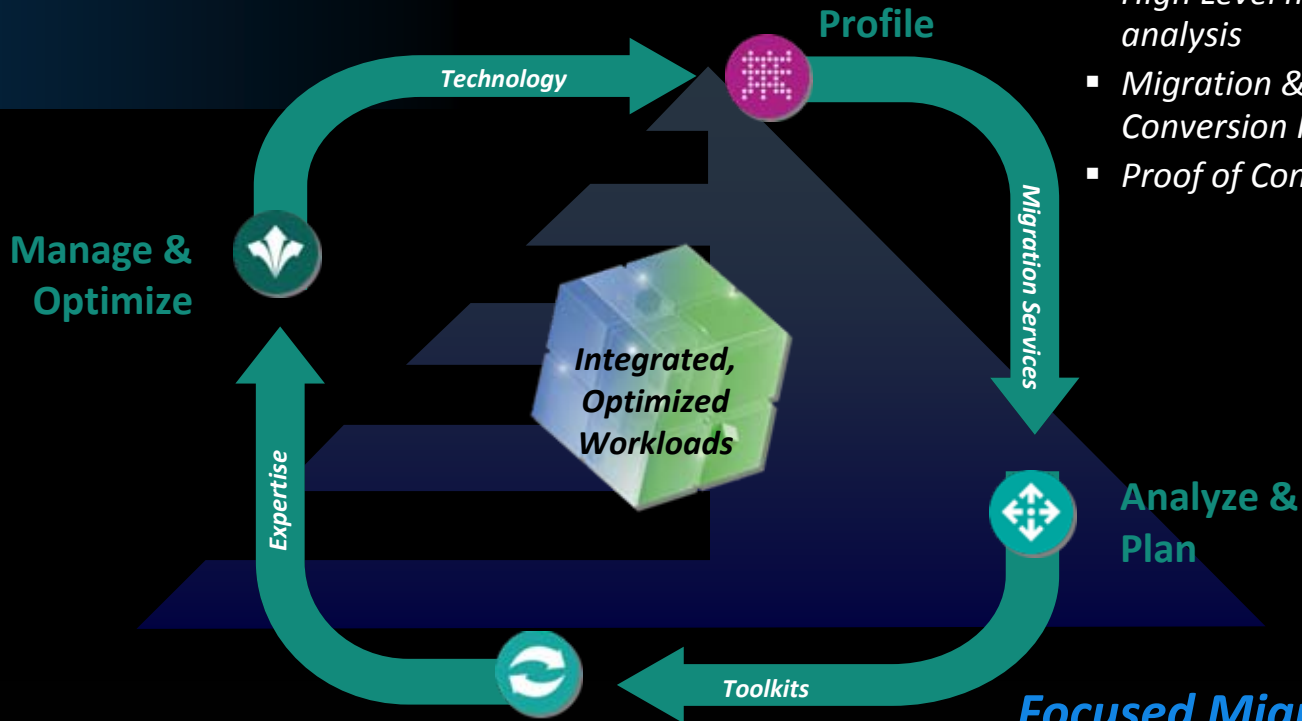
# Addressing the Migration Challenge

## Faster time to value and ROI

*Meeting clients where their need is*

### Planning & Analysis

- Assessments & Validations
- High Level migration analysis
- Migration & Conversion Planning
- Proof of Concept



### Workloads

- Full Migrations
- Migration in a Box

### Focused Migrations

- Platform
- Storage
- Data & Database
- Application

# Planning and Analysis



## *Profiling & Discovery*

- Business and technical assets
- Utilization reports
- Identify business functions
- Identify relationships

## *Benefits*

- Clearly defines the “As Is” environment
- Focus on dependencies (upwards and downstream of the applications)

## *Migration Analysis*

- Leverage experience to determine consolidation and optimization strategy
  - Identify the infrastructure that best optimizes the workload
  - Identify a sequenced approach for implementation taking into consideration of the dependencies

## *Benefits*

- Defines the “To Be” environment matching to the enterprise architecture
- Formulating the data into smaller subsets to make business decisions by business units/environment/application

# Planning and Analysis



## *Planning*

- Produces the project plan on how to implement the technical solution document (an agreement between the business unit owners and IT owners)
  - Addresses business and IT constraints

## *Benefits*

- Determines business requirements and resource allocation
- Roadmap
  - Timeline by phases

## *Proof of Concept*

- An agreed entry-point that validates the approach selected
  - Sample migration unit
  - Quick ROI

## *Benefits*

- Creation of reusable methods, templates, engagement, transitions and operations

## Focused Migrations

### Applications: IBM WebSphere Application Server Migration Toolkit



#### *Efficient Migrations for Applications*

- Migrate Java EE 1.4 and JEE 5 applications and web services from the Oracle WebLogic Server to WebSphere Application Server
- Automatically scan code for server-specific data in applications for review and approval

#### *Benefits*

- Migrate applications **2x** faster
- Migrate web services **3x** faster
- Use simple and quick remediation tools to perform migrations
- Maintain complete control over the migration process
- Available at no charge

# Focused Migrations

## Databases: DB2 9.7 for Developers



- DB2 9.7 supports the following Oracle objects 'natively':
  - Oracle PL/SQL syntax
  - Oracle schemas can be imported
  - Oracle concurrency model
  - Oracle data types
  - And more...
- DB2 Migration Enablement Evaluation Tool (MEET)
  - Analyzes SQL and PL/SQL compatibility
- IBM Data Movement Tool
  - Assists developers in migrating data, stored procedures/functions/triggers from Oracle to IBM DB2

### *Benefits*

- Leverage Oracle database skills to use DB2
  - Easy for developers to query DB2
  - Easy for developers to set up DB2
  - Easy for developers to use DB2
  - Easy for developers to work with DB2
- Early Access Program participants tested their programs and found >98% SQL compatibility

# Focused Migrations

## Platform, Storage and Data Services



### *Focused Migration Services*

- Proven methodology includes analysis, planning, data movement and post-migration validation
- Standard approaches: speed with consistent, high-quality results, leveraging best-of-breed software
- Migration services include:
  - System Strategy Services
  - Infrastructure Optimization
  - Management Services
  - Infrastructure Deployment
  - Data and Information Services

### *Benefits*

- Avoid costly deployment delays and minimize migration risks by accurately assessing and designing your migration plan
- Increase efficiency and achieve 30% to 70% TCO savings using proven consolidation methodologies, tools and a center of competency
- Achieve shortest downtime, highest quality and minimize risk with SAP standard migration tools and a proven methodology
- Non-disruptive data migration and eliminating application outages

# Workloads

## Migration Services



### *End-to-end Migrations*

- Customer-coded applications
- ISV applications
- Databases
- Infrastructure
  - Operating system
  - Servers and storage
- Migrations In A Box
  - Defined set of Services
  - Pre-determined set assumptions, constraints and scope criteria that define the 'Box'

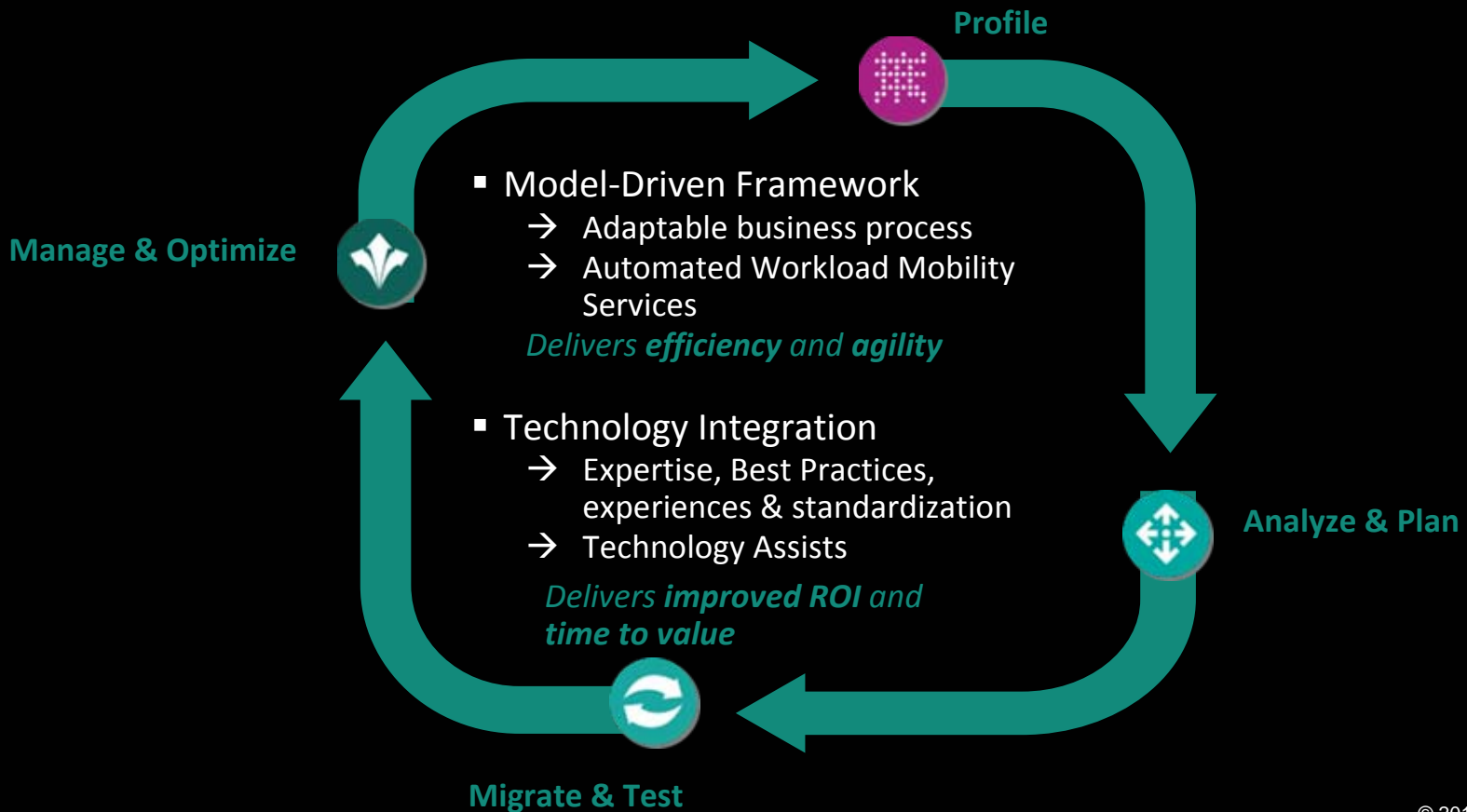
### *Benefits*

- Expertise necessary to control the risk associated with any migration project
- Reduce the time and costs of moving and optimizing workloads
  - Quickly leverage the new infrastructure

# Planning and Analysis, Focused and Full Migrations

## IBM Workload Mobility Workbench (Technology Preview)

*Integration of an array of capabilities to help clients cost effectively migrate workloads*





## Reinhausen



### Challenges:

- Due to overall business growth, Oracle database performance was suffering, which impacted user productivity and business efficiency.
- Client needed to:
  - Reduce server infrastructure costs
  - Optimize supply chain performance

### Benefits:

- Migration of Sun/Oracle infrastructure to Power Systems / DB2 reduced licensing costs and improved application performance
- Improved performance
  - **44%** for batch and reporting processes
  - **71%** for backup jobs
  - **25%** reduction in query response time
  - Reduced SAP licensing costs

## IBM's Expertise Advantage

IBM's investment in skills, methodologies and project experience

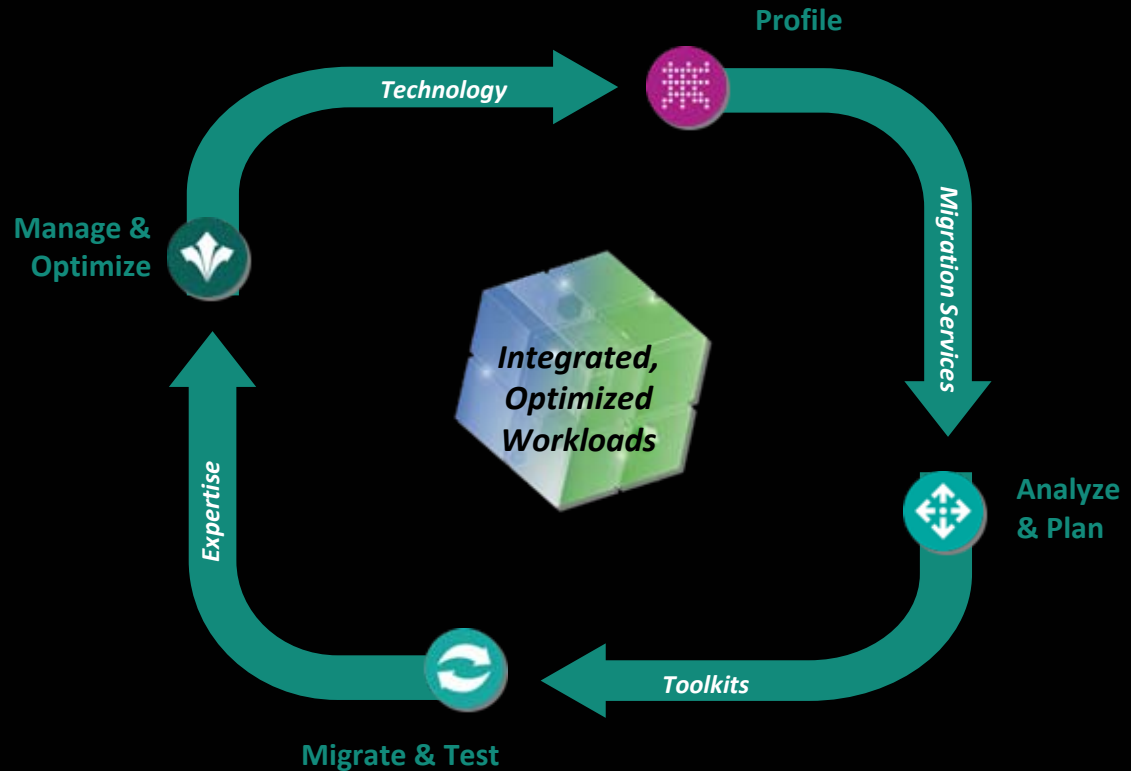


- Experience with more than one kind of platform to build from
- Deep technical knowledge of all hardware and software components
- Deep expertise of business and IT workloads by Industry
- Experts with legacy and emerging technologies
- Experiences with thousands of migrations and conversion projects
- Focused roles – Project Managers, Architects, Integration Experts, Technical Leads, QA Managers

# IBM's deep migration experience can help clients understand the critical success factors to successful migrations

## Critical Success Factors

- ➔ Executive Sponsorship
- ➔ Think big, Start Small (PoC)
- ➔ Well-defined process to contain costs
- ➔ Strong project management with technology milestones to mitigate risk
- ➔ Reference Architecture defined for optimized workload environment



**Aligning technology to business requirements in order to deliver an infrastructure optimized for today's smarter planet**

## IBM's investment in skills, methodology and tools combined with significant project experience can get you started now

- Contact your IBM representative to provide (at no charge):
  - Initial assessment meeting
  - Outline a high-level project plan
  - Draft an initial proposal and PoC
  
- Learn more about IBM migration solutions:
  - Full migration solutions  
<http://www-03.ibm.com/systems/migratetoibm/factory/>
  - Focused migration solutions  
<http://www-935.ibm.com/services/us/index.wss/itservice/its/a1000416>  
<http://www-01.ibm.com/software/data/db2/lowerdatabasecosts/>  
<http://www-01.ibm.com/software/webservers/appserv/whypaymore/>



# Thank You!

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Simply put, IBM is making systems smarter.