

NONSTOP IN THE ENTERPRISE

## ***Standardization***

***a strategy to expand NonStop opportunities***

**CAIL**

# AGENDA

- Why Standardize ?
- Advantages
- Solutions
- Conclusions
- Next Steps

# Why is ***STANDARDIZATION*** important ?

- Save money / Reduce costs
- To improve agility
- To get more from current systems
- In conjunction with Windows 7 rollout
- Support Enterprise initiatives  
(ie: Security, Modernization, Mobile, BI, new Reports)
- Encourage Collaboration
- To better manage change



**Silo / Non-Standard**   **Enterprise Standard**



# STANDARDIZATION OBJECTIVES

## Business

### 1. Better financial results

- higher Revenues, Profits, ROI, etc.

### 2. Realize competitive advantage

- new services, better analytics, more comprehensive reports, etc.

## IT

Support business innovation while mitigating risk -

### 1. Increase IT value to the business with -

- easy-to-use, seamless information services
- improved interoperability between systems

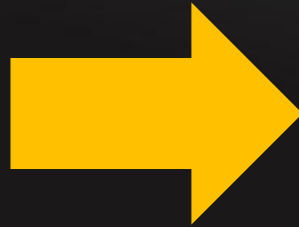
### 2. Successfully manage change

# ***STANDARDIZATION ADVANTAGES***

- Focus on delivering Business Value**
- Fast ROI**
- Reduce risk - while evolving information services**
- Produce results quickly**
  
- Position NonStop as part of a Corporate Standard, integral in the enterprise, and a strategic platform**

Changing with the times ...

**Application  
Out**



***User  
Experience  
In***



*NonStop in the  
Enterprise*

*Standardization  
Solutions*

*.... that enable NonStop to be  
included in a Corporate Standard*





# Example of NonStop being Integral in the Enterprise



.... a Single-Pane-of-Glass with Multiple Sessions that includes NonStop information

**Question – Can you tell the NonStop Session ?**

**Answer – Unless you know the NonStop application, the answer is NO  
....which clearly shows NonStop fits in**

# **STANDARDIZATION - GUIDELINES**

To qualify as a Standardization Solution (to better position NonStop in the Enterprise), the product needs to –

- 1. Be a recognized brand**
  - in Enterprise Architecture / Planning / Strategy, IT Mgmt, etc.
- 2. Support IT industry standards and established technologies**
  - ie: Interfacing / Integration / APIs, communications, etc.
- 3. Run in Multi-platform environments**
  - ie: NonStop, Mainframe, I-Series, UNIX/Linux, Windows, etc. systems
- 4. Deliver value**
  - ie: improve IT and / or Business results

# STANDARDIZATION SOLUTIONS

Company	Category	Product	Function
1. ACI	Application Connectivity	Base24 ICE	Payments System Host-to-Host Comm Enterprise Services Bus
2. CAIL	Connectivity Modernization Security	Reflection	“ Enterprise Client Solution “ for Host Access + Interfacing / Integration
3. ETI-NET	Backup / Restore	BCOM BackHome/TSM BackBox	NonStop / Mainframe File Transfers Virtual Tape Controller For Open System storage on NonStop

# STANDARDIZATION SOLUTIONS

Company	Category	Product	Function
4. Gravic	Replication	Shadowbase	Zero Downtime Migration
5. IR	System Manageability	Prognosis	Realtime Performance Monitoring
6. Nexbridge	Development	Eclipse / NonStop Product Suite	Dev. Environment Extensions
7. Oracle	Replication	GoldenGate	Zero Downtime Migration
8. Tributary	Backup/Restore	VITAL ANDROMEDA Storage Dir. LT Tape Auto StoreOnce D2D	Unified Data Backup, Restore, Replication & DR

# STANDARDZATION SOLUTIONS

Company	Category	Product	Function
9. XYPRO	Security	IdentityForge	Cross-Platform Identity Mgmt
10. HP	Database	SQL/MX SQL/MP	NonStop SQL Databases
11. HP	Security	SSL SSH	Support of Industry Standard encryption on NonStop
12. HP	O/S	OSS	NonStop UNIX O/S

# STANDARDIZATION SOLUTIONS

Company	Category	Product	Function
13. HP	Development	Eclipse	Cross-Platform Dev. Environment
		iTP Webserver	Web HTTP gateway to NonStop Applications
		NonStop Server for Java	JVM & JDK
		NonStop SOAP	Web Services interface for SOA integration

# STANDARDIZATION SOLUTIONS

Company	Category	Product	Function
13. HP	Development	NSJP	Apache Tomcat based Java servlets & server pages container
		Open Source Java Frameworks (myFaces, Axis, Spring, Hibernate)	User Interface Dev't Web Services Interface for SOA Enterprise Java App Dev Java Persistence for DB integration
		NSDEE	An integrated development environment based on the open source Eclipse platform



# STANDARDIZATION SOLUTIONS

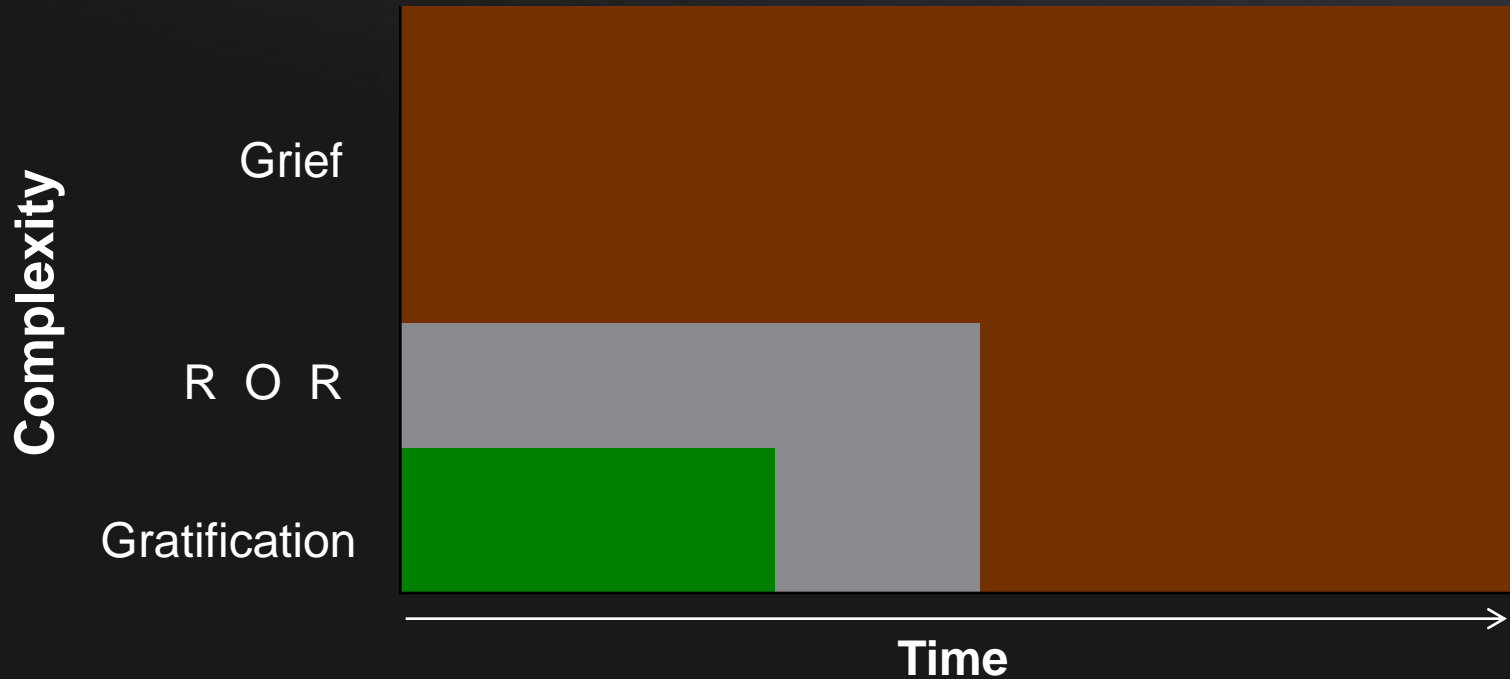
Company	Category	Product	Function
14. HP	System Manageability	Insight Manager	Cross-Platform Infrastructure Mgmt
		NonStop Cluster & Performance Essentials	System Health, Alerts, Performance, Monitoring, etc.
		ASAP	Performance Monitoring
		TimeSync	Time Synchronization
		Nagios	Open Source Cross-Platform System Mgmt

# STANDARDIZATION SOLUTIONS

Company	Category	Product	Function
14. HP	System Manageability	HPIT Performance Suite  Tivoli	Planning, Strategy, Governance, Analytics, Application Life Cycle, Service Mgmt, etc.  Includes NonStop in an IBM Enterprise System Management Solution

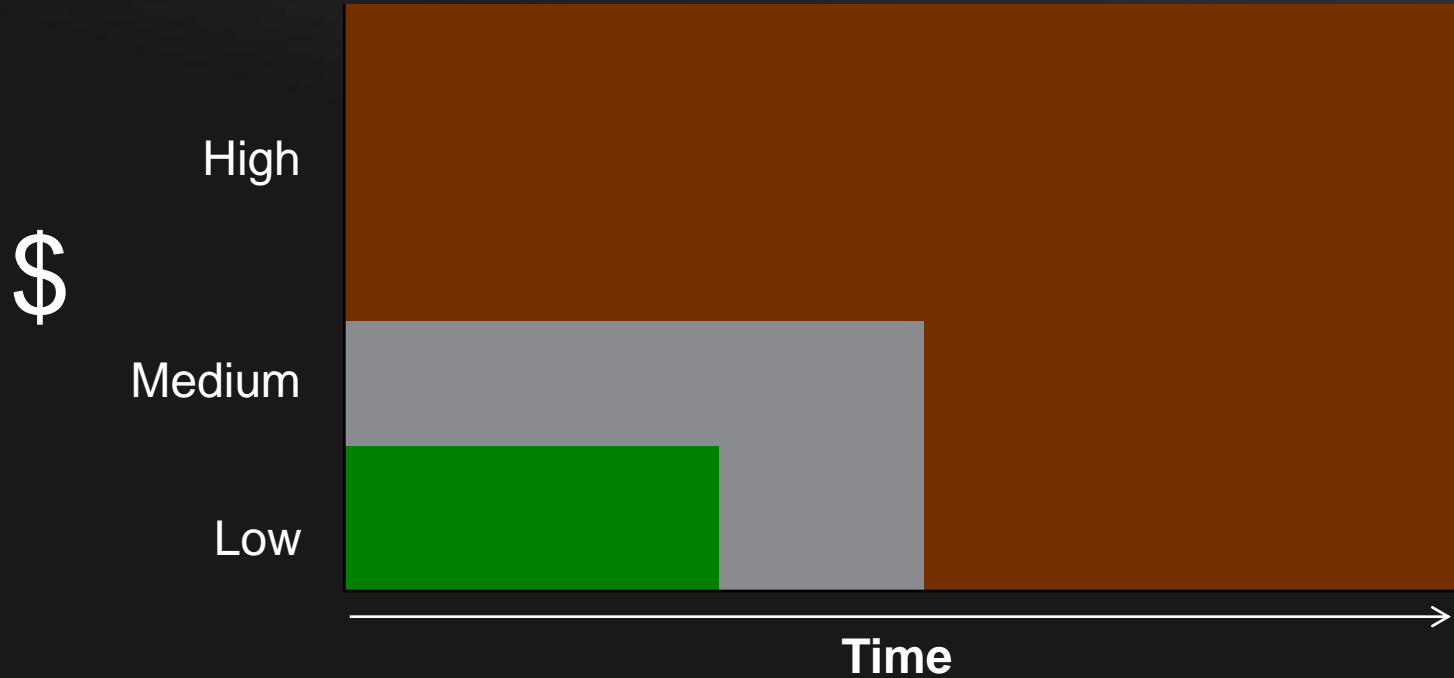
# WHY STANDARDIZE ?

TO DELIVER RESULTS FAST  
+ MEET EXPECTATIONS



# WHY STANDARDIZE ?

**TO REDUCE RISK AND COST**  
**+ make it easier to move forward**



# CONCLUSIONS

1. There are options to enable NonStop to be -
  - A. integral in the Enterprise
  - B. included in a Corporate Standard
  - C. a strategic platform
2. There are significant benefits to Standardizing and management needs to understand NonStop is – contributing  
– part of the strategy to move the business forward
3. This is an opportunity to improve NonStop optics – “ NonStop fits in “  
.... from a “ Silo “ approach to having an “ Enterprise “ perspective



# ***NEXT STEP***

## **1. Be pro-active at making NonStop more Integral in the Enterprise**

- to improve business results**
- to better enable IT to address business needs**

## **2. Highlight NonStop adheres to Standards**

- inside the Box**
- inside the Corporation**



## **3. Collaborate with others interested in increasing IT value to the business**

- in your organization**
- HP + Solution Providers (in the list)**

**Want to expand NonStop relevance and opportunities ?**

- 1. Support an “ Enterprise Standardization “ strategy**
- 2. Deliver Business Value**



Ron Thompson  
905-940-9000  
[rthompson@cail.com](mailto:rthompson@cail.com)

**CAIL**

