

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

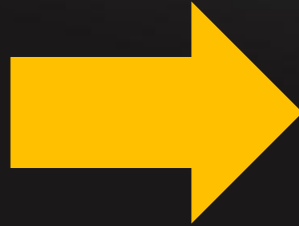
2. Successfully manage change

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**

Standardizing Examples

1. System Manageability
2. System Development
3. Security
4. Storage / Backup
5. DR / Business Continuity
6. Modernizing Information Services
7. Analytics / Business Intelligence
8. Mobile
9. Cross Platform Applications

10. Host Access - Enterprise Client Solution

Reflection - Integrated Attachmate / CAIL Software
- 1 icon to access all systems



Standardizing – enables you to :

1. Improve the User Experience / Productivity

- More comprehensive reports
- Easy to use systems
- Operational continuity across platforms

2. Simplify Information Services

- Single View
- Seamless Systems
- Have cross-platform tools

3. Automate Processes to –

- Improve outcomes
- Reduce errors

4. Increase IT Value to the Business

- Leverage the investment in all systems to address new needs
+ empower Business Users
- Better manage change while
- mitigating risk & minimizing cost



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

STANDARDIZATION 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

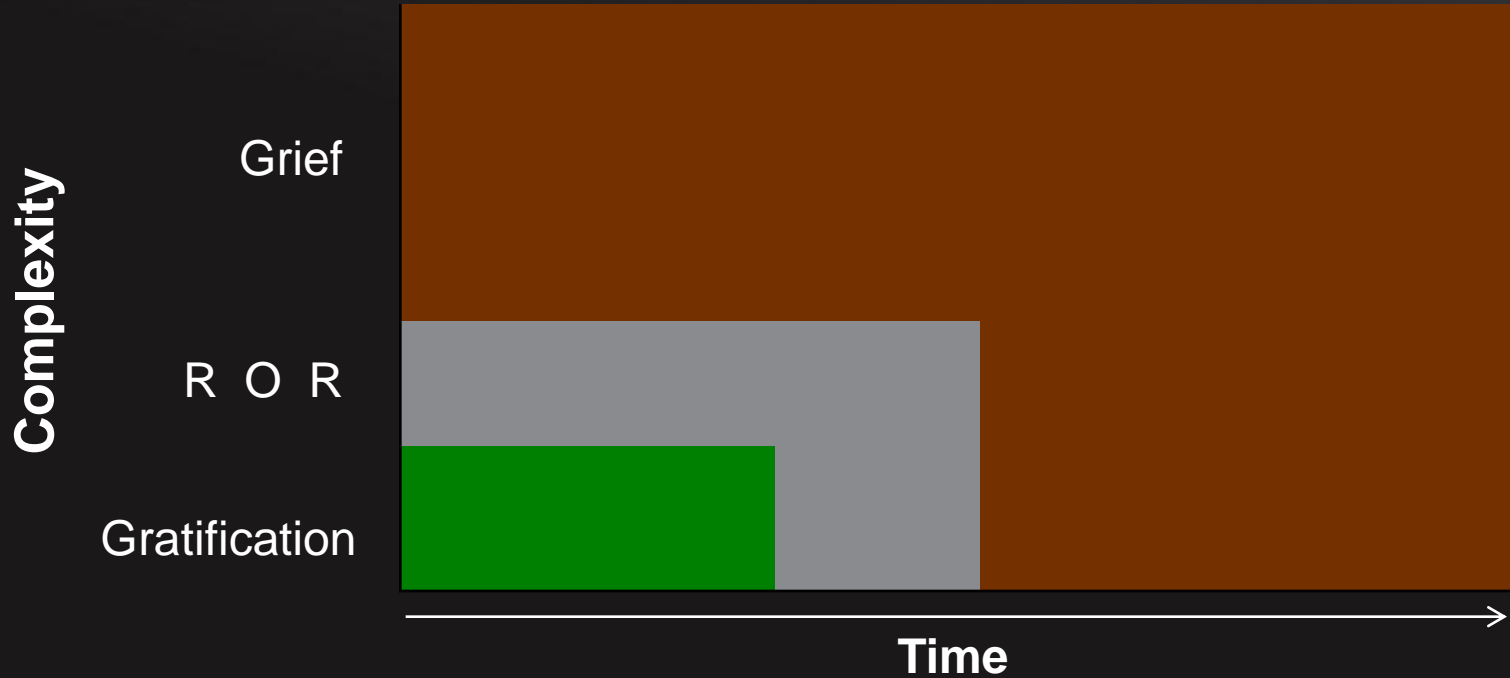
Company	Category	Product	Function
14. HP	System Manageability	Insight Manager	Cross-Platform Infrastructure Mgmt
		NonStop Cluster & Performance Essentials	System Health, Alerts, Performance, Monitoring, etc.
		ASAP	Performance Monitoring
		TimeSync	Time Synchronization
		Nagios	Open Source Cross-Platform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

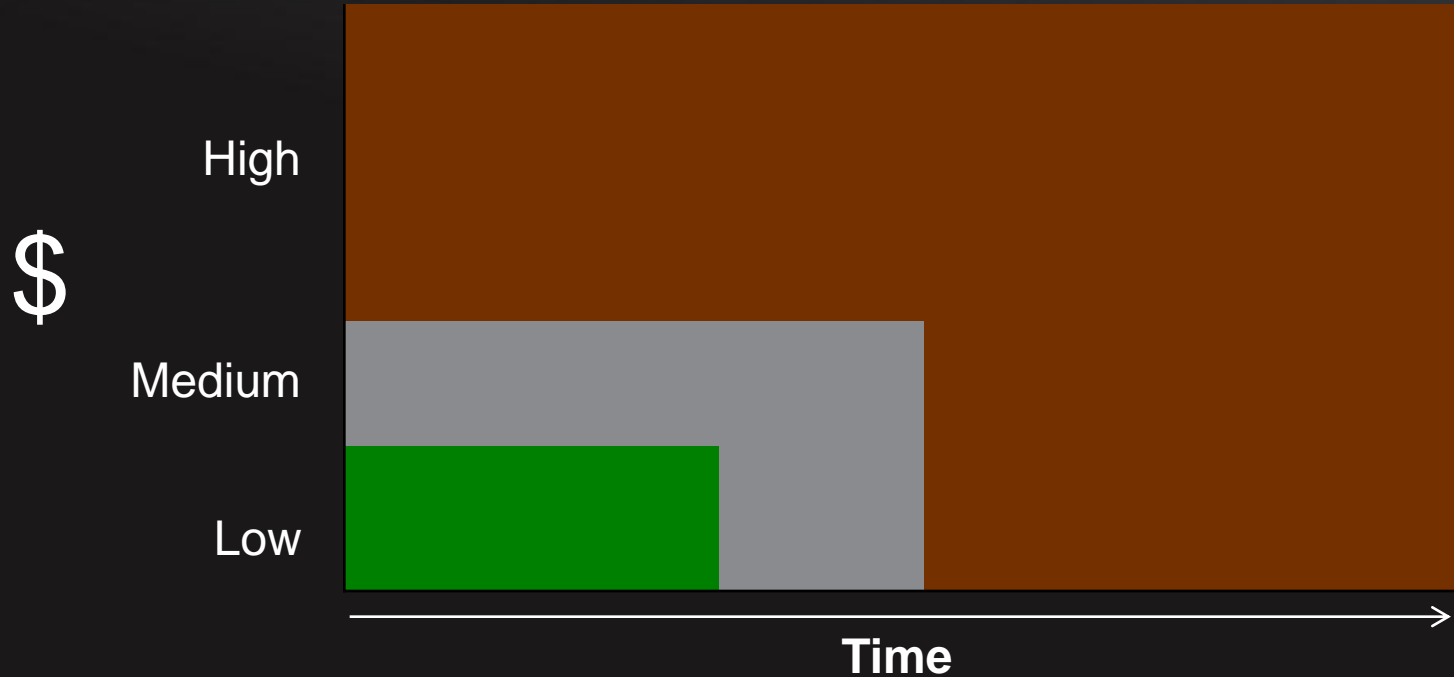
WHY STANDARDIZE ?

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)**

TO INCREASE NONSTOP RELEVANCE -

- Support an “ Enterprise Standardization “ Strategy
- Utilize products that enable NonStop to be included in a Corporate Standard

ie: Utilize an “ Enterprise Client Solution “ for Host Access to leverage the investment in current systems (including NonStop) to better position IT to perform for the business

- get more value from NonStop
- extend Reflection licenses to include NonStop access
 - integrated Attachmate / CAIL software

Want to expand NonStop opportunities ?

1. Think Strategically

2. Deliver Business Value



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