

CA Chorus Helps Reduce Costs, Improve Productivity and Assist With Mainframe Skills Retention

95% of our customers recognized and confirmed the skills problem in their organization

Formal strategy in place to address skills shortage is 25%

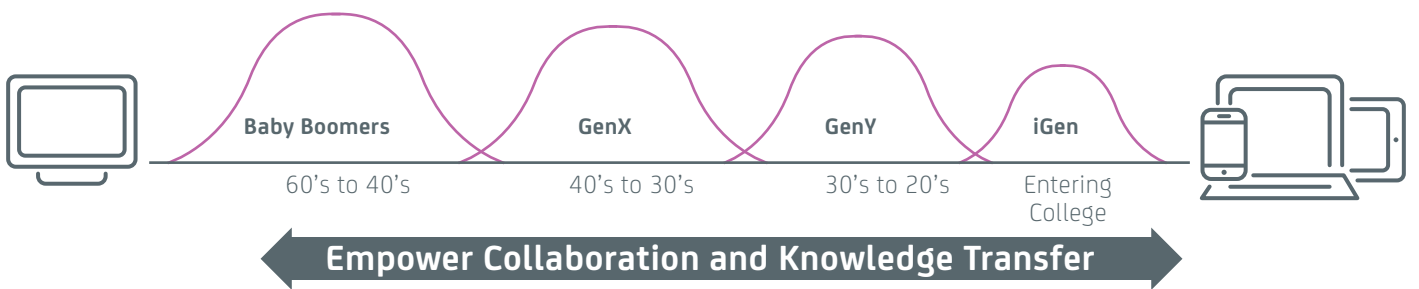
Improve staff productivity and reduce training time up to 45%

Business Trends



- IT is under pressure to adapt to ever-increasing demands imposed by the “consumerization of IT”. This includes supporting big data and related analytics, integrating a cloud strategy to deliver on-demand services, and delivering services and the infrastructure to manage mobile and BYOD.
- Data centers must evolve to become more dynamic so that they can automatically optimize the alignment of IT resources against business needs to fuel innovation and maintain consistently high Quality of Service (QoS).
- Mainframe managers must overcome complex barriers: reduce the complexity of managing mission-critical mainframe workloads, reduce the risk of declining QoS due to a retiring workforce, and increase the leverage of their entire IT staff to manage the mainframe.
- Analysts, businesses and vendors recognize that mainframes will continue to play a strategic role in the data center and have a long future in IT environments. Given that the generation of mainframe pioneers is expected to retire in the next five to 10 years, more than 95 percent of customers surveyed recognize skills continuity as a key challenge, yet only 25 percent had a formal strategy to address it.
- Approximately 25 percent of the IT workforce is currently represented by Generation Y, and over the next few years this is expected to grow to over 70 percent. Organizations need to embrace this transition by empowering people to collaborate on what they’re doing and how they do it, enabling current experts to easily transfer knowledge to “next generation IT” so they can manage the critical systems that provide the backbone of many of our businesses and government agencies.

Evolving IT Workforce



Business Demands Are Setting CIO Priorities

Increase Efficiency	Resolve Problems Faster	Accelerate Learning Curves	Reduce Errors and Risk
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Customer Challenges

	Executive IT CIO, CTO, IT Director	Mid-level Management Enterprise Architect / Data Center Manager	Power Users Systems Programmer, DBA, Operations Analyst
Challenge	<ul style="list-style-type: none"> Reduce IT costs, risks, complexity Provide business services faster Transform the data center to be more dynamic and flexible Optimize performance of revenue generating applications 	<ul style="list-style-type: none"> Manage growing IT demands (transactions, data, compliance) Reduce IT costs, risks, complexity Enforce SLAs Optimize capacity, availability, performance and cost 	<ul style="list-style-type: none"> Make my day easier (I'm doing the job of 5 people) Cut down on complexity Streamline processes, resources Meet SLAs and QoS goals
Value	<ul style="list-style-type: none"> Reduce costs by increasing efficiency and resource utilization Increase IT productivity with next generation management tools Reduce risk with proven tools, methods and vendor 	<ul style="list-style-type: none"> Simplify management of complex infrastructure with a single view of IT Rapidly deploy, upgrade and manage dynamic workloads to accelerate service delivery Cost effective solutions that increase efficiency and resource utilization 	<ul style="list-style-type: none"> Do job faster using automated tools and streamlined processes Quickly deploy and more easily manage critical workloads Improve productivity with modernized user interfaces Proven solutions that improve service quality

Our Solution

<p>For Executives:</p> <ul style="list-style-type: none"> Close the gap between business demands for innovation and IT capacity by leveraging the agility of a dynamic data center. With IT resources already stretched thin, sacrifices will have to be made in order to take on new initiatives. With the power of System z in your dynamic data center, you can close this gap. Transform the management paradigm by implementing solutions that allow you to automate IT processes, streamline your efforts and accelerate IT service delivery and related business results. Simplify IT management across disciplines to reduce costs and improve efficiencies. 	<p>For Mid-Level Management:</p> <ul style="list-style-type: none"> Leverage the expertise of seasoned IT staff to manage the mainframe and facilitate collaboration and knowledge sharing among expert and novice staff. Simplify mainframe management through an integrated, role-based management workspace that empowers IT staff to maximize productivity and reduce operational costs by providing decision-making, management and planning services from a single location. Solve today's immediate challenges while laying the ground work for a dynamic data center. 	<p>For Users:</p> <ul style="list-style-type: none"> Role-based workspace is architected to simplify and streamline management tasks, to help increase staff productivity and to provide a shorter on-ramp for the next generation mainframe workforce. A productivity-focused design opens up the mainframe to a new generation with new capabilities designed to instill confidence and promote teamwork for efficient management of complex mainframe enterprises. Intuitive design and embedded intelligence appeals to the next generation mainframe staff while offering significant productivity improvements for today's mainframe experts.
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Business Impact



Large Financial Services Marketing Company in North America has approximately 100,000 licensed sales representatives, providing term life insurance, mutual funds and other investment vehicles.

Challenges:

- Continue improving operations and shorten on-ramp for novice mainframe developers and administrators.
- Continue to support their mission critical DB2 application for field agents.
- Bring the mainframe into the next generation alongside the rest of their operation.

Solution: CA Chorus™ for DB2 Database Management

- Provides faster problem detection and troubleshooting to DB2 mainframe experts.
- Improves operations and shortens the training time for novice staff.
- Provides a modern context for the mainframe similar to other platforms.

Large Global Financial Institution known in more than 50 countries has more than 130 million loyal customers. This bank is especially safe and stable, as it belongs to one of the largest global multi-sector corporations and provides the full spectrum of financial services.

Challenges:

- Provide assurances to auditors and management that effective controls are in place.
- Proactive, real-time approach to shorten risk- and threat-management timelines.
- Cost-effective, automated way to monitor, report and investigate security activities.

Solution: CA Chorus™ for Security and Compliance Management

- Consolidates mainframe security environment information into a single browser-based view.
- Makes easy the tedious and manual reporting processes.
- Provides for the security of mission critical resources and risk mitigation.



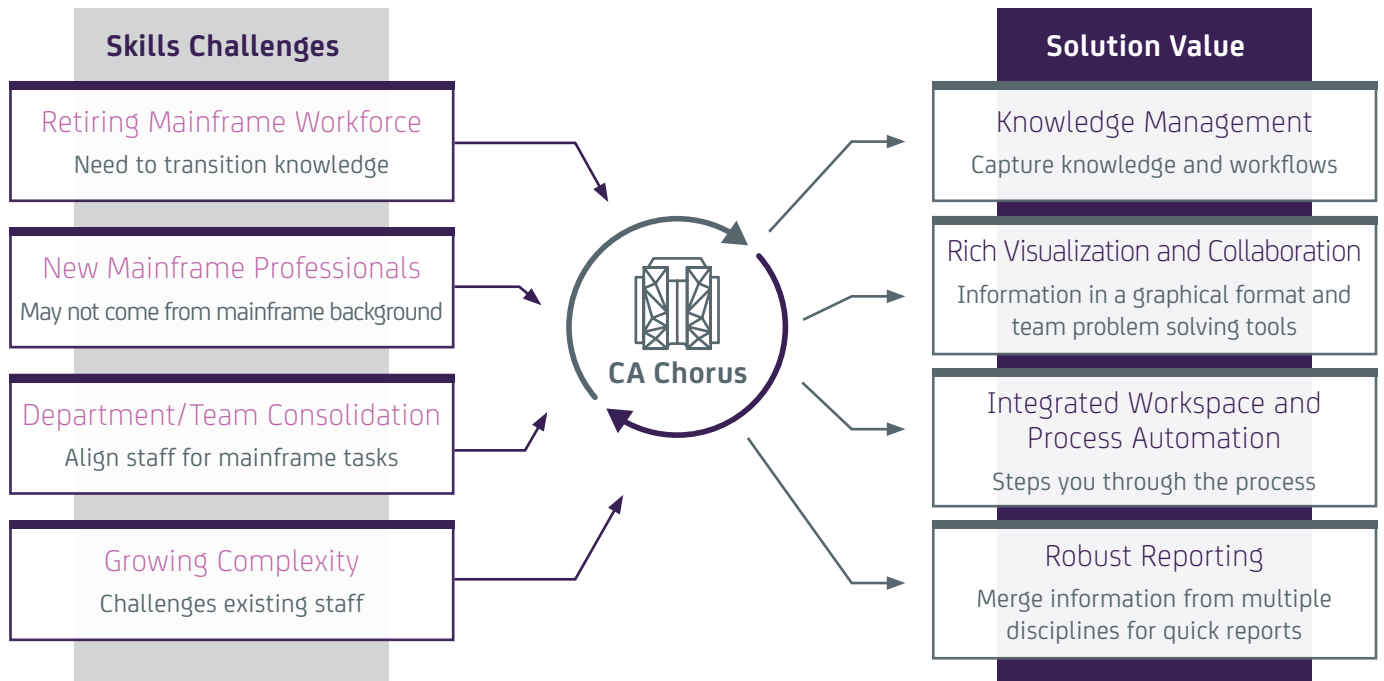
CA Technologies can create custom ROI Business Cases upon request to assist our customers in identifying the potential quantifiable value CA solutions can bring to their businesses.

Business Value

Business Value Proposition	Business Value Enabler	Specific Measurement	Solution Area	Impact Range
Improved staff productivity with critical skills sustained and reduced time to on-ramp/train new mainframe staff	Improvement of quality of service delivery by preserving experienced workforce knowledge and decreased ramp-up time of new mainframe admins through effective use of collaboration tools	Costs savings from faster problem resolution, knowledge transfer and reduced training time	CA Chorus for Security and Compliance Management, CA Chorus for DB2 Database Management, CA Chorus™ for Storage Management	20%–40%
Improved mainframe DB2 for z/OS DBA productivity	Visualization of complex DB2 for z/OS relationships enables proactive monitoring of thresholds and alerts to resolve performance bottlenecks	Cost savings in mainframe DB2 database analyst resource time	CA Chorus for DB2 Database Management	15%–25%
Reduced production costs for compliance and attestation reporting requirements	Advanced reporting capabilities help you to more quickly understand security policies and the context around security events	Cost savings in mainframe security administrative resource time	CA Chorus for Security and Compliance Management	8%–12%
Reduced costs in managing the complexity of mission-critical mainframe storage	Unique interactive graphical topology and detailed qualitative analysis let you quickly view and report on the storage infrastructure	Cost savings in mainframe storage administrative resource time	CA Chorus for Storage Management	25%–35%

The impact ranges shown above are estimations derived from the analysis of benchmark data which is a composite of data derived from industry analyst published information, interviews with subject matter experts and experiential data from prior projective analyses with CA Technologies customers. These values are not a guarantee of achievable results and will vary depending upon your current infrastructure, people and processes, as well as the appropriate, effective implementation, adoption, and use of the CA Technologies solution.

How CA Technologies Can Help



What the Analysts Say



“...the most impressive mainframe innovation in decades...”

Jon Toigo
drunkendata.com



CA Technologies Receives Overall Positive Vendor Rating

Gartner,

Gartner–Vendor Rating: CA Technologies, Cameron Haight, 26 March 2014

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