CA Mainframe Solutions Reduce Costs by Improving Efficiency and Managing Complexity

**business imperatives**

**REDUCE COST**— Reduce operational costs and improve efficiencies to maximize overall return on IT investment.

**REDUCE RISK**— Manage risk and reduce IT complexity with an enterprise-wide view of IT to conduct business seamlessly across all platforms.

**DRIVE INNOVATION**— Deliver innovation at the speed of business and leverage mobile, cloud, big data and other technologies to perfect customer service and win in the marketplace.

**INCREASE VELOCITY**— Acquire technology that will enable IT to conduct billions of transactions per day initiated on mobile devices to make banking, shopping, socializing, learning and living more enriched, personalized and safe.

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**WHEN COST MATTERS AND RELIABILITY IS ESSENTIAL—FACE THE FACTS:**

CA Technologies is the best choice to help you optimize your mainframe-enabled enterprise-wide infrastructure...and we'll prove it.

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**BIG SAVINGS**

Streamline
Achieve real savings through lower TCO and simplified vendor management

**MEASURABLE VALUE**

Immediate ROI
Maximize investment with pragmatic approaches and real proof points

**UNIQUE INNOVATION**

Transform System z
Power your data center with enterprise-wide management and optimal efficiency

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Marquee benefits yielding $3.1 M per year in savings are detailed on the reverse side of this document in order to show examples of business value achievable through CA Mainframe Solutions.

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CA delivers unparalleled savings, value, and innovation on the mainframe:

- #1 ISV; greater portfolio breadth and depth than all our competitors combined
- Market leading solutions for:
  - Mainframe, Distributed and Cross-Enterprise Workload Automation
  - Mainframe Database Management for DB2 and IMS
  - Mainframe and Cross-Enterprise Performance Management
  - Mainframe-to-Mobile Application Development, Testing and Software Change Management to support DevOps Initiatives
  - Linux on System z
  - Mainframe Security and Compliance
  - Mainframe Modernization

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Celebrating 50 years of the Mainframe—Powering the Extraordinary!

2014 marks the 50th anniversary of the technology that changed business computing forever and remains the heart of business, science, government and academia today: the mainframe computer. From checking your bank account or trading stocks to building cars or booking a flight, the mainframe powers the fast-paced global business economy. It processes more transactions faster and at a lower cost per transaction than any other environment.

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**Business Value Proposition**

<table>
<thead>
<tr>
<th>CA Mainframe solution benefits can be quantified per a wide range of benefit scenarios. A selection of these is listed below to show common areas measured.</th>
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</thead>
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<table>
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<tr>
<th><strong>Business Value Enabler</strong></th>
<th><strong>Specific Measurement</strong></th>
<th><strong>Solution Area</strong></th>
<th><strong>Impact Range</strong></th>
<th><strong>Key Resources Affected</strong></th>
<th><strong>Average Resource Value</strong></th>
<th><strong>Projected Savings / Year</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Improved staff productivity with critical skills sustained and reduced time to on-ramp / train new mainframe staff</td>
<td>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</td>
<td>Cost savings from faster problem resolution, knowledge transfer and reduced training time</td>
<td>CA Chorus™</td>
<td>20 - 40%</td>
<td>Mainframe administrative FTEs</td>
<td>$117,000</td>
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<tr>
<td>Increased application availability</td>
<td>Optimization of job schedules and automation of error recovery through workload agents can trigger workload immediately per business needs</td>
<td>Incremental revenue</td>
<td>Enterprise-Wide Workload Automation</td>
<td>1 - 2%</td>
<td>Incremental revenue from impacted business applications</td>
<td>$35,000,000</td>
</tr>
<tr>
<td>Improved performance analyst staff productivity</td>
<td>Enables faster resolution of performance problems in applications that span multiple platforms, including the mainframe, plus more accurate capacity planning</td>
<td>Cost savings in performance analyst resource time</td>
<td>CA Enterprise-Wide Application Performance Management</td>
<td>15 - 25%</td>
<td>Performance analyst FTEs</td>
<td>$208,000</td>
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<tr>
<td>Lower costs, faster delivery of quality applications, improved staff productivity</td>
<td>Helps reduce costs, reduce risks, simplify management and improve service quality</td>
<td>Savings in maintenance costs</td>
<td>Mainframe Application Quality and Testing Tools</td>
<td>1-47%</td>
<td>Application programmers</td>
<td>$183,333</td>
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<td>Lowered costs by reducing legacy mainframe software maintenance renewals</td>
<td>Mainframe software rationalization program (MSRP) enables retirement of selected current software systems and maintenance expenses</td>
<td>Cost savings in legacy mainframe software maintenance renewals</td>
<td>Mainframe Software Rationalization Program (MSRP)</td>
<td>100%</td>
<td>Mainframe software maintenance costs</td>
<td>$183,333</td>
</tr>
<tr>
<td>Optimize performance, efficient database administration, reliable backup and recovery</td>
<td>Increase data availability, conserve CPU, DASD &amp; memory resources, &amp; provide consistent, secure data that can be recovered in minimal time</td>
<td>Cost savings and resource reductions</td>
<td>DB2 for z/OS Database Management</td>
<td>1-40%</td>
<td>System resources, maintenance costs, DB2 FTEs productivity</td>
<td>9</td>
</tr>
<tr>
<td>Improved mainframe DB2 for z/OS DBA productivity</td>
<td>Visualization of complex DB2 for z/OS relationships enables proactive monitoring of thresholds and alerts to resolve performance bottlenecks</td>
<td>Cost savings in mainframe DB2 database analyst resource time</td>
<td>CA Chorus™ for DB2 Database Management</td>
<td>15 - 25%</td>
<td>DB2 database FTEs</td>
<td>9</td>
</tr>
<tr>
<td>Reduced costs by optimizing utilization of machine, tape and storage resources</td>
<td>Consolidation of workloads to Linux on System z enables reduction of power, cooling and floor space costs and increased server utilization and operations efficiency</td>
<td>Cost savings from reduced server environmental, utilization and operations requirements</td>
<td>Linux on System z Management Solutions</td>
<td>35 - 45%</td>
<td>Server environmental, operations and maintenance costs</td>
<td>$1,800,000</td>
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</tbody>
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1 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.

2 The Average Resource column shows the calculated midpoint of resource values captured in reference business case analyses by the CA Business Value Analysis Team.

3 The Projected Savings calculations are based on the product of the midpoints of the Impact and Average Resources to show a single representative potential savings value. The labor rates for all FTEs are assumed to be $65/hour for a 2,000 hour work year. Please note, the values expressed in this table 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 solution.