



EXPERIENCE. RESULTS.

**Business Problem:**

Provide CSC's Financial Services Group with a cost-effective means to enhance and deploy financial services software on both mainframes and low-cost environments.

customer success

“Because of Micro Focus Mainframe Express, we can deliver more system capability to our clients because we have saved money and improved our own productivity. We estimate our overall cost savings from improved productivity to be 40 percent.”

[Jay White, Director, CSC Financial Services Group, Life Services Division]

Micro Focus and CSC Partner to extract more Value from Legacy Assets

Product Solution

Micro Focus Mainframe Express® Enterprise Edition

Micro Focus® Server™

Overview

Founded in 1959, Computer Sciences Corporation (CSC) is a leading global information technology services company which offers comprehensive IT solutions to help companies manage complex business processes. With over 700 locations throughout 80 countries, CSC services all major industries, including Financial Services, Aerospace & Defense, Government, Chemical & Energy, Retail and Insurance. CSC's Financial Services Group (FSG) is one of the company's largest commercial vertical markets and represents more than 15 percent of CSC's revenues. FSG serves nearly 5,500 financial services clients across 50 countries in all sectors of the global financial services industry, including Insurance (life insurance, pensions, annuities, health insurance, property and casual), Banking, Consumer Finance, Investment Management and Securities. Over 1,200 of the world's premier financial services organizations use CSC's business and technology solutions, including nearly half of Fortune 500's global 500 financial services companies, two-thirds of the world's top 50 insurers and more than half of the top 50 U.S. banks and insurers.

Extracting Legacy value

For over two decades, Micro Focus has partnered with CSC to provide tools for testing and application development in a Windows environment for CSC's solutions. The two companies have a unique relationship because Micro Focus' development group works closely with CSC to ensure that Micro Focus' technology provides a solid foundation for CSC's solutions. This arrangement is mutually beneficial; Micro Focus is able to use CSC as a 'sounding board' for validation of Micro Focus solutions and CSC has an intimate hand in creating Micro Focus products that will ultimately suit the needs of both CSC and their clients. Regarding this relationship with Micro Focus, Jay White, Director at CSC's Financial Services Group, Life Services Division says, "We consider Micro Focus a partner in the truest sense: we derive operational savings and are quicker to market thanks to the Micro Focus offering, while Micro

Focus is able to tailor their product to be the best available for the market thanks to our direct work with them. In addition, because of Micro Focus products we are also able to demonstrate our products running on a variety of servers. This ability provides more opportunity for a wide array of solutions to our clients and gives us the opportunity to increase our systems implementation and solution services."

Mainframe-Based Solution for Financial Services Companies

In recent years, CSC's Financial Services Group has used Micro Focus Mainframe Express® Enterprise Edition to perform development and testing of their VANTAGE-ONE® solutions in a Windows environment before delivering the final, mainframe-based solution to clients. Mainframe Express technology enables the development and testing of applications much faster and more cost effectively than using traditional mainframe-based tools such as ISPF.

Micro Focus provides the following critical functionality on the workstation:

- Mainframe compiler capability
- CICS and JCL emulation
- Relational database and flat file support (indexed files)
- Assembler emulation
- Debugging

Importantly, VANTAGE-ONE® is a customizable environment and, as a general practice, CSC recommends the Mainframe Express product to clients in order to allow specific tailoring of the source code to be done more cost effectively.

CSC Realizes a 40 Percent Savings Working with Micro Focus

CSC has achieved approximately 40 percent in overall cost savings from improved productivity in actual product development and testing from working with Micro Focus, and estimates the company will achieve \$600,000 in annual mainframe costs savings. In addition, developers have seen an average 25 percent improvement in productivity. These cost savings and productivity gains have resulted in improved customer service because CSC can provide their clients with additional application capability. "Because of Micro Focus Mainframe Express, we can deliver more system capability to our clients because we have

saved money and improved our own productivity. We estimate our overall cost savings from improved productivity to be 40 percent," said White.

Moving Forward with a New Server-Based Solution

CSC's Financial Services Group recently developed a new line of business designed specifically to sell alternative solutions to clients looking for a lower-cost development environment which leverages their critical mainframebased applications and extends them to a lower-cost "mid-tier" deployment environment.

The basis for the new "mid-tier" solution was Mainframe Express Enterprise Edition, which CSC was already providing to those clients using the VANTAGE-ONE® solution who wanted to do their own development work. This is supplemented by Micro Focus® Server™ to enable deployment to new platforms. Using the same capabilities and technology and using trusted mainframe compatible solutions from Micro Focus has allowed CSC to package an entirely new solution for their clients, and provide them with greater choice and capability far more quickly than attempting to provide these solutions separately. The new solution allows thousands of programs that would normally run on a mainframe environment under CICS and JCL to run in a lower cost Windows server environment. The developers at CSC are pleased. "We have worked with Micro Focus for many years to provide cost-effective development tools for our products. We get the best capability in both a mainframe and server environment from working with Micro Focus technology," said Steve Westerholm, Technical Architect, CSC.

From ease of development to opening up new markets for CSC's solutions, Micro Focus has been a key provider of technology to give customers additional choice. "Many financial services companies, which are hindered by strict internal cost justification requirements are extremely interested in a new solution which allows critical mainframe-based applications to run on a lower-cost environment, such as the desktop or server," said White. "Micro Focus was the easy choice to help create this new product."

CSC's Financial Services Group is achieving strong traction from sales of the new addition to the portfolio of solutions offered

to financial services companies. CSC currently has several mainframe-oriented clients who are choosing to use the power of their desktops in conjunction with Mainframe Express Enterprise Edition and Micro Focus Server and CSC solutions to derive a more productive development environment and a wider array of production implementation choices. "The server-based solution offers the same advantages as the mainframe-based solution, as well as the further benefits of lowered deployment charges and faster run time," added White. "Clients are impressed to see an industrial strength application that typically ran on a mainframe can now run so quickly with the server-based solution."

The benefits for financial services companies More Choices, Improved Productivity and Lower Cost

By offering solutions for both mainframe- and server-based environments, CSC now offers financial services companies more choice in how to best exploit the value in their critical legacy assets while ensuring that either option is a cost-effective solution.

In terms of choice, financial services companies can now run any type of transaction on a Windows server or on the mainframe. In terms of productivity, the development environment allows tremendous benefits: for example, compilations that would previously have taken 30 minutes on a mainframe are now done in seconds on the desktop using the CSC solution.

As a further cost reduction possibility, several FSG clients are now considering the "mid tier" option of moving applications off the mainframe completely in order to reduce the load on the mainframe and their overall IT costs, thanks to the new Windows server solution from FSG. In short, lower deployment charges and faster run time.

But the real advantage is choice. "We can now offer financial services companies either a mainframe-based solution or server-based solution because of Micro Focus," White added. "Our mainframe-based solution offers clients improved productivity, reduced development costs, and additional customization from working with Micro Focus to tailor their source code. Our early benchmarks indicate that companies can see, on average, a productivity improvement of at least 25 percent."

Enhancing Six Sigma Ratings for Financial Services Companies

An additional benefit Micro Focus brings to CSC's clients is the ability to improve a company's Six Sigma rating. Micro Focus solutions help technicians find and correct errors before transactions are run. If an error occurs during the processing phase, it can be costly for an organization to go back and perform testing to find the mistake.

A strong Six Sigma rating indicates that there is a minimal amount of errors before processing - which is always attractive to a financial services company that processes critical information daily.

The more frequently errors are caught early, the more reliability improves, the need for testing and inspecting diminishes, cycle time decreases, costs go down and customer satisfaction goes up.

"Improving the Six Sigma rating of an organization comes from the power of Micro Focus solutions and the ability to catch errors earlier in the development process - this is an enormous benefit to our clients," said White.

About Six Sigma Ratings

Six Sigma is a rating that signifies "best in class" and recognizes that there is a direct correlation between the number of product defects a company has with its high operating costs and poor customer satisfaction. Essentially, Six Sigma is a technical methodology used to measure the capability of a company's process with a defect-free performance and resulting impact on a company's bottom-line and customer satisfaction. A high Six Sigma rating is an indicator of how often defects are likely to occur.

Fueled by its success at large companies such as Motorola, General Electric, Sony, and Allied Signal, the methodology is proving to be much more than just a quality initiative. Today, Six Sigma processes are being executed in a vast array of organizations and represent a growing trend in the financial services sector.

About Micro Focus

Micro Focus provides innovative software that allows companies to dramatically improve the business value of their enterprise applications. Micro Focus Enterprise Application Modernization and Management software enables customers' business applications to respond rapidly to market changes and embrace modern architectures with reduced cost and risk.

For additional information please visit:
www.microfocus.com

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