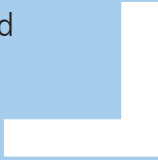


EXECUTIVE BRIEF



FIVE REASONS TO STAY CURRENT WITH TERMINAL EMULATION

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OVERVIEW

As organizations look to reduce IT spending, typically the first to go is ongoing maintenance for existing desktop applications. Organizations that place priority on staying current with the most critical business applications such as desktop emulation, will see cost savings over the long term by protecting against downtime and making operating system upgrades and migrations much less expensive.

REASON #1 – WINDOWS 7 IS HERE

Microsoft has recently released Windows 7 and initial reports from customers and industry experts show that Windows 7 is dramatically more usable and stable than both Windows XP and Windows Vista. While worldwide adoption of Vista was slower than expected, organizations can expect heavy demand for Windows 7. Over the course of the next 3-6 months, Microsoft will issue Windows 7 service pack 1 to help with smooth Vista and Windows 7 migrations.

As with past Microsoft operating system upgrades, vendors like Micro Focus, working closely with Microsoft, have issued releases to desktop products to ensure a smooth transition. For example, when Windows XP was released, Micro Focus RUMBA v7.2 was already packaged with technologies to ensure customers were up and running from day one of implementing XP. Over the next few years, Microsoft issued three major service packs that, without staying current on the latest RUMBA versions, would have in some cases, caused performance and stability issues. Users that were current on maintenance were proactively kept up to date and experienced continued uptime with their core business systems.

REASON #2 – SECURITY STANDARDS

Industries like healthcare and insurance are under constant scrutiny to protect the information assets of their customers. Depending on the country, standards can range from self policing to strict encryption algorithms. The global financial crisis has prompted many governments to implement stricter standards of customer and organization information protection, especially within the financial industry.

Micro Focus monitors worldwide standards and encryption methods and updates RUMBA accordingly. Customers staying on the most current versions are ensured that all major standards for information protection are there for them to take advantage of.

REASON #3 – FLEXIBLE INTEGRATION

Many organizations use emulation as more of a “back-end” integration mechanism. Many call centers have built custom applications that integrate interactive voice response (IVR) technology with RUMBA to automatically grab the end user’s information. Many of these applications were built using dated Microsoft and Java technologies.

By staying current and on maintenance, users can rest assured that updating these custom applications will be more cost effective. Users wanting to build new custom applications using, for example, .NET applications, will be able to take advantage of the latest APIs and documentation present in the newer versions of RUMBA.

REASON #4 – MIGRATIONS FROM COMPETITIVE EMULATORS

An often overlooked area of increased cost when it comes to desktop applications is dealing with multiple vendors for essentially the same user application. In this time of industry consolidation, companies are finding themselves working with two and sometimes three vendors for terminal emulation.

Often, these vendors have multiple price points and multiple contract negotiation times. Having to deal with these vendors costs some customers tens of thousands of dollars that could be otherwise used for more strategic efforts.

Customers that are current on the latest version of RUMBA have access to included tools that can seamlessly migrate user data from one or more emulators into RUMBA. This emulator consolidation keeps the user experience the same while saving the company money. The company only has to deal with one vendor at a fixed cost with one contract date to deal with.

REASON #5 – SUPPORT AND STABILITY

For most major organizations, terminal emulation is the gateway to their core systems of record. While mainframe and mid-range systems have unrivaled uptime capacity, problems occur all the time at the desktop and network level. Any downtime experienced by the organization for any amount of time is added cost and lost revenue. By staying current and on maintenance, customers can take advantage of Micro Focus’ award winning support organization and rest assured knowing that help is just a phone

call away. In one example, a government organization collecting taxes experienced user failures the day before the tax deadline. Since this organization was on maintenance, Micro Focus staff were on site that evening troubleshooting the issue. The problem was a network router that was replaced had caused some latency issues. This ended up causing outages with the RUMBA users. Micro Focus was able to work with the network vendor and had a workaround issued the next morning. The customer was back up and running in time to complete the tax cycle.

SUMMARY

While cutting the maintenance cost out of desktop applications may have an immediate impact on IT budgets, over the long term the costs associated with not being on maintenance can potentially far exceed any savings that were expected. By staying on maintenance and using the latest version of RUMBA, customers will have an easy migration to new Microsoft operating systems, be able to take advantage of the latest security standards, have flexibility when it comes to integration, consolidate vendors, and preserve uptime and stability. All of this, leads to cost savings and increased user productivity.

HISTORY

Following below is a brief RUMBA history following 7.2 to show the importance of staying on maintenance during major Microsoft OS upgrades as well as showing the support for emerging security protocols like SSH & Kerberos:

RUMBA OFFICE v7.4 (April 2005)

- Kerberos-based Single Signon to iSeries applications
- Print screen enhanced to support user name in header
- RUMBA character set now linked to host code page
- German and French localization completed for security enhancements
- User-defined separators added for iSeries file transfers 4

RUMBA OFFICE v7.5 (September 2006)

- Support for terminal emulation over telnet interface in Windows XP Professional x64 Edition (in compatibility mode)

- Transitioned Shared Folders to IBM NetServer
- Dynamic runtime LU name resolution in Mainframe Display
- AS/400 Long Password support for Display, Printing and File Transfer
- Twinax interface support for AS/400 Display in Windows XP
- Improved History scrolling in Unix Display

RUMBA OFFICE v7.5.1 (November 2007)

- Support for Microsoft Windows Vista
- Decreased desktop footprint

RUMBA OFFICE v7.5.2 (November 2008)

- Enhanced Citrix support
- Enhanced support for Microsoft Windows Vista
- Decreased memory consumption
- Integration support enhanced

RUMBA OFFICE v8 (December 2009)

- Updated look and feel
- Full Microsoft Ribbon interface
- Microsoft Windows 7 certified
- Updates for virtualization technologies
- Enhanced security

About Micro Focus

Micro Focus, a member of the FTSE 250, 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