



# AMERICAN MANAGEMENT SYSTEMS

## BUSINESS PROBLEM:

To provide more value to its clients with mainframe applications, AMS needed to develop, maintain and debug all mainframe applications on the PC.

"Across the board, we've been very confident with the solutions provided by Micro Focus. We've increased productivity, saved on mainframe charges and integrated our people faster in their development roles using the solutions."

[Timothy Crowell, Systems Engineer, American Management Systems]



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# HIGHER IT PERFORMANCE WITH MICRO FOCUS

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IT Solutions Provider Saves on Mainframe Charges and Development Time,  
Passing Benefits on to Customers

### PRODUCT SOLUTION

Micro Focus Mainframe Express®

### BUSINESS ISSUE

To achieve higher performance and improve its customers' use of technology by providing a combination of business, technology, consulting and development, AMS needed a solution to develop, maintain and debug all mainframe applications on the PC. AMS selected mainframe development and maintenance solutions from Micro Focus.

### Achieving better performance on the mainframe

AMS approached Micro Focus to help the company provide more value to their clients with mainframe applications. Specifically, AMS found that developing applications on the mainframe, porting PC systems for maintenance and debugging was time consuming and costly, allowing too much room for error. To overcome this challenge, the company sought a solution that would allow it to emulate the mainframe environment on the PC to accurately develop, maintain and debug applications. In its search for a vendor, AMS prioritized productivity and reducing customer mainframe charges throughout the RFP process.

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## THE SOLUTION

Working with AMS, Micro Focus sales representatives helped the company identify Micro Focus Mainframe Express as a solution that was easy to implement and use and delivered a flexible environment for application development.

"Prior to Micro Focus, all of our applications were developed on the mainframe for the mainframe. A few years ago we began developing a few applications on the PC and migrating to the mainframe, but we didn't fully incorporate this practice. We're now migrating all of our development, maintenance and debugging to the PC using Micro Focus," said Timothy Crowell, systems engineer, American Management Systems.

According to Crowell, it's too time consuming and expensive for companies to do 100 percent of the development and maintenance on the mainframe. Rather, AMS chose to develop and test its applications in a flexible environment on the PC that is closely compatible with the mainframe.

By selecting Mainframe Express to develop, maintain and debug mainframe applications on the PC, AMS was able to ensure its corporate goal of driving high performance results through IT ingenuity.

"Micro Focus Mainframe Express and its integrated development environment and debugging utility is one of the key reasons we were able to move our work to the PC," added Crowell. "Using Mainframe Express is purely a cost issue - we're developing more code and saving money on mainframe charges. We reduced our mainframe charges about 50 percent and Mainframe Express provides us with additional functionality that you can't get on the mainframe. With Mainframe Express, our developers are more productive and that makes our business better."

## COMPANY OVERVIEW:

Founded in 1970, American Management Systems (AMS) is a premier business and IT consulting firm to the government, financial services, and communications industries around the globe.

AMS combines IT ingenuity and industry IQ to drive high-performance results. Known for its delivery and service excellence for more than 30 years, AMS specializes in enterprise resource planning, credit risk management, customer relationship management, and enterprise security. AMS applies both proprietary and partner technologies, and provides solutions through business consulting, systems integration, and outsourcing. In 2002, AMS had revenues of \$987 million with 6,300 employees located in 50 offices worldwide.