

# Migration to Mainframe as a Service (MFaaS)

MFaaS Steering Committee & Stakeholder Meeting  
April 14, 2020

# Agenda

- Welcome
- Ensono Team Introductions and Transition
- Project Status
  - Contract is executed/Statement of Work is being signed today
  - Requirements review and discussion
  - High-Level Project Plan
  - Communications
- Q&A
- Close and next steps

# We are a hybrid IT service provider that delivers Tier 1 scale in an as-a-service, high-touch engagement model



## WHO WE SERVE



Large Enterprises and Public Sector organizations with complex IT undergoing significant change

## WHERE WE SERVE



North America, Europe and India with 17 data centers and 5 delivery centers

## WHAT WE DELIVER



MAINFRAME AND MIDRANGE



MANAGED INFRASTRUCTURE



CLOUD

## 2019 REVENUE



**\$600 Million**

46% Mainframe

## GROWTH



**28% CAGR**

From 2015-2019 including organic growth and acquisitions

## ACQUISITIONS

**wipro DCS**

**INFRAMON**  
an IBM company

**Attenda**  
an IBM company

## CLIENTS



**205**

across key verticals and public sector

## ASSOCIATES



**2,215**

in US, Europe, and India



GARTNER'S  
MAGIC  
QUADRANT



# Ensono Mainframe Services Organization: 50 Years Experience

## Global Mainframe Technical Services

Client Experience & Success

zOS Operating System

Operating System 2

Data Base / On-Lines

Production Control

Storage & DR

New Client Implement

**790 People**  
In Mainframe Services

**425,000+ MIPS**  
#2 Marketshare in U.S.

**DEDICATED TRANSITION**  
~10 MF migrations/year

**STRATEGIC PARTNERS**  
Platinum: IBM, CA, Dell, Compuware

**293 LPARS**  
Installed at Ensono

**MAINFRAME ACADEMY**  
Certifications + Training

**SCALE & FOCUS**  
46% of Ensono Business

**PRODUCT INVESTMENT**  
Invest in the MF Ecosystem

- Senior leaders positioned without direct reports allows for additional leadership for critical activities
- Structured onboarding process for Mainframe training & development
- Ongoing investment in mainframe AI Ops and Robotic Process Automation

### TOP RATED

A DISRUPTOR AT SCALE Gartner

Ensono	5.0
Cognizant	5.0
Sungard	5.0
Atos	4.7
Unisys	4.7
HCL	4.5
IBM	4.5

**20,000,000**

Mainframe batch jobs executed per month

**2,400**

CICS regions managed

**800**

DBMS subsystems managed

**6,000**

Mainframe software upgrades per year

**450**

Mainframe Platform upgrades per year

**144**

Mainframe disaster recovery tests per year

Rated 5 out of 5 by Gartner for Critical Capabilities – Mainframe Services

# Your Ensono Team



**Bill DeStefano |**  
Client Success  
Manager



**Bob Hansel |**  
Senior Mainframe  
Solution Architect



**Doris Gaiser |**  
Senior Sales  
Executive



**Emily Togni |**  
Onboarding  
Technical Delivery  
Manager



**Jay Ellsworth |**  
Director Mainframe  
Programming &  
Transition



**Jeff Clark |** Senior  
Client Partner



**Jim Lawson |**  
Senior Project  
Manager



**Jonathan Long |**  
Senior Sales  
Executive



**Phil Wittmer |**  
Public Sector  
Consultant (former-  
CIO State of Kansas)

## Transition Steps

- WaTech & Ensono Kickoff
- Begin vendor notifications
- Begin Knowledge Sharing with mainframe team
- Software Deep Dive
- Review Agency Requirements Documentation
- WaTech, Ensono and Washington Agencies Kickoff

## Agenda (cont.)

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# ▶ Thank you

- Adjourn
- Our next meeting is planned for May 12<sup>th</sup> at 2pm (invite to come soon)