

# Mainframe Services Customer Meeting

April 2, 2020

# Agenda

- Welcome & Introductions
- Ensono Overview (MFaaS partner)
- Current status of the MFaaS project
  - Agency engagement: Planning for MF migration
  - Next Steps
- Roundtable
  - ARFSET proactive notification
  - Support hours
- Q&A



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## Mainframe as a Service Partner Introduction and Overview

# 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

## MAINFRAME EXPERIENCE



**50 YEARS**

## MAINFRAME MARKET POSITION

**#2**

Market share in the US  
425,000 MIPS under mgt

## 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



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

**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

# Investing in Mainframe Product Roadmap

NOW

NEXT

LATER

INITIATIVE

Journey to  
Unlock  
Mainframe  
Assets

API Connectivity

API  
Integrations

API Management

- Agility
- Reduce Dev Friction
- Build enhanced apps

Journey to  
New Insights

Hybrid Data  
Connectivity

Analytics  
performance

Analytics Tools on Z

- Analyze in place -  
Realtime
- Reduce Redundancy
- Use Modern analytics  
tooling

Journey to  
DevOps

Modern App Dev  
Tooling

Modern App  
Testing

Mainframe Devops

- Agility
- Newer developers
- Use Modern Tooling
- Integrate mainframe

Considering

z/Linux, Blockchain, AI, Security, Storage



# Why Ensono for State of Washington?



**We are Transition Masters**

We are **transition masters** with extensive experience onboarding mainframe clients and migrating infrastructure

**Mainframe-as-a-Service with Cloud-like Consumption Model**

We provide **business model flexibility** with our **Mainframe-as-a-Service** economics

**Deep Public Sector expertise**

We **understand Public Sector**, vertical focus service management org, training and development, certifications & investments

**We optimize for today and modernize for tomorrow**

We are an **innovative company**, with a culture that enables us to deliver new ideas and fresh perspectives

**Managed Services is What We Do**

**Infrastructure-as-a-service is 100% of our business** -> investment, M&A, product development and Mainframe focus area

# MFaaS Project Status

- Contract executed 3/27, SOW 4/2
  - Phase 1 begins 4/2:
    - Operational responsibility remains with WaTech
    - Ownership of environment transfers to Ensono
    - Knowledge Transfer, Discovery and High-Level Project Plan begin
  - Phase 2 ~July 1, 2020: Ensono takes over operations of the current environment
  - Phase 3: TBD, target 4Q2020:
    - Mainframe workloads transition to new physical environment

Agency focus: Phase 3 workload / application migration  
*Scope and planning for requirements, testing, validation*



## Phase 3: Migration of Mainframe workloads to Ensono's new hardware

- No later than June 2021 (per the WaTech Roadmap), the target is 4Q2020
- WaTech will own testing of environment and infrastructure with Ensono; Agencies will be responsible for testing their applications
- Multiple steps are planned:
  1. Data transfer
  2. Mock cut
  3. Disaster recover cut
  4. Mock cut (potential)
  5. Production cut

Agencies: consider what it would take to complete the operational migration of workloads to the Ensono mainframe environment by the end of 2020.

- Next steps: Agency update requirements spreadsheet; schedule forum for discussion about 4Q2020



## Next Steps

- Nothing material changes for agencies at this point: WaTech still operating
- Pricing will remain unchanged through June 2021
  - New pricing model will be made available no later than August 2020
  - Expert resources for CICS, DB2, Adabas, etc. are provided for via the Ensono contract at hourly rate
- Operational procedures will be refreshed and communicated

### AGENCY ACTION: Plan for Phase 3

- Workload migration, application testing and schedule

## Questions and Answers

- Next meeting in May or June and an invite will be sent

Proactive notification of batch job issues is available now: ARFSET

Thank you!