

Migration to Mainframe as a Service (MFaaS)

MFaaS Steering Committee & Stakeholder Meeting
March 10, 2020

Agenda

- Welcome & Introductions
- Ensono Overview
- Project Status
 - Contract and Statement of Work in progress – target is late March
 - High-Level Project Plan - target April
 - Requirements form review and discussion
 - Three stages of migration to MFaaS
 - Contract
 - Operating Current Environment
 - Environment transition
 - Environment transition planning: Mock cut(s), DR cut, Production cut
- Q&A
- Close and next steps
 - Our next meeting is planned for April 14th at 2pm

Introduction to your Ensono Team



Richard Dresden | Senior Vice President,
Field Operations



Phil Wittmer | Public Sector Advisor,
(former CIO State of Kansas)



Mary Peragallo | Senior Director, Client
Experience and Success, Premier and
Public Sector



Keith Miller | Senior Solution Mainframe
Architect, (former Sr. Manager Mainframe
Operations)



Jonathan Long | Senior Sales Executive

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



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

Highlighted Relationships:

Audit Compliance Attestations:



State of Kansas



State of Missouri



State of Oklahoma



State of Arkansas



**Cook County
(Illinois)**



**Court System of the
State of California**



PHEAA



**SAMTRANS
(Bay Area Rapid Transit)**



Social Security Administration



IRS Publication 1075



CJIS Compliance

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

1. Ownership

Financial ownership MF infrastructure. Start knowledge acquisition. Dedicated Migration Team.

2. Operations

- ITIL, PMI, Prince2, Agile
- PMP, CSM, Six Sigma
- Operational responsibility delivered by Ensono

3. Workload Migration

- Mock migrations, cut-over and testing + network connectivity
- DR cut-over
- Production cut-over



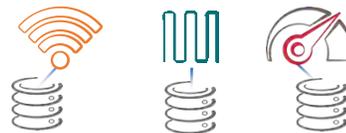
Unsurpassed client experience

14 YEARS

Average Experience



AVERAGE 90 DAYS
To Complete MF RIM



98%

IMPLEMENTATION
delivered on time



“My application team asked when we were going to migrate, two weeks after our migration. I could not have asked for a better outcome.”

“A very competent and well executed piece of work.”

“The team was very professional and helpful. Pleasure to work with.”

Service Management for WaTech



Ensono Gateway:

24x7 Self-Service Portal that supports WaTech request requirements & provides:

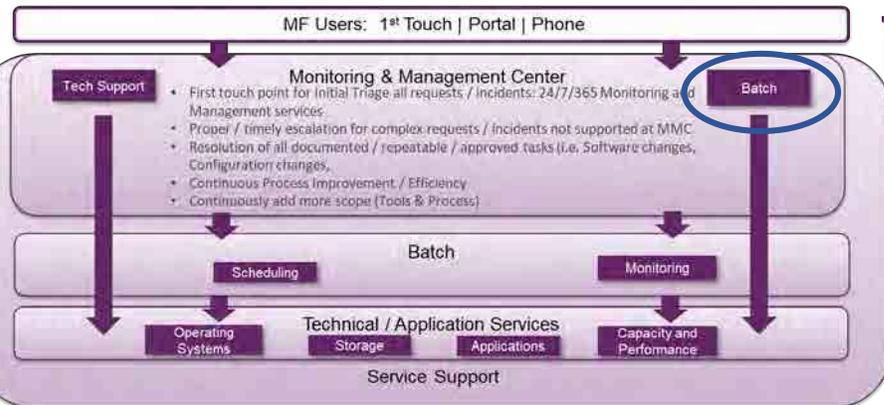
- dynamic & interactive reporting elements to allow you to view & analyze your data
- track, monitor & create tickets
- See your Change Calendar, review Change History, view upcoming Changes – 24x7 real-time



Mainframe Operating Model

Mainframe Method of Operations

Relationship Management



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

Agenda - continued

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Thank you

- Adjourn