# Substantial Savings, Reduced Risk

## Telecom Company Reduced Mainframe Application Costs with CloudFrame Relocate™

### Customer Challenges

This Fortune 100 Telecom leader, delivering innovative communications and technology solutions to businesses worldwide, sought to exit the mainframe and achieve substantial financial goals by retiring their legacy billing application. Their mainframe COBOL billing application was a critical business system and utilized a tremendous amount of MIPS usage, consistently spiking usage above 2000 Millions of Instructions Per Second (MIPS) when executing. This spike resulted in an equivalent monthly licenses charges (MLC) spike.

To alleviate their mainframe MLC cost, reduce the risk associated with declining mainframe developers, and dependency on "modernization" vendors, this customer created a plan to develop a new non-mainframe replacement application.

### Low-Risk Immediate Cost Savings

- Hybrid Cloud
- No Data Changes Required
- No Integration Changes

This "rewrite," a multi-year modernization initiative, proved to be under-scoped and inadequately budgeted — resulting in a more extended project than expected, exceeding their cost projections, and increasing their risk. As the project slowly progressed, CloudFrame Relocate was introduced to help achieve immediate mainframe cost savings and help fund the application rewrite off the mainframe. Using CloudFrame Relocate, the customer could devise a plan to self-fund their modernization journey.

"CloudFrame enabled us to overachieve our mainframe cost reduction targets." — Application Dev Manager

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## CloudFrame Relocate

CloudFrame Relocate is a cross-compile solution for COBOL applications that must remain on the mainframe. Relocate helped the customer move costly COBOL workloads to the mainframe zIIP specialty processor. The migration to the zIIP was done with minimal changes and demonstrated 100% identical functional and data precision. The processes remain the same, and the data outputs are equivalent. CloudFrame Relocate maintained backward compatibility with mainframe VSAM, QSAM, DB2 data, JES Job Scheduler, and MQ messaging, reducing the modernization risk.

Cloudframe Relocate was initially used to shift non-production Batch COBOL workloads from the expensive mainframe general-purpose processor to their lower-cost Cloud platform. Next, production workloads were shifted on the mainframe to the zIIP eligible JVM for additional savings.

## Business & Operations Continuity

- 100% Functional Equivalency
- 100% Data Precision

## Customer Benefits

The customer achieved annual cost savings of over $4M. The savings from this effort could then be used for their more extensive and more costly application replacement project.

### Cost Savings

- $4M in annual recurring savings by shifting compute; ($2M) non-prod to Cloud and ($2M) prod to zIIP.
- Leveraged cost savings to fund application modernization, a simple, repeatable approach.

### Automation & Backward Compatibility

- Seamless integration and automation with IT build, test, change/deploy, and run processes.
- Least risk by maintaining code in COBOL and requiring no data changes.

**About CloudFrame**

CloudFrame frees mainframe applications from COBOL, giving customers automated, incremental, low-risk, low-cost ways to transform those applications into fully supportable cloud-native Java. Our products give customers control and the ability to transform mainframe applications fast, freeing them from COBOL and vendor dependency completely and fully enabling digital transformation.

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