

# NAVIGATING THE FUTURE

MAINFRAME STAFFING

GLOBAL  
TECHNOLOGY  
SOLUTIONS  
GROUP

MAINFRAME  
MANAGED SERVICES



# AS THE MAINFRAME REMAINS A KEY ASSET FOR THE NEXT DECADE, SO DOES STAFFING ITS SUPPORT BECOME A KEY CHALLENGE.

## STILL THE ONE.

No one is surprised to hear the IBM z13 lauded for processing 2.5 billion transactions a day, for the encryption of mobile and online banking transactions, the ability to monitor those transactions with real-time analytics, allowing users to spot potential fraud, and an API that lets developers create apps for the system.<sup>1</sup>

What may surprise is that the mainframe still processes over 55% of the world's transactions.<sup>2</sup> It is stated that the mainframe will continue to offer significant value to organizations for at least the next five years, and probably longer. The same study notes that 92 of the 100 largest banks in the world use z Systems mainframes, and estimates over 25 million IBM mainframe MIPS are installed worldwide. Compuware's recent CIO study<sup>3</sup> found 88% of CIOs believe the mainframe will be a key business asset over the next decade.

As time goes by. Yet, there's a growing sense of urgency. Many longtime mainframe professionals have retired, and many more are approaching that point. The risk: the same Compuware study showed an outage would cost 88% of responding firms over \$500,000.

Not just smaller shops, but installations approaching 10,000 MIPS.

Some find it's tough to hire new personnel (for a platform "awaiting sunset"), and the mainframe is less attractive to many younger technologists. As a result, mainframe skills are in increasingly short supply.

# GLOBAL TECHNOLOGY SOLUTIONS GROUP

## MAINFRAME MANAGED SERVICES

### NAVIGATING THE FUTURE.

Two problems loom: first, the ability to simply attract and retain the skills. And secondly, the scarcity of budget dollars to fund the transition of mainframe veterans to the next generation.

GTSG addresses both issues:

- We provide an environment for mainframe SMEs where skills are valued, and their needs for growth, ongoing education and affinity are met; and
- We help clients with the economics through the depth and scale of our resources, utilizing a fractional model frequently resulting in a reduced number of FTEs.

### BROAD. DEEP. TENACIOUS.

For GTSG, mainframe is our heritage; core of our culture, one of the things we do best. Since our establishment in 1988, we've been working with the mainframe. Those of us who realize what this platform is capable of – big iron fans – find this a place where they know that they can work on this platform for as long as they would like.

We have also proven our ability to train younger workers and to further develop talent in adjacent mainframe technologies which gives us all the confidence we need to scale our commitments as the workforce shortage intensifies.

### SET YOUR OWN COURSE

What our clients find most attractive apart from our skills and proficiency – are our flexible models. We've been able to help our clients by leveraging pooled resources in an affordable model, readily scalable in both directions.

We regularly sign up to provide technical direction and accountability of customer personnel. Clients need not separate or repurpose their current mainframe resources: in fact, we can't recall a scenario where we displaced a mainframe resource.

As customer resources move on, we assume control of that scope. Cost efficiency generally improves as we absorb more, simply because of the shared model that we utilize.

If workloads are moved off the mainframe platform, we implement a fractional resource approach to staffing skills/roles requiring less than a FTE. A corresponding decrease in effort is matched with a corresponding cost decrease.

### WE SCALE TO YOUR SCOPE.

We normally find that our clients want us to function as part of the technical support organization. In short, we're part of the client's team. We're just bringing them a level of flexibility that comes from our scale, based on an ongoing commitment to the platform.

The mainframe is here for the foreseeable future. GTSG has supported it for the past 27 years and for the next 27—at least.

If we can help you, please reach out to us at 877 . 467 . 9885 or [mainframe@gtsg.com](mailto:mainframe@gtsg.com).

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**FOOTNOTES**

1) <http://www.americanbanker.com/news/bank-technology/why-citi-is-buying-ibms-new-mainframe-for-mobile-transactions-1072161-1.html>  
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2) <http://www.ibmssystemsmag.com/mainframe/Business-Strategy/Executive-perspective/perspective-z13>  
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3) <http://investor.compuware.com/releasedetail.cfm/ReleaseID=826280>  
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