

LOWER YOUR MAINFRAME SOFTWARE LICENSING COSTS BY UP TO 30%

AND USE YOUR SAVINGS TO DRIVE INNOVATION AND TRANSFORMATION



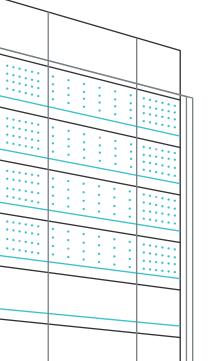
INTRODUCTION

Today, powerful mainframe systems have become one of the driving forces of digital transformation and have revitalized enterprise applications. Leading businesses are using mainframes to drive innovative new solutions and build high performing applications.

Due to rising software licensing expenses,
many organizations are spending too much of
their budget on these costs and not getting the
most out of their mainframe investments.

However, forward-looking businesses are
leveraging cutting-edge mainframe cost
management solutions that give them better
visibility and forecasting and make it easier to
manage peak usage while improving
service levels.

With these advantages in hand, leading organizations can greatly cut down their cost structure and spend instead on innovation and growing their business.





WHY DIGITAL TRANSFORMATION IS IMPORTANT

Aberdeen research has shown that businesses implementing a digital transformation see a number of key benefits, including increased agility, reduced costs, and improved security.

But to effectively do this, organizations need a powerful computing platform to drive their core applications and services and can't let high costs derail innovation.

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Growing Software Costs can Limit Innovation and Transformation

BUSINESSES IMPLEMENTING A DIGITAL TRANSFORMATION ARE CHALLENGED BY:



43%

Difficulty implementing new technologies



39%

The **cost** of digital transformation



30%

Meeting the demand for **rapid delivery** of new services

In order to stay competitive, businesses today are moving to implement new technologies, innovative applications and services, and carry out critical digital and business transformations.

But many of these organizations are finding that their efforts are being hampered by higher than expected computing costs. Most business-sensitive and mission-critical information is hosted on the mainframe, and rising software licensing costs can prevent businesses from innovating on this strategic platform.



Don't Let Rising Costs Get in the Way

Powerful mainframe systems drive innovation for organizations, making it possible to leverage automation, machine learning and analytics. But with software licensing costs increasing year over year, some businesses aren't optimizing their mainframe systems.

However, with powerful cost management solutions in place, leading organizations are able to gain deep visibility into cost drivers and leverage intelligent forecasting and modeling to greatly reduce their mainframe monthly license charge (MLC) software costs.

Mainframe *monthly license charges* are increasing by

4% - 11% every year

48%

of organizations spend 25% - 50% of their total mainframe software budget on *MLC costs*.



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Reducing Business Costs and Increasing Innovation Through Better Cost Management



QUICK RESULTS

A leading transportation company lowered MLC by 20% and achieved *ROI* on their cost management implementation in six months



MONTLHY MLC

A management vendor survey found that 93% of customers who have utilized MLC cost reduction steps monthly have achieved savings of at least 6% per month



OPTIMIZATION SOLUTIONS

Organizations are reducing MLC costs by 10% - 30% by implementing cost-optimization solutions



INTELLIGENT CAPPING

With intelligent capping deployed, businesses can *lower MLC costs* by up to 20%

It's generally understood that you can't manage what you can't see, and many businesses lack any visibility or understanding into what is driving their mainframe monthly license charges. But true management of mainframe costs goes well beyond simple visibility. A full lifecycle management solution should include budget forecasting and impact modeling, automated and intelligent workload capping, and optimized placement of subsystems.

With these capabilities in place, businesses see a number of benefits in reduced MLC costs and increased agility to drive innovation.



Reduce License Costs and Free Mainframes to Drive Transformation



UNDERSTAND MLC COST OPTIMIZATION SOLUTIONS

Many businesses try to reduce mainframe costs manually without intelligent tooling and end up seeing little return on their efforts. Without an MLC cost optimization solution in place, businesses often end up with increased costs that are completely unnecessary. The right management solution will ensure effective cost-savings.



SEE THE FUTURE WITH FORECASTING AND MODELING

Effective use of intelligent forecasting and modeling tools makes it possible for organizations to achieve the highest cost savings. For example, by modeling possible changes before they occur, leading businesses ensure that any new changes won't lead to increased costs.



PUT A CAP ON PEAK USAGE

As part of their mainframe cost optimization strategy, leading organizations take advantage of intelligent capping technologies to lower their peak usage resulting in significant cost savings.



OPTIMIZE PLACEMENT OF SUBSYSTEMS

Implementing a service-oriented approach to mainframe transactional environments ensures the optimization of subsystems and controls mainframe costs.



MAKE BETTER DECISIONS EVERY DAY

MLC cost management isn't something you do once. Smart businesses utilize these management, optimization and modeling tools to ensure that they are getting the most out of their mainframe investment every day. This enables them to put resources where they will deliver innovation and transformation.

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CONCLUSION

By taking advantage of powerful mainframe cost management solutions from leading providers like BMC Software, businesses are not only reducing mainframe license costs by up to 30%, they are setting themselves up to better achieve digital transformation and gain a competitive advantage. With MLC costs optimized, leading organizations can better achieve ROI, deliver needed services and applications, and drive strategic innovation.

For more information:



