FUJITSU

Fujitsu – Application Value Assessment
for Legacy Modernization

shaping tomorrow with you

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Fujitsu is a leading provider of customer-focused information technology solutions for the global marketplace. Fujitsu's Global Legacy Modernization Services enable organizations to leverage the years of investment they have made in their application assets, deliver more from IT budgets and reduce the risk of implementing new technologies.

Fujitsu's Global Legacy Modernization Offering is based on a standard set of eight modernization capabilities which are available to our clients throughout the world.

The Challenge

How do you get the most out of your Legacy Application investment?

In today's business environment, it is vital to know when to adopt new technology and when to keep current applications in place. The challenge is to understand when maintaining business in an existing environment is more painful than migrating to an improved environment or to modernize the applications in order to mitigate the risks and issues that the organization faces on a day to day basis.

The I.T. Application Portfolio of any enterprise represents a significant historical investment and provides an essential foundation for current and future business activities. This investment requires continual optimisation in order to maintain alignment to business needs, manage costs, improve services and deliver appropriate value.

Our experience suggests that approximately 20-25% of the applications budget is spent on ageing legacy applications and 60-70% on maintenance and support, leaving a disproportionately small amount to respond to the challenges of the business.

Fujitsu's Application Value Assessment (AVA) for Legacy Modernization is a flexible, cost-effective engagement which can identify the existing legacy applications that provide most intrinsic value to the business. The output is a roadmap for each application to derive optimal value and reduced cost of ownership into the future.

Within any large organisation the strategic and operational value of an application changes over the lifecycle. Increasingly CIOs want to demonstrate the budget spent running and maintaining each application will have the maximum impact on the business' goals.

The AVA provides answers to questions such as:

- Does the application portfolio adequately align with business strategy, objectives and priorities?
- Are there applications that no longer justify the cost?
- How can you reduce application support costs without impacting business performance?
- How is the technical viability of the application portfolio affecting the business?
- Is the current operational environment appropriate to the application and supportable in the future?
- Are there opportunities to eliminate duplicate, or overlapping applications and reduce costs?
- Is the application support budget being properly focused to leverage the high value, strategic applications?
- Are resources wasted by enhancing applications of low business value?
- Are there opportunities to reduce costs by changing the way applications are deployed and supported, or by migrating them to more appropriate platforms?

Who is this Service suitable for?

The Application Value Assessment for Legacy Modernization is aimed at supporting the CIO/IT Director and the senior management team, who require the ability to derive improved value, reduced Total Cost of Ownership and better alignment to the organisation's business objectives for their legacy I.T. application portfolio.
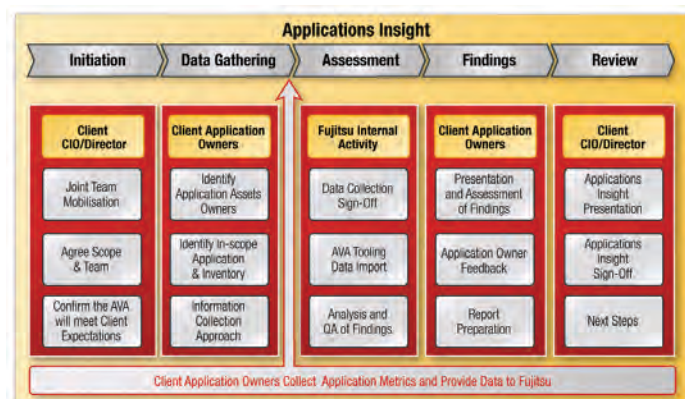
The Service

The AVA for Legacy Modernization identifies and assesses key application information and provides a starting point for an optimised application portfolio, aimed at identifying maximum business value from existing legacy application assets.

Fujitsu works collaboratively with the Client in delivering this service to ensure the accuracy of results and effective knowledge transfer. In summary the approach:

- Uses "portfolio management" techniques to evaluate the applications.
- Captures quantitative and qualitative data via standard templates (where the Client populates the templated play book with Application metrics).
- Analyses a subset of the application portfolio and presents the information back as graphical portfolio plots presented and interpreted in a PowerPoint presentation.
- Provides an Insight for further investigation such as:
  – Can the application teams be better balanced and the services delivered more efficiently?
  – Are there opportunities to reduce costs by changing the way applications are supported?
  – Are some applications underperforming in terms of their value to the organisation, and their costs, and what are the potential areas for improvement?

Timeline and Resourcing

Fujitsu undertakes a series of workshops in partnership with the Client typically over the course of one month:

- **Initiation** – meeting with the Client sponsor where the scope of the applications under examination, composition of Client and Fujitsu teams and success criteria is agreed,
- **Data Gathering** – meeting with the Client's application owners to explain the application metrics that need to be collected for each of the applications and the completion of the template, Client application owners collect application metrics in the templated playbooks (spreadsheets) and email the completed sheets to Fujitsu,
- **Assessment** – where Fujitsu populates the Applications Insight tooling with the application metrics, analyses the data, produces initial results and carries out a Quality Assessment of the initial Applications Insight findings,
- **Findings** – where Fujitsu shares the initial findings with the Client application owners and fine tunes the results in this workshop,
- **Review** - Fujitsu produces the AVA report in the form of a presentation which is shared with the Client sponsor along with our recommendations. Also next steps are discussed and agreed.

Why Fujitsu?

Our approach is inclusive and objective, as we work with you to understand the I.T. and business outcomes you're trying to achieve.

Our understanding of both historical and contemporary application environments together with our experience with the Legacy Modernisation market and specialist technology partnerships, allows us to provide best of breed, cost effective solutions to assist our customers in deriving maximum value from their existing investment in business applications.

The following is an example of the chart produced as part of the outputs of an AVA for Legacy Modernization:

The resulting report gives the organization various options for the future of the applications.

These options include:
- Business as Usual,
- Total rewrite,
- Migration of some or all of the technology,
- Modernization to Cloud Services,
- Decommissioning,
- User Interface Modernization,
- Integration within Service Oriented Architectures,
- Application Mash up,
- Re-Hosting and many others.

For each of the viable options, the risks, profiles, benefits, estimated costs, timeframes, recommendations and a technical breakdown of the options are all documented in a comprehensive output report.

The AVA for Legacy Modernization output report can then be used in the decision making process and form part of a business case for the organizations senior management.

AVA for Legacy Modernization Benefits
The benefits of an AVA for Legacy Modernization are all based around improving the breadth and depth of information available to the stakeholders of applications, systems and entire IT portfolios. Once an AVA for Legacy Moderization is undertaken it can demonstrate that a thorough and agnostic investigation has been made and that the available options have been evaluated, ranked and costed.

The contents of an AVA for Legacy Modernization output report can be used in your organizations business case submissions and answers the following questions:
- What are the feasible options available for each application in the medium and long term?
- What would happen if the application was left as it currently is?
- What is the replacement value of this application?
- How much will each option cost and what impact will it have on the long term total cost of ownership?
- What are the drivers that are impacting the application - currently and in the foreseeable future?
- What options are not feasible and why?
- What are the risks, advantages and disadvantages (both tangible and intangible) of the available options?
- How do the options rate against each other?
- What are the next steps?

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Fujitsu's Global Legacy Modernization Offering has three Centres of Excellence; these are based in America, Europe/UK and Australia.

Fujitsu Global Legacy Modernization Unique Selling Propositions

Some of Fujitsu's major unique selling propositions are as follows:

- **Cloud services** – Fujitsu is a market leader in Cloud Services, with PaaS, IaaS and SaaS offerings available worldwide along with related consultancy and professional service capabilties,
- **Agnostic** – Fujitsu do not attempt to lead a client to our own vendor specific solution, the options we recommend are to give the client the greatest benefit,
- **Tools and Partners** – Fujitsu has access to our own high quality toolsets and the best of breed partners, all of whom can work on a global basis whilst retaining an agnostic attitude to technology targets,
- **Resourcing** – Fujitsu has access to local delivery resources and various global delivery centres which can be utilized to reduce the cost without reducing the quality,
- **Modernization** – Fujitsu's range of options covers a wide array of situations not just migration,
- **Global Offering** – Bringing together the skills and knowledge of the entire Fujitsu organization,
- **Standardization** – Fujitsu's eight legacy modernization capabilities are standardize across the world which reduces risk and cost,
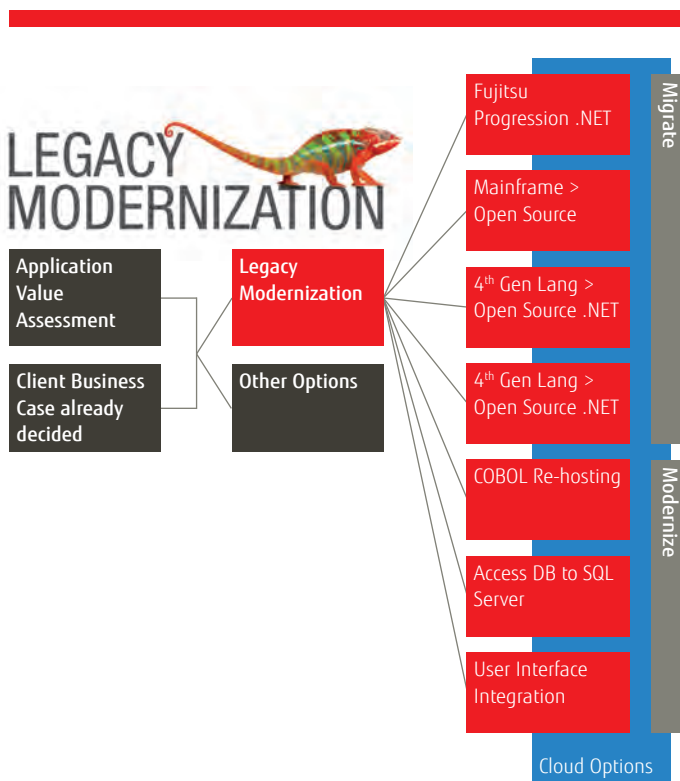
Capability Overview

Fujitsu has identified eight capabilities which we believe give a suitable breadth and depth to our offering.

Capability	Description
Application Value Assessment	A consulting capability that examines your current application portfolio with the view to identifying the most suitable and feasible options to ensure that you can gain from the investment already made in your applications well into the future.
Fujitsu Progression	This 100% Fujitsu owned capability allows us to migrate mainframe and midrange systems into .Net based systems that can be run on premise or in cloud services.
Mainframe to Open Source	This capability allows Fujitsu to migrate mainframe systems into Open Source based systems that can run on-premise or in cloud services.
Client/Server and 4th Generation Language Migration	This capability allows Fujitsu to change the architecture to n-tier and migrate 4th generation languages such as Oracle Forms, Lotus Notes, PowerBuilder, Visual Basic Classic, Centura and Delphi to either Java or .NET which can be deployed on-premise or in cloud services.
COBOL to COBOL for .NET	This capability allows Fujitsu to re-host systems based on COBOL to COBOL on .NET including the data stores, TP Monitors, utilities and JCL.
Access to SQL Server and Azure	This is a highly automated capability to move Access Databases and logic to SQL Server so that mission critical data can be kept in a suitable environment. The capability will also take Access DB and SQL Server to SQL Azure whilst ensuring the connections in the applications link to the new data store.
User Interface Integration and SOA Integration	This capability allows for the legacy applications to stay as they are. Fujitsu then build front ends which can incorporate new functionality, new workflow, new validation, Web Services for further integration and Mash-ups (where several applications from various systems look as if they are just one application).
Cloud Modernization	This is a compilation of the cloud aspects of the above capabilities so that clients can gain the advantages of cloud services which may or may not include a total migration.

- **Size** – Fujitsu is the third largest IT Services company in the world, we therefore have the strength and previous experience to undertake large multinational projects.

Fujitsu Standard Legacy Modernization Roadmap

Fujitsu Standard Legacy Modernization Roadmap starts with either and Application Value Assessment where Fujitsu assists the client to identify the suitable of options, or the client organization may already have decided on a course of action. The Application Value Assessment may discover that the best options available to the client are not part of the Legacy Modernization offering, in which case Fujitsu would be happy to discuss offerings that are in line with the assessment recommendations.

If a Legacy Modernization capability is the desired option, either with or without deployment in to cloud services, then the actual project would be undertaken to ensure that the project removes the issues and supplies the benefits that have been identified.

Depending on the capability, Fujitsu may also suggest the use of on-shore/off-shore models and partner organization involvement.

Value Add Offerings from Fujitsu
Although not part of the Global Legacy Modernization Offering, Fujitsu have other related offerings which can be of value to clients considering this course of action. Some of these offerings are listed below:

Value Added Offerings
- Fujitsu Cloud Services (International and Domestic),
- Fujitsu Data Centre Services,
- Fujitsu Application Managed Services – this is where Fujitsu take over the development and maintenance of your applications,
- Fujitsu Consulting Services – this is where Fujitsu consultants assist the client with the strategic direction of the organization,
- Fujitsu Managed Services – Managing your entire IT services,
- Fujitsu Infrastructure Services – Fujitsu and Third Party Infrastructure Supply,
- Fujitsu Sustainability Services – Green IT Considerations and Actions,
- Fujitsu Enterprise Services – ERP deployment, configuration and management.

Please tell me more
Fujitsu would be pleased to talk to you further about how we can work together to help you leverage the investments your organization has made in legacy applications. If you would like to talk to us in person please send an email to the Legacy Modernization global team at the addresses on the end page of this brochure or visit our website and take an online survey.

About Fujitsu

Fujitsu is a leading provider of ICT-based business solutions for the global marketplace. With approximately 173,000 employees supporting customers in 70 countries, Fujitsu combines a worldwide corps of systems and services experts with highly reliable computing and communications products and advanced microelectronics to deliver added value to customers. Headquartered in Tokyo, Fujitsu Limited (TSE:6702) reported consolidated revenues of 4.6 trillion yen (US$50 billion) for the fiscal year ended March 31, 2010. For more information, please see www.fujitsu.com.

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