

Asysco has the wind in its sails

Asysco really has got the wind in its sails. This IT company, based in Coevorden and specialised in solutions for migrating mainframes to open environments, is being increasingly approached by large customers who have decided to bid farewell to their closed systems.

number of customers that want to switch has been increasing, partly owing to strategic developments at Unisys.

Market leader

“Take the financial market, for instance,” says Erik van Rikxoort, Chief Executive Officer of Asysco. “Very many customers are switching to the open world. Some are at the start of the process while others have already made appreciable progress, but they are all looking for a partner who can help them to get further and they often come to us because we have a solution and a proven track record.”

“You can now see that our reference list of large, successful projects that we’ve completed is becoming very valuable,” adds Romke Wijmenga, Chief Technology Officer at Asysco. “We are now the market leader in this segment and we can see that from the sheer number of customers that are coming to us.” “We had already helped a lot of smaller to medium-sized customers with their migration programmes and larger customers gradually joined them,” agrees Van Rikxoort. “That’s when the ball starts rolling because people speak to each other, swap experiences and that has a snowball effect.”

Open Zorg

Another factor that accounts for the increased interest is that, since recently, Asysco

has not just provided a migration service to its own LION 4GL environment but also to C# for .Net if desired, and a Visual Basic platform is being worked on. This will offer customers a real open solution. “In addition to that, Oracle

Influx of Unisys users who prefer to switch to the “open environment”

has decided to end Oracle Open Zorg. In the healthcare insurance business, there are a lot of companies using Unisys systems that want to switch to Open Zorg. Open Zorg means a migration involving roughly forty percent customizing. But because Oracle is ending this and a lot of parties are switching, or considering a switch, I also expect a lot of interest in our solutions from the healthcare insurers.” All of this has resulted in rapid growth for Asysco. Over the last eight months, personnel has increased from forty to seventy and this increase is entirely on the technology side. Growth is continuing rapidly and already there is room for a further fifteen to twenty employees. This will only increase even more in the coming months, especially in view of expected developments.



Erik van Rikxoort and Romke Wijmenga

Asysco is a bit of an odd man out in the IT world. The company is based in Coevorden, which is not a place that is immediately associated with high-tech companies, yet in spite of that Asysco operates worldwide. The company employs people from Dubai to Madrid and the firm even has a branch in Tallahassee, Florida, where an American team implements and supports products developed in Coevorden in the US. “We can work in this way because our products can be regarded as a black box,” says Wijmenga. “You could say that the old Cobol or Linc code goes in one end and a full 4GL environment comes out the other end. We have our own R&D centre here where these things are developed. In that respect,

we are a unique company in the Netherlands and we’re a bit proud of that.”

IBM conversion too

Although Asysco has specialised in conversion from Unisys mainframes since the beginning, a lot of work now focuses on doing the same from IBM mainframes. This development has been under way for some time but has taken a background place owing to the influx of Unisys customers. Wijmenga thinks that the first IBM migration will take place at the end of this year. “However, we will follow a different strategy for this because the IBM mainframe will always continue to do its work as a ‘number cruncher’. What we will do is remove

processes from the mainframe and transfer them to the client, freeing up MIPS on the mainframe. As I said, the early adopter will start work at the end of this year and we expect to be able to really market the system at the end of 2009.” In addition to this, Asysco is also busy with the new LION version 5.4 that must be released at the end of this year. “So there are a lot of things approaching,” says Van Rikxoort. “Now in particular we can see that, in the Netherlands alone, there are far more Unisys systems than we thought. So we’ll be even busier.”