



## ASYSCO MIGRATION TECHNOLOGY: COST-EFFECTIVELY AUTOMATING APPLICATION CONVERSION

Asysco has been working with clients using Unisys mainframes for more than 20 years and is an established leader in Unisys mainframe migrations. The company provides an entire package, from discovery to go-live, which affords its clients quicker time-to-market and an easier transition into SQL and lower cost Windows/Unix platforms. Brian Lloyd, president of Asysco, explains why converting an application is often the right approach to mainframe modernization.

### What are the advantages of converting applications to modernize the mainframe?

Organizations have a few ways in which they can modernize their mainframes including re-writing applications or implementing a commercial package. Typically these options work out extremely expensive in time and money; implementation timelines are measured in years. Another viable option is to convert applications from COBOL, for instance, into a more modern development language such as Visual Studio with Visual Basic .NET or C#. This automated conversion process is extremely quick and easy. It allows companies to migrate to low-cost SQL servers. Not only are they cheaper to run and maintain, but also it is easier to find staff to support them.

Clearly, cost savings is a key driver for companies to go down this route. As a rule of thumb, the larger the information infrastructure, the bigger the savings. In fact, some companies save several million dollars.

But cost is not the only consideration. They also benefit by having a much more flexible, responsive development environment. Time-to-market for new products and capabilities is much shorter, and that is critical in the highly competitive financial services industry.

### Can you describe the Asysco Migration Technology for us?

Companies need speed and high availability, so the first thing Asysco does in the conversion process is to design an architecture that will operate 24/7/365. We support fast development cycles by placing applications in a position where they are capable of being changed. However, we keep as much in the same place as possible with a



Brian Lloyd, President, Asysco Inc

view to reducing risk and making the conversion as successful as possible. We do not restructure code. That is a secondary phase that clients go through to take advantage of the new architecture.

Essentially, Asysco's translators pick up an array of COBOL dialects and other languages used in applications running on Unisys mainframes and convert them into Visual Studio with Visual Basic .NET, C#, or our own Windows development language called Lion. The advantage of converting to Lion is our clients do not have to immediately go to full object-orientation. They can always move from Lion into the Microsoft Visual Studio solutions later.

We take a holistic approach to conversion. Think of the Asysco Migration Technology as a converter, not an *application* converter. Our technology not only

converts all the mainframe application code, but it also converts the databases and the scripts needed to run these systems. Most important, we do far more than just convert code and hand it over to the client. We work in partnership with our clients to define and support the project straight through to going live.

### What are the advantages of moving to a Microsoft platform?

There are many tools that simply do not exist in the mainframe market, and the typical development environment is batch oriented. By moving into a Microsoft platform, companies have access to more tools, services and staff. That means development cycles are faster and productivity is higher. In fact, our clients see anywhere from a 50 percent to 100 percent increase in productivity.

### What advice do you have for financial services firms that are considering a mainframe migration?

Doing a conversion is a technical project, but it is also an emotional process. Our clients say if they had the experience to do over, they would not have hesitated so much. It is important to go with a provider with experience. Asysco has done about 30 conversions all of which were multi-million line projects. We know how to do the conversion safely, quickly and within an agreed timeframe.



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