

Asysco turns its attention to IBM mainframes

The financial crisis does not only have adverse effects. In fact, in Coevorden, Asysco is noticing an upswing in (financial) customers that want to quickly migrate from their mainframes to open systems. Asysco has the solutions to this and can guide its customers through the transition.

"There's quite a rush," says Chief Executive Office Erik van Rikxoort. "Particularly in this period, companies are realizing that the total cost of ownership has to be drastically reduced. The way to do this is to transfer the tasks from the mainframe to much more flexible and cost-efficient open systems. And then a major role is played by the fact that the return on investment is usually between eight and twelve months. Companies that want to quickly transfer their applications to the web and reduce their costs at the same time are rapidly coming to the conclusion that there's only one solution: to switch to an open environment."

IBM TOO

Asysco operates worldwide and is the market leader with its conversion software (LION) that makes it possible to migrate fully automatically from the Unisys environment to a fully-fledged 4GL world. Shortly there will also be a solution for owners of IBM mainframes. And this solution is none other than LION.

"With Unisys migrations there comes a point when the entire mainframe is disconnected and there's a migration to a fully open environment," says van Rikxoort. "That usually doesn't happen in the case of IBM mainframes. These are mostly mainframes that are up to date and to which IBM constantly devotes attention. So what we do is to take the 'front end' to a windows environment. The

back end, the mainframe on which all the business rules are stored and which is actually used as a 'number cruncher', remains intact but the front end become flexible and open. This means that our customers can continue to benefit from the power of their mainframes but can now combine this with the advantages of .Net and C#."

"We are starting with Adabas and Natural on mainframes up to 1500 mips," he continues. "This is a gigantic market with an enormous installed base. That's one of the reasons why we opted to enter the IBM world in this way. But we are also being steered by customers, particularly from the financial markets, who ask whether we have – or can develop – solutions for them in this field."

Asyscos will start trial migrations in the first quarter of 2009. This will have to be completed in the second quarter prior to the market introduction of this solution in the third quarter. The introduction will take place during the road show that Asysco will be holding then.

FULL PORTFOLIO

Because of this, the demand for Asysco's solutions will only increase. This year, the company has doubled its turnover and that will also happen next year. But how can they be so certain about that? "Because our portfolio is already full for next year," explains Van Rikxoort with a touch of pride. (This interview took place in the second half of October – ed.). Moreover, it is expected that the new IBM solution will only bring more customers to Asysco.

To be able to handle this growth, Asysco is rapidly taking on new people. Three to four new employees are added to the payroll every month. These are mainly people who work in customer contact and delivering migrated systems at home and abroad. The actual migration of the systems takes place at Coevorden. This is where the code is converted to the new systems, after which the new code is implemented at the customer. Any adjustments are then carried out at Coevorden again.

The office in Coevorden will soon be too small. According to Van Rikxoort it can take another eight people or so but then the physical limit will have been reached. At the moment, they are looking for a new building – once again in Coevorden. "Why not? The majority of people working here also live around here. And as to the delivery people – the people involved in customer contact – it doesn't really



Erik van Rikxoort

‘The switch to open systems provides a solution in hard times’

matter much where we are. Most of the time they’re on the road.” The globalization of Asyscos is also proceeding steadily. The concern already has its own office in the US for American customers and a branch in Spain, but will now start in the United Kingdom and France in December.

SUPPORT

“We are very close to our customers,” says Van Rikxoort. “That’s why we are now opening branches in other countries. We offer them a large number of support services that ensure that the migration can run smoothly while our customers can just get on with their business. For every project, we set clear objectives and we say exactly how we are going to achieve these objectives. Thanks to tight project plan-

ning we can ensure that the migration will be carried out inside the agreed budget and on time. Increasingly more companies are experiencing this and are sharing their positive experiences with others. This also provides an enormous impetus. Together with the increasing pressure from the financial crisis to look for better, more flexible and, most of all, more cost-effective solutions, this is ensuring that we can look towards the future with a lot of confidence!”