



HARVEY SPARHAWK, CIO FOR HATFIELD

ASYSCO MIGRATES THE LINC SITE OF HATFIELD AND COMPANY!

Headquartered in the Lone Star State of Texas, Hatfield and Company is a distributor and manufacturers' representative of plant engineering specialty products. Hatfield and Company is one of the largest providers of filtration, instrumentation, and valves/piping products solutions in Texas, Oklahoma, New Mexico, SW Arkansas, Eastern Louisiana, and Southern Kansas. They specialize in applications for the refining, petrochemical, power, general industrial, semiconductor, and oil & gas industries. With 9 locations, Hatfield and Company provides around the clock access to products manufactured by companies like 3M, Butech, Dollinger, Hayward, Jordan Valve, Magnetrol, Nowata, Osmonics, Tescom, and Yarway.

HATFIELD'S SITUATION AND NEED

In 2005 Hatfield began to look to the future of their IT organization – they wanted to reduce the complexity and ownership of the mix of the Unisys mainframe and Windows/LAN platforms and move into a completely “open systems” environment. Hatfield was running a Unisys LX6120, at approximately 120 RPMs, with over a year left on their lease. Their primary Order Processing application, consisting of approximately 225,000 lines of code, was written in LINC. Very few of the IT staff had the LINC knowledge needed to maintain the application well into the future. So Hatfield's CIO Harvey Sparhawk decided it was time to look for a Windows solution that would allow them

to not only learn new technology but which would minimize their development costs and cut their development cycle. Sparhawk also wanted to minimize the retraining of his associates and also retain his existing Windows equipment and networking capabilities.

Hatfield began researching a number of different options for migrating the mainframe which included:

- Continue with Unisys Developer EAD3R2 (LINC on a PC), running the application on the mainframe;
- Continue with Unisys Developer EAD3R2, but alter the target platform to a UNIX box;
- Continue with Unisys Developer EAD3R2, but alter the target platform to be a Windows box, using a Micro Focus subset of COBOL and Oracle database;
- Purchase Jade's solution;
- Convert to an Oracle-based system, using MSS technologies; or
- Convert to Asysco's Migration Technology (AMT) LION, migrating to SQL server and Windows environment.

THE SOLUTION FOR HATFIELD

After careful consideration and research, Hatfield decided the solution for their situation and need was AMT-LION. This migration and development technology offered many benefits, both immediate and long term, including:

- SQL Database technology;
- The removal of the limitations of the mainframe



languages;

- Readily available resources to support the hardware and software;
- Ability to implement web resources;
- Significant cost saving into the future; and
- Improved work environment for IT staff as a result of working with new technologies.

Asysco worked with Hatfield to present both AMT-LION and the Asysco methodology to Hatfield's IT staff. Asysco produced a "demo" of Hatfield's own software migrated to AMT-LION, running on Hatfield's own laptop, and working with their own data. Hatfield was amazed at the speed, the near perfect reproduction of their screens and application in less than a day. They were also amazed at the speed of the migrated system, the expertise of the Asysco personnel, and the chance to get away from the overhead and technical brain drain of updating/maintaining the mainframe computing environment. The decision was made that the AMT-LION architecture and functionality would fully support Hatfield's needs.

"WE DO NOT HAVE THE STAFF, TIME OR EXPERTISE TO CONSISTENTLY EVALUATE NEW TECHNOLOGY, BUT ASYSKO CONSTANTLY INCORPORATES THESE TECHNOLOGIES INTO ITS PRODUCT, AND HANDS IT TO US WITH A SMILE."

Asysco conducted an on-site Discovery process to define the full scope of the migration project. All integration and interface issues were explored and defined. All LINC code running on the mainframe was documented and would be converted by Asysco into AMT-LION language. The WFLs were to be converted to VB Scripts. Responsibilities were defined and a project plan created. A configuration was designed that would support the needs of the application and the needs of Hatfield.

The server configuration suggested was:

- 1 dual processor server for the Database Server,
- 1 dual processor server for Application Server,
- 1 dual processor server for the Report Server,
- 1 dual processor server for the Development Application Server.

The final migration project plan was reviewed closely and the final, revised cost justification was presented to top management for final approval.



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THE PROCESS

Asysco personnel worked at Asysco headquarters to complete the initial conversion process. In the meantime, Hatfield ordered the required hardware and prepared for the migration. Asysco delivered the converted code to Hatfield. Asysco worked hand-in-hand, side by side, with Hatfield to support the testing process and the implementation of the integration issues. Asysco provided training in the running of the AMT-LION environment. AMT-LION Developer training was also delivered to the IT staff. All training was completed over a 2 week period. The implementation of the AMT-LION was then conducted as scheduled.

Hatfield went live August 2005, with a newly converted system leaving the proprietary mainframe environment behind.

THE FINAL RESULT

AMT-LION performed exactly in production as it did in development. The processing speed is faster than the mainframe, with some jobs running 30 hours on the mainframe reduced to below 10 minutes with AMT-LION. The users also love AMT-LION's processing speed and ease of use, and the options they have for printing/reprinting/previewing/saving documents; something they didn't have on the mainframe. The development tools are superior to those on the mainframe, allowing the developers to adapt to changing business system requirements quickly and efficiently.

Asysco provided a cost-effective solution to migrate Hatfield's LINC systems from the expensive, proprietary world of the mainframe to the robust, feature-rich world of Windows, without sacrificing any integrity of systems, applications, or data.

AMT-LION provided Hatfield with the functionality to quickly GUI-ize their application, using the Windows controls of list-boxes, combo boxes, hyperlinking, font and color presentation, ODBC connectivity, integration into MS EXCEL and WORD, emailing from AMT-LION, utilization of SQL Server functionalities and access to the entire Windows print technology.

Harvey Sparhawk, Hatfield CIO, makes the following comments:

Do the developers feel comfortable with AMT-LION after all those years of LINC?

"Yes, aside from the expected learning curve, we have

discovered that we can do anything, and more than we could in LINC."

What does your IT staff and management say about AMT-LION?

"We love AMT-LION and think we absolutely made the right choice in migrating to AMT-LION."

Would you ever go back to your mainframe environment?

"Absolutely not! We have clearly made the correct decision to partner with Asysco, and look to Asysco to provide us with cutting edge technology to keep us a prominent player in our markets. We do not have the staff, time or expertise to consistently evaluate new technology, but Asysco constantly incorporates these technologies into its product, and hands it to us with a smile."

CUSTOMER
Hatfield and Company, a large distributor and manufacturers' representative of plant engineering specialty products.

SECTOR
Commercial

PROBLEM
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SOLUTION
Asysco provided a cost-effective solution to migrate Hatfield's LINC systems from the expensive, proprietary world of the mainframe to the robust, feature-rich world of Windows, without sacrificing any integrity of systems, applications, or data. Asysco's Migration Technology (AMT) LION increased the processing speed of Hatfield, with some jobs running 30 hours on the mainframe reduced to below 10 minutes.

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