

# Asysco: a perfect solution for the financial world

Asysco

**At the moment, Asysco, the market leader in mainframe migrations, is attracting a lot of attention from the financial world. "Banks and insurance companies recognize better than most just how important it is to switch to open systems and they are quick to turn to us."**

Romke Wijmenga

**T**he person who is speaking is a satisfied Chief Technology Officer at Asysco, Romke Wijmenga. Asysco is the only supplier worldwide that is able to migrate Unisys mainframe applications entirely automatically to an open platform. This provides benefits that are primarily of interest to banks and insurance companies at the moment.

#### Return on investment

"In the financial world, everything is being carefully scrutinized. You can also see this in the lead times. There are radical decisions that have to be taken because this is about a complete transition to a new platform. Lead times of three to four months are no exception but even a year is considered very normal. Last year, we noticed a few hitches in a number of ongoing talks when the financial world was hit by the crisis. We heard that the people we were talking to had to consult internally, that they weren't able to do

anything for six months...that sort of thing. However, we were very surprised when contact was resumed after two or three months and we are now rounding off agreements with a number of those leads." Wijmenga thinks that he knows the reason for this. "We offer a very fast return on investment and that's what makes our migration solution so attractive. Companies have usually earned back their investment in eight to twelve months. In the case of mainframe installations, it often costs them ten million euros in license costs and maintenance fees. It's not that our solutions will entirely save this ten million but certainly a considerable part of it. We have enough customers who make no secret of the fact that they save 2.5 million euros a year on current IT costs thanks to our solution. And that's every year!" According to Wijmenga, this is the main reason why the financial world is now hastening with more than usual

speed towards migrating from a closed to an open system. "It all has to do with what happened last year. This market is moving more and people are taking a more constructive view than average of the financial side of operational management. What we do is not bound to a particular vertical column. We supply a technical product that is just as suitable for the retail trade as it is for government, but we can see that interest in 're-platforming' from the financial world is clearly greater."

#### Flexibility

But, of course, there are more reasons for migrating. "Over the last two or three years, we've seen more arguments playing a role," says Wijmenga, "such as the flexibility of the IT system, the ability to support new products quicker from IT services and the deployability of more young developers. And you can add to

#### 'It's the fast return on investment that makes our migration solution so attractive'

that the fact that more companies are focusing on 'straight through processing' in which transactional processes go directly into the system from the web portal. These are things that are very difficult to get off the ground with mainframes but are a bit easier to achieve on an open platform."

#### Microsoft

What has also given Asysco an enormous impetus is its cooperation with Microsoft, which is propagating the company's migration solution. "When a company decides to switch to a new platform, it often goes to Microsoft," explains Wijmenga. "Microsoft has set up a group to focus more on businesses – the MCP (Mission Critical Platform) – and we're working very closely with it. This Mi-

crosoft initiative has only four preferred partners to handle this sort of project. So if an organization with a Unisys platform goes to Microsoft, they are referred to us. We can see clear effects from this." The MCP group has set itself the target of bringing in a certain number of mainframe installations per year and is working on this closely with Asysco among others. The fact that Microsoft is investing in this also shows how seriously the company is taking it. For example, next year the companies involved are jointly hosting a large seminar in Scandinavia, followed by seminars in the United Kingdom and the United States. But why in Scandinavia first? "There's a considerable market for us in the Unisys world there," explains Wijmenga. "We already have two major customers there and so we have

references. For that reason we see good possibilities for growth in the region." As far as the Netherlands is concerned, Asysco has mapped out the market very well. The company knows which mainframe systems are running there and when the licenses will expire. "We've mapped that out nicely. We know when to notify the organizations concerned," says Wijmenga. "But we are first and foremost an international firm. Our people work throughout the world. We are present wherever Unisys mainframes are running. And what is remarkable at this time is that Asysco is continuing to grow. There are plans to greatly extend the present building in Coevorden and it is also remarkable that the branch in Florida is also growing rapidly. There they have moved to another bigger office to cope with the expansion."