

Transform Your Mainframe

by Reducing MLC Costs



Discover how customers are lowering their mainframe monthly license charge (MLC) software costs with **BMC R4 MLC Cost Management solutions**

LOWER YOUR ANNUAL MLC BILL BY UP TO 30%

Did you know that software costs for IBM MLC products can claim 30% to 50% of a company's total mainframe budget? Reducing these costs can generate huge savings. Fortunately, managing cost reductions can be done fairly easily and at your own pace.

This ebook shows how companies have achieved significant savings, and how you can do the same. By implementing MLC reduction projects and using BMC's comprehensive set of solutions, you can reduce MLC costs by up to 30%.

READ ON TO LEARN ABOUT:

- + Insightful and transparent reporting of cost drivers
- + MLC budget forecasting and cost impact modeling
- + Automated, cost-aware, intelligent workload capping
- + Optimized subsystem placement with failover capability

WHAT CUSTOMERS TELL US ABOUT MLC COST REDUCTION

In our survey, 93% of BMC customers who have attempted to reduce their monthly MLC costs have achieved savings of at least 6% per month.

“BMC Mainframe MLC Customer Survey.” TechValidate. June 2015.

“It’s encouraging to see a company introducing products that help customers manage MLC costs.”

– Director of Mainframe Operations, Liberty Mutual Insurance Company

ACHIEVE TRANSPARENT COST AWARENESS

“The power and insight of Cost Analyzer for zEnterprise is something customers have wanted for a long time. IDC projects that Swiss Reinsurance will realize benefits of CHF2.44 million (US \$2.68 million) over four years from using the BMC Cost Analyzer. This will result in a four year ROI of 558% and a payback period of 11.8 months.”

– IT Manager, Swiss Reinsurance

“Swiss Reinsurance Leveraging BMC’s Cost Analyzing Software to Optimize Spending on Mainframe MLCs.” IDC. August 2014.

“BMC’s mainframe group has shown itself to be especially responsive to the concerns and efforts of mainframe users to optimize, not simply minimize, the costs and expense of mainframe operation.”

– Rich Ptak, Managing Partner, Ptak Associates LLC

A MAJOR GLOBAL DATA CENTER FOR BANKS AND GOVERNMENT ENTITIES

This customer used BMC Cost Analyzer to see how much they could save by moving IBM® CICS® workloads to smaller local partitions.

This gave the CIO better insight into what was really happening on the mainframe.

Cost Analyzer's intuitive graphical display gave the CIO a more effective way to communicate with system programmers and make better-informed daily business decisions. The company projects cost reductions of over \$64,000 per month from running workloads on smaller local partitions (LPARs).

“ In conducting in-depth surveys with 100 IT and senior corporate managers in U.S. enterprises with more than 1,000 employees, Forrester found that by optimizing MLC costs, these companies were able to lower operational cost and increase automation—thereby increasing productivity. ”

“Optimizing Monthly License Charge Costs to Better Leverage Your Mainframe.”
A Forrester Consulting thought leadership paper commissioned by BMC. February 2016.

LARGE INVESTMENT MANAGEMENT COMPANY

This leading global investment company used BMC Cost Analyzer to detect and understand the impact that a single batch job was having on their MLC costs. By moving the job to another time period, they saved a whopping \$1 million per year.

A U.S. Transportation Company

This organization reduced MLC costs by using BMC Cost Analyzer to identify the drivers of resource peaks and BMC Intelligent Capping (iCap) to cap workloads. Integrated with BMC MainView, the products installed quickly and easily. The company began receiving ROI in the first six months of use, while increasing the productivity of mainframe employees and improving training for new staff.

COMPANY RESULTS:

- + Lowered MLC bill by 20%
- + Achieved ROI in 6 months

A U.S. Insurance Company

This growing insurance company quickly and effectively lowered their peak from 90 MSU to 75 MSU (million service units). With BMC Cost Analyzer and BMC Intelligent Capping (iCap), the organization lowered MLC costs without impacting critical business services. By using increased capping, the company expects to save even more, projecting \$100,000 in savings in the first year alone.

COMPANY RESULTS:

- + Lowered resource peak by 7%
- + Saved 9% on MLC
- + Achieved ROI in 6 months

“BMC Software’s new Intelligent Capping for zEnterprise will help users take better advantage of workload capping capabilities to control costs and reduce business risks. Capping made easier will increase effectiveness and reduce manual steps needed to optimize mainframe operations.”

Tim Grieser, Program Vice President, Enterprise System Management Software, IDC
“BMC Unveils Solution to Help Customers Automatically Cap Mainframe Overspending.” BMC news release. June 17, 2014.

REDUCE COSTS WITH SUBSYSTEM OPTIMIZATION

“Customers tell us that mainframe monthly license costs remain a key concern. By introducing Subzero (Subsystem Optimizer) to help manage subsystem configuration and optimization, BMC is giving mainframe IT another tool to help lower license costs and configure high transaction environments.”

- Tim Grieser, Program Vice President, Enterprise System Management Software, IDC

“BMC Subsystem Optimizer Reduces Mainframe Software License Costs.” BMC news release. September 9, 2014.

U.S. Retailer

This retail company, a BMC customer for many years, scheduled an onsite briefing with the BMC executive leadership team. After conducting a workshop with BMC, the retail company modeled potential savings with BMC Cost Analyzer and BMC Intelligent Capping using their System Management Facilities (SMF) data. The projected savings were \$205,000 per year.

Australian Government Service Provider

This service provider spends about \$784,000 (USD) annually on MLC. The company purchased BMC Cost Analyzer and BMC Subsystem Optimizer, which are expected to yield savings of \$619,145 over five years and reduce MLC costs by approximately 15%.

MULTINATIONAL BANKING COMPANY

This longtime BMC customer wanted to reduce mainframe MLC costs while managing CPU consumption by batch applications throughout the IBM sysplex. The company incorporated BMC Cost Analyzer, BMC Intelligent Capping, and BMC Subsystem Optimizer to manage and reduce MLC costs while improving application performance.

LARGE GLOBAL INSURANCE COMPANY

This customer was able to identify opportunities for reducing their peak four-hour rolling average through analytics and transparency using BMC Cost Analyzer. They used Intelligent Capping to automate their manual capping process to reduce their MSU peak by 8%, reallocate resources, and reduce costs. In addition, they significantly increased productivity by automating the process.

MLC COST MANAGEMENT SUMMARY

Surveys of mainframe customers reinforce the importance of the mainframe and its continued growth in the digital economy. Processing high volumes of data and executing transactions quickly put pressure on the mainframe to provide even greater availability and performance. Because most IT budgets have been shrinking, mainframe IT organizations must carefully manage MLC software costs, which have been rising 4% to 7% per year.

“The BMC mainframe MLC cost management solutions are amazing. In just six months, Cost Analyzer and Intelligent Capping have paid for themselves and more. The solutions give us the control we want over MLC costs.”

– IT Manager, U.S. Insurance Company

CUSTOMER TECHNIQUES TO REDUCE MLC COSTS:

- + Understand the drivers of peak resource usage
- + Forecast and track MLC budgets
- + Model the cost impact of changes to MLC software subsystem instances, adding additional failover capabilities
- + Implement dynamic, intelligent workload capping to prevent impact to critical work
- + Optimize IBM® DB2®, IBM® IMS™ TM, and IBM® CICS® subsystem license charges by “turning on and off” MLC subsystem instances, adding additional failover capabilities

EVERYTHING YOU NEED TO LOWER MLC COSTS

BMC Cost Analyzer for zEnterprise is an intuitive solution for reducing MLC costs by 5% to 10%, through insightful reporting and predictive planning.

BMC Intelligent Capping for zEnterprise dynamically automates and optimizes defined capacity settings to lower MLC costs by 5% to 10%.

BMC Subsystem Optimizer for zEnterprise provides data access and communication across LPARs to efficiently redirect workloads among IBM® DB2®, IBM® IMS™ TM, and IBM® CICS® instances to reduce MLC costs by 10% to 20% and increase availability.

BMC MainView Cost Optimization is an integrated solution that combines the power of Cost Analyzer for zEnterprise and Intelligent Capping for zEnterprise to supercharge your MLC cost savings.

Visit the Mainframe MLC Software Cost Management website:

www.bmc.com/mlc

Watch this video and learn about the many ways to save.

[Play Video](#)

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Fast track IT optimization for your data, systems, and costs.

bmc.com/mlc

BMC is a global leader in innovative software solutions that enable businesses to transform into digital enterprises for the ultimate competitive advantage. Our Digital Enterprise Management solutions are designed to fast track digital business from mainframe to mobile to cloud and beyond.

BMC – Bring IT to Life

BMC digital IT transforms 82 percent of the Fortune 500.



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