

# Cost Optimization Services for IBM® z Systems™ Mainframes

Drive cost savings and efficiencies across your mainframe environment

## SERVICE DESCRIPTION

BMC Software has partnered with the IT consulting company CPT Global to offer a **unique portfolio of services for improving the cost management and efficiency of IBM mainframe systems**. CPT Global is the international leader in delivering cost optimization and delivery assurance services.

## ABOUT CPT GLOBAL

CPT drives efficiencies and lowers costs in complex IT environments by using specialty performance tuning, capacity planning, testing, and consulting services, delivered through a worldwide network of independent and highly experienced IT and management consultants.

## SERVICE SOLUTIONS

CPT Global's expert consulting, together with BMC's best of breed MLC Cost Management solutions—Cost Analyzer, Intelligent Capping, and Subsystem Optimizer—provide a **unique and complementary combination of services and software solutions that will ensure fast delivery of significant cost savings in your mainframe environment**. BMC MLC cost management solutions form an integral part of CPT's service delivery to maximize cost savings, and to ensure that these savings are protected well into the future.



## Digital Enterprise Management Solutions



## KEY FEATURES

CPT Global is a specialized IT consultancy service provider operating globally since 1993.

- 170+ consultants worldwide
- Operating on five continents
- 70+ Fortune 500® clients
- Offers **mainframe performance tuning, MLC cost optimization, capacity planning, and performance testing**

## KEY BENEFITS

- **Comprehensive analysis and reporting** on potential savings that are possible across the whole environment
- **Proven methodology and expertise** to identify, document, and implement high impact environment changes that achieve saving targets
- **Guaranteed ROI** through an innovative commercial model
- **Optimized implementation** of BMC MLC cost reduction software solutions

- ◀ CPT Global and BMC MLC Cost Management solutions are helping customers save up to 20% or more in MLC costs.

## CPT'S MULTI-PHASED APPROACH

CPT delivers cost savings using a unique and proprietary multi-phased approach that has been developed and refined over many years with the world's largest companies. A highly focused team of experienced and internationally recognized CPT consultants provides expertise and guidance to help identify, implement, and optimize MLC cost savings.

### First Phase

The first phase includes a short engagement to identify and quantify potential savings across the entire environment, as well as identify quick savings opportunities.

- **Top-down analysis** of resource usage based on client SMF data using BMC Cost Analyzer
- **High-level report** on the potential savings and target areas where the savings can be achieved
- **Written recommendations on specific actions** to enable quick savings

### Second Phase

The second phase is a detailed cost reduction engagement that delivers the savings that are estimated in the first phase.

- **Agree and establish** a baseline for measurement and quantification of savings opportunities.
- **Identify savings opportunities**, and build an "opportunity log" that documents and quantifies each opportunity.
- **Agree on an implementation schedule**, beginning with the least effort having most impact (quick hits).
- **Implement and measure** savings impact.
- **Implement BMC MLC cost optimization solutions** as an integral part of the overall program to deliver and protect savings.

## CPT GLOBAL FEE STRUCTURE

The CPT solution is based on a risk/reward model. This means that CPT's fee structure is based on a small percentage of the savings identified and actually achieved. The cost of service is funded directly from the very savings that the risk/reward generates.

## CPT'S PROVEN RESULTS

More than 70 Fortune 500 clients in Australia, Europe, and North America have realized significant cost savings after engaging with CPT. Some recent examples include:

- A major European Fortune 500 bank saved approximately \$1.2M euros in the first 12 months after their CPT engagement to improve mainframe performance.
- CPT reduced the MIPS consumption for a global retailer by 15%, allowing the company to effectively manage a spike in demand over a key holiday period.
- A Fortune 100® North American bank realized savings of approximately \$10M in the first year alone.
- A North American financial service firm achieved year-on-year savings of \$14.7M annually.

## ABOUT BMC MLC COST MANAGEMENT

BMC Mainframe MLC Cost Management solutions provide insight, resource control, reporting, and system optimization to help IT staff take control of their mainframe monthly license charges (MLC). The suite includes Cost Analyzer for zEnterprise®, Intelligent Capping for zEnterprise®, and Subsystem Optimizer for zEnterprise®.

Learn more about these solutions at [www.bmc.com/mlc](http://www.bmc.com/mlc)

## CPT'S MAINFRAME SERVICES

- Mainframe MLC cost optimization
- Systems, database, and application performance tuning and optimization
- Mainframe capacity planning
- Mainframe batch optimization
- Mainframe infrastructure architecture
- Mainframe systems software and language support
- Mainframe storage management
- Stress and performance testing



### FOR MORE INFORMATION

Learn more about CPT at [cptglobal.com](http://cptglobal.com)

**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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