



# Wireless Communications Giant in Canada Could Save Over \$1MM Annually with MainView

“What distinguishes BMC from the others in my opinion is the people. The product is excellent, but it’s the people that make it best for the customer.”

Eric Brubaker | Sr. Technical Consultant | CPT



## Company Overview

This leading Canadian wireless company worked with BMC partner CPT to successfully implement an effective solution. Founded and based in Australia, CPT provides mainframe and digital services to companies around the world, including much of the Fortune 500.



**Over \$1MM**

in potential annual savings



**25%**

CPU reduction



**Accelerated**

business processes

## The Business Goals: Create a Stable, Scalable Environment, Reduce CPU, and Improve Monitoring

The level of support provided by a previous vendor had diminished from outstanding, to mediocre, to non-existent. In addition to the suboptimal monitoring, the customer encountered some technical issues with another solution from that vendor, related to a broader system upgrade that was completed in previous years. Combined, these issues confirmed that the vendor’s solutions were not meeting business needs and weren’t viable for the long-term. The customer needed to find a stable, scalable solution that would help significantly reduce CPU consumption while improving performance monitoring.

## The Solution: MainView

In the words of CPT Senior Technical Consultant **Eric Brubaker**:

“Over time, MainView will save this customer millions of dollars by allowing them to purchase less expensive replacement machines.”

CPT researched replacement products for this customer, where it was determined that BMC provided the best technical solution for the required monitoring and other needed functions. In particular, one unique aspect that appealed to the customer was single data collection that MainView monitors and CMF shares. Other competitive alternatives offered similar functionality but had very unintuitive, disparate interfaces. BMC emerged as the clear choice.

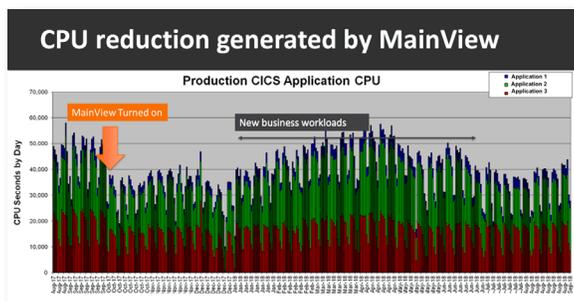
MainView is quickly proving itself to be extremely worthwhile for the communications company's business, where they attest it has been a standout success in terms of both technical function and operational improvements.

CPT and BMC's support organization have helped this customer fully customize and leverage MainView for report management and other functions. From beginning to end, the entire process took only a few months to get fully up and running within the customer's environment.

## Benefits

While the company originally expected to see savings in annual run/rate as well as some CPU reduction, while hoping to modernize and improve the overall quality of both vendor and tools, MainView has far exceeded their expectations. The reduction in CPU time turned out to be equivalent to a full year of MIPS growth. On average, it is estimated that the annual MIPS growth is 15% or approximately 300 MIPS. In addition, the customer achieved CPU reduction from reducing IBM® CICS® CPU time by as much as 25%. In fact, MainView for CICS dropped processor consumption so significantly that the need to upgrade the mainframe got pushed out by a full year.

The chart below shows the significant CPU reduction that was generated after the customer turned on MainView.



CPT helped the customer integrate with its central monitoring tool and received excellent support from BMC in helping set up and configure the tool. Specifically, they configured the tool to capture MainView alerts and any other critical alerts to be forwarded to the central console. These alerts are an integral part of the solution, which immensely helps optimize the customer's monitoring capabilities.

According to CPT and the customer, the true advantage to MainView over their previous install is in its proactive monitoring capabilities and ease of use. The customer is now leveraging automation to catch problems earlier and fix them automatically.

- The CPU that is freed up using MainView allows the customer to queue data delivery from the mainframe to other apps online through IBM® MQ® instead of batching them for FTP delivery at night time, accelerating business processes.
- Significant CPU savings result in annual MIPS growth and an estimated savings of close to \$1M/year\*.
- The company has reduced its largest consuming CICS time by 25%, where the bulk of the workload sits.

\*Based on estimated MIPS savings and average street value of MIPS for the size of this customer's environment.

## Why MainView over any other competitive product?



“ Technically it’s a very appealing product line—but if anything happens, during the sale, during implementation, or after production, we know absolutely we can rely on BMC, and that is a distinguishing factor relative to all of the competing vendors. ”

Eric Brubaker | Senior Technical Consultant | CPT

### Learn More About MainView

 [Visit the MainView webpage](#)