

Aligning Applications and Platforms

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For business advantage and increase IT value to the organization, specify -

User Availability of 99.999 % or higher

.... to respect it's an On-Line , Real-Time , All-the-Time World

A. Why is “Aligning Applications & Platforms” Important ?

To improve business outcomes by better positioning the company to -

1. increase relevance and revenue
2. mitigate brand damage
3. avoid being marginalized
 - by competitors who successfully innovate with new products, services, business models, etc.
 - by enterprises in other industries, technology companies, etc. coming into your space
 - by being disrupted from many young ventures
ie: in banking from 10,000 Fintechs
4. benefit from -
 - new opportunities, business / industry changes, paradigm shifts, digital platforms, rising User expectations, etc.
 - the increasing pervasiveness of Mobile, AI, ML, AR, VR, IoT, Big Data, Analytics, etc.
5. deliver a great User Experience - with timely, convenient, personalized information services
6. improve the quality and timeliness of decision making, execute on plan, improve efficiencies / lower costs, better manage operations, being a more agile / responsive organization, etc.

B. CAIL AA&P White Paper

Aligning Applications and Platforms

There is a need to map the delivery of information services with the appropriate applications and platforms based on impact on the organization as follows –

1. Improving business outcomes – top line / bottom line
2. Increasing brand value
3. Meeting or exceeding User availability, performance and functional expectations
4. Scaling / adapting quickly to meet demand or changes in the market
5. Delivering superior value – with a low TCO
6. Addressing evolving compliance / regulatory requirements
7. Mitigating potential brand damage from application issues, unavailability, etc.
8. Providing competitive advantage

This approach contrasts to the platform model or familiarity with current systems that has historically been used with a corporate standardization strategy. In moving to a business driven agenda for matching platforms, there are choices of systems based on corporate needs and to meet User expectations. With this, as the business demands increase, the requirement is for a more robust platform designed to perform in an increasingly on-line world that best positions the organization to move forward by –

- A. Increasing relevance and revenue
- B. Being more agile to make good on new opportunities and changes in the business
- C. Deliver on corporate objectives and strategy
- D. Better manage change
- E. Reduce / mitigate risks - business and technical
- F. Improve the quality and timeliness of decision making
- G. Meeting or exceeding Customer / User expectation
- H. Deliver a great experience and more value to Customers / Partners
- I. Increase appeal to attract new Customers
- J. Leverage Partner / Supplier capabilities to fast track processes, reducing costs, etc.

By aligning business needs with the appropriate system platform, the organization realizes more benefits from IT and is better positioned to improve business outcomes by leveraging the investment in current information services to address new requirements, evolving compliance and regulation demands, to increase the rewards from business innovation initiatives, avoid surprises or liabilities or unexpected costs, etc.

In conjunction with this, it's also important to raise the bar or better define " Mission Critical Systems ". This is needed since the term is becoming commoditized - with each vendor making claims according to their own interpretation what it means or what's involved in providing very high availability systems / applications. Further, there is also a need for many more people to better appreciate the NonStop value proposition - to address the very high demands and expectations associated with an " **on-line, real-time, all-the-time** " world. Essentially, this means business people need to be much more aware NonStop is a proven solution for responsive information services, not prone to security threats, that has the best application availability on the planet, has a low TCO, can be quickly scaled, doesn't require an army people to keep it running, etc.

AA&P White Paper – cont'd

To help the cause, here are examples of matching application / business / user needs with platform capabilities. In conjunction with this it is suggested having a rating system of 1 to 10 for business and applications needs in terms of user availability and other attributes - that would map to the most suitable platform as follows –

A. Individual non-critical application

- providing basic business functions (ie: Office)
- typically runs on a Category 1 to 4 rated platform
ie: a basic Windows / UNIX / Linux server
.... to support an individual
- for internal personnel
- **User availability expectation of 97 % or higher**

B. Dept. / Group non-critical application

- providing business functions to a group of people
- typically runs on a Category 5 or higher platform
ie: robust Windows / UNIX / Linux system
....depending on application demands, # of Users, etc.
- for internal personnel
- **User availability expectation of 98 % or higher**

C. Important internal on-line application

(O – Level 1)

- typically runs on a Category 6 or higher platform
ie: a more robust, secure Windows / UNIX / Linux system / Mid-Range system
.... depending on - system demands, # of Users, performance criteria,
value of the service to the company, business impact of a service outage, etc.
- for internal personnel and maybe some external Users
- **User availability expectation of 99 % or higher** (Down time < 88 hours / year)

D. More important internal on-line, real-time application

(OR – Level 1)

- typically runs on a Category 7 or higher platform
ie: robust, secure Windows / UNIX / Linux / Midrange / Mainframe / NonStop system
.... depending on higher - system demands, # of Users, performance criteria, TCO,
value of the service to the company, business impact of a service outage, etc.
- for large deployments with internal and some external Users
- **User availability expectation of 99.9 % or higher** (down time < 9 hours / year)

AA&P White Paper – cont'd

E. Very important on-line, real-time application

(OR – Level 2)

- typically runs on a Category 8 or higher platform
 - ie: more - robust, secure, scalable, and very high availability system with a low TCO
 - select from the platforms indicated in Section D above
 - depending on greater - system demands, # of Users, performance criteria, value of the service to the company, business impact of a service outage, etc.
- for business critical deployments with many internal and external Users
- **User availability expectation of 99.999 % or higher** (down time < 6 minutes/year)

F. On-line, real-time, all-the time application

(ORA – Level 1)

- information services that need to be always available
- typically runs on category 9 or higher platform
- ie: very - robust, secure, scalable, high availability system with a low TCO
 - select from the platforms indicated in Section D above
 - depending on very high - system demands, # of Users, performance criteria, value of the service to the company, business impact of a service outage, etc.
- for business critical deployments with many internal and external Users
- **User availability expectation of 99.99999 % or higher** (down time < 3 sec / year)

G. On-line, real-time, all-the-time application

(ORA – Level 2)

- information services that need to be always available
- typically runs on a Category 10 platform
- ie: extremely - robust, secure, scalable, high availability system with a low TCO
 - select from the platforms indicated in Section D above
 - depending on extremely - high system demands, # of Users, performance criteria, value of the service to the company, business impact of a service outage, etc.
- for business critical deployments with many internal and external Users
- **User availability expectation of 99.9999999 % or higher** (down time < 32 ms/yr)

C. How AA&P and NonStop are Complimentary

Aligning Applications and Platforms and utilizing NonStop systems is about enabling the organization to focus on improving business outcomes – versus – learning many new skills and technologies, setting up / managing / upgrading systems (ie: with a server farm, coupling systems, basic fault-tolerant systems, etc.). Because of this, with NonStop, the business doesn't need to become a computer company to move forward.

Enabling the business to stay focussed on business is based on NonStop systems providing very high operational availability and resiliency with an integrated platform of hardware, software, database, applications, tools and services with –

- Continuous Availability - of information to Users with access to secure, accurate data instantly and always
- Lowest TCO in platform class - by reducing system complexity, manageability and operating costs
- Real-time Database - for high-volume transaction processing and data warehouse environments ---- with built tandem processing of information and automatic fail-over in the event of a system or application issue
- Standard and Modern - leveraging the economies of standards-based, modular computing and modern software development environments
- End-to-end Security - providing advanced protection of the system and the data
- Data Integrity – to ensure transaction integrity and reliable data processing for information in transit and at rest
- Massive Scalability - for rapid growth of the business and information services without performance degradation, availability issues, or service interruption

Importantly, NonStop systems provide organizations with “ **on-line, real-time, all-the-time** ” information services utilizing a superior platform for 7 X 24 X operations, for high volume online transactions, real time operations, continuous access to information, a very robust and reliable systems environment, minimal support demands and operational efficiencies. These capabilities are crucial to address expanding business needs and rising User expectations for –

- High Confidence the business successfully performs and meets User needs in an on-line, real-time, all-the-time world
- Agility to quickly respond to changing business needs, market opportunities, new technology enabled capabilities, etc.
- Rapidly implementing new business processes and be responsive in the delivery of new products / services
- Reducing complexity and cost
- Realizing the significant benefits associated with growing the business, successfully evolving the organization, increasing the rewards from innovation, etc.

To summarize, NonStop is an enabling technology providing the highest level of platform availability and scalability with hardware, software, and services in an integrated solution. This is critically important for any-time, real-time processing of transactions (ie: for ATMs, POS, payments, etc., telecommunications services, 7 X 24 on-demand businesses (ie: Banking, Healthcare, Retail, Distribution, etc.) where continuous information services are essential and a differentiator.

Client Quote : “ Since deploying NonStop a few years ago, we have had 100% availability to keep our applications running. The system consistently delivers the performance, scalability, and end-to-end transaction integrity that are essential in our industry.” – Gregor Pirc, IT Manager, Bankart

D. Improving Business Outcomes with AA&P and NonStop

NonStop is the platform of choice for information services critical to the business requiring 99.999 % or higher availability to Users.

Further, NonStop is the world's leading platform for " On-Line , Real-Time , All-The-Time " applications where the following criteria are important to improving business outcomes -

1. Highest system - availability
 - scalability
2. Lowest in class - total cost of ownership
 - system support demands / application issues
 - resources to maintain operations and service delivery
 - service outage
3. With a platform that - supports IT Standards and Enterprise initiatives
 - is integral in the business and Enterprise IT infrastructure
4. + vNonStop for virtual environments
5. + NonStop is a very high value platform in hybrid systems environments

Because of the need to successfully address –

- a. increasingly demanding Users
- b. expanding business needs
- c. new opportunities and corporate strategic initiatives

+ recognize NonStop is more than a fault-tolerant platform

.... the term " **mission critical** " has evolved to " **On-Line, Real-Time, All-The-Time** " since the requirement is to deliver exceptionally high availability information services to Users (ie: 99.999 % or higher) - with industry leading scalability and information integrity, low TCO, etc. – compared to the huge time, effort and cost of coupling uni-architecture systems or building server farms.

By Aligning Applications and Platforms with superior NonStop capabilities for the most important and demanding information services, organizations are positioned to realize the following significant benefits –

- A. Increase relevance and revenue
- B. Expand business opportunities
- C. Mitigate issues / brand damage
- D. Improve the bottom line
- E. Evolve the business with reduced risk

Improving Business Outcomes with AA&P and NonStop - cont'd

Extending on this, business outcomes are further improved by –

1. Enterprise Personnel in your organization with knowledge of –
 - corporate systems / all platforms
 - business applications
 - organization processes
 - the business, industry, Customers, etc.

2. HPE - with an extensive portfolio of solutions and services
....including NonStop systems

3. CAIL - for connectivity, security, and to modernize information services
 - to extend business capabilities in Mobile
 - to increase the rewards from Business Innovation

4. Current Enterprise Suppliers & other HPE Partners with many products and services to also assist in -
 - growing the organization and achieving strategic objectives
 - improving business operations and efficiencies
 - better enabling the business to perform for Users
 - increasing IT Value to the organization
 - realizing corporate competitive advantage