

Mainframe is Poised to Fuel the Future of Business:

2012 BMC Mainframe Survey Spotlights Mainframe Growth and Pains

September 25, 2012



2012 BMC Mainframe Survey Demographics

1264 respondents globally

- Americas 60%
- EMEA 30%
- Asia Pacific 10%

Job Function

- Non-Executive 77%
- Executive 17%

Companies

- 54% over \$1Billion
- 43% Financial and Insurance
- 19% Government
- Remainder technology and other industries

Survey Spotlights Mainframe Growth and Pains

Mainframe continues to be a critical business tool

- 90% view mainframe as long term business solution
- Companies are incorporating the mainframe in their future business strategies

Cost reduction tops priorities while Business/IT alignment moves up the list

Velocity, volume and variety of applications and data are driving growth and challenges

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- Consistent MIPS growth
- Increased specialty engine adoption
- Combating outages
- Staffing concerns beyond retiring workforce
- Mainframe as enterprise citizen

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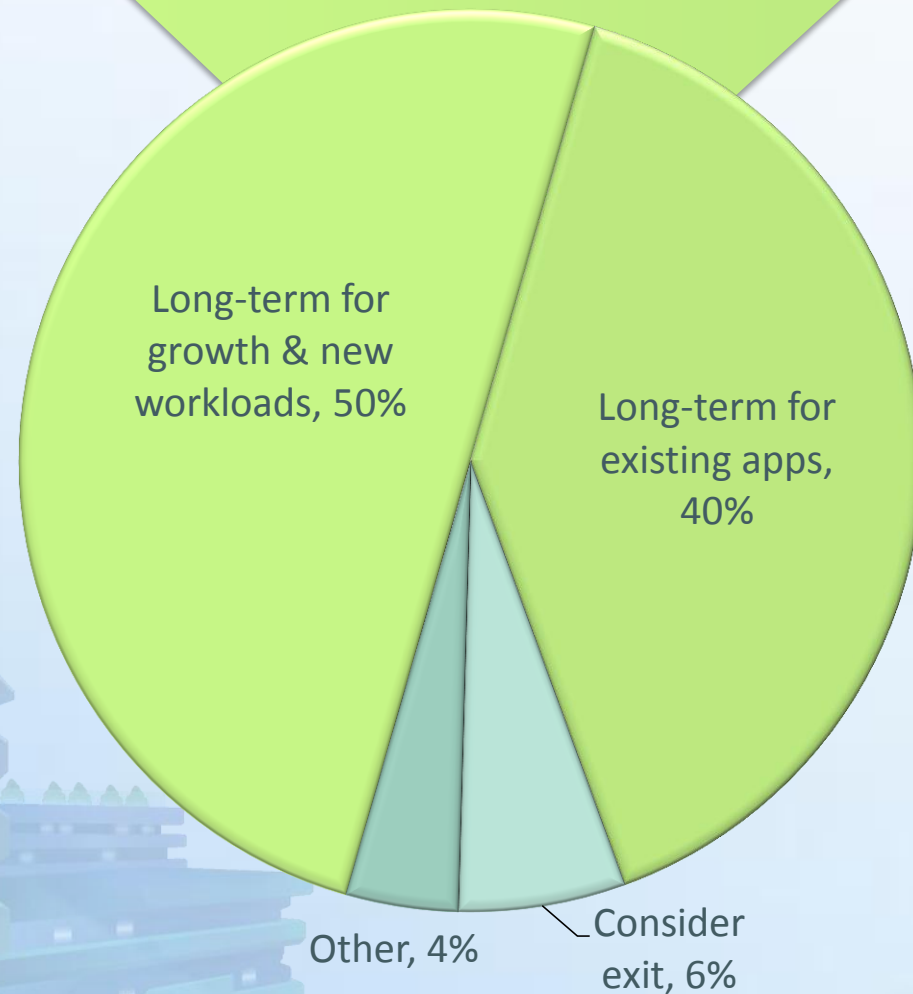
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Mainframe is Key to Long-Term Business Strategy

90% of global respondents view mainframe as long term business solution



Top Reasons for Mainframe Investment:

- Availability advantages
- Security strengths
- Superior centralized data serving environment
- Transaction through-put

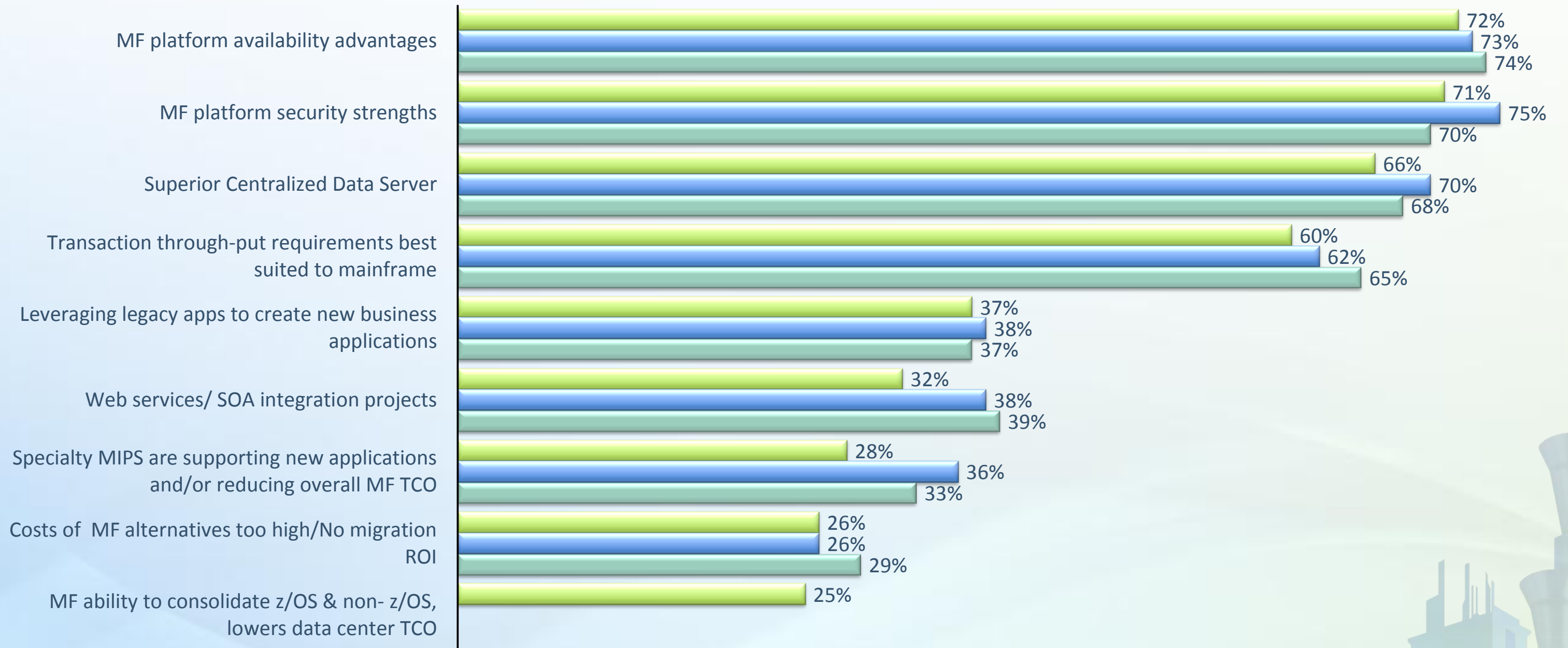


Source: BMC Mainframe Survey
Base: 1,243 IT staff and executives

Reasons for Continued Mainframe Investment 2010-12







Q4d. What factors are contributing to your continued investment in the mainframe? (Filtered by those growing MIPS)

2012 n=968
2011 n=818
2010 n=918



Note: Multiple response categories, answers may total more than 100%

Cost Reduction Continues to Top IT Priorities

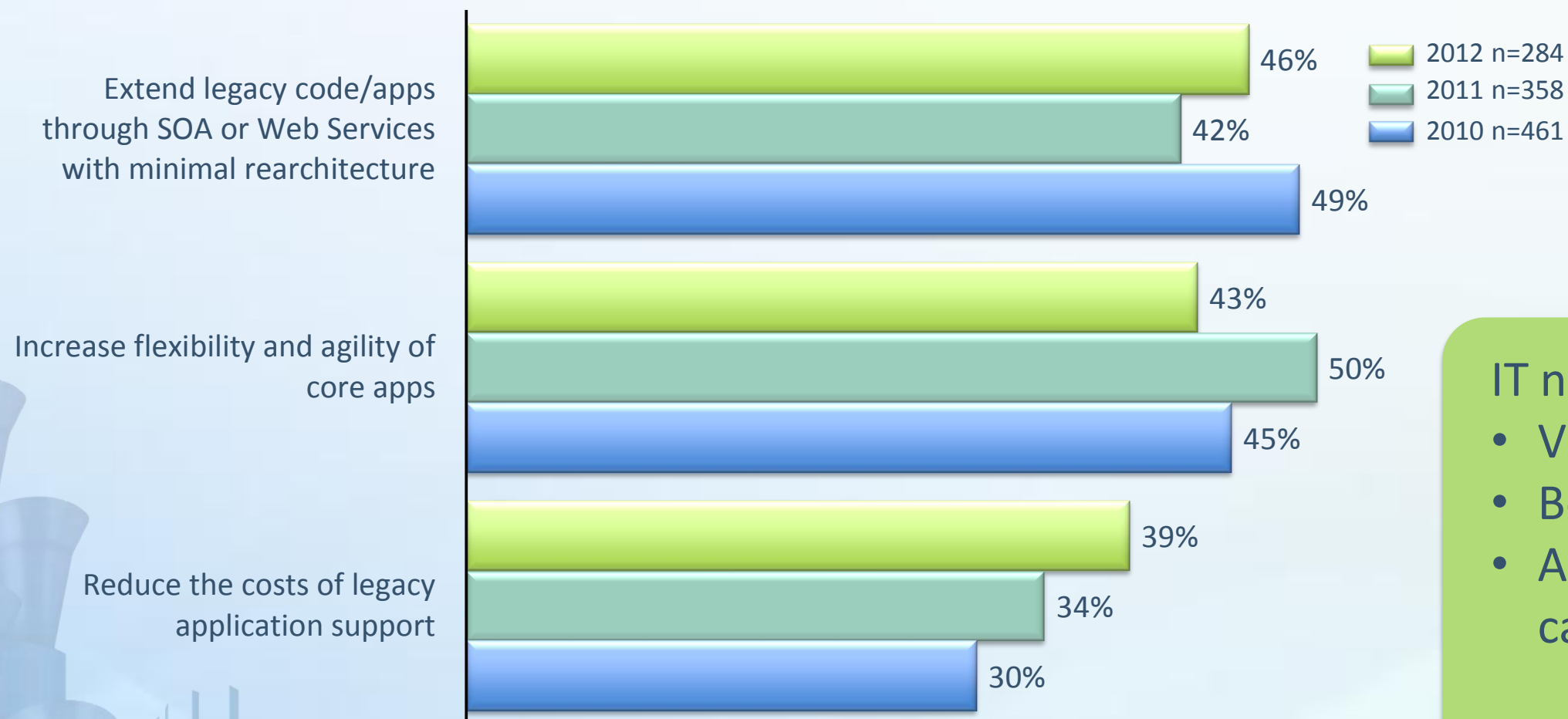
	PRIORITY RANKING	2012	2011
	Reducing the Cost of IT	1st (69%)	1st (60%)
	Disaster Recovery	2nd (34%)	2nd (34%)
	Application Modernization	3rd (30%)	3rd (31%)
	Business/IT Alignment	4th (27%)	7th (21%)
	Efficient Use of MIPS: MIPS Utilization/Growth Reduction	5th (26%)	4th (24%)
	Reduce Availability Impact of Planned or Unplanned Outages	6th (23%)	4th (24%)

n= 1,038

n= 1,199

Increasing complexity: IT is Modernizing Applications to Address Customer Behavior

What are your specific priorities and objectives for Application Modernization for the upcoming year?



IT needs:

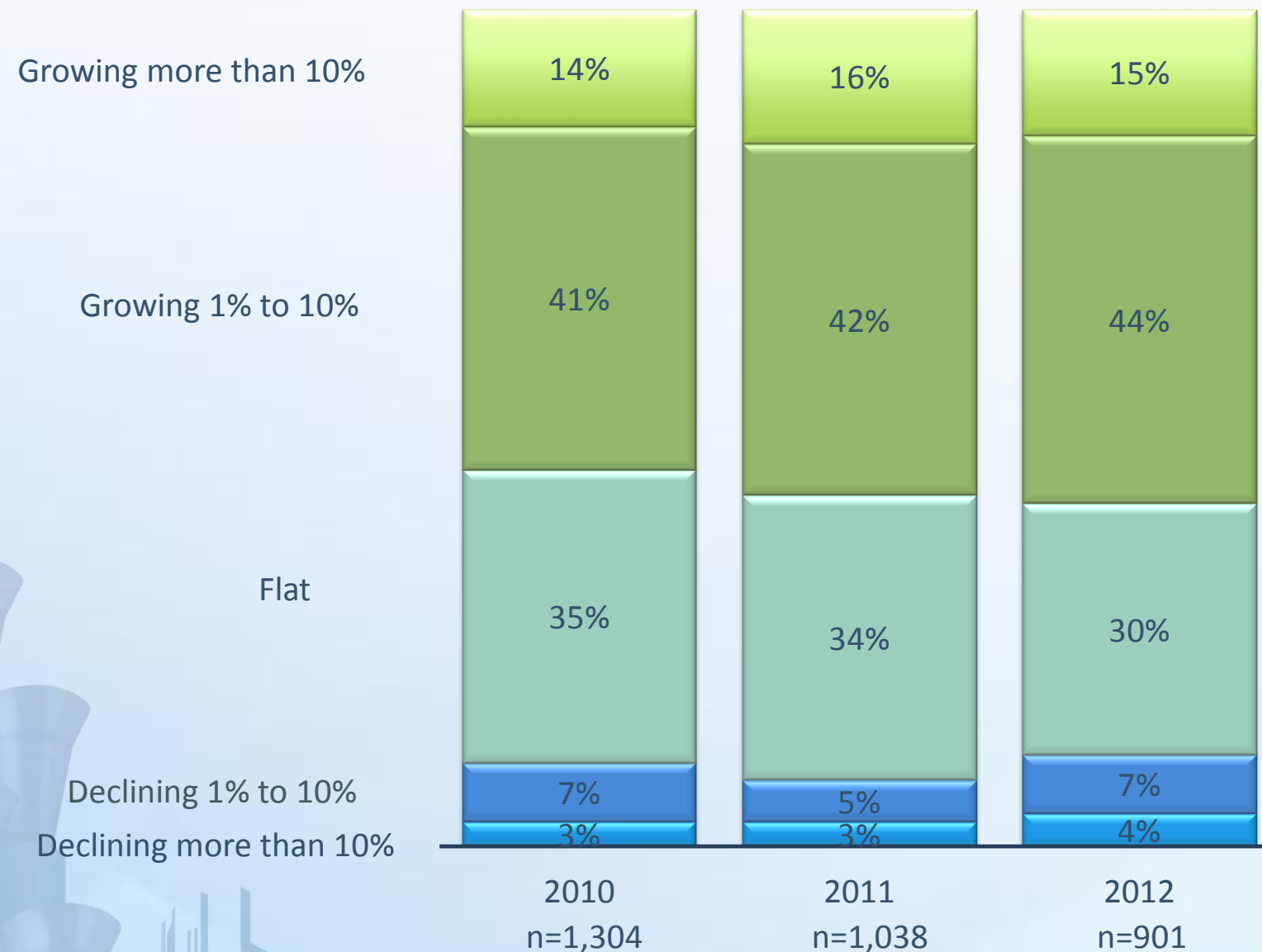
- Visibility from end user to mainframe
- Behavioral analytics of applications
- Ability to predict and react to dynamic capacity needs



Note: Multiple response categories, answers may total more than 100%

New and Legacy Apps are Driving More MIPS Volume

What is the approximate General Purpose MIPS growth rate from the previous 12 months?



59% expect MIPS growth:

- 31% due to legacy & new apps
- 19% due to legacy apps
- 9% due to new apps

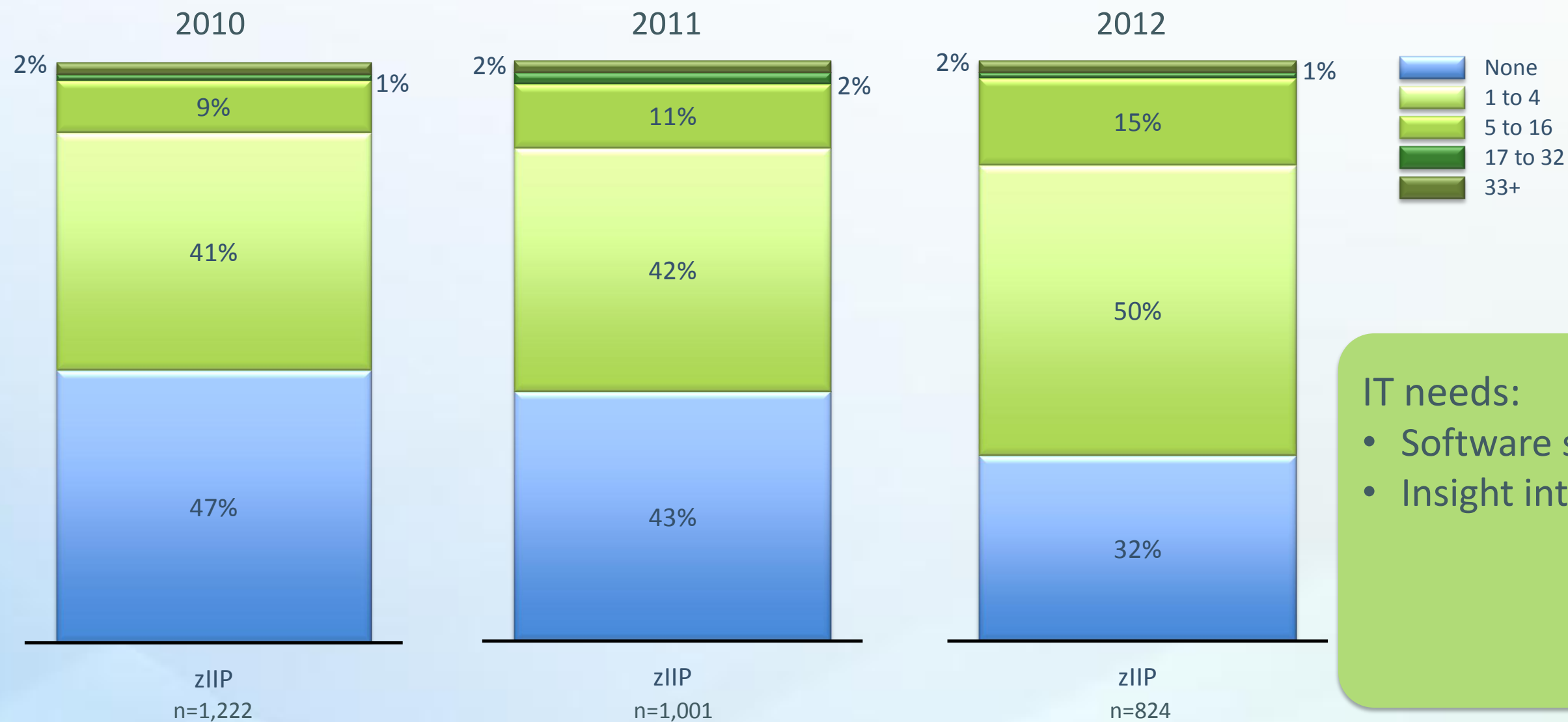
IT needs:

- Ability to understand workload patterns and impact on cost
- Software that minimizes MIPS consumption



Specialty Engine Adoption Also on the Rise to Support Cost Optimization

Approximately how many specialty engines of the following type do you have installed and in use in your z/Series environment?



IT needs:

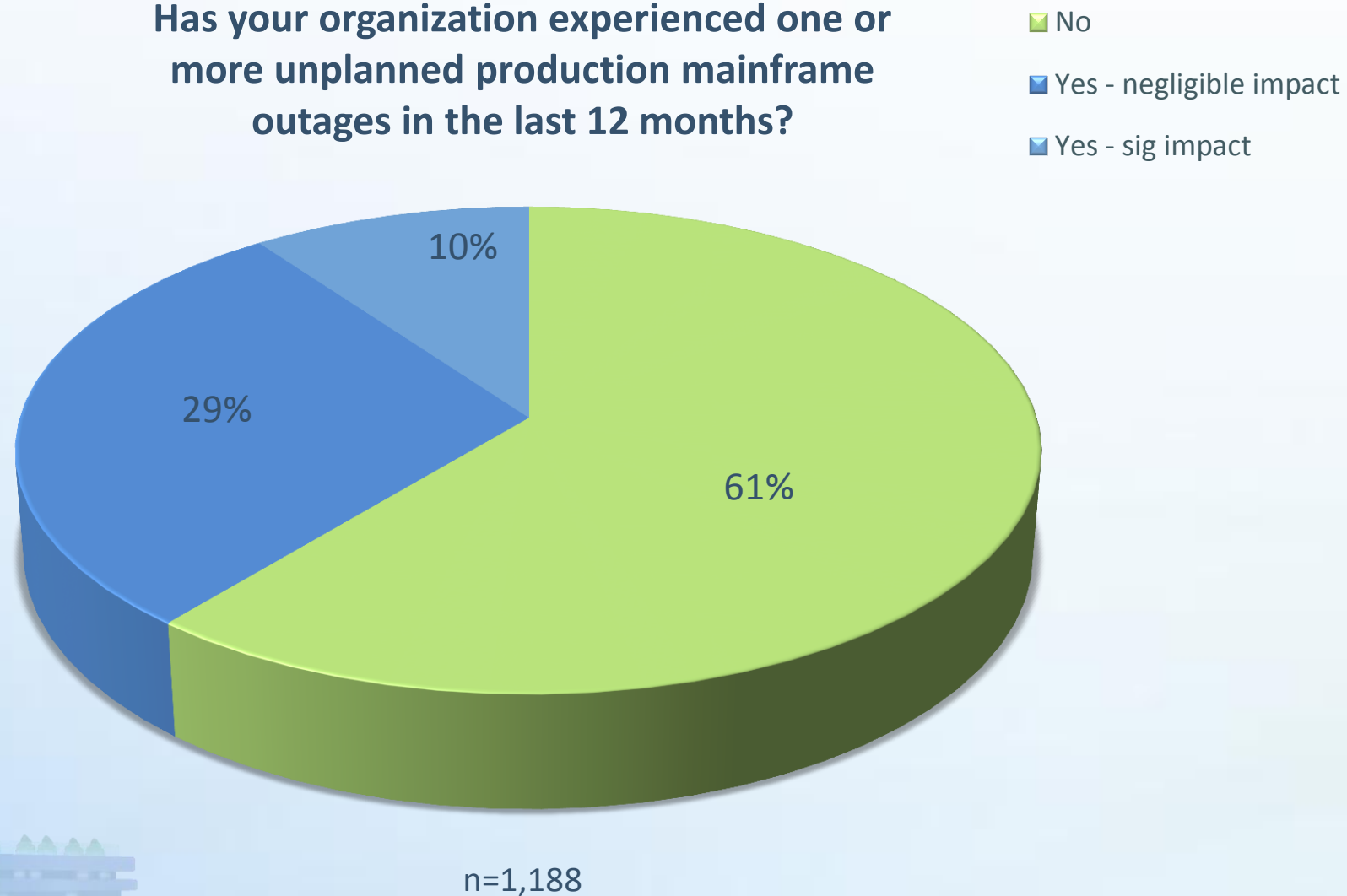
- Software solutions that exploit zIIPs
- Insight into zIIP capacity and use



Note: Due to rounding, not all bars equal 100%

Combating Unplanned Outages

Has your organization experienced one or more unplanned production mainframe outages in the last 12 months?



Primary Causes for Outages

- Hardware failure (31%)
- System software failure (30%)
- In-House app failure (28%)
- Failed change process (22%)

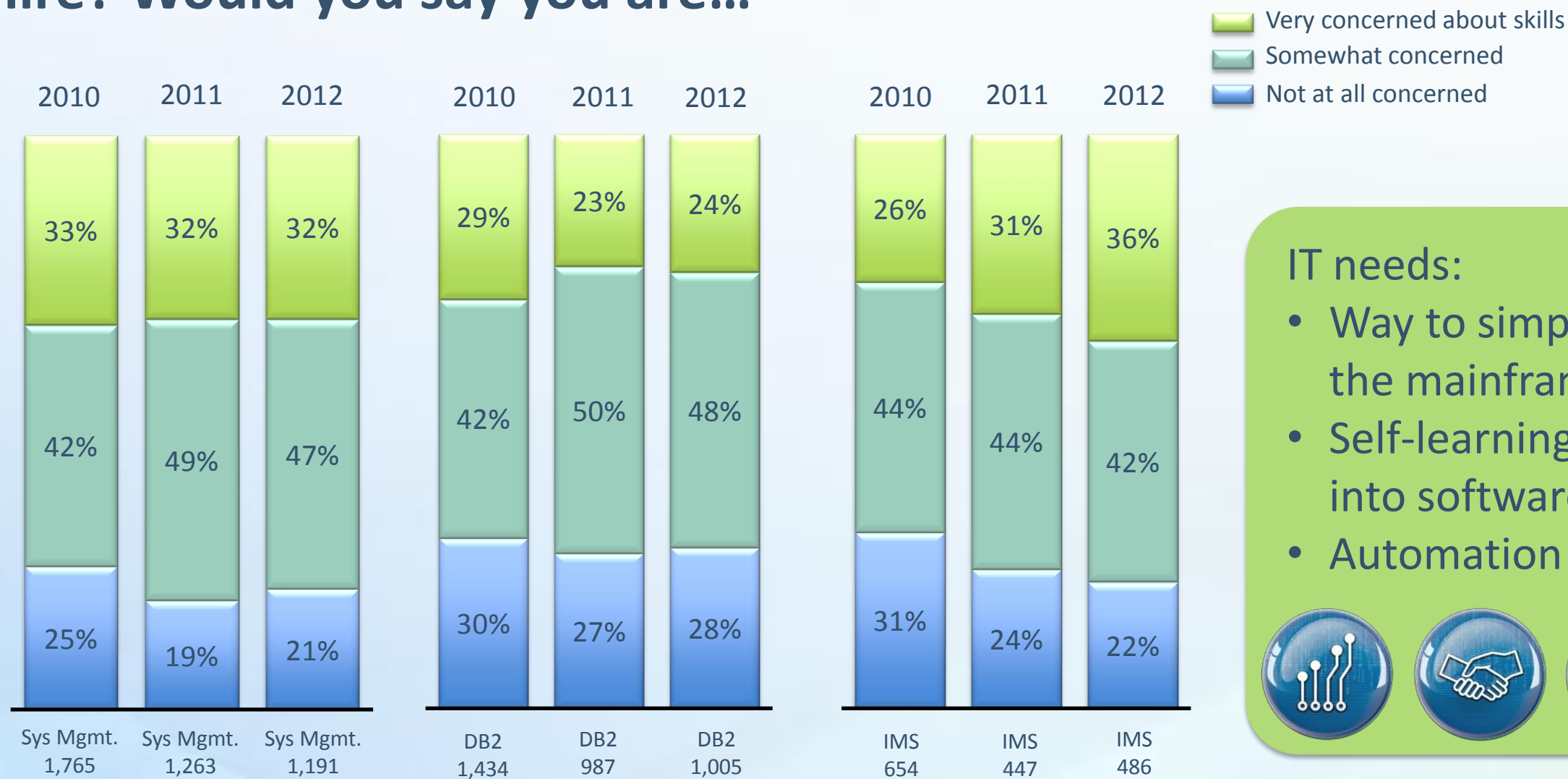
IT needs:

- Improve availability of mainframe to ensure accessibility of applications and data
- Advanced, accurate warning of problems
- Fast recovery capabilities



Mainframe Staffing Concerns: It's Not Just About Retiring Workforce

When thinking about your technical staffing needs in your mainframe organization, how concerned are you about the potential shortage of skilled people available for hire? Would you say you are...



IT needs:

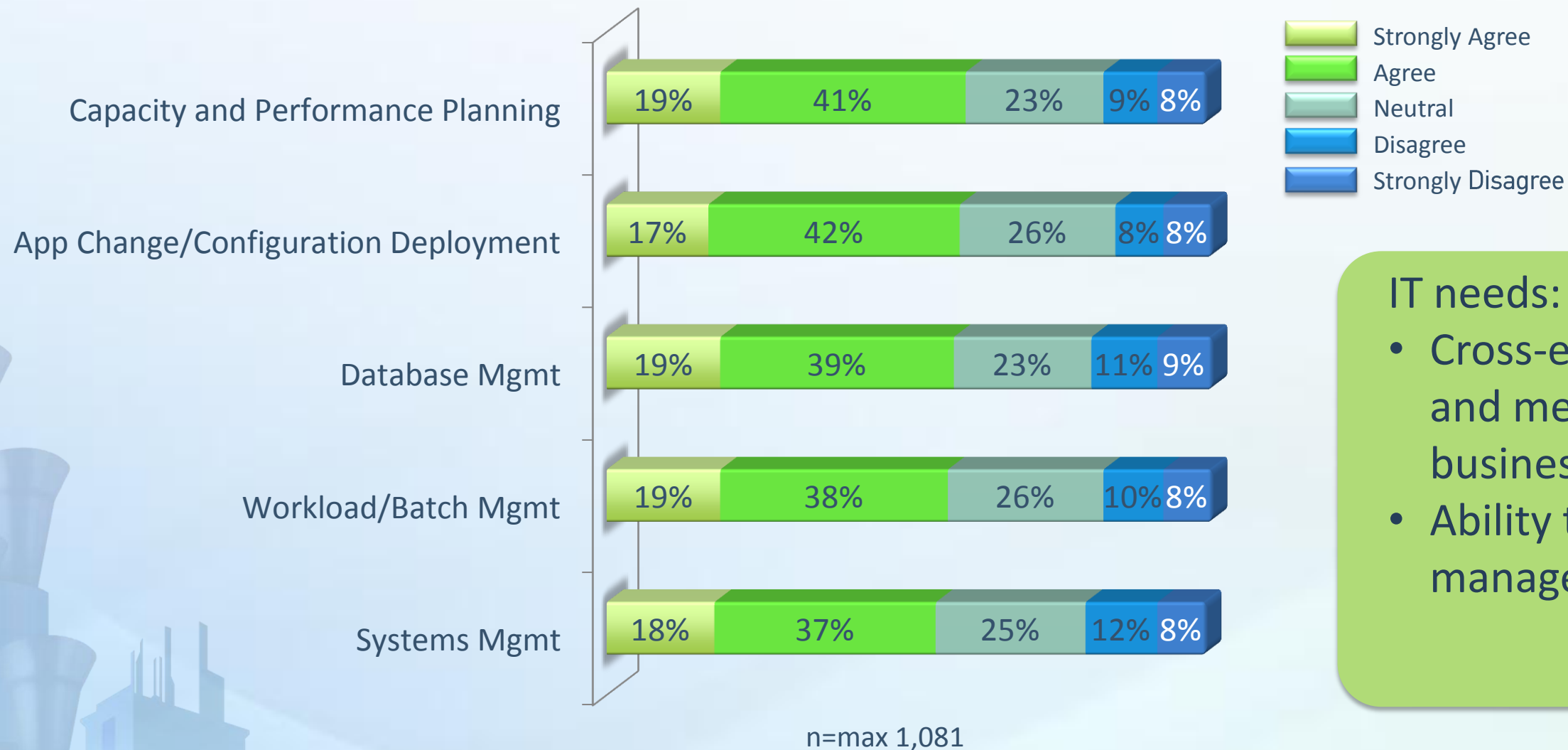
- Way to simplify management of the mainframe
- Self-learning capabilities built into software
- Automation to offload manual tasks



Note: Due to rounding, not all bars equal 100%

Mainframe Must Be an Enterprise Citizen

Our organization has a requirement to incorporate the mainframe platform into an enterprise management process (spanning multiple mainframe and distributed platforms across our data center) in the following areas:



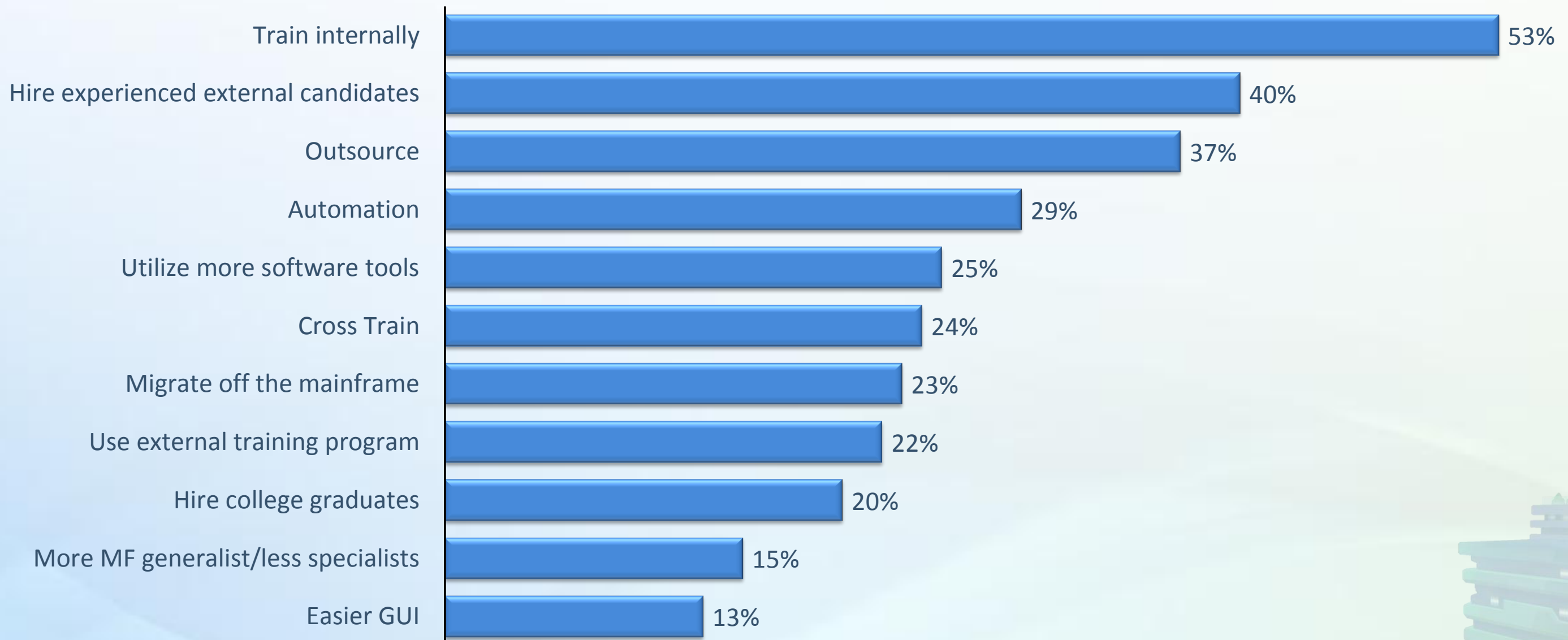
IT needs:

- Cross-enterprise software solutions and methodology that link IT to business priorities
- Ability to simplify and automate IT management processes



Addressing Mainframe Skills Shortage 2012

How are you addressing your mainframe skill needs/shortage? (Filtered on those somewhat or very concerned)



Note: Multiple response categories, answers may total more than 100%

n=1,160

BMC Software Continues to Innovate to Address Evolving Demands on the Mainframe

DISASTER RECOVERY



BUSINESS/IT ALIGNMENT



EFFICIENT USE OF MIPS



REDUCE AVAILABILITY IMPACT



APPLICATION MODERNIZATION



REDUCING THE COST



REDUCE IT COSTS

- Reduce MIPS – Through smaller software footprinting and exploitation of zIIPs to maximize computing resources

NEW IN 2012

- BMC MainView for CICS

INCREASE BUSINESS AVAILABILITY

- Monitoring, maintenance and recovery solutions

NEW IN 2012

- IMS portfolio expansion & enhancement

ALIGN IT WITH BUSINESS NEEDS

- Cross-enterprise capacity planning, application performance management and transaction monitoring, workload automation
- BSM

NEW IN 2012

- BMC Middleware Management
- BMC Capacity Optimization - Mainframe (Oct.)
- BMC Control-M Workload Automation Solution, v8 (Oct.)

REDUCE COMPLEXITY

- Behavior Analytics
- Advisor Technology
- Automation

NEW IN 2012

- MainView 6.1
- MainView Console Management

BMC recently awarded
5 new US patents in
Mainframe Data &
Performance Management

Real-World Success Story

BMC CMF MONITOR is a standard environment, so it is easy to learn and it's incredibly popular with the users. Aside from the 30 percent reduction in CPU usage, BMC CMF MONITOR provides Generali with a unified platform for powerful online reporting, on-demand graphing, and the publication of critical capacity and performance data. We also have the flexibility to collect and write a broad range of SMF data—and that acts as an integral component of an overall monitoring solution.”

- Horst Schmidt, Mainframe Team Leader, Generali Group

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A stylized, futuristic cityscape illustration. The scene is dominated by various shades of blue and green. In the foreground, there's a large, green, faceted structure resembling a dome or a piece of technology. To its left, a blue, glowing orb sits on a platform. The background is filled with tall, blue skyscrapers of varying heights and shapes, some with windows. A bright sun or light source is visible in the upper right corner, casting a glow across the scene. The overall aesthetic is clean, modern, and high-tech.

BMC Software

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