InfinIAM™

Harnessing Your Intellectual Property

IP is soul of your firm. More than your people, much more than the bricks and mortar, your firm is the collection of systems - software, databases, hardware, and networking - that enable you to work 24 X 7, that let you reach customers, and that let customer reach you.

Many firms have legacy IT systems that are the core of their IP. Those programs and databases are vital to daily operations and future expansion. You pay a price for housing and using that IT legacy. Often mainframes, with high maintenance costs and operations costs, are at the center of your IT budget.

You challenge is to harness and exploit the IP. You need to control costs, expand capabilities, adroitly manage internal reorganizations, and respond to intensified customer needs.

Do you need to consolidate internal organizations? How do you web-enable your applications. Are regulatory issues forcing you to consolidate databases and expand your reporting? Is there anyone on your staff who understands how the legacy application work from end to end?

Those are important questions that you face daily. InfinIAM and its corporate partner Cornerstone Technologies are prepared to help you address these questions. To lower your costs. To accelerate your ability to respond to challenges. To gain full control of your IP, reducing risk and raising profitability.

We are the experts in system migration and documentation of IP. We are ready to assist you in tranforming your IT environment to meet your challenges and your constraints.

In the pages that follow, we present typical issues and our approach to addressing them.

Information Technology Services

"My IP is hosted on mainframes. The maintenance costs are high and limit my ability for new initiatives."

Competitive forces are driving you to accomplish more with less. Your mainframe maintenance costs, along with other operational fixed costs such as power and space, consume a large portion of your IT budget.

To reduce that overhead, many firms are seeking to migrate a portion of their IP-based processing to less costly platforms. Legacy programs and data may simply be moved from one platform to a new one.

To achieve additional benefits, the applications themselves may be translated to new languages to enhance performance and improve flexibility. Some firms are electing to shift from program-based solutions and employ business rule engines where the actual business users establish systems using high level graphical interfaces.

For a corporate executive, legacy migration greatly enhances your budgeting flexibility. You can free funds to undertake new projects or add vital staff. The next generation of projects will run on newer platforms offering better development tools and databases. Your new environment will be web-ready and far more adept at meeting Internet challenges.

Making this type of transition is a major effort. Our Cornerstone partner has over 30 years of project experience in systems migration. They are the world leader with an unsurpassed portfolio of personnel, tools, and methodology.

Like many IT projects, migration efforts can run over budget and over time. Many fail. Cornerstone's track record is superior. Their conservative approach consistently leads to successful projects achieved within the original time and budget constraints.

"I understand the potential benefits of migration. But also the risks. Can migration be deferred?"

Particularly in the financial and health care arenas, firms are realizing that migration is a necessity. New regulatory policies, and projected additional regulatory burdens, simply compel firms to achieve a degree of unification and level of reporting that the current mainframe environment cannot support.

Competitive forces within each industry maintain the pressure to lower IT expenditures. Whether it is an internal audit or best practices survey by a consulting firm, the message to you is to reduce costs. System migration offers an especially attractive path with strong ROI and the ability to streamline your staffing requirements.

High IT expenditures, driven by mainframe costs, have an external impact: they make potential mergers and acquisitions less appealing. Internally, these costs make it clumsy to achieve consolidation of groups or to be agile in responding to new business challenges.

When business opportunities exist, but are not pursued because of IT inflexibility and cost, there is an opportunity cost to the corporation. In fact, InfinIAM views IT decisions as "technical debt." The decisions made, or not made, can promote opportunity or impose constraints that limits growth and profits.

Migration frees resources and actually pays for the new environment, an environment where challenges are more easily tackled. In this new environment, your IT staff can be more business-oriented focusing on the business rules, not the intricacies of technology. Operational tasks are reduced and can, in fact, be outsourced to lower your overall IT budget.

"If migration is in my future, why should I choose you?"

The combination of the InfinIAM professional staff and our Cornerstone partners simply gives you unprecedented experience and talent.

Cornerstone has 30 years in the "migration" space and has pioneered the methodology and tools necessary for a timely, successful migration. In those years, Cornerstone has encountered a variety of situations requiring deftness and creativity. Those actions have generated Cornerstone's conservative, crafted approach to migration.

We conduct migration on a stepwise, evolutionary basis. First, we survey the entire system to be migrated and house all the information in one central Repository. The Repository is a searchable wikipedia of your legacy IP: the programs, the inventory of hardware, the interconnections, the dependencies, the business rules being invoked, ... Everything.

Only with that knowledge can your vision for migration can be validated and, if necessary, adjusted. You thought you wanted to go from A to B. But A to C may be better, given what the Repository now tells you.

Perhaps your path is A to C to B because of time or budget or staffing constraints. Maybe you simply need to move Cobol code from the mainframes to less pricey hardware. Maybe it is time to translate from Cobol to Java.

There are many paths and many decisions in any migration. Your path is yours alone. Your firm — and your constraints — are uniquely yours.

You'll choose us because we understand those facts of life. We work with you to understand your IP and to meet you needs.

"My immediate issue is not migration. It's consolidation of different business units. Can you assist?"

Absolutely, yes.

The soul of the Cornerstone methodology is the creation of the Repository, a comprehensive database that can be queried to check for completeness and consistency.

Suppose you seek to consolidate multiple groups, each with their IT environments and databases. How do you accomplish that? Where do you begin? What are the dangers?
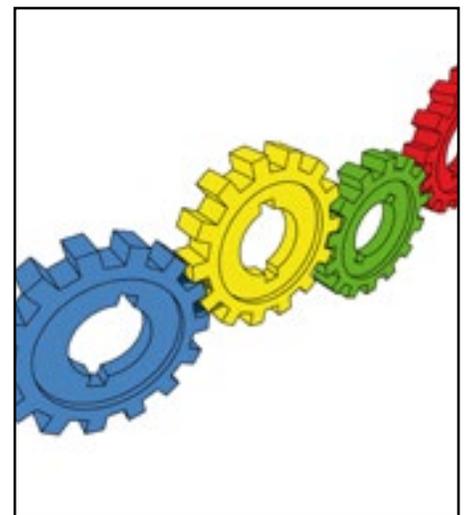
Consolidation is undertaken to reduce costs and improve efficiency. In the consolidation, you can rarely afford to lose functionality and you cannot stumble over inconsistencies in business rules or data.

In our approach to consolidation, we build a Repository across all the different groups. We work with you on a strategy for the most efficient way to harmonize over hardware and software tools.

More importantly, we check for consistency of business rules and data structures. Where there are differences, we can negotiate solutions, for the short term and for the long run.

We can support consolidation that necessarily must evolve over time. A Big Bang approach is rarely achievable. Instead, there must be transparent functionality so no group unexpectedly loses capability. Ideally, a unified functionality can be defined where one set of applications and databases can meet the needs of all users and, in fact, expand the capabilities they formerly had.

And, in a constructive consolidation, we can define an architecture for future development where extended functionality can be productively introduced. The architecture may emphasize flexiblity for rapid development or extend databases to support web-enabled applications needed for internal or external customers.

"You want to put my IP in a Repository. But isn't my IP in my people? People I am losing."

The future of legacy is intimately tied to the creative people that first built them, then extended them. Often, over decades.

You've read the case studies of failed attempts to replace legacy systems by starting from scratch. It's always difficult, sometimes impossible.
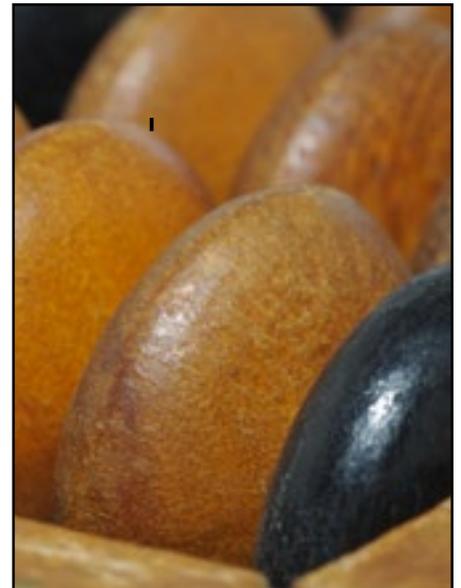
As that original development staff grays, your IP dims. The methodologies, the insights, the knowledge of your subject matter experts [SME's], all that and more has resided in the brains and energy of that staff.

Now is the time to work with that staff to retain the IP. To discover the gaps and fill them in while there is time and knowledge.

Legacy systems are analogous to castles. Old, towering, and often mysterious. Your current staff may not know all the details of how a legacy system was built, or what it completely does, or why it does what it does when it does. Until you build a Repository with all the business rules and all the logical connections, you simply cannot hope to know the answers to these serious questions.

With that knowledge, you can decide on a strategy. A simple move of the code from one box to another. A rewrite in a more modern language. A shift to rules engines. The Repository is literally the rebirth and refreshing of your legacy IP. It is the opportunity to move forward with full confidence and authority.

When you adopt a strategy based on the Repository, you eliminate the risk of IP loss as your staff evolves. Using the Repository moving forward, you can ensure that changes to your legacy system — whatever it's shape, whatever the platform, whatever the database — are permanently captured and documented

"How do I move forward with InfinIAM and Cornerstone?"

We are ready to undertake major projects.

We are happy to consider Proof of Concept projects to establish confidence and gain knowledge about your systems and your people.

Cornerstone's evolutionary approach builds the Repository for the entire system. But any migration is done on a step-wise basis. We first take a small, self-consistent subsystem and work with just it.

The Cornerstone approach involves both automated tools and manual analysis. No tool can first run automatically on a legacy system and generate sound results. We will run our tools, perform our manual analysis, and sharpen the tools to meet the needs of your systems. Or, if it is called for, we build a new tool for your situation.

You may, for example, have a version of Cobol that is slightly different from anything Cornerstone has encountered before. But Cornerstone has confronted just this issue many times and responds rapidly.

We can scope a reasonable Proof of Concept project with you. In a period of few months, we will work together, learn the nuances of what makes you unique, and present you with a fully tested, fully functional migrated product.

At that point, you and we will have the opportunity to generate very significant changes in your IT environment.