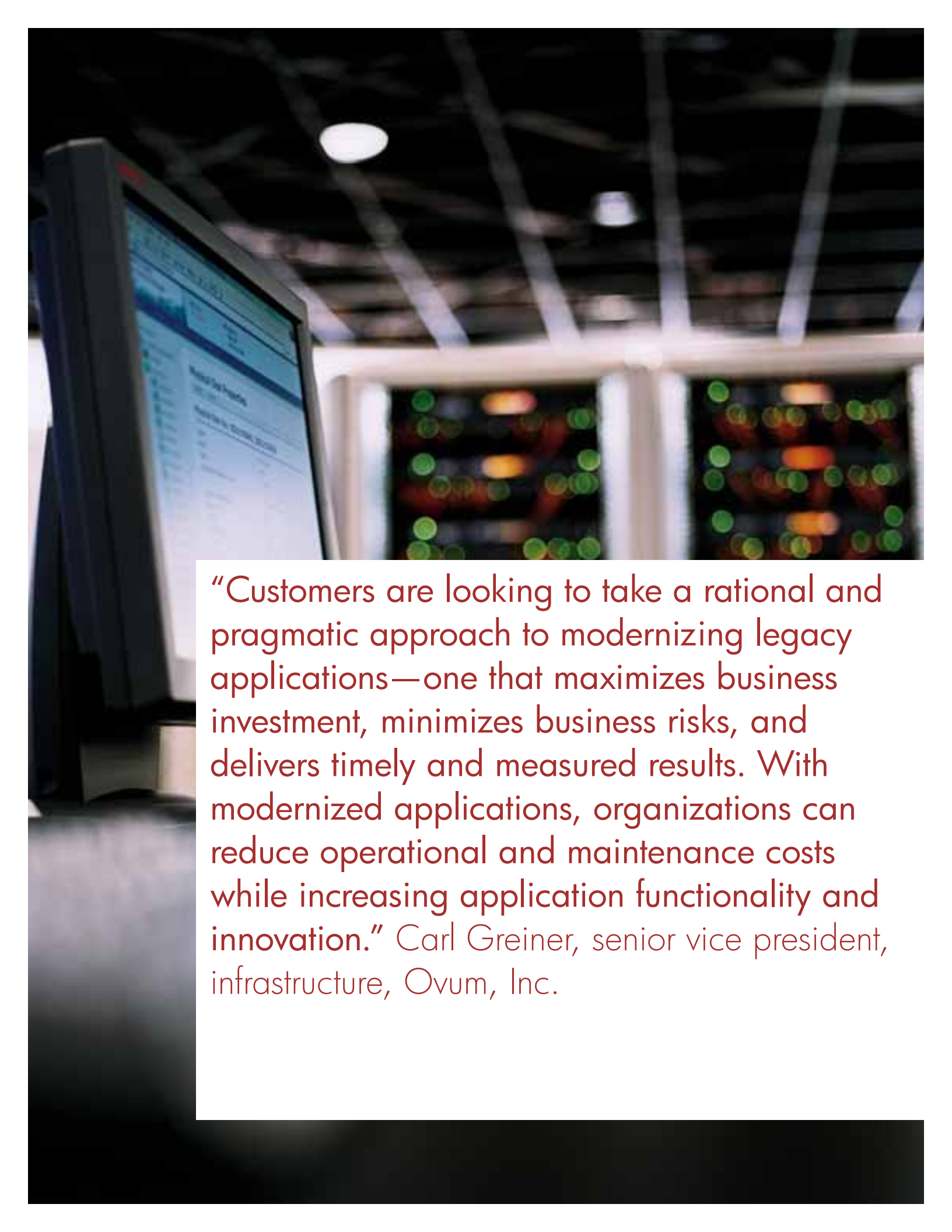




HP Application Modernization Services

Maximizing the business value of your applications





“Customers are looking to take a rational and pragmatic approach to modernizing legacy applications—one that maximizes business investment, minimizes business risks, and delivers timely and measured results. With modernized applications, organizations can reduce operational and maintenance costs while increasing application functionality and innovation.” Carl Greiner, senior vice president, infrastructure, Ovum, Inc.

Transforming applications to meet today's business needs

Across the globe, customers are telling us they need to improve their current application environments to meet today's business needs. They are looking to maximize the business value of their applications and bridge the gap between business processes and IT—building an agile environment and simplifying the daily management of applications in what has become an increasingly complex and dynamic IT environment.

Today, *any* application that inhibits business-process change can be considered a legacy application—a term whose definition is no longer limited only to those applications that run on a mainframe. Agility is now a key indicator of a company's competitive capability in a changing market. For companies with more costly, less flexible application environments, continuing on the path of application maintenance and delaying or forgoing application modernization can have business consequences that ultimately degrade their competitive positions, especially when compared to companies with a more agile application environment.

Many companies have traced the constraints on their business back to the limitations of their older information systems—specifically their outdated mainframe or legacy applications. But while these companies understand the need to update applications, they also realize that modernizing presents risks. The path is not clear, and the return on investment is hard to measure.

What can application modernization do for you?

Application modernization can significantly increase the business value of your applications by helping you to:

- **Drive down total cost of ownership.** You'll save on many fronts by updating your legacy application environment to today's highly efficient modular technologies. Greatly simplify IT management. Decrease application licensing fees. Increase reliability and availability to users. Improve service and support.
- **Clear out the backlog of service requests, freeing you to focus on innovation.** Application modernization enables you to provide breakthrough services that were too difficult or expensive to develop within the maintenance constraints of an older environment.
- **Gain agility to master change.** Respond faster, more decisively to rapidly changing business conditions and opportunities. Do more with your information assets to outpace the competition and create a lasting business advantage.



- **Unlock business value lost in your system.** Most legacy applications are a complicated tangle of patches and modifications—limiting what you can do with your unique business data. Application modernization sets this data free. With an up-to-date architecture, you have much greater flexibility in how you can access and use information. This may enable you to streamline business process for greater efficiency and user productivity—or create new capabilities, such as Web-based services.

With HP Application Modernization Services, customers can:

- **Re-engineer** an existing application functionality to be more modular, streamlined, and easier to manage
- **Rehost** an application to a highly reliable and manageable standards-based platform
- **Replace** custom-designed code with a more cost-effective packaged application
- **Retire** an application that no longer supports the business
- **Retain** application functionality that is both stable and critical to the business based upon a rationalized application environment and a roadmap to application modernization

What's the best approach?

Now if this sounds interesting, the question that you may be asking is: How do I modernize my environment—affordably, and without getting rid of what I already have and starting from scratch? Our answer is: by using the approach that works best for your business. HP's portfolio of services helps your organization get where it needs to go quickly, affordably, and with minimal disruption to business operations.

We start by working with you to carefully assess your applications, your application environment, and your business goals. We then develop a report that presents a choice of modernization option paths to help you determine the scope of the project, based on where modernization can bring the greatest benefit. The modernization approach you choose may result in the migration of your application to a newer, lower-cost, and more standardized infrastructure. It may lead to the replacement of custom or proprietary application code with commercial, off-the-shelf application packages—or it may involve extending the capabilities of an existing application or modifying a proprietary architecture to a more modular, standards-based service-oriented architecture (SOA).

HP Application Modernization Services help customers manage the transition from more costly inflexible applications to an environment that is aligned to business demands and able to respond to changing needs. This increased flexibility is crucial for companies that are considering the development of an SOA.

HP expertise spans a spectrum of application modernization and SOA products and services—so we can take an independent view of your needs and recommend a combination of solutions that is appropriate for your business.

Why is HP the right choice for application modernization?

HP expertise spans a spectrum of application modernization and SOA products and services that help you scale, manage, and deliver business flexibility. With extensive experience in UNIX®, Linux®/open source, Microsoft®, and Intel® Itanium® processor-based platforms, we are ideally positioned to assist you in securely and confidently modernizing your applications.

We help you determine a modernization path that is in the best interest of your business. Rather than prescribe an “our way or no way” approach, we take an independent, third-party view of your needs and recommend whatever combination of solutions might be appropriate for your business.

HP has a strong commitment to industry leadership in application modernization. This is evidenced by our:

- Global/Offshore service delivery capability to economically re-engineer software code
- Use of risk-managed modernization processes utilizing industry-standard methods, specifically tailored to software re-engineering, that take into account the existing code and help to first determine an optimal modernization path and then securely transition the business safely to the target environment
- Multi-platform consulting experience in the migration and porting of customers from IBM mainframe, Sun, and HP 3000 architectures to more open platforms such as Linux, HP-UX, and Microsoft
- 69,000 worldwide service professionals that offer a breadth of HP Application Modernization Services delivery options to support global business needs

Industry leadership

- #1 in mission-critical infrastructure services
- #1 in enterprise-ready Microsoft integration and support services
- #1 in services in open IT environments
- #1 in SAP R/3 operations services
- #3 in global IT services
- Largest IT support organization in the world
- Industry’s largest channel partner network
- Strong industry alliances and SI partnerships

Global centers of expertise

- 105 Response and Operations Centers worldwide
- 80 Customer Education Centers

Multivendor expertise

- 5,760 certified Microsoft experts; 28,900 Microsoft trained specialists
- 3,000 SAP professionals
- 71 Linux certified engineers; 10,170 Linux skilled engineers
- 460 UNIX certified engineers; 15,600 UNIX skilled engineers



About the services

The HP Application Modernization Services portfolio offers a full range of options for assessing your business's precise needs, developing a detailed plan, deploying a strategy, and monitoring the modernized application environments.

- **Application Portfolio Rationalization**—determines where organizations ought to spend their resources and time on modernization efforts that will positively impact business and system issues. This service is appropriate if you don't yet understand the benefits of modernizing your application environment.
- **Application Modernization Assessment**—includes process overview, application review and targeting, and review of business drivers and initial cost-and-benefit factors; also provides modernization options and substantiation for the development of a business case for modernization. This service is appropriate if you know you need to modernize but are not sure exactly where to start.
- **Application Analysis**—includes rapid and thorough analysis of legacy applications' characteristics, providing a baseline for improvement along with a detailed application modernization plan that reduces total cost of ownership and improves business agility. This service is appropriate if you know you need to modernize and know where to start but are not clear on which strategies to deploy in order to modernize your application environment.

An Application Modernization Assessment is appropriate if you know you need to modernize but are not sure exactly where to start. This service includes process overview, application review and targeting, and review of business drivers and initial cost-and-benefit factors. It also provides modernization options and substantiation for the development of a business case for modernization.

- **Application Transition**—helps customers design and implement the strategies for modernization, including re-engineering, rehosting, replacing, retiring, and retaining, as well as building, testing, and maintaining the new application environment. This service is appropriate if you know you need to modernize, know where to start, and know which strategies to deploy to modernize your particular application environment—but are looking for an experienced partner to lower the risk of modernizing your application environment.
- **Application Support, Monitor, and Control**—applied to a customer's hardware, software, and services to smoothly transition the customer to the new operational environment. This service is appropriate when you have modernized your application environment and are ready for an experienced partner to help support, monitor, control, and manage your application environment.

HP is the partner of choice for industry leaders such as Microsoft, Cisco, Oracle®, and SAP.

About risk-managed modernization

HP Application Modernization Services utilize industry-standard risk-managed modernization methodologies. This is a proven, repeatable approach to software re-engineering, based on processes defined by the Software Engineering Institute (SEI) at Carnegie Mellon University. The processes include portfolio analysis, options analysis for re-engineering (OAR), and architectural tradeoff analysis method (ATAM).

Extensive experience in risk-managed modernization sets HP apart from other consultants, many of whom rely on in-house proprietary processes for software re-engineering. By using a proven, open methodology, HP makes it easy for your IT organization to understand application modernization processes and decision-making.

Partnering with the best

HP is the partner of choice for industry leaders such as Microsoft, Cisco, BEA, Oracle, SAP, and others so that you receive the best possible integrated support for all aspects of your IT environment. HP is the first (and only) Microsoft partner to be certified as a worldwide prime

integrator for .NET technologies, and is also Microsoft-certified as a prime integrator for Windows® and Exchange. HP was the first Cisco partner to achieve global “gold” certification. Oracle recently named HP as Partner of the Year. SAP ranks HP as #1 in SAP R/3 operations services.

Building and maintaining these key partnerships helps HP successfully navigate today’s complex multivendor IT environments. HP Services can help you get the most from your IT investment because we continually invest in training to make sure our services experts are certified to support your entire infrastructure—not just the HP components. In fact, our people are trained to support more than 20,000 product lines from 1,300 vendors, including all industry-standard platforms, networks, operating systems, and business applications.

Find out more

For more information about how HP Services can help you securely and confidently modernize your application environment, please contact your local HP representative or visit: www.hp.com/hps/

hp

To learn more, visit www.hp.com

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