

Even If It 'aint Broke!

SOME COMPELLING REASONS TO MOVE FORWARD... AND A FEW NOTES OF CAUTION



Let's consider...

- What about an upgrade...?
- Standing still V7.2 POWER7 or older
 - Cost
 - Risk
- Investment you can carry forward
- What is compelling about later H/W and later S/W?
- Story of a customer making that move
- Other options – Cloud
 - Considerations
 - Risk/Benefit
- Story of a customer that escaped...
- Conclusions



WHAT ABOUT AN UPGRADE...?

Well, it makes sense to explore if there is any benefit.

It is worth noting...

- You must remain compliant!
- Consider this classic Catch-22 conundrum
- Support for V7.2 will EOL on 30th April 2021
 - GDPR
 - Cyber Essentials
- The ISV (E.g. Infor M3)
 - M3 V13.2 not supported on V7.3
 - If you move to V7.3, now Application is Non-Compliant!!
- The POWER7
 - Hardware Maintenance is at premium (IBM)
 - 3rd Party Maintenance – No Firmware support
 - ...Non-Compliance
- OK, OK... I'll upgrade to latest (pending) MT On-Prem version of M3
 - Pay the POWER7 H/W Maintenance premium
 - Oops...! ...needs V7.4

"No matter which phones, tablets, laptops or computers your organisation is using, it's important that the manufacturer still supports the device with regular security updates and that you install those updates as soon as they are released."

"When the manufacturer no longer supports your hardware or software and new updates cease to appear, you must replace it with a supported product if you wish to stay protected..."

...if you wish to stay COMPLIANT

But there is a way out...?

- IBM offers H/W maintenance on POWER7
 - Premium applied
 - 2nd user (GARS) parts – always
 - Best endeavours
 - GDPR compliance at the expense of Business Security
- IBM offers S/W maintenance on V7.2
 - Premium is eyewatering – DOUBLE
 - Not sure when this expires...
- ISV may offer support... at a premium
 - Infor does not seem to want to go down this line...
- Ultimately, the answer to Compliance is usually down to money
- But... there may be light!



Investment that you can carry forward

- The IBM model these days
 - H/W is getting cheaper
 - S/W isn't...
- You can take your IBM Software and User Entitlements with you when you upgrade
 - Most migrations are supported
 - There is a cost, but it is reasonable
- Some existing hardware will work with new equipment
 - ...but not much
- New hardware might address performance more easily...
 - Possibly do more with less and come back when you are ready
- It's the Software and Entitlements that are the key...



And there is much to look forward to...

- POWER9

- This is Soooo Quick!

- CPW of POWER7 = 7500, CPW of POWER9 = 15,000
 - (Tech Yawn...)
 - Cost!

- Storage

- NVMe
 - SSD, HDD
 - Flash
 - FlashCore
 - SAN, Internal

- IBM Services

- SQL
 - Real Open Source optimisation
 - Linux co-host real operability (Containerisation)

POWER7	POWER8	POWER9
1.2 billion transistors	4.2 billion transistors	8 billion transistors
45 nm process	22nm process	14nm process
Peak bandwidth: 40 GB/s	Peak bandwidth: 96 GB/s	Peak bandwidth: 192 GB/s
L1 Cache: 32+32 KB/core	L1 Cache: 64+32 KB/core	L1 Cache: 32+32 KB/core
L2 cache: 256 KB/core	L2 cache: 512 KB/core	L2 cache: 512 KB/core
L3 cache: 4 MB/core	L3 cache: 8 MB per chiplet	L3 cache: 120 MB per chip

Customer Story 1 (anonymized)

- Very happy with current environment (*Vintage 2014*)
 - Pair of POWER7's (Primary is 3 core) P10 S/W group 3-4 Partitions
 - IBMi V7.2, V3700 SAN Array via VIOS, M3 V13.2
- Muller over upgrades for 3 years +
- Considering move to Infor MT Cloud... Project would be 3-4 years.
- So, what till then?
 - Stay with POWER7 environment for next 3 years and sweat it out
 - Invest in new POWER9 environment until then
- Reality
 - IBM HWMA/SWMA renewal due... 3 years cost (incl uplifts) - £182k
 - If staying with POWER7, maybe increase to 4 core – Cost £12k... but SWMA 3 years = additional £27k
 - Upgrade to V7.3 blocked by Infor. Upgrade Infor to interim release – cost/risk/upheaval prohibitive
 - Upgrade to POWER9, reduce CPU licences, STILL STAY ON V7.2 3 years cost (incl uplifts) - £ 201k
- Additional benefits of U/G
 - Customer can easily add new V7.4 partitions for testing of ultimate M3 MT On-Premise version in-house – low to no cost
 - Containerisation can be tested (Infor stated direction for ALL future upgrades and fixes)
 - MTBF reduction
 - Could continue indefinitely with On-Prem version of Infor M3 MT until satisfied that Cloud was the way to go forward.

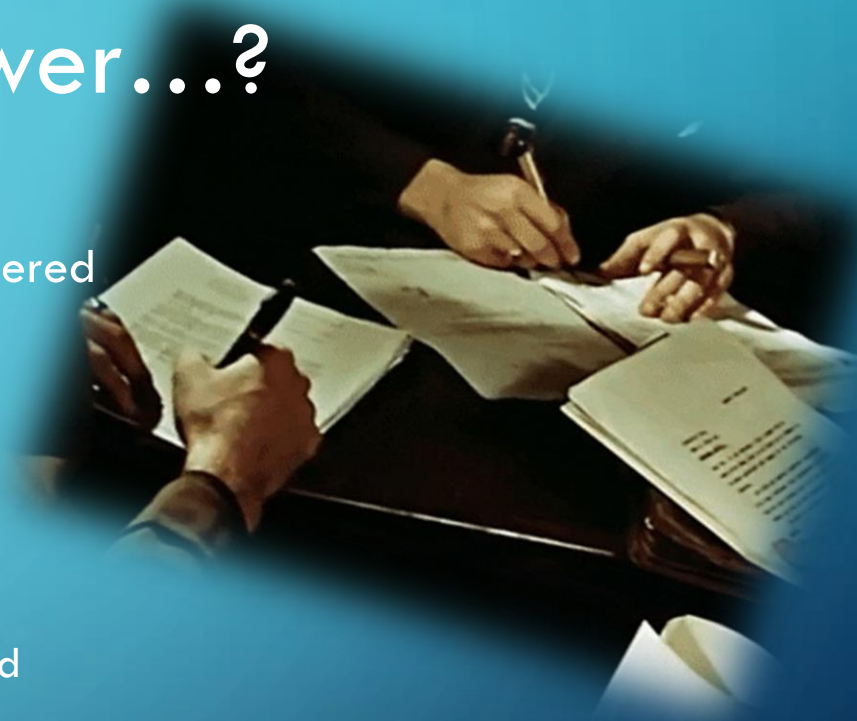


OTHER OPTIONS – CLOUD...?

Everybody keeps saying 'Cloud is the way forward'... is it?

Is Wall to Wall Cloud the answer...?

- I am not an anti-clouder!
- Regardless of technical merit, business risk needs to be considered
 - Contract in... but how do you contract out
 - New business risk – possible conflict with provider business risk
 - Continuity in adversity
 - Recovery in event of provider failure
 - Provider has clear business benefit in getting you into their cloud
 - Provider works on these complex contracts daily... you've done it once every 3 to 10 years... maybe never
 - Target what the business needs – many Cloud offerings for some functions are the right choice
 - '...keep a little 2 for me...'
- Let's put this into the context of a Customer Story
- Then we'll make some initial conclusions



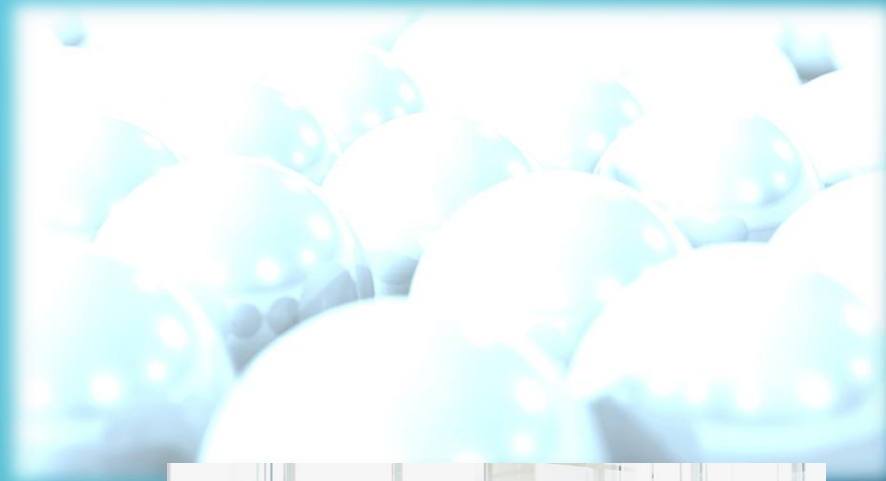


Customer Story 2 (Anonymized)

- Pet Food producer - staying alive....
- Business issues stopped any IT or productivity investment... hard...
- Running POWER5 and V5.4
- Had to stop SWMA renewals...
- ...then had to stop hardware maintenance
- Leading ERP system (RPG version) ...but out of date and out of support
- **Company traded through the issues for 5 years**
- Now running latest java version of ERP on POWER8 V7.4
- Had they been in the Cloud...? First missed payment could have been the end of the business!!
- In cloud, any attempt to improve situation would result in a new cost

Conclusions

- Look around!
 - Actively engage with your Business Partner
 - They are drowning under the weight of new offerings
 - There are deals on offer, and not just at year end
 - Talk to others ***WITHIN THIS i-UG GROUP*** that have seen the benefits
- Staying still is NOT a good option
 - Even if cost is tolerable, value is nonexistent
 - Upgrading can actually save money
- Keeping compliant is paramount! GDPR fines are not cheap.
- Plan well ahead, consider all aspects, IBM and ISV
 - Your Business Partner may need to realise your predicament
 - Your ISV may be the determining factor in your forward plan
- Cloud is NOT the only option
 - Even IBM and Infor realise that one



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