

Managed Hosting Case Study – PLM International

“we cut our operational costs by over 70%” - Robert Farkas, I.T. Director

INDUSTRY

- Commercial and industrial equipment leasing and financing.

BUSINESS CHALLENGE

- Faced by rising costs of managing the AS/400 in-house.

KEY SOLUTION REQUIREMENTS

- Highly secure
- Cost effective
- Full redundancy

KEY BUSINESS RESULTS

- Annual Cost Savings of 70%
- Consolidation of three AS/400s to one machine.

When the San Francisco based trailer-leasing company PLM International engaged in an IT platform consolidation effort to cut costs and minimize its in-house IT commitment to support their AS/400 platforms, it turned to Simtech Solutions Inc. for advice. Simtech consultant Matt Simmonds ran performance testing on PLM's three AS/400s, generated an application inventory to evaluate current usage, and consulted with management to ascertain the future business plan.

Mr. Simmonds found that by consolidating the three AS/400s into one PLM could reduce software licensing costs, data center space requirements and operational support staff expenses. Next, he put together an RFP based on the specific database needs and submitted the RFP to a select group of IBM Business Partners of managed hosting services.

After some deliberation, the Company decided to centralize applications to a single AS/400 managed and hosted by Sungard eSourcing. According the Company's IT Director, Robert Farkas,

*“...the cost benefit analysis really helped drive the point home to upper management. Not only did **we cut our operational costs by over 70%**, system availability has exceeded even our strict expectations. The decision to outsource that platform has turned out to be one of our best moves...”*

Overview of Simtech Solutions services...

Simtech's Analysis Service evolved out of years of consulting experience with IBM customers and associated leading Managed Hosting Providers. Whether you simply need to save on internal infrastructure costs or you are an ISV requiring an ASP-enabled solution as a licensing option, each company's needs are unique. There are no "one-size fits all" solutions. From complete Class-A data centers to time-share test systems for programmers, we can introduce you to some excellent options.

Beyond providing you with current, competitive information from multiple Infrastructure Providers, Simtech can act as a broker for soliciting bids through a "blind" bid process that protects your privacy and yields a fair market service price. Simtech Solutions can be your guide to determine whether or not having your iSeries (formerly AS/400) infrastructure hosted is right for your company. As part of the process Simtech includes a free "Internal vs. Managed Hosting" Analysis spreadsheet tool, customizable to reflect your true environment costs versus the managed hosting bids.