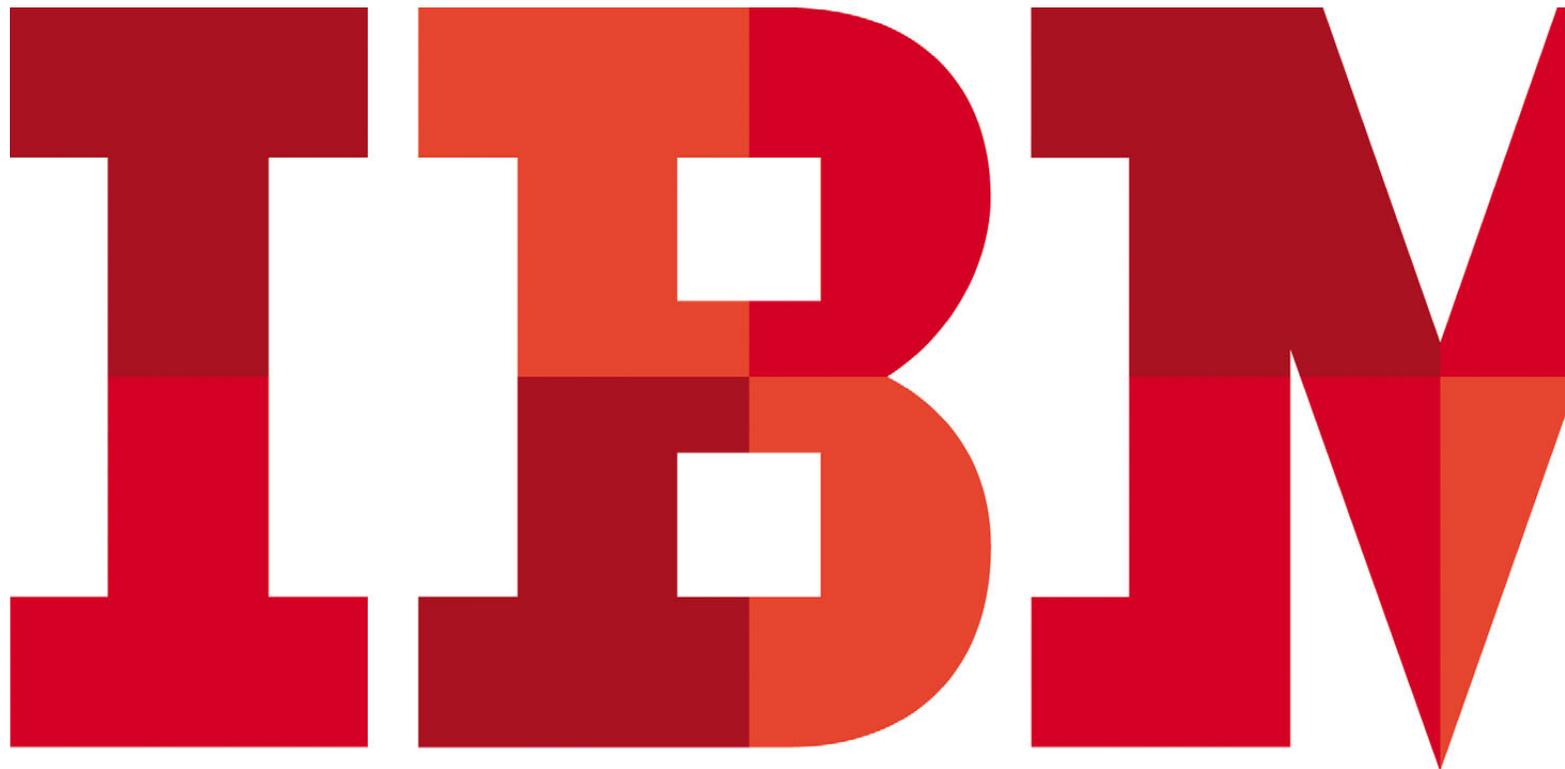


Success stories and recommendations from IBM clients

Find out how organizations are taking bold, new approaches to dramatically improve economics and innovation through IT efficiency.



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Enable a smarter planet

Look beyond the traditional IT boundaries to meet business objectives

Consolidate workloads and servers

Gain control of the infrastructure through consolidation and virtualization

Optimize business applications

Open new horizons for SAP by simplifying operations and management

Innovate with cloud

Unlock the potential for innovation with an integrated cloud solution

Bank on Smarter Computing

Meet today's business needs and prepare for the unpredictable future

Smarter Computing: Enabling a smarter planet.

“Ultimately, as CIOs, CEOs, and CTOs you have to have a vision. You are very much judged on your ability, your operational abilities. If you can’t provide proper quality of service you don’t have a job. But those are easy. The really hard thing to do is what you don’t know. Whatever is coming up next month or next year? Can you respond?”

—Bob Goodman
Senior Database Administrator
Florida Hospital

In today’s business and economic environment, it’s no longer enough to offer unique products and services—now you have to create

competitive advantage by doing business in a whole new way. The challenge for IT is clear: Improve responsiveness, reduce costs, and boost productivity. Successful business leaders are helping their organizations adapt to the accelerating change and complexity that mark today’s competitive and economic landscape.

CIOs and CTOs are tackling new business requirements head-on and expect IT and line of business managers to work together to:

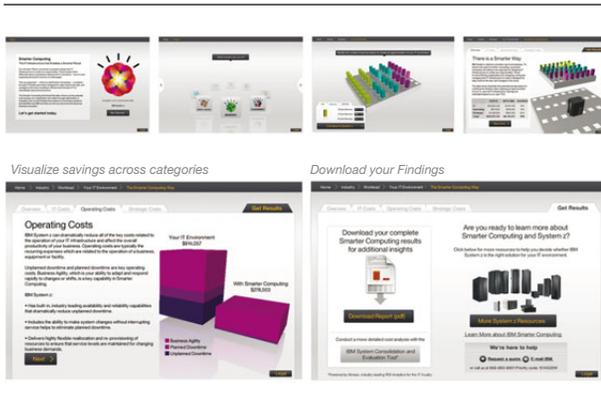
- Refine business processes and enhance collaboration
- Streamline operations and increase organizational effectiveness
- Improve the industry value chain through improved relationships
- Innovate products, markets, business models

To achieve critical business objectives, CIOs are looking beyond the boundaries of the enterprise to simplify business processes and

generate real-time insights up and down the value chain. As such, organizations expect IT, more than anything else, to be a provider of industry-wide solutions to support imperative business initiatives.

The smarter, more successful companies are those that design their IT infrastructures to create new opportunities. In this new era of smarter computing, you can deploy IBM technologies that are managed in a cloud, tuned to the task and designed for data—all deployed within a single, integrated system.

The IBM [Smarter Computing Workload Simulator](#) shows you the potential cost savings your organization can realize through optimization. It evaluates your current infrastructure based on a few basic questions and identifies how IBM can help you free up resources and speed up business innovation.



Large scale multiplatform Linux server consolidation

In many IT organizations, the demands for IT support and services are addressed tactically. If a business unit needs to roll out a new application, new resources are procured and deployed to address that specific requirement. Over time, the data center can become filled with large numbers of servers and the IT organization may not even have a complete view of all the server assets or their intended use. The result is skyrocketing facility, power and cooling,

licensing and administrative cost, and the servers are far underutilized. In the end, the organization may have difficulty managing all those servers, and may be unable to quickly and efficiently respond to changing business needs. One way to address this is the consolidation of workloads from distributed Linux to Linux on System z®. Customers can gain significant cost savings from software licensing, hardware and administrative cost, as well as facility costs, such as power and cooling. It can also simplify the management of the workloads while gaining the performance, reliability and security of the System z platform.

Consolidate databases (multiplatform)

All too often databases are kept by individual business units to meet a specific business need. You may have numerous databases (and countless may be legacy) sprawled across numerous servers in several geographies. This can lead to unwieldy management, redundancies and inconsistencies in customer

information which just makes business harder. Consolidating databases so there is one ‘true’ version of all information can make day to day business easier and more successful. And, analytics based on correct information, makes decision-making more effective because it is grounded in facts.

Virtualize and manage workloads

Organizations today need to extend the business value of their current and future IT resources to keep up with ever increasing workload demands and create a computing environment that optimizes performance by reducing complexity, controlling management costs and increasing adaptability. Virtualizing workloads is a way to simplify operations and management, including maintenance; reducing licensing costs, and delivering services more quickly and flexibly.

Why not get started today? Link to the [Smarter Computing Workload Simulator](#)

Using Linux to consolidate workloads and servers to optimize systems

Businesses around the world are under pressure to control costs—and IT costs are no exception.

Server and workload consolidation is one key way to help reduce IT expenses. By consolidating servers, you can reduce both power consumption and space requirements: Fewer servers reduces power, cooling and physical footprint requirements. Through provisioning, you can minimize lead time for new projects. For example, a new test or development environment can be provisioned in minutes without procuring new hardware and data centre planning. Using the performance monitoring and workload management capabilities inherent in IBM zEnterprise, you can improve the reliability and availability of applications directly affecting your organization’s ability to achieve service level agreements (SLAs) and peak workload levels.

A System z server can be used to consolidate workloads from many individual servers. Therefore, if there is a large administration overhead or a physical capacity concern of many individual servers, System z can take on the role of a single server environment managing those workloads. It can present a single view of administration, performance and recovery for applications that harness the mainframe’s services during execution.

Server consolidation is not just about reducing the number of servers, but also integrating, simplifying and optimizing the existing IT infrastructure across heterogeneous applications and data.



To view this video on YouTube [click here](#)

[Visit the IBM Linux website](#) to view consolidation stories

National Registration Department of Malaysia boosts availability of critical applications with Linux

Challenge:

The National Registration Department of Malaysia (Jabatan Pendaftaran Negara Malaysia, or JPN) is the government agency responsible for registering important demographic events. To expedite statistical queries and requests for data extraction from governmental entities, JPN custom-built an application referred to as the Statistics and Data Extraction Request Management System (SAL). Although the application was designed to automatically manage, calculate and distribute responses to data requests, the underlying hardware platform was woefully inadequate for the task and frequently bogged down.

Solution:

JPN implemented a new IBM System z server running the IBM z/OS operating system to better handle the existing workload. JPN was also able to activate an IBM Integrated Facility for

Linux (IFL) engine to provide a highly available environment for new SUSE Linux Enterprise Server workloads. After migrating the SAL application to SUSE Linux, employee satisfaction rates increased significantly and the secure and virus-resistant environment helped protect the confidential data of Malaysia's citizens; and the entire project was completed within four months.

Benefits:

- Dramatically improved response times, increasing utilization of the SAL application to 100 percent and boosting employee productivity by an estimated 50 percent
- Gained a highly reliable, stable platform making it possible to offer the SAL application 24x7 (previously available only during working hours)
- Moving to open source technology has introduced significant cost savings

“We estimate employee productivity has increased by 50 percent since the implementation of the IBM solution. With the SAL application performing to its full potential, crucial information is available 24x7, just a few mouse clicks away. User feedback has been overwhelmingly positive.”

—Laila Binti Abdul Majid
Chief Assistant Director
JPN

[Link to the full story](#)

Dundee City Council delivers more value through new technologies

Challenge:

Dundee is Scotland's fourth largest city, home to 145,000 people. Dundee City Council employs around 10,000 people, and provides a wide range of municipal services for citizens, many of which rely on IT support.

Dundee City Council needed to handle increasing demand for IT and e-Government services, while also reducing costs in line with central government targets. When the lease on its server and storage hardware needed to be renewed, the Council saw an opportunity to enhance its capabilities and increase value for money.

Solution:

Dundee upgraded the IT environment with two powerful IBM System z servers, and introduced the IBM XIV Storage System. The new machines each contain two IBM Integrated Facility for Linux (IFL) processors, and run approximately 60 virtual Linux servers. The

new infrastructure runs a range of Linux applications and Oracle databases—supporting key systems such as social services, 24x7.

In terms of power supply, air conditioning and data center floor space, the new server and storage landscape delivers significant savings using an estimated 30 to 40 percent less electricity than the old storage arrays.

Benefits:

- More than 50 percent improved performance providing capacity for growth without increasing IT costs
- Rapid provisioning of virtualized server and storage resources
- Enables faster IT response times to end user needs
- Superior availability and disaster recovery capabilities—all systems can be restored within 20 minutes

- Reduced Oracle per-processor licensing costs, as numerous virtual Linux servers can run on each IFL processor

“The combination of the z10 processors and the XIV grid architecture gives us 50 percent better performance than our previous infrastructure—which means we can run 50 percent more workload for the same price.”

—Tim Simpson
IT Support Manager
Dundee City Council

[Link to the full story](#)

Allianz uses Red Hat Enterprise Linux to better manage risk, improve customer service and accommodate growth

Challenge:

Operating across Australia and New Zealand with approximately 3,300 staff, Allianz is Australia's fourth largest general insurer with over two million policyholders. It offers a wide range of insurance and risk management products and services. After running WebSphere applications on an Intel platform using Microsoft Windows for some time, Allianz realized it could go no further with the current set-up. Allianz saw the situation as an opportunity to build a completely new infrastructure from the network right down to the back-up devices.

Solution:

After comprehensive analysis, Allianz concluded that the most viable option for the business going forward would be to combine the performance and reliability of the IBM System z machine with the flexibility and efficiency of Red Hat Enterprise Linux.

Allianz was confident that should any issues arise, Red Hat could essentially replicate the scenario on their own IBM z server, leading to faster support solutions. The combination of IBM System z hardware and Red Hat software exploits the use of virtualization technology to deliver savings—both financial and environmental—through lower power usage, ensuring Allianz to meet their goal to reduce emissions by 20 percent.

Benefits:

- Resolved data center power limitations with new capacity for growth
- Provided superior workload management and operational efficiency
- Helped reduce its carbon footprint while increasing flexibility and scalability
- Allowed reallocation of IT budget from software licensing to staff and resources

“...Running Red Hat Enterprise Linux was undoubtedly the best fit-for-purpose solution for us... A major part of the decision to use Red Hat was its tight integration with the IBM platform and its impressive support structure.”

—Peter Rowe
Head of Infrastructure and Operations
Allianz Australia Limited

[Link to the full story](#)

Optimize business applications

Over the past four decades IBM has closely collaborated with SAP in developing solutions. This collaboration has driven the evolution of both IBM and SAP products and services to respond to our customer's needs. As a result, we are able to offer even more efficient, integrated, end-to-end solutions for general business and specific industries.

Enterprises face new challenges every day as the global business environment becomes increasingly dynamic. It is mandatory for businesses to be able to react quickly to new business models and changing processes. There are few places where solving these challenges is more critical than for enterprise core business applications like SAP. Running SAP solutions on

IBM zEnterprise can help simplify, automate, and improve service quality by enabling the consolidation and deployment of end-to-end SAP solutions.

IBM delivers a unique hybrid computing model that allows data centers to optimize workload deployment on best fit technologies with a common management infrastructure for both mainframe and distributed system resources while driving down overall costs. IBM zEnterprise provides the architecture and capabilities to support hybrid workloads in a single architecture managed with one set of skills and tools.

Discover how organizations in a range of industries have taken advantage of IBM System z to optimize their business applications and drive profitable growth.



To view this video on YouTube [click here](#)

Banco Pastor slashes costs and boosts efficiency with SAP and IBM

Challenge:

Banco Pastor was founded in 1776 and is the second oldest banking institution in Spain. It is among the top ten banking groups in the country with 4,500 employees and 650 branch offices worldwide. The bank's human resources solutions were heavily customized, with multiple separate modules for each functional area, such as payroll, vacations and training. Each tailored module required a significant amount of maintenance and management, resulting in high operational costs.

Solution:

Banco Pastor implemented SAP ERP Human Capital Management, with SAP NetWeaver Portal providing simple browser-based access for employee self-service. The system runs on two IBM System z10 servers, supporting Linux

operating system partitions and IBM DB2 running natively on IBM z/OS. While Banco Pastor's previous solution required 21 physical servers, the new single System z installation delivered immediate savings in floor space, energy and cooling, as well as reducing complexity and simplifying IT administration.

Benefits:

- Consolidated and simplified a complex, modular HR system
- Cut administrative processes and reduced complexities
- Minimized workloads for IT and HR departments by 30 percent each
- Enabled staff to process personnel issues through a web portal quickly and easily
- Reduced bureaucratic processes by between 30 to 70 percent

“... we resolved our issues of scalability, speed and cost. We have reduced our footprint by ten times, and minimized our overall business risks. The z10 servers are based in two separate sites and provide us with the utmost security by ensuring that even if there is a natural disaster we can maintain high availability...”

—Montserrat Torres Torres
Computer Systems Manager
Banco Pastor

[Link to the full story](#)

Blue Cross Blue Shield of South Carolina becomes a model of IT efficiency with IBM

Challenge:

Blue Cross Blue Shield of South Carolina (BCBSSC) has 11,700 employees spread across 17 US states and serves a customer base of approximately 66 million individuals. BCBSSC has huge data processing scale—driving approximately \$247 billion US in annual claims payout. That amounts to almost 9.5 percent of the entire national healthcare expenditure in the United States. To its credit, BCBSSC business processes drive IT—IT does not force IT conventions and restraints on users and external partners.

Solution:

BCBSSC has removed approximately 1,000 Intel-based servers, rehosting those applications on Linux on an IBM System z environment. BCBSSC prefers the IBM System z architecture over other platform

choices because most of the applications that BCBSSC runs are complex, transaction intensive applications (such as claims processing) that benefit from the huge I/O subsystem and the tight coupling with the database that mainframe architecture offers.

It also makes sense for other reasons:

- System z is the industry’s most secure commercial computing environment, having achieved EAL level 5—a testing level that no other server environment has yet matched;
- System z offers the industry’s most advanced virtualization facilities allowing for high levels of system utilization and providing a high-availability resource pool for failover situations; and
- System z offers the industry’s most advanced management facilities.

Benefits:

Compared to a distributed architecture, the IBM System z:

- Requires less networking equipment than a distributed architecture
- Uses less energy and requires less data center space
- Needs fewer management personnel
- Makes better use of the environment’s storage assets

[Link to the full story](#)

gkd-el achieves 30 percent TCO reduction by migrating its SAP systems to IBM

Challenge:

Gelsenkirchen is a city in northwestern Germany with almost 300,000 inhabitants. With 84 employees, gkd-el manages the entire IT infrastructure for the city government. It also provides some managed application services for the city of Herne and for several other non-commercial customers. The company's agreements guarantee sub-second response times for customers' business-critical SAP applications. With increasing workloads, there was a risk of failing to meet this guarantee during peak load times. gkd-el wanted to ensure that it could continue to meet its commitments to customers while, at the same time, reducing its operational costs.

Solution:

To achieve this goal, gkd-el deployed an IBM System z server comprised of a standard processor, one IBM System z Integrated

Information Processor engine and three IBM System z Integrated Facility for Linux engines to run the SAP ERP application.

Since migrating to the new machine, gkd-el has seen average dialog response times fall from 570 to just 190 milliseconds. Throughput for the SAP system has increased by 270 percent, and yet the total cost of ownership for the new IBM server is 30 percent lower. gkd-el's IT infrastructure is now able to scale with the growth of the business without increasing IT complexity.

Benefits:

- Provides virtually continuous availability for business-critical systems
- Helps decrease total cost of ownership while adding speed and capacity
- Simplifies compliance with high security and confidentiality standards for data

- Maintains agreed performance levels as workload grows
- Enables provisioning of new application servers within minutes

“By migrating to z10 and conducting associated streamlining work, we were able to reduce our monthly operational costs for the mainframe environment by 30 percent. In this way, urgently needed capital became available for other necessary investments.”

—Willi Lohmann
CEO
gkd-el

[Link to the full story](#)

Smarter innovation with a secure Enterprise Cloud

Organizations today grapple with the expansion of distributed computing, increased online collaboration, explosive data growth and heterogeneous IT environments—all issues that make information security more critical, yet more complex than ever. Moving data to a virtualized, cloud-based environment can help develop and manage a more flexible infrastructure, and reduce operational costs and total cost of ownership. In addition, a virtualized environment can help accelerate time to market through increased efficiency and automation; scale operations to meet market dynamics and business strategy; and virtually eliminate downtime. The question, therefore, is not whether to move to the cloud—it's how to do it while

protecting critical data. Not surprisingly, the level of data security depends largely on which platform supports the cloud environment.

IBM System z has a strong heritage of being an extremely secure platform for virtual environments and workloads, and offers a compelling alternative to massively scaled-out environments often deployed in the cloud—particularly in the realm of security. Also, many organizations are already using a mainframe as their data hub running key applications, providing a natural jumping off point to create a security hub for the entire enterprise.

From automation to advanced virtualization technologies and open industry standards, IBM System z servers deliver a solid, secure foundation on which to build the virtual environment. They support expandable cloud environments with industry-leading security, as well as availability, performance and cost-effectiveness. These benefits are particularly valuable on today's smarter planet, where instrumented, interconnected and intelligent businesses collect, process, use and store more information than ever before.

Find out how leading organizations have deployed cloud computing on System z to transform their business.

[Visit the IBM Enterprise Cloud website](#)

EFiS EDI Finance Service AG moves to Linux on IBM for better performance and lower costs

Challenge:

EFiS EDI Finance Service AG provides its clients with SaaS services that deal with sensitive financial data. As a result, the company has always been committed to high performing and secure technology to help it comply with strict data protection laws. They needed to implement new server solutions capable of optimizing their Linux-based environment while minimizing risks and lowering costs. Additionally, the new solution needed to improve disaster recovery capabilities to support the uninterrupted operation of its 24x7 online banking system.

Solution:

EFiS chose to implement its new Linux platform on IBM System z technology. IBM Business Partner PROFi Engineering Systems AG helped the company migrate its mission-critical applications from pre-existing x86-based servers

onto an IBM Enterprise Linux Server (ELS) running the Novell SUSE Linux Enterprise Server for System z operating system.

While the IBM System z platform satisfied the company's performance and energy requirements, EFiS EDI Finance Service AG saw an additional opportunity to expand its IBM and Linux investments and improve the company's overall services. The company updated its data center by installing a new Enterprise Linux Server running on System z server as its new disaster recovery platform.

Benefits:

- Consolidated the IT environment while deploying hundreds of Linux instances
- Helped double processing speeds and optimized the data center by replacing unnecessary or underperforming hardware
- Streamlined the data center by optimizing maintenance and management processes to reduce costs

- Allowed the company to optimize its disaster recovery plan
- Helped reduce the company's carbon footprint to minimize the impact on the environment

“We at EFiS have managed to substantially reduce our IT costs, risk and resources – which allows us to increase the environmental protection and in particular efficiency. All this is achieved at EFiS by using IBM System z hardware.”

—Armin Gerhardt
CEO, EFiS Corporation

[Link to full story](#)

The University of Bari builds a service-oriented cloud architecture using IBM and Linux

Challenge:

Southern Italy's University of Bari needed a platform to facilitate cost-effective, flexible application development. The University is a member of DAISY-net, a consortium of public universities and information and communication technology companies in the Puglia region. DAISY-net wanted to create a highly secure, scalable and flexible architecture for application development and deployment. So the University decided to host the infrastructure for this new architecture in the cloud.

Solution:

The University leveraged the IBM System z Solution Edition for Cloud Computing—a virtualized infrastructure that uses IBM System z, IBM System Storage®, SUSE Linux Enterprise Server for IBM System z and IBM Tivoli® Service Automation Manager to enable intelligent management of Linux virtual machines.

The university developed innovative cloud solutions—delivering powerful computing capabilities to local businesses. One application is an online auction system for fishermen to use while they are out in their boats catching fish. Using cloud computing to allow multiple entities to tap into heavy-duty computing power, at a minimal cost, lowers the barrier to ensuring local businesses can access and benefit from the technology.

By augmenting a Linux for System z cloud, the developers created a wide range of innovative solutions. For example, one DAISY-net solution was created for the fishing industry. It provides a touch-screen solution fisherman can install in their boats and use to report the size and species of the fish they catch. This information is then automatically shared with potential customers such as local markets, shops and restaurants, who can compete in a live auction while the fishing boat is still out at sea.

Benefits:

- Accelerates the sale and delivery of wine, fish and other cargo to end-customers
- Provides real-time information from RFID sensors on variables such as temperature, humidity and whether cargos have been subjected to any shocks or stresses
- Integrates sensor, market and GPS data with systems at the university, private sector and government regulatory agencies
- Virtualizes the University laboratory for students

To view the University of Bari video on YouTube [click here](#)

[Link to the full story](#)

Transzap fuels a competitive edge with increased application uptime

Challenge:

Founded in 1999, Transzap, Inc. offers its customers in the global oil and gas industry a comprehensive suite of software as a service, called Oildex™. Oildex is focused on financial back-office transaction processing between energy companies using digital data and workflow tools. But, as demand for their software increased, Transzap began experiencing availability problems with their existing x86 distributed infrastructure. Transzap wanted to not only solve its application uptime issues but also address the growing company’s future capacity concerns

Solution:

Transzap knew they wanted to implement virtualization to improve scalability and business flexibility, and started investigating IBM System z offerings. They were particularly

excited to discover the Linux on System z platform, as they had previous experience running their business applications on Linux.

The System z solution helped Transzap establish a dynamic infrastructure that reduced costs while at the same time improving the level of service the company provided. As a result of the success they have had with the IBM system, Transzap plans to offer enhanced service level agreements to its customers.

Benefits:

- Helped improve system uptime using virtualization
- Reduced costs by helping lower power, floor space and staff requirements
- Allowed faster creation of database instances for SaaS providers
- Offered competitive advantages with better availability, security and scalability

“We intend to deliver a 99.9 percent application uptime guarantee to our customer base, thanks to the availability characteristics of System z.”

—Peter Flanagan
CEO
Transzap, Inc



To view this video on YouTube [click here](#)

[Link to an in-depth interview](#)

Bank on Smarter Computing

Concerned about growth, financial pressures, and competition, banks are making fundamental changes to the way they do business, driving IT innovation to keep pace with change and deal with thinning margins. You need the IT flexibility to stay ahead of the market, but you need to keep your applications running and your data safe.

In banking organizations, 70 - 80 percent of IT costs are spent on maintenance of legacy environments, while less than 30 percent is spent on true differentiation, innovation and new product offering support. Moreover, inflexible, complex operations and siloed data can prohibit banks from focusing on their customers. And as complexity increases, costs increase, compliance becomes inhibited and growth is limited. At the same time, downtime or security breaches can result in millions of dollars of lost revenue, as well as damage to brand reputation and increased customer dissatisfaction.

“We’ve even seen situations where 80% or more of the of the IT budget is going toward managing, maintaining, in some cases, extending what’s there...”

—Steve Mills
Senior Vice President
Systems and Software
IBM

For banks who want to reinvent their business model, while balancing growth, efficiency and business resiliency, the Core Banking zEnterprise™ Hybrid Integration Solution optimizes banking workload deployment across different systems while driving a simplified, streamlined and agile enterprise. Through the integration, consolidation and simplification of

the infrastructure, banks deploying this solution can reduce transaction costs and speed time to market of new services.

Discover how banks around the world are driving innovation and saving money using IBM solutions based on System z.

[Link to the Clabby Analytics paper to learn more](#)



To view this video on YouTube [click here](#)

Svenska Handelsbanken consolidates applications running on 2,500 distributed servers

Challenge:

Founded in 1871, Svenska Handelsbanken is one of Sweden’s largest and best-known banks with more than 10,000 employees and 700 branches worldwide. Handelsbanken’s main strategic goal is to be more profitable by increasing its customer base through excellent customer service, and by reducing operational costs and increasing efficiency. The bank wanted to consolidate as many systems as possible to a centralized infrastructure because they had built a landscape of almost 2,500 smaller, distributed servers running Microsoft Windows or Linux operating systems.

Solution:

Taking advantage of IBM System z Application Assist Processors (zAAPs), the bank is able to run the Java online banking applications on an IBM WebSphere Application Server in a

virtualized environment on System z. In addition, the licensing for databases on Linux on System z is much less than on Microsoft Windows servers. Aside from the cost advantages and the ease of provisioning new virtual servers on System z, the new environment made it much easier to protect data and ensure high availability. For all these reasons, Svenska Handelsbanken considers IBM System z as a strategic platform and plans to use it to support its core banking systems and online services for the future.

Benefits:

- Runs hundreds of systems on a single physical machine
- Cuts Java workload costs by 15 percent per year
- Enables disaster recovery within seconds

“The capacity and the virtualization capabilities of System z are a huge advantage for fast-growing environments like our online banking system.”

— Roger Rydberg Manager of System z Platform Svenska Handelsbanken



To view this video on YouTube [click here](#)

Bank of New Zealand takes a bold step to consolidate workloads to improve economics

Challenge:

Like a large number of businesses in New Zealand and around the world, BNZ was close to reaching capacity in its data center and needed to determine how to maximize space while keeping costs down. The bank's corporate values also have a carbon neutral focus, which it was keen to put into practice across all aspects of its business operations. Another challenge BNZ faced was to create a disaster recovery solution. Its data center-one in Auckland, New Zealand and the other in East Melbourne, Australia are separated by the Tasman Sea.

"The issues we were dealing with were not necessarily unique, but a reflection of the current business climate," said Lyle Johnston, Infrastructure Architect for BNZ. "BNZ had defined two important goals for the future, both of which relied heavily on IT. The first was for the organization to become carbon neutral

by 2010 and the second was to explore open source opportunities through the adoption of Linux."

Solution:

To address environmental and space issues in the data center and achieve the corporate goal of becoming carbon neutral by 2010, BNZ migrated from distributed Intel and SUN SPARC servers to Red Hat Enterprise Linux running under z/VM® on IBM System z servers.

BNZ overhauled its mission-critical front-end IT environment, including Internet banking and bank teller functions through to core backend data by migrating systems to Red Hat Enterprise Linux running under z/VM on System z. BNZ uses one IBM System z server for production, as well as one IBM System z server as a disaster recovery machine. Both machines exclusively run Red Hat Enterprise Linux, IBM WebSphere® application and IBM Process server, along with customized

JAVA applications written by BNZ. Combined, these applications power BNZ's customer facing banking systems.

The combination of z/VM and Red Hat Enterprise Linux enabled BNZ to virtualize and consolidate a largely distributed SUN environment, incorporating all of its front-end systems to just one box without presenting any increase in administration resource. And, by utilizing RHN Satellite, the bank was able to reprovision its entire Teller platform development environment in two hours.

Benefits:

- Recovered 30 percent of datacenter floor space
- Reduced power consumption by 38 percent
- Twenty percent return on investment (ROI) over the life of the platform
- Simplified, more efficient deployment

BNZ has consolidated 131 SUN SPARC systems to Red Hat Enterprise Linux on IBM System z. Moving to Linux on System z represented a major shift from traditional banking systems. The migration produced impressive returns, exceeding expectations: After just three months the project was ahead of schedule and on budget. Moreover, BNZ was able to consolidate servers, reducing its front-end systems' datacenter footprint by 30 percent.

“What’s been truly remarkable has been the fact that introducing Red Hat Enterprise Linux into the organization has breathed new enthusiasm and new life into the business and the people behind it. This project has been a type of gateway for us, and working with Red Hat has opened our eyes to what’s possible with open source. From our perspective, the best is yet to come.”

—Lyle Johnston
Infrastructure Architect
Bank of New Zealand

[Link to the full story](#)

VietinBank uses Linux to manage risk, improve customer service and accommodate growth

Challenge:

Established in 1988, VietinBank’s total assets last year accounted for over 20 percent of the entire Vietnamese banking industry. The bank operates almost 850 branches and transaction offices and nearly 1,200 automatic teller machines (ATMs) in Vietnam. After growth of 35 percent in a single year, the bank needed the computing power to continue serving its current customers, as well as provide sufficient capacity to acquire new banking customers. They also wanted to add additional services without impacting computing workloads.

Solution:

VietinBank selected the IBM System z mainframe server, optimized for high transaction banking demands. The bank benefits from advanced systems management features including capacity management and security to protect the bank’s data from potential risks. At the same time, as the country’s appetite for

traditional and more advanced banking services continues to grow, System z can scale up to meet the challenge.

As the country’s first Linux on the mainframe user, VietinBank joins the ranks of the world’s largest banking institutions and emerging market leaders that seek out System z to compete in an interconnected world. System z also lets the bank take advantage of the more than 3,150 compatible open source applications.

Benefits:

- Delivers flexible architecture that can grow with workloads
- Provides a platform for a wide variety of open source Linux applications
- Features capacity management and advanced security
- Helps support both future growth and massive cost savings

“IBM System z10 is regarded as the strategic platform for mission-critical work. Nothing is more mission-critical than ensuring safe money deposits and transfers in a country like Vietnam (which is) experiencing exponential growth.”

—Mr. Pham Anh Tuan
Deputy Director
VietinBank

[Link to the full story](#)

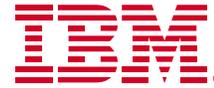
For more information

Discover how the unique capabilities of System z and zEnterprise™ can help to achieve critical business objectives by significantly improving flexibility and resource savings of both business and IT-oriented projects. IBM zEnterprise supports diverse applications, architectures and technologies to help provide faster time to value, productivity gains and more capacity when it is needed.

The IBM System z platform, IBM zEnterprise and Enterprise Linux Server (ELS) can provide a cost-effective, self-managed cloud solution that scales dynamically to meet the resource requirements for organizations of all sizes. IBM offers a robust set of cloud management capabilities using System z and the Tivoli suite of service management products providing you with the highest levels of availability and cost-efficiency for private clouds and SaaS providers.

To learn more, please contact your IBM representative or IBM Business Partner, or visit the following website: ibm.com/systems/z

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IBM Corporation
Route 100
Somers, NY 10589
U.S.A.

Produced in the United States of America
April 2012

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