



Drive down
your mainframe costs





Impossible? Not anymore.

It's a difficult time. Many companies are feeling the weight of cost reduction pressures.

Finding new ways to cut costs while continuing to invest in technology for long-term business advantage is always a challenge. What steps can you take now to help realize the benefit of short term cost reduction and position your organization for the future? Sun has the answer.

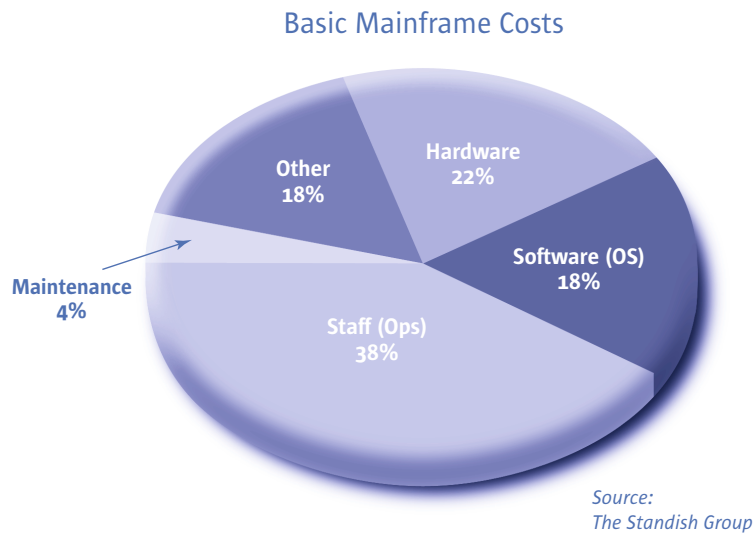
Rehosting your mainframe applications on the Sun platform can potentially cut millions of dollars of expenses from your bottom line each year. You also provide your company with a scalable platform that accommodates today's networked applications.

Retain investments — don't rewrite or replace applications.

When you rehost your existing mainframe application assets on the Solaris™ Operating Environment, you don't have to change the application or the data file structure. You don't have to rewrite the application, re-architect the environment, or suffer the pain of building new skill sets. You simply transfer your existing applications to a very similar environment on the Sun platform and retain your investment by reusing proven applications and skills sets.

Save up to 70 percent of your total cost of operations.

Businesses have shaved up to 70 percent off their hardware and software operational costs by rehosting on Sun (see the enclosed case studies). As you know all too well, mainframe software license fees are a substantial slice of your budget. This is where Sun can help you achieve the biggest savings. With the exit of other mainframe vendors from the market, cost differentials between IBM mainframe operations and Sun may become even more substantial going forward. The bottom line is that rehosted environments on Sun are both cost effective and efficient.



Best of all, your risk is very low.

You don't need to rewrite or replace your applications. This is possible because Sun has replicated the CICS and Batch environments on the Solaris Operating Environment. Sun lets you run everything the same as before — only more cost effectively.

- Same applications
- Same end-to-end framework
- Same information technology skills
- Equivalent middleware

“Of the CIOs surveyed, 65 percent say they plan to move applications off their mainframes.”

Merrill Lynch

TechStrat Survey of 75 percent U.S.
and 25 percent European CIOs
March 2002

Mainframe rehosting is safe, proven, and effective.

Why rehost on Sun? Look at our track record.

Sun has already moved more than 400 million lines of COBOL off mainframes and more than 300 enterprise organizations have rehosted applications using this process. Also, more than 850 sites run Sun™ Mainframe Transaction Processing (MTP) and Sun™ Mainframe Batch Manager (MBM) software.

Sun has a 20-year history of bringing innovative ideas to market with practical results for our customers. Our vision is to ensure that network services are available to anyone, anywhere, anytime, using any device. Because we build forward-thinking technology, we enable you to get the most out of your existing network environments and to take advantage of future opportunities. Sun is committed to open standards and open programming interfaces to increase the value of Net-based solutions and create a larger market for all players. We train more than 260,000 students annually in 60 countries and our Solaris partner community is 380,000 strong.

Relentless pursuit of excellence

Demanding industries including telecommunications, financial services, manufacturing, government, education and research, retail, health care, digital media, and entertainment embrace Sun products and services.

Our rankings speak for themselves

- #1 UNIX® operating system (*D.H. Brown, March 2001*)
- #1 UNIX Server shipments for 16 quarters (*IDC*)
- #1 U.S. UNIX/RISC Market share – units shipped (*Dataquest, November 2001*)
- # 1 UNIX storage supplier for the third year in a row (*IDC, December 2000*)
- # 1 UNIX workstation shipments for 14 years (*IDC*)
- 2001 CRN Channel champion for data center servers (*March, 2002*)
- # 1 iPlanet™ Portal Server (*Radicati, May 2001*)
- # 1 iPlanet Messaging Server revenue (*Radicati, January 2001*)
- # 1 iPlanet Web server (*BizNix x, 2000*)
- # 1 UNIX platform integrator worldwide (*IDC, May 2001*)

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