

Day-Timer, a personal productivity solutions manufacturer, reduced costs 93% by migrating to the Windows Server and Microsoft's .NET environment with GT Software's Migration.

Reducing operating costs while maintaining efficiency is a desire for every business, yet achieving this goal is immensely challenging without the right tools in place. Day-Timer—a world-renowned personal productivity solutions manufacturer in business for more than 60 years—was in this predicament, spending over \$350,000 annually to maintain its mainframe. The company turned to GT Software to migrate its enterprise resource planning software to Windows Server® and Microsoft's .NET Framework®.

CHALLENGE

Needed to improve productivity and eliminate high costs

Day-Timer—now a subsidiary of ACCO brands—began an enterprise-wide cost-saving initiative, with the campaign focused keenly on its mainframe - an IBM 2086-130 running CICS and batch COBOL applications with VSAM data. However, it could no longer support the company's ERP system used for accounts receivable, order entry, shipping and inventory management.

"There were some workarounds for communicating with other systems, such as dropping FTP files somewhere and hoping they worked, but it was manual, very awkward and not very effective," says Dennis Dorney, system manager at Day-Timer.

Dorney and his team also wanted to address Day-Timer's reports management, which included hundreds of reports used by various departments throughout the business, resulting in \$22,000 in paper costs annually. The situation was even more difficult given that the company had 3270 green screens limited to 20 rows of 80 characters each.

CLIENT

Day-Timer

INDUSTRY

Personal Productivity
Solutions Manufacturer

HQ

United States

CHALLENGE

Needed to Reduce Operating Costs
while Maintaining Operating Efficiency

SOLUTION

GT Software's Migration
Fujitsu NetCOBOL (Distributed by GT Software)
GT Software's NeoKicks® and NeoBatch®

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Dennis Dorney,
System Manager at Day-Timer

SOLUTION

Low-risk migration to the Windows Server yields great gains

Rather than rewriting Day-Timer's current ERP suite of applications to support its operating desires - a move that would incur steep costs - Dorney and his team weighed the available options. They knew they wanted to leverage a cost-effective platform such as Windows Server and take advantage of the Microsoft .NET Framework, but they were unsure of how any solutions would deliver results in a cost-efficient manner.

Certain tools, including CICS/COBOL code could have helped with the migration process, but at a price. These solutions require continuing licensing payments—a situation Dorney and his colleagues wanted to avoid.

After some deliberation, Dorney and his team found tools from GT Software that would support Day-Timer's goal of reduced operating costs and improved productivity. Fujitsu NetCOBOL, distributed by GT Software, and GT Software's NeoKicks® and NeoBatch®, allowed the personal productivity company to migrate its applications to native Microsoft ASP.NET code where these apps ran over the business's intranet.

GT Software's NeoKicks tool converted the 3270 screen layouts to ASP.NET Web pages, while the CICS/COBOL source code was processed to route all CICS calls to the NeoKicks Services class library. Configuration information, including transaction codes and program mappers, were transferred to the web.config file in ASP.NET. GT Software's NeoBatch tool handled the batch jobs.

Overall, a team of six developers migrated 1,600 applications and completed 1,300 batch jobs during a 15-month period. Day-Timer's ERP suite now runs on IBM X3755 dual-processor server hardware, an IBM DS4700 SAN and Windows Server 2003.

RESULTS

Big cost savings, faster processing and streamlined reporting

Day-Timer's use of GT Software's tools led to:

- Cost reductions of 93 percent
- Elimination of paper reports leading to cost savings of \$22,000
- 10 percent faster batch processing
- Developers who are 25 percent more responsive

Rather than spending hundreds of thousands of dollars per year on its mainframe, Day-Timer only spends \$48,000 for its Windows Server deployment—a reduction of 93 percent compared to previous expenditures. The company now uses online reports, completely eliminating the large expense previously allocated for its report management.

Windows Server also allowed Day-Timer to reallocate resources used for a 12-person operations staff and three programmers to other tasks. Developers can now copy files to their desktops and perform tasks on local machines easily.

The original look and feel of Day-Timer's interface was kept intact, allowing staff members to access screens through Windows Internet Explorer without requiring additional training. This approach was so effective that Dorney asserted that "90 percent didn't even notice the difference" between the new and old models.

Day-Timer set out to reduce operating costs and upgrade its mainframe - both of which were accomplished thanks to GT Software. The company also experienced productivity gains and now uses a system that integrates easier with third-party systems, data and applications such as FedEx Web service to calculate shipping rates.

With its updated IT mainframe in place, Day-Timer is now in position to continue delivering time productivity tools for another 60 years.



93% Cost Reduction



Elimination of Paper Reports



10% Faster Batch Processing



Developers are 25% More Responsive

“On a straight apples-to-apples comparison, Windows Server is just easier to maintain than the mainframe.”

Dennis Dorney,
System Manager at Day-Timer

For over 30 years, GT Software has helped enterprise organizations unify business information across platforms, data formats and programming languages — including the “hard to access” mainframe. More than 2,500 organizations across the globe trust GT Software to help them improve business intelligence, workforce productivity and customer experience.