

DAY-TIMER REDUCED COSTS BY 93% WITH GT SOFTWARE'S NEO SUITE AND FUJITSU SOFTWARE NETCOBOL.

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 an overly significant portion of its entire budget 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®.



CLIENT
Day-Timer



INDUSTRY
Personal Productivity Solutions
Manufacturer



CHALLENGE
Needed to reduce operating costs
while maintaining operating
efficiency



SOLUTION
GT Software's



NeoSuite
Fujitsu Software NetCOBOL

CHALLENGE

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 24 rows of 80 characters each.

SOLUTION

Rather than rewriting Day-Timer’s current ERP suite of applications to support its operating desires, 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.

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 Software 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.

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*-Dennis Dorney,
System Manager*



RESULTS

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

- Cost reductions of 93%
- Elimination of paper reports, which provided cost savings of \$22,000
- 10% faster batch processing
- Developers who are 25% more responsive to changing business needs

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% 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



10% faster batch processing



Elimination of paper reports, leading to savings of \$22,000



Developers are 25% more responsive

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

*-Dennis Dorney
Systems Manager*

ABOUT

GT Software (www.gtsoftware.com) turns yesterday's legacy systems into tomorrow's leading edge applications. Its solutions help organizations extend the value of their IT investments through agile development and standards-based APIs, which improves workflow and enhances operational efficiency. Masters of application modernization and a global distributor of the Fujitsu NetCOBOL compiler, GT Software's proven solutions power mainframe integration with today's technologies. Currently, more than 2,500 organizations globally trust GT Software's solutions to ensure they are able to drive forward innovation that improves customer experiences, increases operational efficiency, and generates revenue.



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