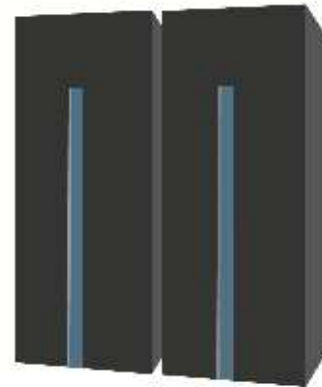




**Proximal  
Systems  
Corporation**



**OFFLOADING  
THE MAINFRAME  
INTO THE CLOUD**



# THE MAINFRAME IS NOT DEAD!

World's leading businesses run on IBM z Systems



92

of the top 100  
worldwide  
banks



10

out of 10 of the  
world's largest  
insurers



23

of the top 25  
US retailers



23

out of 25 of the  
world's  
largest airlines

Processing the world's transactions & data

30 billion

business transactions processed on  
the mainframe per day

80 percent

of the world's corporate data resides or  
originates on mainframes

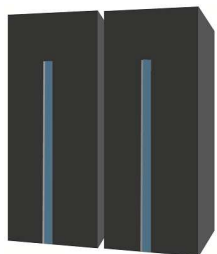
91 percent

of surveyed CIOs said that new customer-facing  
applications are accessing the mainframe

55 percent

of all enterprise applications need the  
mainframe to complete transactions

# OK, SO WHAT'S THE PROBLEM?



MAINFRAMES



OPEN SERVERS

**PROS**

- Nonstop/Secure
- Huge Capacity
- Efficient (Green)

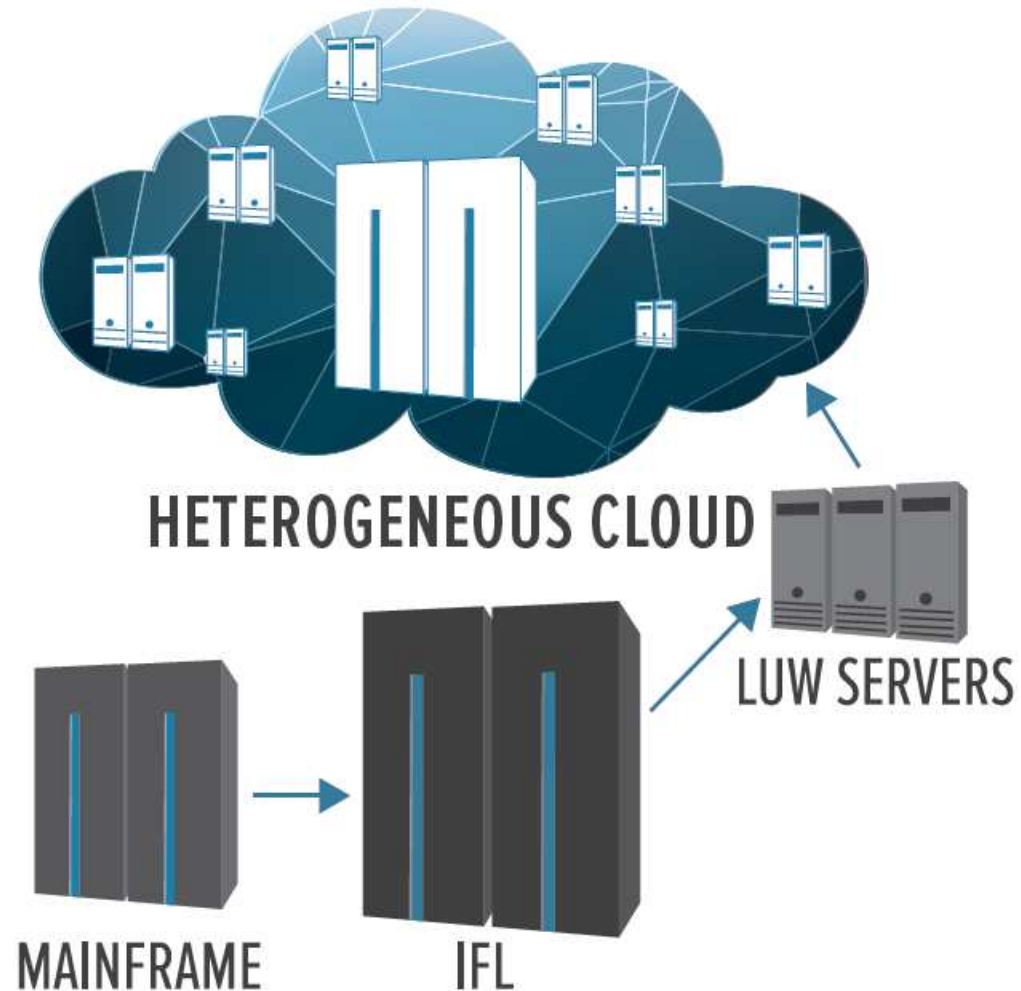
- Commodity Pricing
- Open Source
- Leading Edge

**CONS**

- Monopoly Pricing
- Legacy Lock-in
- Aging Workforce

- Outages/Downtime
- High Overhead
- Low Utilization

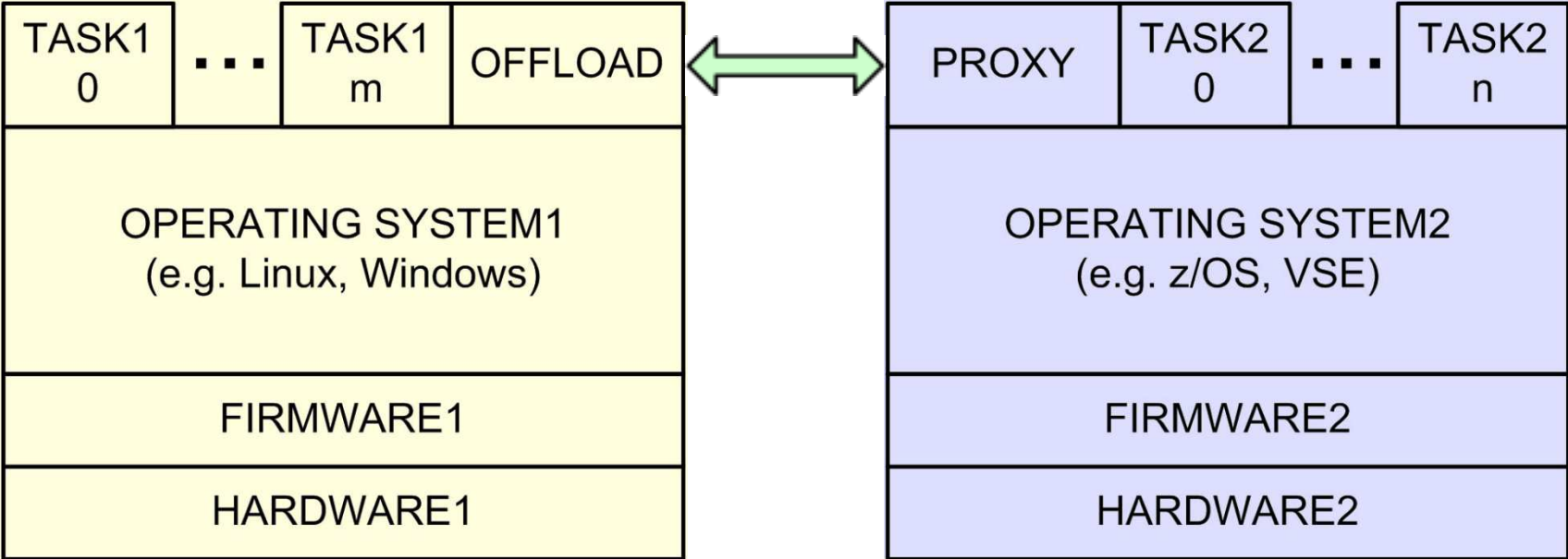
# “BIG IRON” MEETS THE CLOUD



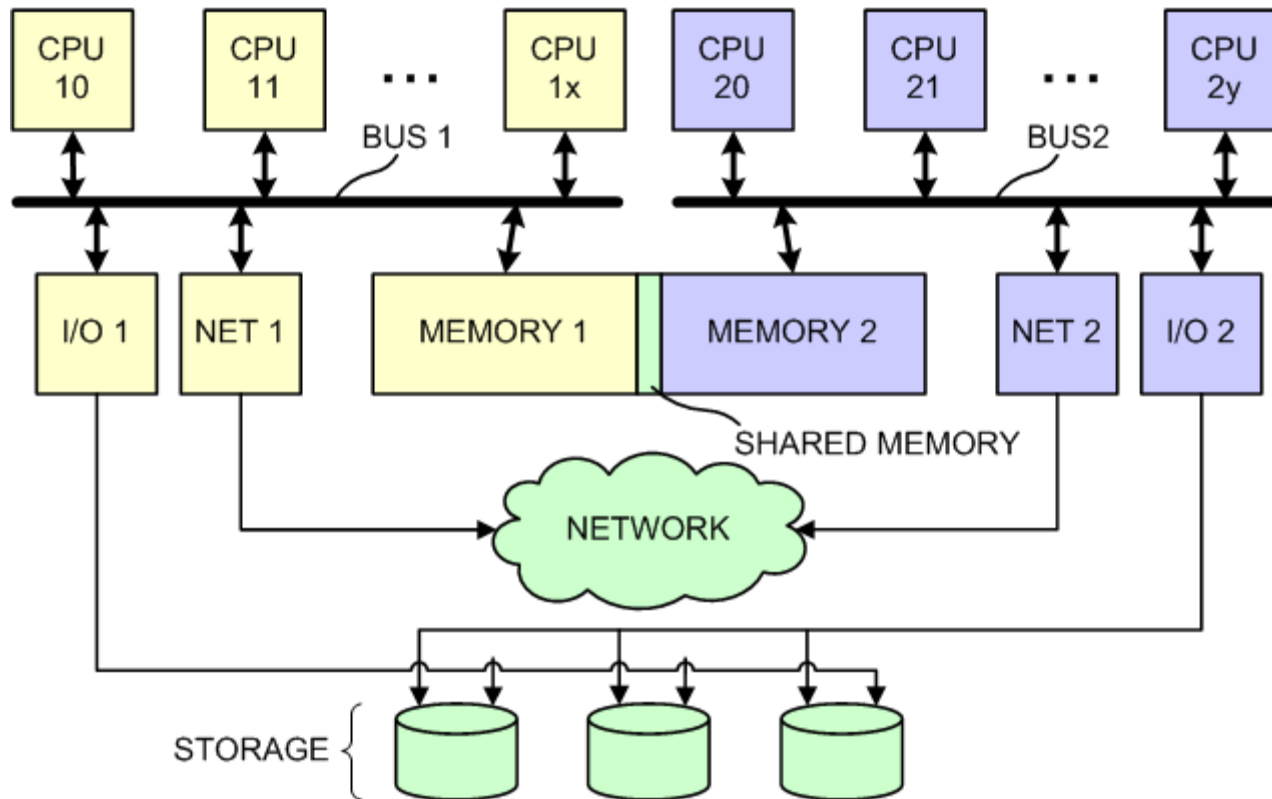
# PROXY COUPLING TECHNOLOGY

Linux or other OS

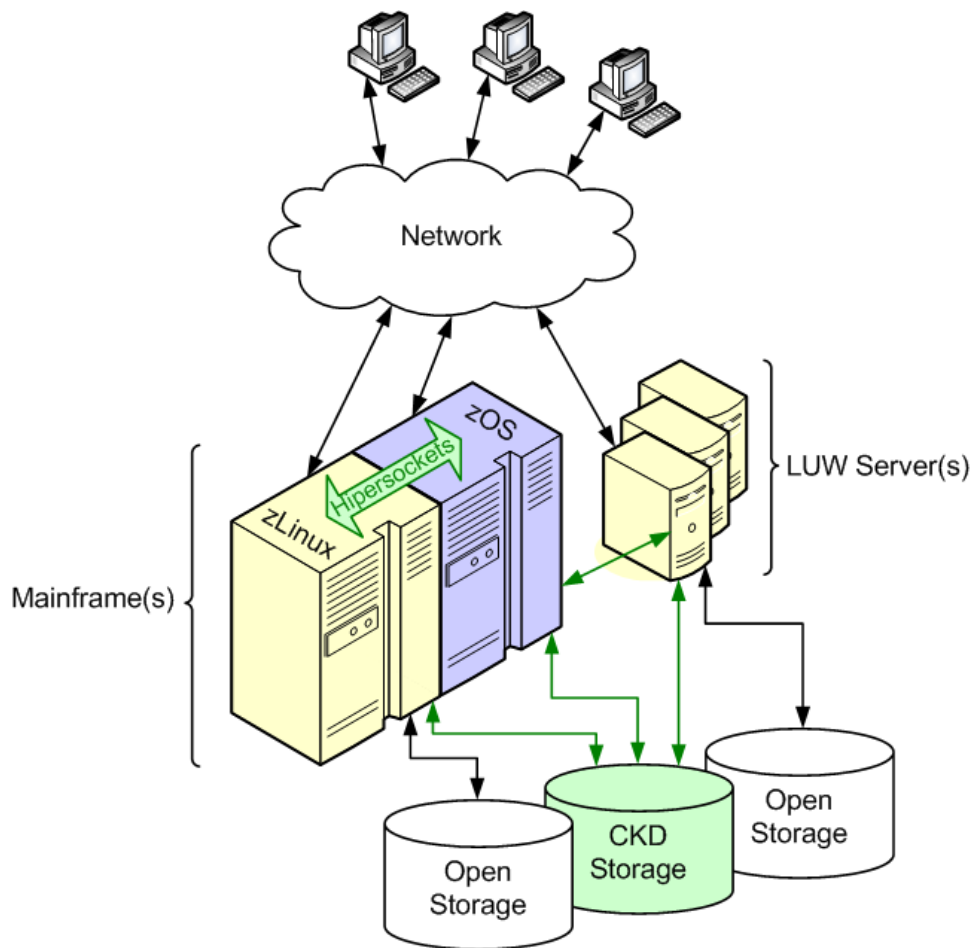
Mainframe



# HETEROGENEOUS DATA SHARING



# PROXY-COUPLED DATACENTER



# SIGNIFICANT TCO SAVINGS

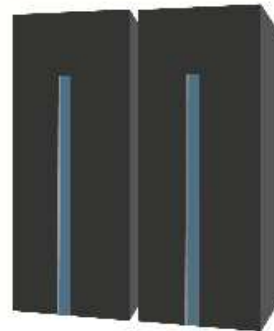
<b>% MIPS OFFLOAD</b>	<b>% COST SAVED</b>	<b>% TOTAL SAVINGS</b>
<b>10%</b>	<b>65%</b>	<b>6%</b>
<b>20%</b>	<b>72%</b>	<b>14%</b>
<b>30%</b>	<b>76%</b>	<b>23%</b>
<b>40%</b>	<b>78%</b>	<b>31%</b>
<b>50%</b>	<b>80%</b>	<b>40%</b>
<b>60%</b>	<b>82%</b>	<b>49%</b>
<b>70%</b>	<b>83%</b>	<b>58%</b>
<b>80%</b>	<b>84%</b>	<b>67%</b>
<b>90%</b>	<b>85%</b>	<b>77%</b>



# QUESTIONS?



OFFLOADING  
THE MAINFRAME  
INTO THE CLOUD



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