

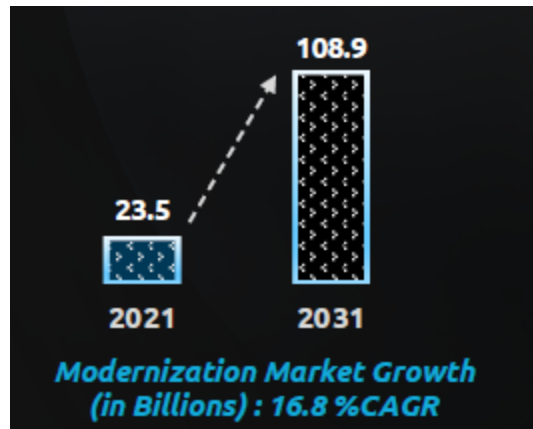
Mainframe Zaas

Giovanna Henny : 5-6 minutes : 6/4/2024

SYNOPSIS OF THE OFFER

Why is this offer so critical to take to market right now?

The Mainframe Modernization market is increasing at a rate of 16.5% and is projected to grow to a whopping 108 Bn by 2031. The highest number of Mainframes in the world are deployed by the Financial Services Industry, with many players locked into long-term infrastructure contracts that they would like to reduce or offload. Even our Experts are seeing a huge uptick in Mainframe related RFPs from 5-6 in 2020 to about 10-15 in 2023. Each of these deals is huge in size and can start from 200K and go up to 100 Mn, besides opening new doors for the long-term with clients. There is a big opportunity to tap into a growing market where our clients clearly need some good models to help them save costs while modernizing their mainframe and making their business more agile.



Why should clients look at our Mainframe ZaaS Offer?

Our Mainframe ZaaS offer helps our clients save huge costs, while also providing new and unconventional ways of managing their mainframe infrastructure, apps and platforms in a more efficient and productive way. There are many challenges in the current mainframe management – very high technical debt, lack of agility to get new products quickly on the market, lack of trained mainframe professionals, inefficient and duplicate apps, costly processing power, among others. All these problems need an Expert Partner who is proficient in Mainframe Infra, Apps, Platform and also Cloud Solutions. We typically tailor the solution with a long-term view after assessing the ground reality with our highly recognized Cap 360 Solution and then balance the assets with multiple hybrid solutions. Capgemini not only brings these vast capabilities but also special, widely-acclaimed accelerators such as Cap360 that can quickly show where the savings and productivity can be in the mainframe landscape. What's more? We are only among the top 2 players across the globe, who have very strong partnerships with all the 4 hyperscalers – AWS, Azure, Google Cloud and IBM. This is a winning proposition for our clients and they can rely on us to take over their mainframe infrastructure and apps management with a

high degree of confidence. Besides, we are rated as the top player in Mainframe Modernization Services and Solutions by ISG – the chart below speaks for itself, because we are placed ahead of many competitors.



What is our Mainframe ZaaS Offer?

The Mainframe ZaaS Offer brings a compelling story of modernizing the mainframe infrastructure, apps and platform for our clients. The goals can range from savings costs, to efficiency, productivity to agility by moving to the cloud. Traditionally, the mainframe business has been in the hands of a few infra players. But with Capgemini's Cloud and Infrastructure (CIS) capabilities now combining their power, we have a very valuable proposition to take over both infrastructure and Apps. Infact, we are only among the top 2 players across the globe, who have very strong partnerships with all the 4 hyperscalers – AWS, Azure, Google Cloud and IBM. This is a winning proposition for our customers and they can rely on us to take over their mainframe infrastructure and apps management with a high degree of confidence.

Our offer is divided into 3 main modernization themes:

- **Mainframe Hosting:** These are various solutions related to Mainframe asset and infrastructure take-over, re-hosting, and lease management. We have 3 different options available here:
 - IaaS – Move the full Mainframe to Capgemini (As A Service model)
 - Move to a co-location (dedicated) and
 - Keep Mainframe in the existing location (zCloud)
- **Mainframe Modernization:** This is a solution around the Application Modernization. This includes three major solutions:
 - Slim Mainframe – Optimize performance, efficiency and cost-effectiveness of Mainframe Apps.

- Enable Mainframe – Leverage modern technologies, methodologies and practices to modernize Mainframe Apps in-place
- Exit Mainframe – Migrate some or all the applications, data and workloads from Mainframe to a different platform or to the Cloud.
- **Platform Modernization:** Build future-ready platforms leveraging the power of hybrid cloud and balance the mainframe portfolio across these platforms. This includes Enterprise DevSecOps, modernizing using Openshift on Z, Linux on Z, among others.

How can we start client conversations with the CxOs?

Please connect with our Experts Ravinder Khokhar, Dhinakar Selwyn and Nitinkumar Chavan and setup a call to discuss more about your client landscape. They will be able to start working on the right approach with a meeting or a workshop with clients. They also have detailed case studies. The Cap 360 Assessment is a great door opener for many of our accounts which is a widely acclaimed tool that assesses the efficiency, productivity, duplicates within the Mainframe Apps to help clients clearly see where the spaces for savings lie. You can also download the Deck from the Mainframe Offer and use some of the content here to build and email to send it to clients.

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