



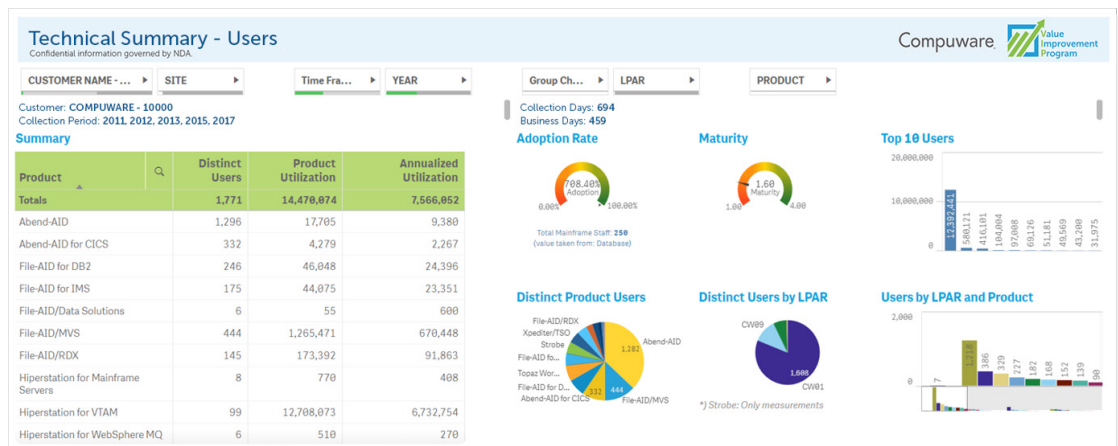
# Drive Greater Business Efficiency and Further Optimize Your Mainframe Assets

## OVERVIEW

While every business and IT organization is unique, every company should have accurate business analytics to measure business efficiency and identify potential areas for improvement. Compuware's **Value Improvement Program (VIP)** is designed to meet this critical need. The VIP is an exclusive, evidence-based customer program designed to help you qualify, quantify and increase the value you derive from Compuware solutions. The VIP is complimentary to Compuware customers.

## INSIGHT BASED ON ANALYTICS

The VIP is a "value add" for customers who are interested in maximizing their investments. Executive- and practitioner-level dashboards offer a comprehensive picture of your organization's solution usage, solution maturity level and efficiency, enabling you to achieve IT efficiencies and avoid unnecessary expenses and risk, while gaining greater value from your critical applications. With the insights gained from these dashboards, you will be able to make more intelligent business decisions based on reliable **data**. In addition, Compuware provides analytic recommendations for saving time and money.



The VIP is offered at no extra charge to maintenance-paying customers. No other mainframe independent software vendor can deliver such detailed metrics or comparable value.

"I use the VIP report to validate we are configured correctly to use the most current versions of the products. I also use it to see which team is using which tools, so I can promote the tools that are underutilized."

— IT Manager, Large financial institution





## Your Pressing Questions Answered with the VIP

The VIP can provide usage metrics to answer the following critical questions and more:

- How can you transition staff with minimal impact to your business?
- How do you evaluate staff churn at your outsourcer? (Our customers experienced a 75-percent year-over-year change in their outsourcer personnel. This has a tremendous impact on application quality and release rates, not to mention reliability.)
- How efficient is your seasoned staff with years of experience?
- Is your staff leveraging the tools the company has provided for them to the fullest?
- Are there any knowledge gaps and what type of training can help fill them?

“Having this level of visibility will save us weeks of effort in assessing how tools are utilized and assisting our development teams to increase their efficiencies by seeing what they are using versus what they can use.”

— Tool Ownership and Deployment Team, U.K.-based financial institution

## TYPICAL RESULTS ACHIEVED FROM VIP ANALYSES

A VIP analysis presents you with business intelligence and expert recommendations for how to improve usage of your Compuware solutions based on well-established best practices. In turn, this enables your organization to make better decisions for increasing productivity, reducing costs and improving quality of service.

The following are some examples of how the VIP can improve your business:

### Increased Adoption of Deployed Software Investments

Achieving an optimal ROI of your software is essential. A review of your current deployment with a comparison of adoption in different areas of the business can identify gaps in tool use, whether in-house or with your outsourcer. Increasing tool adoption can improve quality and delivery rates, increasing the return on your IT investment.

### Improved Productivity, Agility and Delivery Rates

The VIP provides insight into how to better leverage your Compuware tools to optimize developer productivity, thus saving valuable time and resources. A simple feature your team isn't using today could have a significant impact on productivity, testing quality, time to market and more. The VIP also offers evidence of whether training and development programs are working so you can understand where to focus further education.

### Accelerated Onboarding of New Workers

It is essential to your business that new employees become productive quickly. The VIP makes it easy to identify employees who are proficient with Compuware tools and those who may need additional training. Identifying top users and sharing their best practices helps foster a culture of continuous improvement and ensures everyone is maximizing the potential of the tools.

### Better Performance from Outsourcers

Companies use the VIP as a vehicle to ensure **outsourcers** to whom they contract out critical application work are optimally leveraging the array of features and functions within Compuware products.



### Identified Areas for Cost Reduction

Recommendations from the VIP have resulted in an overall MIPS reduction, generating a three-percent decline in CPU costs in all projects. The VIP can help companies identify redundant solutions, thereby reducing the software portfolio and overall software costs—with no impact to your business.

#### SAMPLE BENEFITS OF VIP



Saved \$2 million per year after VIP suggested a bank train 150 users on application tuning software



Gained \$1 million in savings at a global financial services firm by standardizing five data centers with Compuware



Reduced outsourcing charges by \$1 million for a large bank by improving VIP-identified processes



Saved €1.5 million per year in application costs after a VIP assessment highlighted opportunities for training



Realized \$3 million in savings over a five-year period by replacing competitive products



Decreased usage by 2,000 MIPS per year and need for any new MIPS after implementing VIP recommendations at an insurance company

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“The Compuware VIP service played a big part in helping us save \$15 million over the last four years.”

— Health insurance provider

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## HOW THE VIP WORKS

The VIP is simple and repeatable with measurable results:



Very minimal effort is required from your team and collecting the usage statistics is a very simple task. No installs are necessary, and after a couple hours, your work is done. Compuware completes all of the resource-intensive analysis and report preparation.

## START A VIP AT YOUR ORGANIZATION

To implement the VIP at your organization, please contact your Account Manager directly.

To learn more, visit: [compuware.com/value-improvement-program](https://compuware.com/value-improvement-program).

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### The Mainframe Software Partner For The Next 50 Years

Compuware empowers the world's largest companies to excel in the digital economy by fully leveraging their high-value mainframe investments. We do this by delivering highly innovative solutions that uniquely enable IT professionals with mainstream skills to manage mainframe applications, data and platform operations.

Learn more at [compuware.com](https://compuware.com).

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