



Mainframe Solutions Center

QUALIFIED EXPERTISE TO EXTEND YOUR INVESTMENTS IN ADABAS AND NATURAL – BROUGHT TO YOU BY THE PARTNERSHIP OF SOFTWARE AG AND GFT

Protect your investment in Software AG technology—and get future-focused.

Get even more performance from your Adabas and Natural applications. Software AG and GFT have partnered to bring you the Mainframe Solutions Center in Brazil so your investment in Adabas and Natural continues to pay off for years to come.

Software AG, as the developer of Adabas and Natural, is invested in your success. GFT, as the specialist in application management services, brings to the partnership proven expertise on the delivery of quality mainframe applications based on its dependable and efficient global delivery model.

We're here to help you:

- Augment your in-house team, especially as employees retire, to provide next-generation application/infrastructure support
- Modernize and optimize your Adabas and Natural applications—so they continue to deliver top performance
- Maximize the value of your third-party outsourcers

No other resource is more qualified to help

Our Mainframe Solutions Center brings together a talented and cost-effective team that leverages a vast global network of resources, “best-of-breed” methodologies, unique tools and proven best practices. The center draws on Software AG’s 40 years of experience in the enterprise software business—as well as GFT’s vast experience providing services, resourcing and software to many of the world’s leading companies.

Our location in Brazil, where hundreds of enterprises are investing in new Natural and Adabas applications, will continue to assure you have the expertise you need to maintain and optimize your core applications based on our technology.



Get qualified support for your global operations during your business hours.

TOP FIVE REASONS TO USE OUR MAINFRAME SOLUTIONS CENTER

1. Ripping and replacing existing systems is highly expensive and risky—leading to possible resource availability, budget and security issues.
2. Your Adabas and Natural applications can continue to deliver value so you can postpone other technology investments.
3. Your applications must perform optimally to assure quality service to your customers and business users.
4. You're not completely satisfied with the deliverables of third-party developers.
5. The people who built your Adabas and Natural applications have retired—and you need ready access to qualified assistance.



CENTER SERVICES

Our three service areas—Application Management, Performance Management and Quality Management—have a singular goal: to provide qualified expertise that assures your continued return on investment in Adabas and Natural. Select precisely the services you need, available short- and long-term.

APPLICATION MANAGEMENT SERVICES

Understanding and optimizing your core applications

- How critical are your Adabas and Natural applications to your business?
- Do you have the staff to continue to support them?
- How can you increase your return on investment in these applications?
- What can you do to improve the user experience?
- How much redundancy in process and data do you have?

Our Application Management Services enhance your knowledge of your application portfolio and help you make the most of your existing assets. Here's how:

Enterprise Portfolio Analysis: Determine each application's future path

Working with your dedicated local Software AG service manager, we can conduct a detailed inventory of your Adabas and Natural applications. Then we'll help you decide which applications to retain for routine back-office processing, which to leverage in new process initiatives and which to retire.

Our unique tools allow us to analyze your system landscape to:

- Document who is using the data and how frequently
- Gauge application complexity
- Review application scalability
- Analyze application architecture and data consistency
- Find obsolete or redundant functions for possible consolidation

As the end result, you'll receive a comprehensive report, assessing and recommending an optimum strategy for each application.

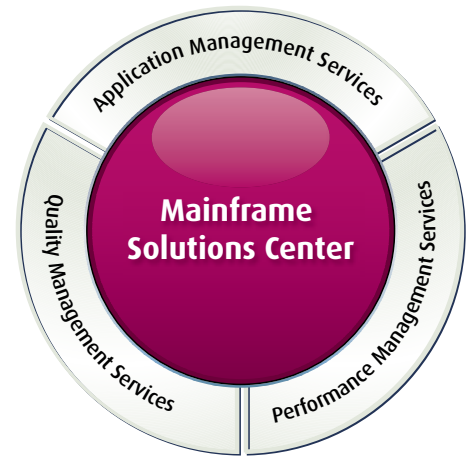
Maintenance Services: Keep applications current

The people who built your Adabas and Natural applications may have retired so you no longer have the resources in-house who understand these environments. We can help.

The Mainframe Solutions Center offers a viable combination of tools, expertise and experience to maintain your systems. By conducting quality preventive maintenance, we can keep your applications operating reliably, 24/7. We also can make critical enhancements, which can lead to more efficient resource use, a better user experience and reduced risks.

Modernization Services: Leveraging core applications for new initiatives

Extend your investments in Adabas and Natural by re-using proven applications to answer new business needs. To prepare your applications for modernization, the center can identify where applications need improvement due to changes in business processes. We also can help improve application efficiency for data access and usability and remove redundant functions.



Using comprehensive tools and methods, the center can renew your applications and improve costs and efficiencies. We can:

- Make code enhancements
- Implement new user interfaces
- Provide integration points for access by other systems
- Re-architect them for process improvements
- Migrate you to lower-cost platforms

Transformation Services: Retiring applications while preserving key data

Your Adabas and Natural applications may still contain valuable data, even when they've reached end-of-life due to a merger/acquisition or because they're no longer core to the business. Our team can help you carefully preserve this data for new systems or to meet with regulatory requirements for historical records.

Retire your applications the right way. Our center can review your applications to be retired and build and execute a plan to include:

- Data archiving and access
- Data access for regulatory requirements
- Data transformation for use in new systems

PERFORMANCE MANAGEMENT SERVICES

Ensuring a highly reliable and optimized infrastructure

- Can improving application performance help you get more from your IT budget?
- Do you have the in-house expertise to keep systems performing optimally?
- Does your team have the experience to optimize your application portfolio stack and maintain production versions?

Our Performance Management Services address these issues for you, helping to ensure the highest efficiency and reliability of your infrastructure backbone.

You can attain DBA support from highly qualified experts who have 20+ years of Adabas and Natural experience. We can size your support to provide you the best cost/value based on your requirements.

The center also can help you tune your systems and optimize your application environments to increase performance and reduce costs and risks. Additionally, we can keep your environment in top condition by helping you make version upgrades.

Keeping these performance management skills in-house could be expensive and difficult. Turn to Software AG, instead, the company who created the technology and has the breadth and depth of skills available to manage the performance of your Adabas and Natural applications.

QUALITY MANAGEMENT SERVICES

Improving the quality of work by outsourcers

- Are you getting the best end product from a third-party provider?
- Can you avoid setting up a second shift to work with third parties because questions are unresolved due to time-zone differences?
- Does your outsourcer have a thorough understanding of Software AG technology and mainframes?
- How can you increase the quality while reducing the time of testing?

Our Quality Management Services help you get the best results from your third-party providers. To start, our center can conduct a quality review to verify and validate the code managed or delivered by outsourcers. This

review will produce a recommended approach to improving your outsourcer's quality of work and skills.

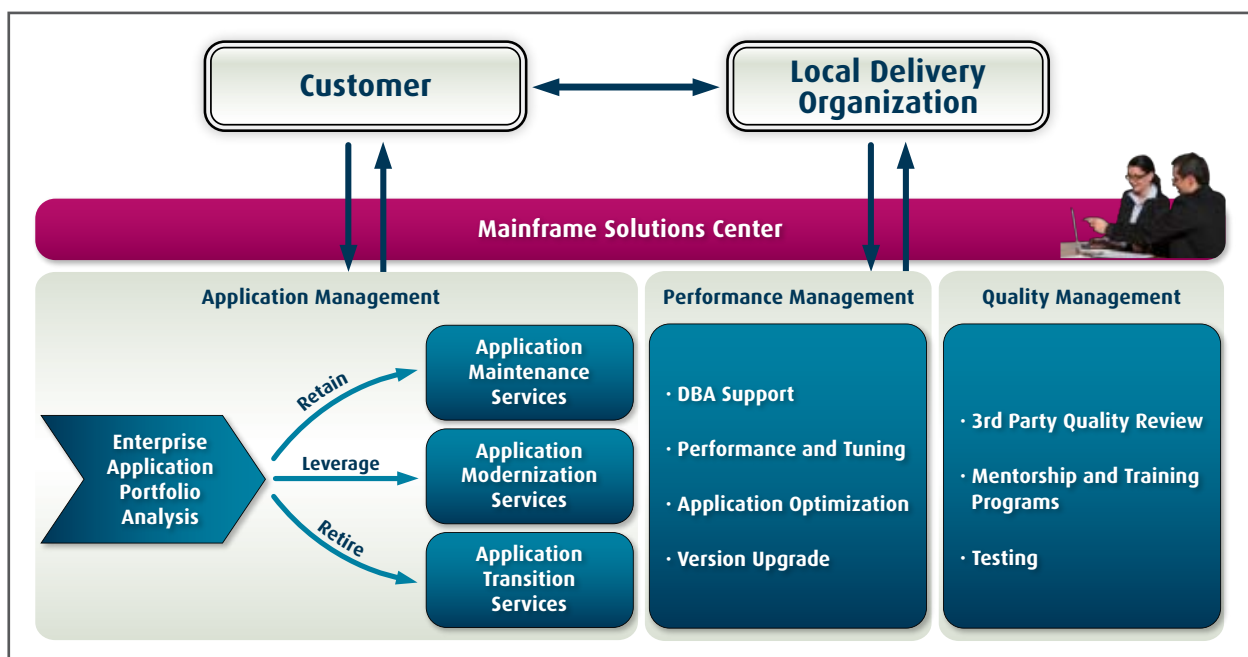
In a mentoring capacity, we provide a "go-to" expert to guide and offer best practices to increase code quality. A weekly management report can identify corrective actions and resulting improvements.

We may prescribe a custom training program designed to empower your outsourcers with the know-how they need to meet your project goals—faster. Courses will be selected based on your specific projects.

Our team also can take code from your outsourcer through extensive testing cycles supplied by you or our team to help you speed up project delivery.

Rely on us for resources highly capable of investigating errors and correcting them and/or reporting them so your outsourcers can improve their development process.

The net result: higher-quality code and a greater return on investment in your Adabas and Natural applications.



Extend the value of your Adabas and Natural applications by using our three sets of services. Delivered globally, these services can help you get the best cost/performance from your core applications for years to come.

KEY BENEFITS

Expertise you can build on

Leverage our 40 years of experience developing and supporting mission-critical applications based on Software AG technology. Our senior-level resources bring you 20+ years of experience in Adabas and Natural. We're experts in optimizing applications based on our technology—and, when required, moving them to lower-cost platforms. No other company is as committed to your ongoing success with Adabas and Natural.

Investment in new mainframe talent

In universities in Brazil, we develop and teach mainframe curriculums, which covers our technology. Our active recruitment and internship programs leverage those university connections to staff the center with new talent. In addition, we continue to nurture that talent at the Software AG Corporate University.

Personalized service

We're as global as your business. The Mainframe Solutions Center can draw on the expertise of our 1,500+ consulting services experts, who understand business customs

and culture in 30+ countries around the world. We can apply this knowledge and expertise to your requirements, worldwide, at a competitive price.

"Inside" connections

Reduce downtime and delays. Our Mainframe Solutions Center can uniquely get you answers—faster—from Software AG R&D and our award-winning Global Support Center. You also gain access to the expertise of our competency centers in SOA, BPM and modernization as well as tools only available to our consultants.

More value from your existing systems

Why risk the potential high costs, security issues and downtime that could result from replacing your Adabas and Natural applications? Build on your investment in the applications that have served your enterprise successfully for years. Especially now, in this tough global economy, it makes good business sense to extend your proven investments in Adabas and Natural.



LOCATION: BRAZIL, A THRIVING MAINFRAME CAPITAL

The Mainframe Solutions Center is in Brazil, the third largest mainframe marketplace in the world, rich in resources that are knowledgeable in Adabas and Natural.

The country is a growing source of new experts in mainframes and Software AG technology, so our talent pool will continue to grow!

To find out more, please visit us online at www.softwareag.com and www.gft.com

ABOUT GFT

GFT is an international service provider for innovative IT solutions and services. Twenty years of experience make the company a reliable strategic IT partner. With its business divisions of services, resourcing and software, GFT supports its clients in making their business processes more efficient and more profitable, as well as helping them sustain and improve their competitiveness.

The company combines profound expertise in technology with comprehensive knowledge of the industry in order to develop, implement and maintain customized IT solutions. GFT currently employs around 1,000 employees in Brazil, France, Germany, Spain, Switzerland, United Kingdom and the U.S.

GFT – Big enough to deliver, small enough to care.

ABOUT SOFTWARE AG

Software AG's 4,000 global customers use our software to improve business processes and drive an agile IT infrastructure. Our customers' goals are to reduce costs and increase flexibility and efficiency. We help them do this by optimizing and governing their operations and aligning IT with the business goals.

Our leading Business Infrastructure Software portfolio is used for data and system integration and modernization. It fosters new levels of IT agility through SOA and allows the rapid creation of new business processes with BPM.

Our 40-year history of success ensures our customers have a reliable platform for driving future business results – faster.

Software AG – Get There Faster

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Like other customers, get more from your investments

Here's proof of success—enterprises that have benefitted from our expertise:

- A major financial services company saved a million dollars daily in interest payments when we cut its batch-window processing time by one hour—without any new hardware or software investments.
- After optimizing processes and the delivery methodology, we were able to maintain a large program with six people—whereas an India-based outsourcer required 10 people for the job.
- Another company cut costs by 25 percent after moving its workload to our Mainframe Solutions Center and received the same quality of work.