

IDC Study Connects New Host Access Technology with Average Savings of £3.2 Million Per Year

Submitted by: Attachmate

Monday, 28 June 2004

Attachmate customers participate in benchmark and quantify productivity gains

A new return on investment (ROI) research study conducted by IDC® reveals a direct correlation between new host access technology and significant productivity gains that quickly translate into net savings. The survey, 'Quantifying the Business Benefits of Host Access', focused on how organisations are managing host connections as well as evaluating ROI and the related business benefits of optimised host access. Undertaken by the independent market intelligence and advisory firm, IDC, the report is available for download at <http://www.attachmate.com/prIDC/>

Key Findings

IDC researchers interviewed 10 global companies, with average revenue of £1.5 billion, prior to and after using Attachmate® solutions for host emulation and access, centralised management and control, Web enablement, and legacy integration. The study quantified benefits in four major areas:

- Increased user productivity
- Cost savings from reduced training, hardware, and outsourcing
- IT productivity gains from reduced host administration and support time
- Increases in new revenue; capture of lost revenue

Numbers substantiate gains

Over a three-year period, companies reduced IT staffing costs by an average of £127,674 annually, eliminating nearly £500,000 in outsourcing, mainframe, hardware, and training costs. Increased user productivity had the most significant impact, with an average savings of £1.04 million. New revenue increased by an average of £1.25 million annually, including capturing previously lost revenue. Payback time was measured in months – from four to eight, depending on the implementation.

“As the report explains, host access and optimisation are critical for most large enterprises as they seek to leverage and extend their legacy systems. Demand remains constant with the continued use of mainframes,” said Michael Jensen, Area Director for Northern Europe at Attachmate. “The cost savings among Attachmate customers are both significant and tangible because our time-served solutions are robust - and therefore less inclined to generate additional support and maintenance costs.”

About Attachmate

Attachmate is the only all-mainframe connectivity expert in the industry, with technology and services for worldwide enterprises to leverage valuable mainframe investments. A Microsoft® Gold Certified, BEA®, Unisys®, and Sun™ iForce (sm) partner, Attachmate delivers productivity-focused innovation to customers. Information: www.attachmate.com or call +44(0) 1189 124000.

###

© 2004 Attachmate Corporation. All Rights Reserved.

Quantifying the Business Benefits of Host Access Solutions, L. Borovick, R. Perry, S. Rogers, © IDC 2004.