NAVIGATING THE FUTURE

MAINFRAME STAFFING

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AS THE MAINFRAME REMAINS A KEY ASSET FOR THE NEXT DECADE, SO DOES STAFFING ITS SUPPORT BECOME A KEY CHALLENGE.

STILL THE ONE.

"For 15 years, we've been hearing that the sky is going to fall. Well, I'm telling you now: the sky is starting to fall."

- Industry Insider

No one is surprised to hear that a single IBM z15 server can process one trillion web transactions per day with 25% better performance than the z14 mainframe, encrypt mobile and online banking transactions, or monitor those transactions with real-time analytics, allowing users to spot potential fraud.

What may surprise is that IBM Z mainframes support 87% of all credit card transactions and nearly $8 trillion payments a year, in addition to 29 billion ATM transactions each year, worth nearly $5 billion per day, in an era where the number of credit card transactions globally continue to rise. BMC's recent mainframe study shows that 59% of executives in 2019 recognize the mainframe as a platform for growth, vs 51% in 2018.

Yet there's a growing sense of urgency. Many longtime mainframe professionals have retired, and many more are approaching that point.

Some find it difficult to hire new personnel for a platform "awaiting sunset"; and the mainframe is less attractive to many younger technologists. As a result, mainframe skills are in increasingly short supply.

One industry insider told us (referring to mainframe skills availability): "For 15 years, we've been hearing that the sky is going to fall. Well, I'm telling you now: the sky is starting to fall."

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NAVIGATING THE FUTURE. Two problems loom: first, the ability to simply attract and retain the skills. And secondly, the scarcity of budget dollars to fund the transition of main-frame veterans to the next generation.

GTSG addresses both issues:

• We provide an environment for mainframe SMEs where skills are valued, and their needs for growth, ongoing education and affinity are met; and

• We help clients with the economics through the depth and scale of our resources, utilizing a fractional model frequently resulting in a reduced number of FTEs.

BROAD. DEEP. TENACIOUS.
For GTSG, mainframe is our heritage; core of our culture, one of the things we do best. Since our founding in 1988, we've been working with the mainframe. Those of us who realize what this platform is capable of –big iron pros – find this a place where they know that they can work on this platform for as long as they would like.

We have also proven our ability to train younger workers and to further develop talent in adjacent mainframe technologies which gives us all the confidence we need to scale our commitments as the workforce shortage intensifies.

SET YOUR OWN COURSE
What our clients find most attractive apart from our skills and proficiency – are our flexible models. We've been able to help our clients by leveraging pooled resources in an affordable model, readily scalable in both directions.

We regularly sign up to provide technical direction and accountability of customer personnel. Clients need not separate or repurpose their current mainframe resources: in fact, we can't recall a scenario where we displaced a mainframe resource.

As customer resources move on, we assume control of that scope. Cost efficiency generally improves as we absorb more, simply because of the shared model that we utilize.

If workloads are slated to be moved off the mainframe platform, we implement a fractional resource approach to staffing skills/roles requiring less than FTE. A corresponding decrease in effort is matched with a cost decrease.

WE SCALE TO YOUR SCOPE.
We normally find that our clients want us to function as part of the technical support organization. In short, we're part of the client's team. We're just bringing them a level of flexibility that comes from our scale, based on an ongoing commitment to the platform.

The mainframe is here for the foreseeable future. GTSG has supported it for over 30 years and for the next 30.

If we can help you, please reach out to us at 877.467. 9885 or Mainframe@GTSG.com.

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FOOTNOTES

1) https://finance.yahoo.com/news/ibm-super-computer-that-will-change-corporate-america-191323146.html retrieved 06.29.20

2) http://documents.bmc.com/products documents/56/16/515616/515616.pdf?elqTrackId=692795d00491426aaaed29d911e4431d&elq=983c48b5270e4f468c6 52 0b8da060fee&elqaid=7688&elqat=1&elqCampaignId=12194, retrieved 06.29.20