

What Is the Scope and Outcome of the MOW?

HP-EDS will construct a high-level Modernization Opportunity Report including a business case:

- Via a questionnaire and interviews with your subject-matter experts (SMEs) and stakeholders, we will gain an overview of legacy attributes such as platform, operating system, ISV applications, custom source-code and system interfaces.
- We will determine the potential transformation approach, schedule, resources, funding and risk.
- We will identify opportunities to improve business and IT agility, reduce costs, improve IT productivity and quantify the benefits.
- We will align the transformation strategy to your business needs and IT principles.

What Does HP-EDS Deliver?

HP-EDS will provide a high-level (20 to 30 pages) Modernization Opportunity Report:

- Recommendations for which applications should be modernized along with an initial plan showing the appropriate modernization strategy to be used (Re-host, Re-architect, Replace, Re-interface, Re-factor, Re-learn or Retire)
- Infrastructure modernization recommendations target platforms offering similar or improved performance, security and remote access service (RAS)
- Cost estimate with optimistic, pessimistic and most likely outcomes
- Critical success factors that will controls costs and maximize benefits
- Optional: return on investment (ROI) / TCO analysis

What Is the Fee?

The HP-EDS MOW is based on the scope of the applications being analyzed plus travel expenses. Your HP or EDS account manager will determine exact pricing depending on the scope and context of the project.

Tell Me More About the Process and Milestones

A MOW consists of six phases:

- **Kick-Off** – The Workshop and Project Kick-Off lasts two to three hours at your site to set the objectives, gain initial information, discuss options and agree on the key assessment timescales and milestones.
- **Information Gathering** - Following the Kick-Off meeting, HP-EDS will work with you for one to two weeks to gather all information pertinent to the investigation.
- **Mid-Point Review** – A two-hour meeting in preparation for on-site workshop, HP-EDS will review the information gathered to ensure it is complete, and discuss initial findings deduced from review of survey and code analysis.

- **On-site Workshop** – An eight-hour discussion with stakeholders representing legacy administration, operations, infrastructure, legacy architecture and code maintenance.
- **Analysis** – HP-EDS experts will spend one to two weeks reviewing your information and will finalize our modernization recommendations taking into account your business goals, IT strategy and architectural principles.
- **Recommendations Meeting** - HP-EDS specialists will visit your site for a two-hour meeting to present our recommendations, answer questions and get your feedback.

The MOW normally takes a total of four to six weeks, depending on availability of your and HP-EDS resources.

During the MOW process, HP-EDS specialists will also be available to conduct educational sessions to help you understand the methodologies, tools, target infrastructure and software which may form part of our recommendations.

What Resources Do I Need To Provide for a Successful Workshop?

- **Executive project sponsor:** A senior IT executive with a professional and personal interest in the project will be responsible for providing access to your resources, resolving escalations and making the decision to proceed assuming a positive technical and business case. We estimate two to three days of executive time is needed during the MOW.
- **Infrastructure specialist(s):** SMEs knowledgeable about the current infrastructure, including:
 - Server, network, input/output (I/O) and direct access storage device (DASD) configuration
 - IBM and third-party infrastructure software and middleware deployed
 - Current performance, utilization, capacity growth plans, service level agreements (SLAs)
 - Current operations and management processes

We estimate three to five days of SME time is needed during the MOW.

- **Applications specialist(s):** SMEs knowledgeable about the current applications portfolio:
 - Key applications functionality and business value (custom and ISV applications)
 - Applications strategies including planned enhancements, retirements and replacements of current applications
 - Access to source libraries to provide sample source code and applications metrics, for example lines of code, frequency of changes and so on
 - Current applications development environment – tools, middleware, processes and strategy

We estimate three to five days of SME time is needed during the MOW.

What Are the MOW Guiding Principles and MOW Governance Process?

- **Completion definition:** The MOW is defined as complete following delivery of the HP-EDS Modernization Opportunity report and on-site presentation. We also offer you the opportunity to submit reasonable clarification questions for a period of two weeks after this date.
- **Expected outcome:** Our objective is to provide you with strategic guidance and content for a business case to enable you to proceed with HP-EDS for a specific modernization project.
- **Recommended project management and communications process:**
 - Kick-Off meeting – on-site with your team

- Weekly HP-EDS conference calls with your team
- Mid-point Milestone Review (via Web-conference)
- Final recommendations presented to you on-site
- Issues and escalations:
 - HP-EDS – Sponsoring executive
 - You – Sponsoring executive
- Progress report-outs to HP-EDS and your executives:
 - At discretion of HP-EDS and your sponsors

What Happens After the Final Modernization Opportunity Report Presentation?

In many cases when multiple applications or business areas are involved in the scope, the final presentation will provide a high-level plan showing you how modernization can be beneficial.

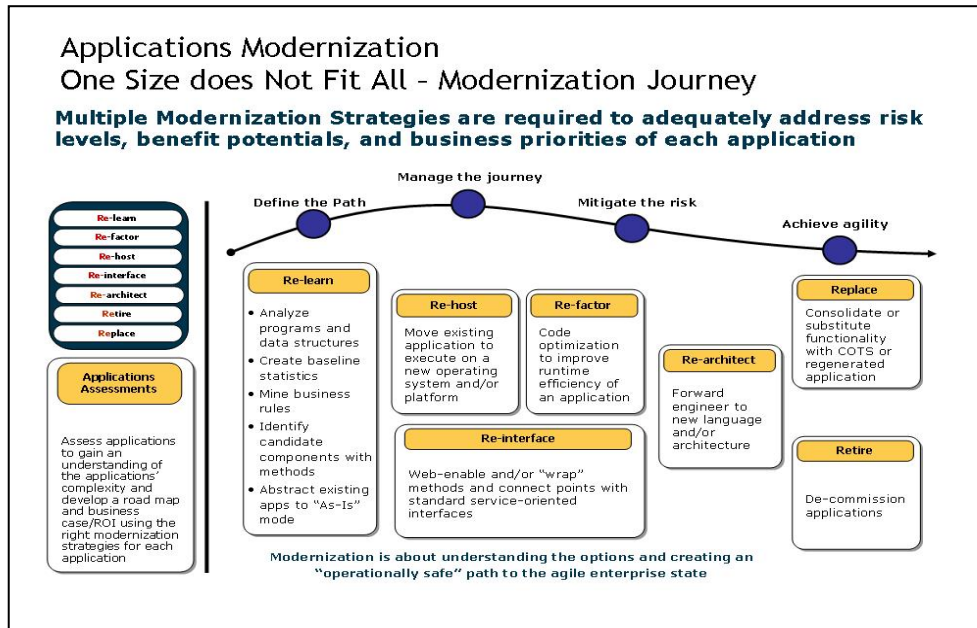
To execute that road map, HP-EDS will often recommend one of our detailed applications assessments as the next step. Those assessments look to:

- Further refine what strategic value the applications bring to the business
- Analyze details of the applications
- Drive to executable modernization plans.

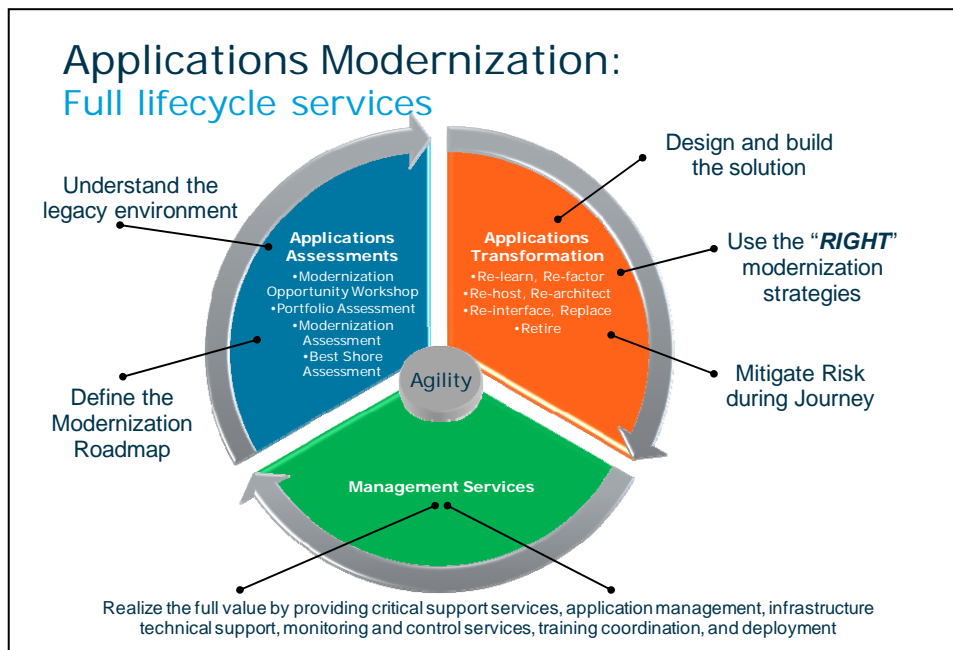
The assessments will develop a detailed modernization plan along with business cases so they can be executed directly. Our applications assessment types are:

- **Portfolio Assessment** – Examines your current applications portfolio and associated data assets to develop a high-level plan and supporting business cases to transform and optimize the applications portfolio.
- **Modernization Assessment** – Examines an application and associated data assets to determine the most appropriate modernization strategy and develops a plan and business case for modernizing to a more agile state.
- **Best Shore® Assessment** – Examines the suitability of applications for outsourcing, develops your specific optimal work placement scenarios and creates detailed transition and migration plans by weighing expected benefits versus probable risks.

If a single application is involved in the scope of the MOW and enough depth had been successfully collected, the recommendation might go straight into the execution of a specific modernization strategy. HP-EDS believe one size does NOT fit all and multiple modernization strategies may be required to provide you the most benefits.



HP-EDS will be your partner during the modernization journey and can bring together all of the services needed to reach your future agile state.



Appendix

The following is a more detailed view of the process the HP-EDS team will follow:

Step 1	Step 2	Step 3	Step 4	Step 5
Scope & Start-up	Current Baseline	Onsite Workshop	Finalize Deliverables	Present Deliverables
Review Scope & Approach	Complete Questionnaire	Discuss Critical Scenarios	Perform COCOMO Monte-Carlo Simulation	Discuss Findings Utilizing Visualization Tools
Identify Roles and Responsibilities	Categorize Application into Family (optional)	Identify Quality Attributes	Perform Sensitivity Analysis	Discuss Alternatives
Identify Business Drivers	Determine Code Sampling Protocol (optional)	Identify Transformation Options	Estimate Effort, Schedule, Resources	Agree On Next Steps
Discuss Application Functionality	Gather/Send Documentation	Complete COCOMO II Survey	Identify Industry Indicative Benefits	
Discuss Code Collection Requirements	Determine Data Storage, Reporting Metrics	Discuss Enterprise Architecture Strategy	Identify Critical Success Factors	
Deliver/Discuss Questionnaire	Determine User Interface/Data Interface Metrics			
Set Data For Onsite	Perform Code Analysis			

Our modernization strategies are:

- **Re-learn:** A discovery process that captures the intellectual property investment that has been made in legacy applications over many years, and enables that investment to be preserved and carried forward through modernization
- **Re-factor:** Code optimization to improve the run time efficiency of an application
- **Re-host:** Migration of legacy applications to lower-cost modern platforms without significantly changing the business features and functions
- **Re-interface:** Re-interface legacy applications by creating new screened and nonscreened interfaces to leverage and extend the application features and value
- **Re-architect:** Forward engineering applications to Java J2EE or Windows .NET Agile Application Architecture to enable true enterprise agility
- **Replace:** A framework to replace existing legacy applications with standard enterprise applications and industry standard applications
- **Retire:** Decommission legacy applications from the applications portfolio

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