Day-Timer Reduces Costs by 93% with Adaptigent

BUSINESS CHALLENGE

Reducing operating costs while maintaining efficiency is a desire for every business, yet achieving this goal is immensely challenging without the right tools in place.

Day-Timer—a world-renowned personal productivity solutions manufacturer in business for more than 60 years—was in this predicament, spending an overly significant portion of its entire budget annually to maintain its mainframe.

The company turned to Adaptigent to migrate its enterprise resource planning software to Windows Server® and Microsoft's .NET Framework®.

Day-Timer—now a subsidiary of ACCO brands—began an enterprise-wide cost-saving initiative, with the campaign focused keenly on its mainframe— an IBM 2086-130 running CICS and batch COBOL applications with VSAM data. However, it could no longer support the company's ERP system used for accounts receivable, order entry, shipping, and inventory management.

OVERVIEW

CLIENT
Day-Timer

CHALLENGE
Minimizing costs while maximizing efficiency

SOLUTION
Adaptigent's Intelligent Transformation Platform and Fujitsu Software NetCOBOL

Dennis Dorney, System Manager for Day-Timer, and his team also wanted to address Day-Timer's reports management, which included hundreds of reports used by various departments throughout the business, resulting in $22,000 in paper costs annually. The situation was even more difficult given that the company had 3270 green screens limited to 24 rows of 80 characters each.

> *"There were some workarounds for communicating with other systems, such as dropping FTP files somewhere and hoping they worked, but it was manual, very awkward, and not very effective."*
>
> **- Dennis Dorney**
> System Manager

SOLUTION

Rather than rewriting Day-Timer's current ERP suite of applications to support its operating desires, Dorney and his team weighed the available options. They knew they wanted to leverage a cost-effective platform such as Windows Server and take advantage of the Microsoft .NET Framework, but they were unsure of how any solutions would deliver results in a cost-efficient manner.

After some deliberation, Dorney and his team found tools from Adaptigent that would support Day-Timer's goal of reduced operating costs and improved productivity.

Fujitsu Software NetCOBOL, distributed by Adaptigent, and Adaptigent's Intelligent Transformation Platform, allowed the personal productivity company to migrate its applications to native Microsoft ASP.NET code where these apps ran over the business's intranet.

Adaptigent's Intelligent Transformation Platform tool converted the 3270 screen layouts to ASP.NET Web pages, while the CICS/COBOL source code was processed to route all CICS calls to the Intelligent Transformation Platform class library. Configuration information, including transaction codes and program mappers, was transferred to the web.config file in ASP.NET.

Adaptigent's tool handled the batch jobs. Overall, a team of six developers migrated 1,600 applications and completed 1,300 batch jobs during a 15-month period. Day-Timer's ERP suite now runs on IBM X3755 dual-processor server hardware, an IBM DS4700 SAN, and Windows Server.

RESULTS

Rather than spending hundreds of thousands of dollars per year on its mainframe, Day-Timer only spends $48,000 for its Windows Server deployment—a reduction of 93% compared to previous expenditures. The company now uses online reports, completely eliminating the large expense previously allocated for its report management.

Windows Server also allowed Day-Timer to reallocate resources used for a 12-person operations staff and three programmers to other tasks. Developers can now copy files to their desktops and perform tasks on local machines easily.

The original look and feel of Day-Timer's interface was kept intact, allowing staff members to access screens through Windows Internet Explorer without requiring additional training. This approach was so effective that Dorney asserted that "90 percent didn't even notice the difference" between the new and old models.

Day-Timer set out to reduce operating costs and upgrade its mainframe — both of which were accomplished thanks to Adaptigent. The company also experienced productivity gains and now uses a system that integrates easier with third-party systems, data, and applications such as FedEx Web service to calculate shipping rates.

With its updated IT mainframe in place, Day-Timer is now in a position to continue delivering time productivity tools for another 60 years.

OUR SOLUTION:

- Reduced costs by 93%

- Eliminated paper reports, which provided cost savings of $22,000

- Increased batch processing speed by 10%

- Increased developer responsiveness to changing business needs by 25%