MEET THE NEWEST COMEBACK KID—
The mainframe
Cloud is positioned as the next practical evolutionary move for business. Modern, agile, futuristic, inexpensive. What’s not to love?

Cloud can bring some big benefits, like major savings on mainframe licensing fees. Throw in rapid development capabilities, and cloud seems like a no-brainer, right?

But what about the process of migrating to the cloud? It’s not an easy point and click. And there’s an opportunity cost that comes with moving completely off the mainframe.
Protection you can rely on

One data breach. That’s all it takes for consumers and businesses alike to lose trust in a brand. Security is paramount, and they trust you to keep their information safe.

- Why do 92 of the top 100 banks in the world rely on the mainframe?¹
- Why do 10 of the world’s largest insurers and 23 of the world’s largest airlines trust the mainframe to keep their data safe?²
- Why do 88 percent of worldwide CIOs expect to operate on the mainframe over the next decade or more?³

Because they can’t afford not to.

Compromising your data can threaten your business, your clients, and your reputation—everything.

That doesn’t mean you can’t have the best of both worlds. There are scenarios where cloud offers benefits that shouldn’t be ignored.

Using mainframe and cloud to your advantage

A hybrid approach that offers the benefits of both mainframe and cloud is realistic—and efficient. The security, reliability, and scale of mainframe with a cloud-friendly DevOps environment offers flexibility and development speed to keep your business competitive and secure. And, for certain aspects of your business, a managed cloud-based system might make more sense.

Managing a hybrid approach is all in the know-how. Through Deloitte’s powerful alliance with IBM, we can help you simplify your mainframe architecture, refresh it, and integrate other solutions into the cloud—all designed for optimal performance.
Significant savings

There’s hype in the market about the cloud because it’s less expensive—but there’s also a massive cost to migrate data to the cloud. This can run tens of millions of dollars and expose your company to cyber risk.

Luckily, there are ways to keep your mainframe running and still save money. Deloitte can walk you through consolidating your mainframe and simplifying its architecture to help unlock cost savings.

**FACT**

Consolidating your servers and moving Intel servers to zLinux can save millions of dollars per year. Deloitte helped a large national bank save $12 million a year in licensing fees just by running Oracle under zLinux on their mainframe.
Unmatched security

Think about the heart of your business and the cost of a potential breach. Storing your most important data on the mainframe keeps it safe and your reputation intact.

The IBM z14 mainframe is one of the most advanced mainframes in history—all thanks to pervasive encryption. It encrypts all the data on your mainframe and once it’s encrypted, it stays that way even if it moves off the mainframe. Additionally, LinuxONE and z14 systems encrypt 100 percent of your application, cloud service, and database data at rest and in-flight. These capabilities help prevent anyone, including system administrators, from taking control of the system, accessing data, or changing applications.

**FACT**

IBM z14 delivers 99.999 percent application availability.
Won’t stop reliability

FACT
The mean time between failures of mainframes is not measured in months or years—but in decades.

Here’s why: Imagine your business has two mainframes, one in Singapore and one in New York. If both are included in your disaster recovery plan and one goes down, it writes to the other one in real-time. The second mainframe picks up at the exact spot where the first one went down, and continues to run mission-critical operations until issues are resolved. Once the first mainframe is back up and running, it writes to the second and regains complete control.

All without missing a beat. All without sounding the alarm.

That kind of reliability is hard to top.
Time-tested performance

Mainframes are recognized as some of the fastest transactional systems in the world. They are built for billions of daily transactions from a number of different mobile devices. Now that’s digital.

Did you know that mainframes were the very first “cloud”? Cloud’s original claim to fame was how quickly it got your applications up and running. But now, the latest mainframes are closing the gap. DevOps is key to developing and implementing new applications with speed.

Deloitte’s DevOps and application modernization teams can help update your machines to current code—improving efficiency and costs while reaching peak performance.

Mainframe is alive and well


According to one survey, 93% of executives believe in the long-term viability of mainframe—the highest percentage in the last 13 years.5

We know business is at a crucial fork in the road, so reach out and start a conversation with us about a hybrid mainframe and cloud solution. After all, can you really afford not to?

5The 2018 BMC Mainframe survey was open between May 15, 2018 and June 1, 2018. It was distributed worldwide and offered in six languages: English, French, Italian, Spanish, German and Portuguese. 1,222 surveys were completed.
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