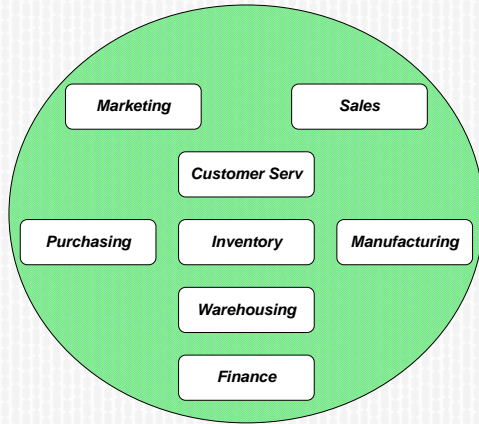**GEMKO Information Group, Inc.**

Information Systems Specialists

System i Application Modernization – "A Journey"

an EMo21 "just right" client solution
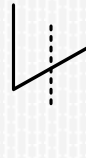
Modernization – Our View

Marketing
Sales
Customer Serv
Purchasing
Inventory
Manufacturing
Warehousing
Finance
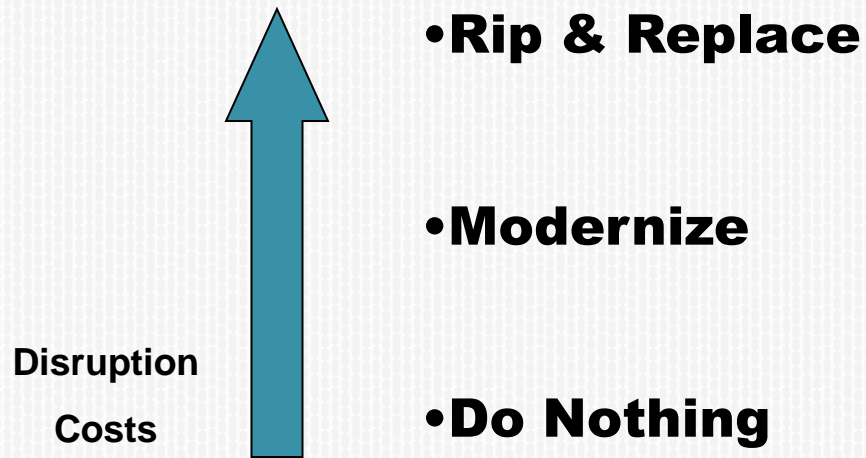
Business Challenges / Requirements

existing systems are CONSTRAINED

- **Information Access**
- **Data Integrity**
- **Transaction processing**
- **Human Exposure**
- **High Maintenance costs**

Typical Organization
Does not include Supply Chain

Typical Drivers

Common Issues

Modernization - Top "3" Solutions

- **Rip & Replace**

- **Modernize**

Disruption

Costs

- **Do Nothing**

All 3 have Pro's and Con's

(differs by organization)

Modernization Solutions

Criteria for a good solution:

* Must remove system constraints / limitations
* Must remove existing business exposures
* Must reduce total cost of application ownership
* Must maintain low disruption to my business
* Must provide quick ROI / Value (weeks/months opposed to years)
* Leverage past investments
* Use modern day technologies and best of breed practices

EMo21 Modernization – a "Just Right" client solution

Who benefits most from our Solution?

Companies that:

* have constrained System i custom software applications.

* have exposure due to limited software application knowledge centered on and dependent on a few experts.

* spend a majority of their I.T. budget just on maintaining custom software.

EMo21 Modernization – a "Just Right" client solution

Why is our solution essential to consider now?

- ✖ Legacy software applications need to be flexible and adaptive to service your customers and meet the changing needs of the business.

- ✖ Doing nothing negatively impacts your business today and ultimately your bottom-line.

- ✖ Our solution is more cost effective and less disruptive than replacing your customized software.

EMo21 Modernization – a "Just Right" client solution

Why is our solution unique and different?

Meets the criteria for a "good solution":

* Leverages and exploits your existing investments.
* Imposes minimal disruption to your business.
* Yields value and ROI through steady continuous improvements.
* Manages your investment and pace through our defined repeatable process *(all value is retained up to point of stoppage).*
* Minimizes requirements for additional 3rd party licenses.
* Strengthens your database and core applications vs. just taking green screens to a graphical interface.
* Requires a minimal commitment, risk, and investment to get started.

EMo21 Modernization – a "Just Right" client solution

How our solution enhances your applications ?

* Sustains their longevity.
* Removes their constraints and limitations.
* Positions them to be responsive to your business needs now and in the future.
* Extends their accessibility and interoperability.
* Leverages past investments in them.

EMo21 Modernization – a "Just Right" client solution

Immediate Benefits ?

* Lowers your application's total cost of ownership.

* Yields ROI in weeks/months vs. years.

* Provides direction and a process for strengthening your applications (a continuous improvement journey).

EMo21 Modernization – a "Just Right" client solution

Positive impact on staff ?

* Provides your end users with unconstrained software, positioning them to better perform their job and serve your customers.

* Positions the executive team to have confidence in the data they are using to make critical business decisions.

* Strengthens and empowers the skills of your I.T. staff, unleashing their capacity.

EMo21 Modernization – a "Just Right" client solution

Why GEMKO?

* Authors of 21st Century Midrange Developer training, the foundation for our solution.

* Subject matter experts recognized by IBM through our participation in creating IBM certification exams.

* We deliver a "just right" solution for you company, not a one size fits all "too big" or "too small".

* We strengthen and empower your staff with the skills necessary to sustain your applications.

* Our solution is consistent with IBM's System i developer road atlas.

EMo21 Modernization – a "Just Right" client solution

What we do:

* Provide Direction
* Engage in a repeatable process
* Become part of your team
* Empower through education and knowledge transfer
* Focus on and address all 3 layers of a system:
  1. Database
  2. Business logic / rules
  3. User Interface
* Provide continuous staged improvements (ROI)

EMo21 Modernization – a "Just Right" client solution

How we do it:

1. Perform a Needs Analysis
2. Define a Solution Concept for a focused area
3. Perform general system cleanup / readiness *(1 time)*
4. Conduct 21st Century Developer training *(1 time)*
5. Perform Data Strengthening
6. Perform Read-only gentle refit
7. Perform Update-capable gentle refit
8. Live / decommission
9. Step back review what learned / define next focus area / return to step #1

Next Step?

Work with a GEMKO representative to further evaluate how GEMKO's System i line of business can add value to your organization:

- Michael Budzich
  (mbudzich@gemko.com)
  716-250-5531

- Stephen Kait
  (skait@gemko.com)
  716-250-5536