ZETALY

Cost Control

Take back control of your mainframe budget
Dealing with the complexity of mainframe costs

Mainframe costs include all expenses associated with the acquisition and maintenance of your mainframe. We usually distinguish six cost categories: Hardware, Software, People, Network, Storage and Facilities. Taken together, they represent the Total Cost of Ownership (TCO) of your environment.

Although most of these costs are relatively easy to understand, this is not the case for the software part. In fact, there are many licensing agreements for IBM software alone. Licenses can be either temporary with a monthly payment term (Monthly License Charge-MLC) or perpetual, as in the case of the IBM IPLA products, and paid once upfront (One-Time-Charge - OTC).

Also, billing can be based on Machine full capacity or sub-capacity, and then be variable or fixed. Specific fees may apply to certain workloads, certain uses or certain configurations.

Products with Monthly License Charges are billed monthly according to use, which means they have evolving costs. As consumption is measured once a month and billed the following month, you have to wait at least one month and sometimes up to two to find out how much it is going to cost you. This further complicates any cost control initiatives you might put in place.

Nor is it easy to negotiate terms and conditions for your software contracts. Any contractual overrun can cost you a penalty of around 20%. If, on the contrary, you overestimate your consumption, you might lose whatever you have overpaid.

Besides, today's mainframe supports more and more web applications meaning less predictability. As such increased vigilance is essential if you are to avoid cost overruns.

The solution lies in your ability to understand what influences your costs, to meet your contractual commitments and to predict how these costs are likely to evolve.
A Mainframe Analytics solution to control costs & keep track of your budget

ZETALY Cost Control (CC) is an analytics solution designed to control the financial impact of your mainframe.

Through a modern, easy-to-use interface, the solution gives you instant visibility of your costs to help you make informed decisions.

ZETALY Cost Control
A comprehensive solution for financial analysis

- See the costs of your current production in near real time
- Track your mainframe budget and prevent overruns
- Understand cost factors, trends, and distribution between software
- Keep an eye on your contractual commitments to stay within budget
- Assess the impact of business activities on mainframe costs
- Simulate different pricing strategies to find the most profitable one
- Automate chargeback reporting for internal and external customers
- Track your mainframe budget and prevent overruns
- Keep an eye on your contractual commitments to stay within budget
- Simulate different pricing strategies to find the most profitable one
- Automate chargeback reporting for internal and external customers
See the costs of your current production in near real time

Could you wait two months to check your bank statement to manage your personal finance? And yet, this is the amount of time it takes to get the software bill for your current consumption.

To gain visibility, ZETALY CC first collects your consumption data in near real time. Next, it calculates the actual costs and reports them in the currency of your choice. These calculations factor in your various contracts and associated pricing models.

Understand cost factors, trends, and distribution between software

If you want to bring your mainframe costs under control, you need to know where they come from.

ZETALY Cost Control is here to help you understand your consumption and its impact on your costs. Through detailed analytics dashboards, you can analyze what is driving costs at the infrastructure level (CPC, LPAR, ...) and at the software level. Using the history, you can also monitor your costs over time and make projections.
Assess the impact of business activities on mainframe costs

In order to calculate the ROI of your mainframe platform, it is necessary to link costs to your different business activities. How much does your customer database cost you today? Your credit card payment service? Your invoicing service?

ZETALY CC links a business activity to its actual cost. Knowing the costs of a specific workload, application or business unit has never been easier.

Automate chargeback reporting for internal/external customers

Every organization has its own chargeback methods, and these can be complex. As a result, manual calculations may be tedious. You also need to be able to justify the costs you charge back to your customers.

With ZETALY CC, specify your chargeback rules and get a detailed report for each of your customers. These reports include details of resource consumption and associated chargeback costs.
Track your mainframe budget and prevent overruns

Being able to monitor your budget is one of the keys to cost control.

ZETALY Cost Control helps you track the consumption of your annual budget month by month. With projections, forecast when you might go over budget in order to take corrective measures. You can also track your budgets and its components year-by-year.

Keep an eye on your contractual commitments in order to stay within budget

Failing to meet your contractual commitments can have a strong negative impact on your budget.

Add your current contractual agreements and licensing terms in ZETALY CC’s settings. From there, you will be able to monitor how you are doing in real time and know in advance if your current consumption puts you at risk of future overruns.
Simulate different pricing strategies to find the most profitable one

It’s not always easy to find your way through the IBM pricing portfolio. Least of all to know which is the most attractive for your organization.

In ZETALY Cost Control, you can simulate different pricing strategies. The outcome is a comprehensive dashboard which tells you what your invoice would have been if you had an alternative pricing strategy. Evaluating the impact of a contractual change surely brings power for negotiations.

Improve the profitability of your mainframe with ZETALY Cost Control

By providing a 360° view of your mainframe costs, ZETALY CC helps you to increase the profitability of your environment:

- Optimize and reduce mainframe costs
- Identify cost reduction opportunities
- Stay within your annual budget
- Get a better understanding of your cost structure
- Gain increased visibility of your mainframe ROI
- Easily build a strong investment case
- Make the case for mainframe competitiveness
- Get sharable explanations to justify extra costs