Analyze This... Are analysts killing the mainframe? (Sam Knutson)

Dr. Ben Sobel: That's it! Over! I'm no longer your doctor!

Boss Paul Vitti: What? 'Cause of this?

Dr. Ben Sobel: Because of this little DOUBLE HOMICIDE? YES!

Analysts

- Perception is that analysts never say anything good about the mainframe. Is it true? Can they help? Asking good questions of the right people improves your results
- Gartner and Forrester are perhaps best well known analyst firms
- Forrester and Gartner are predominantly industry analysis firms, the majority of their revenues coming out of research and advisory services (RAS), which means they sell subscription to research including access to their analysts via inquiry calls.
- There are others IDC, Intyllnx, Ptak, Mainframe Analytics, Bloor and more
- Vendors brief analysts to inform them and use inquiries to consult them
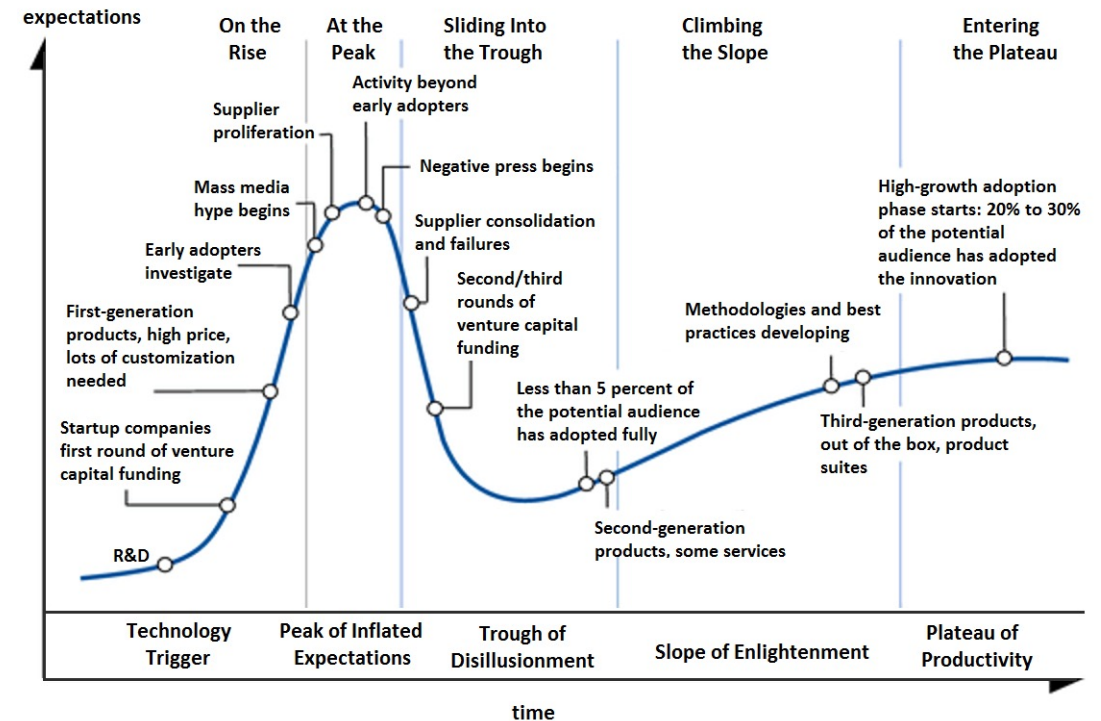
Analysts

- Access to research notes and access to analysts is restricted to subscribers and it is important to respect the copyrights and restrictions of work from any analyst firm

- Reprints for some notes may be purchased by Gartner clients like IBM, BMC, Compuware, Broadcom generally when those notes reflect well on the market or products of the Gartner client

- It is not unlikely that your company is already a client and the seat holder may be able to ask questions (inquiry) of analysts and review research notes for you

- Today it is unlikely that Hype Cycles or Magic Quadrants larger deliverables from Gartner or other analysts (Waves from Forrester) that survey technology areas will focus on or even include mainframe technology

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Gartner Analysts with some focus on the mainframe

- **Mike Chuba** https://www.gartner.com/analyst/202/Mike-Chuba
- **Thomas Klinect** https://www.gartner.com/analyst/76132/Thomas-Klinect

Mike Chuba
Managing Vice President

38 years at Gartner , 37 years industry experience
Stamford, CT USA

Roles and Responsibilities

Mike Chuba is a Managing Vice President in the Infrastructure and Operations group within Gartner's IT Leaders research area. Mr. Chuba has covered the data center and large-system marketplace for Gartner for the past 37 years, with specific focus on the IBM mainframe market. He assists clients with their mainframe strategy and mainframe procurement.

Areas of Coverage
Servers & Storage

Mike Chuba's Recent Gartner Activity

Latest Research

What IBM's z15 Announcement Means for I&O Leaders
17-Oct-2019

Considering Leaving Legacy IBM Platforms? Beware, as Cost Savings May Disappoint, While Risking Quality
21-Mar-2019

What IBM's z14 Announcement Means for I&O Leaders
11-Dec-2017

Thomas Klinect
Sr Director Analyst

3 years at Gartner , 35 years industry experience
SC USA

Roles and Responsibilities

Thomas Klinect covers application modernization for mainframe, iSeries, distributed (Windows & Linux/UNIX) and cloud platforms. Mr. Klinect has a deep understanding of Relearn, Refactor, Rehost, Re-interface, Re-architect, Replace and Retire strategies for modernization. Areas covered are; * Gas and oil * Retail * Entertainment * Healthcare * Financial/Insurance * Telecommunications * Utilities * Consumer goods/service * Government - Federal - State - Local - DoD Mr. Klinect provides "been-there, done-that" analysis of tools, best practices, and techniques. He also provides insight and understanding in the following phases of a modernization effort; * Business case development * Analysis * Program development * Deployment * Maintenance With his deep understanding of all parts in a legacy and modern enterprise, he offers guidance for a complete understanding of application modernization programs. In short, when it comes to modernization/transformation he is knowledgeable and can speak to members of the board, down to the technical.

Thomas Klinect's Recent Gartner Activity

Latest Research

How to Maintain Operational Viability as I&O Experts Retire
24-Jan-2020

Building a Multiplatform Application Modernization Business Case
11-Nov-2018

Filling Legacy Platform Vacancies Is Not Difficult With Simple Organizational Changes
11-Nov-2018

Gartner

- Gartner also publishes MIPS charts for IBM mainframes
- Gartner published notes do have some positive conclusions about the mainframe platform ex.
  - Filling Legacy Platform Vacancies Is Not Difficult With Simple Organizational Changes Refreshed 11 November 2019, Published 23 July 2018 - ID G00352217
  - Considering Leaving Legacy IBM Platforms? Beware, as Cost Savings May Disappoint, While Risking Quality Published 21 March 2019 - ID G00383838
  - What IBM's z15 Announcement Means for I&O Leaders Published 17 October 2019 - ID G00450911
  - Extend DevOps Across the Enterprise by Embracing Open-Source Toolchains for the Mainframe Published 10 January 2019 - ID G00368508

Rubin Mainframe Economics

For every $1 that's spent on infrastructure costs, **mainframe organizations** earn

$10.55

while **server-heavy organizations** earn only

$8.22[1]

Find all three papers Dr. Rubin wrote in 2016 free on compuware.com under https://compuware.com/mainframe-economics/

[1] Dr. Howard Rubin, Rubin Worldwide, former Gartner Senior Advisor

Summary

- Learn what subscriptions to analyst firms your company has and if there is research that you are entitled to use
- Effectively engage with analysts by understanding WHO you are speaking to at an analysts firm and if there are others who might have different opinions and
- Seek mutual assistance from IBM and vendors in addressing analysts opinions by leveraging executives, architects
- Be a mainframe mythbuster bringing facts and relevant opinions to the table!
- Industry analysts can be a great asset in bring powerful opinions and research to the table especially if you ask smart questions of the right people