

## RICH'S

### Client

Name: Rich Products Corporation

Location: Buffalo, NY

### Business Situation

With over \$2.6 billion in annual sales, Rich Products Corporation (Rich's) is known around the world as the founder of the non-dairy segment of the frozen food industry and a leading supplier and solutions provider to the foodservice, in-store bakery, and retail marketplaces. In 2000, the company's IT organization began a general consolidation strategy, replacing its core, mainframe-based systems with SAP on Windows Servers. By 2004 only the critical business applications, including sales and cost systems, remained on the IBM S390 mainframe. These applications, which comprised more than one million lines of code, could not be implemented easily within SAP or replaced with other packages. Additionally, these systems utilized old technology, including DMS/CICS/VS screen handling, OS/VS COBOL, VSAM files, and a small DB2 database.

### IAI Solution

Information Analysis, Inc. (IAI) has been actively working as a systems integrator specializing in mainframe migrations, utilizing its own suite of conversion tools (ICONS) along with the Micro Focus product line, which provides a full CICS/COBOL/JCL environment on the Windows and Unix platforms. Having performed a previous conversion for another food supplier moving from older DMS/CICS/VS to newer, standard CICS with BMS for screen handling, IAI was the best choice for Rich Products.

IAI used a two-pronged approach to this project, since the on-line applications required conversion and migration, while the batch applications and data required migration only. IAI assisted the client with the installation, configuration, and use of Micro Focus Studio, so the batch applications and data files could be migrated to the new Windows platform. The DB2 database was rehosted to an Oracle database on the Unix platform, so the client could take advantage of their existing Oracle license. During this migration period, IAI used the ICONS suite to convert the DMS/CICS/VS on-line code, creating new BMS screens and CICS COBOL programs to process them. IAI delivered the converted code to the client in logical work packages, so the client could test the new programs and screens on the mainframe, thus verifying the accuracy of the conversion. After mainframe testing, the new code was migrated to the Windows platform.

The entire conversion and migration was accomplished in 6 months. IAI continued to provide support to Rich Products, throughout acceptance testing, system testing, and production implementation.

### Partner Technology

IAI and Rich's used the Micro Focus Studio and Micro Focus Server for Mainframe Migration products. These products allowed them to retain CICS screen handling, COBOL, and JCL with minimal changes to the batch code. The Revolve analysis tool provided new documentation for their system and assisted in

identifying components. The Integrated Development Environment (IDE) and its step-by-step debugger allowed programmers to identify and fix bugs very quickly.

## Benefits to Client

Due to the elimination of maintenance costs for hardware and software associated with the mainframe, Rich's anticipated a return on its investment in the project in less than two years, making that money available for new projects. Another critical factor contributing to ROI is the reduction in personnel costs required to maintain Rich's system.

## About IAI

IAI is a publicly traded Company (OTC:IAIC) that provides a full range of IT services, specializing in eBusiness solutions, enterprise portals, system migration and modernization, and enterprise application integration. In business since 1979, with headquarters in Fairfax, Virginia, IAI provides services to government and commercial clients throughout the United States. IAI is a Micro Focus business partner and a member of the Micro Focus Migration and Transformation Consortium, Oracle Modernization Alliance and the Microsoft Mainframe Migration Alliance.