



CompFort Meridian

Towards a common future

Our Mission

“To be a leading, dedicated and independent supplier of IT management solutions that assist our customers to get the highest business value out of IT.”

- If you want to be the best, you need focus
- This is what we do and we do nothing else, no conflicts of interest
- No HW, no infrastructure platforms
- No applications (but see later also)

IT Operations versus IT Innovation

- Forrester 2006: 75% vs 25% of IT Budget
- What would be the value to your business if you turn this around to 25/75, i.e. triple your innovation budget within the same IT budget?
- Recent surveys: 60/40 or even 55/45 are already possible!
- Current crisis and lower IT budgets
 - Where do you squeeze?
Innovation or Operations?

Not only about lowering the IT Operations costs

- On the IT Operations side, optimization also means better business value:
 - Better Service (SLM) at lower costs. Response times and performance. Availability. Flexibility.

And

- Compliance
- Security
- Risk Management

- ***Business Value is what you deliver***
- ***IT Management is what you do***

There are many different links in the whole chain between business and IT, some closer to business, some closer to IT

Disciplines like for instance BPM, Information Management and the logical design of applications are not necessarily the exclusive domain of IT Management.

But certain repetitive processes in application development are, such as physical design, testing, maintenance, performance, Change Management and ALM in general.

A new IT Management Solution is a Project

Project Management

- Agree and describe the goals in terms of “ist” and “soll”, with the greatest emphasis on the business relevance
- Agree and describe the three P’s:
 - Processes – many Industry Standards (such as ITIL)
 - People, i.e. the internal organisation related to the processes: who is responsible for what?
 - Products, i.e. Technology

A Project that has not been described and agreed as above has a (very) low chance of success!

There will always be many (potential) Projects

Portfolio Management

- Constantly monitor all your Projects in terms of agreed Goals as well as the three P's.
 - Have the business priorities changed?
 - Is the Project (Program) on track in all the three “P” area's? New (breakthrough) technology around? Organizational changes?
- Reallocate priorities and budgets accordingly.



CompFort – now and in the future

- Established in Poland since 1990
- Approximately 120 employees of which 60% high level consultants
- FY'2008 revenue about 95 mln PLN (€ 28 mln)
- Head office in Warsaw – also the base of our Open Systems activities.
- Recognised top-level expertise on Mainframe platform - run from our Łódź office. State-of-the-art z-Series for tests / development.
- Representing major international vendors, such as BMC, Symantec, Serena, Checkpoint, Juniper, Websense and others.
- Customers in Poland include the biggest players in finance, telco and manufacturing and public sectors.
- Further expansion in CE and Russia planned and in progress
 - Compfort International



CompFort and BMC

- Representing BMC Software in Poland since 1995
- The only BMC partner in Poland covering the full BMC portfolio on Mainframe as well as Open Systems
- The de-facto choice in Poland of BMC ITSM solutions
- Only provider of BMC mainframe solutions
- Leading BMC IdM Competence Centre in Europe
- Close cooperation with BMC Consulting Services – for leading-edge projects and solutions.
- Help desk support for all BMC solutions (7x24)



BMC FORUM
POLAND 2009

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Thank you

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