

**How did an Online business solve the Mainframe  
Cost & Performance challenge?**

**This** case study outlines for you how the zWR (zWorkload Reporter) solution together with our IBM z Optimization Professional Services helped a market-leading specialized retail business to obtain optimal advanced performance tuning on their Mainframe system. This combination of services and zWR enabled the customer to meet their SLOs during peak periods and achieve optimal MSU MLC Cost Reduction savings.

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**Client**

A Market-leading specialized online retail business with products distributed all around the United States and worldwide.

**Challenge**

The online retail business is a very competitive industry with low margins, this business environment requires continuous improvement and cost-saving opportunities across the board. In this context, the customer's senior management requested that the mainframe team reduce the cost to their platform.

This was challenging as this industry is highly sensitive to performance peaks due to unpredictable customer buying patterns. This limitation requires careful analysis of peak period patterns to ascertain optimal MSU reduction without impacting performance and SLOs during peak periods.

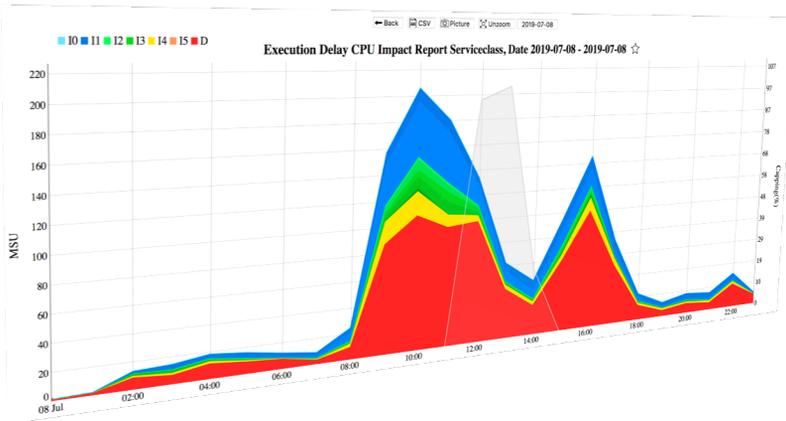
## Solution

The process started with a zWR Extended Performance Analysis (EPA), which included in-depth analysis findings and recommendations on how far the MSU MC costs could be reduced safely without impacting performance.

**In the first phase**, we had to optimize the system, especially in the areas of WLM Performance Tuning and PR/SM Weighting Factor & Logical CP Configuration optimization. And then, fully understand the CPU utilization patterns and carry out statistical analysis.

**In the second phase**, we analyzed and projected the maximum MSU reduction potential that would not impact performance and SLOs in the peak season. The advanced Performance Tuning completed and MSU MLC Cost Reduction initiative positioned our customer for optimal performance tuning to meet their SLOs for peak periods and peak season along with very significant MSU MLC cost reduction savings.

**As the third and final phase**, the customer wanted to quantify “before and after” performance impact and the financial benefits model.



## Follow up

The zWR EPA services engagement provided cost savings beyond what was originally anticipated by the customer. In addition, the performance during the peak periods experienced a boost. After one year the mainframe system achieved...

- very significant MSU reduction of **62 MSUs**
- an approximate **“Return on Investment (ROI)” of 534%**
- Cost **savings of \$534,000** in the first year
- a **Break-Even point** after just **4 months**

*With the implementation of zWR and EPA services, this customer reduced the MSU consumption by 37% along with significantly improved system performance.*