



**When AIB decided to eliminate the licence charges incurred for an old CA-Telon system they looked for a vendor with good replacement development technology and enough experience to seamlessly manage the changeover. TSG Software (TSG), with over 20 years of migration experience, was well positioned to do that.**

### About AIB

Allied Irish Bank (AIB) employs 25,000 people worldwide and has major operations in Ireland, Britain, the USA, Poland and representative offices all around the world. In the Republic of Ireland specifically there are over 275 branches and outlets.

### The problem

Some legacy mainframe systems used at AIB had been developed and were being maintained using CA-Telon. These required annual licence fees to be paid for both the CA tool, and for the 'run time modules' required for execution.

On top of the high licensing costs, the scarcity of trained developers was a problem too. The in-house CA-Telon talent pool amounted to a handful of developers out of a team of several hundred, and though training courses for CA-Telon were available, they could not replicate the experience needed to use CA-Telon effectively.

The combination of licensing costs and resource issues persuaded Garry Carroll, Mainframe Technical Support Manager for AIB, to find a replacement tool. He explains:

"With several thousand programs running we found that we were spending significant money each year on licences for a system that was rapidly becoming out dated. What's more, the older the system became the more maintenance it required, and the more of my time it required to manage it."

*"The TSG approach was great - they handled it all!"*

### The solution

The solution provided by TSG was based around the CaseGen technology and gave AIB a new development tool that could be used by the existing CA-Telon trained developers, that was far easier to learn, and that avoided the costly licence fees. Peter Grieves, Managing Director of TSG, describes the migration process:

"We started by providing replacements for the embedded run time modules, so that AIB could continue to run the original Telon-generated programs but immediately stop paying the run time module licence fees.

We then converted all their existing Telon programs into new, well-structured native Cobol or PL1 code that did not need any run time modules, thus permanently eliminating the run time module licencing cost.

Finally, we provided CaseGen Enterprise, a new replacement development tool that would allow AIB to efficiently maintain the new programs that we had provided and that, being PC based, was far more convenient."

Not only did AIB significantly reduce thier licensing costs, but the systematic approach adopted by TSG made it possible to transition to the new tool without any breaks in service. Garry Carroll explains:

"The TSG approach was great because it allowed us to transition to the new tool without having to stop using the old one, and meant we didn't lose any time during the switch. From replacing the run time modules to migrating the source code and supplying the development tool - they handled it all! There was, of course, some requirement for input from our teams in establishing configurations and implementing changes to production systems, but this involvement was a small percentage of the total effort. "

### Problem

- High licence cost of CA-Telon system
- Scarcity of trained Telon developers

### Solution

- Seamless migration to CaseGen
- Removal of run time modules

### Benefits

- Significantly reduced licensing costs
- Improved development tool
- Minimum downtime
- No training or hiring costs

### The Outcome

AIB recouped the cost of the migration within one year through licence fee savings alone. They also benefited from a vastly improved tool that was more simple to use than CA-Telon.

Furthermore, similarities between CA-Telon and CaseGen Enterprise meant that AIB could deploy their CA-Telon trained developers on the new tool, avoiding the costs of hiring new developers or training existing staff.

The cost savings and significantly lower maintenance requirement of the new tool have allowed resources to be allocated to new projects.

### In summary

TSG's development tool significantly reduced licensing and maintenance costs for AIB. Their experience in this type of migration allowed the transition to take place with minimal impact on business for AIB. Their automated system allows migrations to take place more consistently and with a higher quality than most other migration providers.

## Contact TSG Software

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