



Health and nutrition retailer migrates to a .NET environment, cutting cost and reducing batch processing time by half

Headquartered in the United States, what began as a small health food store, has today grown into a global icon in specialty health and nutrition products. Achieving impressive success over the years as a leader in herbal supplements, vitamins, minerals, diet products and sports nutrition, the retailer now has over 8,000 locations and franchise operations globally.

With such an expansive footprint, the retailer sought a way to upgrade its 42-year-old mainframe in favor of a cost-effective system that could streamline operations, reduce costs, and increase profitability to shareholders. The business believed this would support its long-term growth strategy to enhance its competitive position in the marketplace. A flexible migration was the only way to cover all of these bases.

## CHALLENGE

### Legacy data made selection process tricky

With an eight-decade history, the health and nutrition retailer had amassed a significant amount of legacy data. Its system, which was an IBM Mainframe, utilizing z/OS 1.10, DB2 8.1 and CICS TS 3.2, consisted of more than 2,300 batch COBOL, 1,500 online and 30 assembler programs. The company's batch application system included more than 3,600 JCL batch streams and 16,000 GDG files. Overall, 12,000 tapes were stored in inventory.

The business realized it needed to select a migration tool that would not compromise this critical data, all while achieving the goal of improving its competitive position in the marketplace. In addition, a primary driver for migrating to a more flexible, agile platform was to cut cost and improve performance. *"As we continue to grow, it's crucial to protect our investment in legacy data, while preparing to handle increasing operations worldwide. To help us retain a competitive position, we needed to move to a platform that would grow with us, and GT Software was the best choice for getting us there,"* said the migration product lead.

## CLIENT

Health and Nutrition Product Retailer

## INDUSTRY

Retail

## HQ

United States

## CHALLENGE

Needed to migrate mainframe while preserving existing applications

## SOLUTION

GT Software's Migration  
Fujitsu NetCOBOL (Distributed by GT Software) GT Software's Neo Suite  
- NeoKicks®  
- NeoBatch®  
- NeoData®

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-Migration Product Lead

## SOLUTION

### Migrate to .NET

Ultimately, the health and nutrition retailer chose GT Software to help in the migration process. Specifically, GT Software's Migration Solution, including NeoKicks®, NeoBatch® and NeoData®, were used to make the migration seamless and low-risk. Fujitsu NetCOBOL for .NET® was also utilized for the project, as GT Software is the distributor for the vendor's NetCOBOL offerings outside of Japan.

The decision to select GT Software's Migration Solution was a wise one, as it generally provides users cost savings that average between 60 to 80 percent, all while improving performance. NeoBatch helped the retailer cut their batch-processing time in half. NeoKicks was used to convert CICS BMS maps and associated COBOL programs to ASP.NET pages to preserve the business logic and look of the original mainframe applications. The combination of these tools and NetCOBOL for .NET enabled the retailer to protect, convert and efficiently migrate their legacy data off of the mainframe.

## RESULTS

### Reduced batch-processing and cost savings beyond expectations

The client benefited greatly from GT Software's Migration Solution, experiencing results that exceeded project expectations, including:

- 50% reduction in required batch-processing time
- Increased operational agility working in a .NET environment
- Integration of legacy COBOL applications and modern programming languages
- Data migration from mainframe allowed more flexibility and savings than anticipated
- A reduction in data center energy consumption and utility bills
- An increase in data center real estate by eliminating the mainframe footprint

No new tool is worth much if it is a challenge for users. Luckily, another advantage of working with GT Software is the ease of use of its products and solutions. The client's staff members received valuable instruction on the application and system requirements of each product. As a result, the IT department was able to support the company's high performing infrastructure. *"With GT Software's Migration Solution, our migration to .NET was seamless and efficient. We are pleased with the cost savings and 50% reduction in batch processing time. As an added bonus, we've also been able to conserve energy!"* stated the migration product lead.

Remaining stagnant is a surefire way for any successful brand to lose ground in highly competitive markets. Now that the company has successfully transitioned to a more flexible platform, it has the resources in place and strategy it needs to remain a global leader in its respective field for years to come.



**50% reduction** in batch processing time



**Increased agility** with .NET



**Reduction** in energy consumption and in utility bills



**Greater flexibility** and **cost savings**

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-Migration Product Lead

For over 35 years, GT Software has helped enterprise organizations unify business information across platforms, data formats and programming languages — including the “hard to access” mainframe. More than 2,500 organizations across the globe trust GT Software to help them improve business intelligence, workforce productivity and customer experience.