Customer Profile

PlanOrg IT Services GmbH

Bank "Data Stations" Featuring *3770Link* and Microsoft SNA Server

Highlights

3770Link, from Serengeti Systems, offers full-featured 3770 SNA/RJE terminal emulation in the Windows computing environments. 3770Link operates as a client to Microsoft SNA Server, IBM Communications Server, or Novell Netware for SAA; a second version emulates a 3770 terminal in a standalone Windows 95/98 or Windows NT environment. 3770Link features a modern graphical user interface with intuitive menus for efficient interactive operations. A powerful script language supports unattended sessions. The Microsoft SNA Server version of 3770Link is approved to carry the "Designed for Microsoft BackOffice" logo.

"Serengeti's 3770Link product has enabled us to dramatically enhance the crucial data processing function for SIS West and the banking organizations it serves—while preserving these clients' huge investments in legacy systems. And because of 3770Link's open, flexible architecture, we were able to easily create our own user interface specific for the banking environment. We consider 3770Link to be the best product of its kind in the market today."

**Bernhard Schmitz
Technology Manager
PlanOrg IT Services GmbH**

High-Speed Printing Services for German Financial Institutions

There are few industries more in need of fast, fail-safe data processing capabilities than the financial services sector. To achieve these capabilities, many banks rely on centralized data processing centers, where millions of daily transactions from a wide range of bank clients are processed quickly and efficiently. In the Rhine and Pfalz regions of Germany, 86 banks—each having a yearly balance of one to 30 billion DM and up to 200 individual outlets—are linked to one such center, SIS West in Cologne.

Like many organizations worldwide, SIS West found itself, in 1997, needing to replace a large number of near-obsolete IBM 3770 terminal emulation systems, many so old that they could no longer be effectively serviced. And like a host of other financial services institutions in the region, the center turned for help to PlanOrg IT Services headquartered in Cologne. A division of PlanOrg Plc., PlanOrg IT provides

comprehensive support to a wide range of financial clients; the 90-employee firm has sold, installed and maintained more than 20,000 PC systems in the last five years alone.

Finding the right 3770 emulation solution: 3770Link

When SIS West contracted with PlanOrg in September, 1997, the IT services provider analyzed SIS West's complex processing environment, at the core of which are IBM and Comparex mainframes with a combined processing power of 3,044 MIPS, a disk capacity of 6.8 terabytes, and about 60,000 online LUs.

"The only viable option for this project was a PC-based communications software solution running on Windows NT," recalls Bernhard Schmitz, a senior technology manager at PlanOrg. "That way, we could replace the 3770 hardware with PCs, and we could use the existing host connections without having to generate new ones—thereby leveraging our client's enormous investment in its computing systems.

"The only problem," Schmitz continues, "was that none of the well-known German software vendors offered the kind of software-based emulation solution this required." PlanOrg

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broadened its search to the Internet—where it found just the product to meet the project's needs: 3770Link, from Serengeti Systems.

Not only did the 3770Link product information look promising, but PlanOrg was able to easily download a trial version and create test scenarios. "In only a couple of days, it was clear that with a few minor enhancements, 3770Link could be very successful within the banking environments of the Rhineland," says Schmitz.

A Productive, Ultra-efficient Relationship With Serengeti

In February, 1998, PlanOrg gave Serengeti an outline of the changes that would need to be made to 3770Link, and Serengeti agreed to make these enhancements within a month.

"Serengeti came through for us 100 percent," says Schmitz. "For example, the revised version enabled us to utilize printer specific character sets and to meet SIS West's specific printer formatting requirements."

Once Serengeti had delivered the new version as agreed, PlanOrg was able to install PC systems and 3770Link within one of the bank client's environments, and to run a quasi-live test of the solution. The results, as expected, were very positive—and any additional changes that were needed, says Schmitz, were "usually implemented by Serengeti's development team and delivered overnight via the Internet. Seldom have we dealt with a software vendor as fast and responsive as Serengeti was in this situation."

A Custom-Tailored GUI for the 3770Link "Data Station"

Before the new 3770Link solution could be widely installed, PlanOrg needed to replace 3770Link's built-in menu-driven interactive interface with a custom GUI tailored to the specific needs of the banking institutions. The GUI phase of the project got underway in April, 1998, aided largely by 3770Link's powerful application integration capabilities. Thanks to these capabilities—which enable developers to integrate mainframe connectivity into custom applications—the PlanOrg developers easily incorporated RJE functionality by producing GUI features for submitting job instructions, visualizing the console, entering RJE commands, controlling the printer, and more.

The result? A successful project completion by September, 1998, followed by the installation of new PlanOrg-designed "Data Stations" at 25 of the client banks. A Data Station consists of two connected PCs: a Windows NT server running Microsoft SNA Server for the host connectivity, paired with a Windows NT Workstation.

"3770Link and the GUI we developed work together seamlessly," says Schmitz. "Every Data Station sends about 200 JCL jobs to the host and prints up to 6,000 12-inch pages a day. The project has been a huge success, one we owe to Serengeti Systems who made a crucial commitment to us, and to the Serengeti developers, who helped us shape 3770Link into the precise solution that was needed."

About Serengeti Systems

Serengeti Systems is the recognized leader in Remote Job Entry (RJE) PC-to-mainframe connectivity. The company has developed PC-to-legacy systems integration products for Windows 3.x, Windows 95/98, Windows NT, OS/2, MS-DOS, UNIX and AIX systems since 1986.

Give Serengeti a call, and find out why customers like PlanOrg IT Services choose Serengeti as their communications provider. For more information about PlanOrg's comprehensive services in Germany, call +49 221 96855 0, or visit them at www.planorg.de.

Serengeti Systems

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3770Link
SNA Server Version

Designed for
Microsoft®
BackOffice™