

The logo features the word "FORRESTER" in a white, serif font, centered within a dark green oval. The oval is set against a dark blue background with a subtle, abstract pattern of curved lines.

FORRESTER®

# The Total Economic Impact™ of Maintaining Adabas and Natural

Henry Peyret

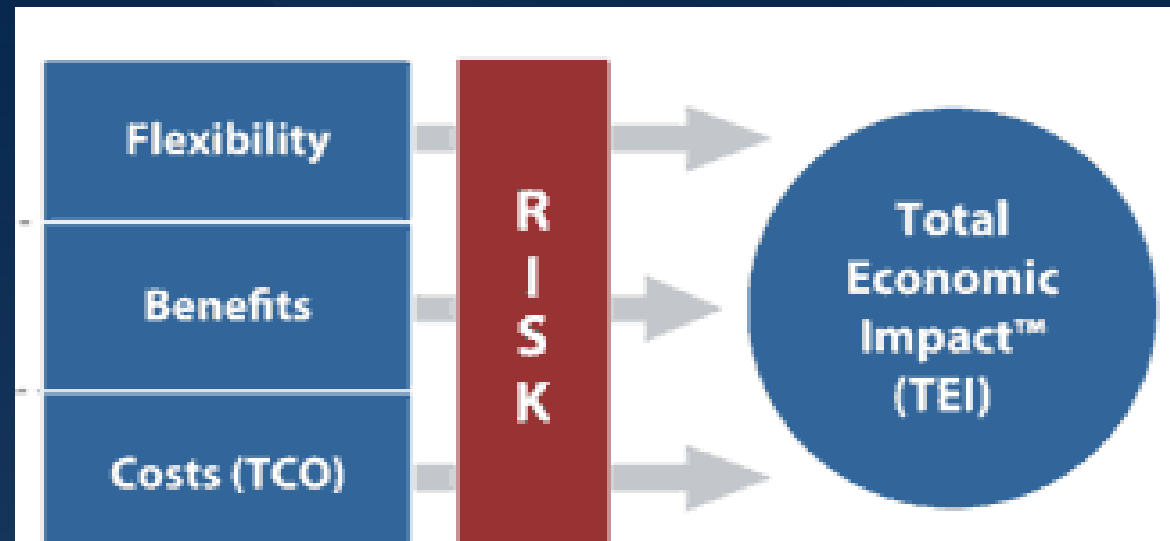
Forrester Consulting

# TEI Project Overview

- The Forrester TEI study illustrates the financial implications of **maintaining an organization's Adabas and Natural capabilities** compared with **“rip and replace” or staged replacement scenarios**.
  - » Compared with replacing these systems with other databases and languages (or packaged applications).
    - Adabas is Software AG's transactional database management system (DBMS).
    - Natural is a programming language and application development and deployment environment

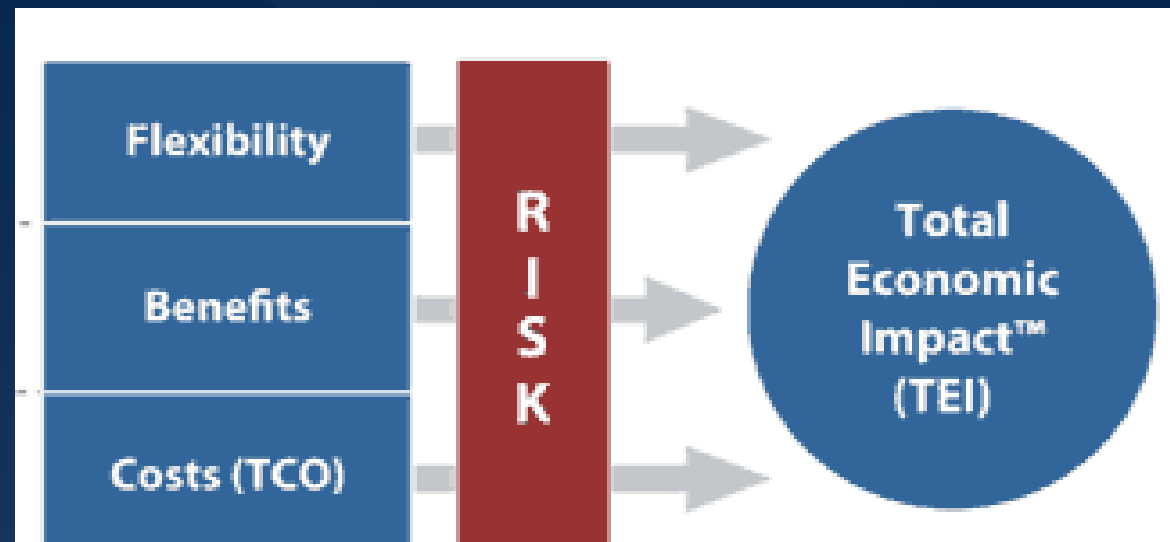
# What is TEI?

- Forrester's Total Economic Impact™ is the “Language of Value”
- TEI ≠ TCO
  - » TEI provides a complete picture of the total economic impact of purchase decisions
- The four fundamental elements of TEI:
  - » Costs
  - » Benefits to the entire organization
  - » Flexibility
  - » Risk



# What is TEI?

- Demonstrates the business case and ROI that existing customers have received from the product.
- A 3<sup>rd</sup> party, objective case study ...
- To assist in justifying a technology expenditure with an accurate and strategic assessment



# TEI Case Study Conclusions

- Customers interviewed for this study reported that in most cases, the expected benefits of replacement systems did not justify the costs of replacing Adabas and Natural.
  - » Initial perceptions of functionality restrictions and staffing difficulties were unwarranted after evaluation.
    - Functionality limits could be overcome with upgrades
    - Mainframe developers and DBAs can easily learn Natural and Adabas.
- Existing customers hold options for creating additional business value from modernization initiatives and service-oriented architecture (SOA) projects.