

# Linux on System z: Making the Exception Exceptional

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# Agenda

1

THE PROBLEM

2

CA RESEARCH

3

MARKET MATURITY

4

CHALLENGES OF LINUX ON Z

5

INTEGRATION INTO ENTERPRISE IT

6

CA UIM FOR Z SYSTEMS

# The Problem

One year ago we thought about the Linux on z Market...

- Linux on z is almost 15 years old
- With many workloads, there is a costs benefit to LoZ

And...

- Linux is Linux is Linux... right?

So why isn't Linux on z taking off?

# CA's Linux on z Research

## Spring 2014

- Polled >150 customers - twice

## Summer 2014

- Spoke 1:1 to 25 key customers
  - Advocates, Agnostics and Atheists...even a Heretic or two
    - What worked, what didn't ?
    - Who decides on the platform and when?
    - Who was even aware of z as a platform option?
    - Under what conditions would they deploy Linux?

# Survey says!

## Market

53% of System z customers own at least one Integrated Facility for Linux (IFL)

53%

## Adoption

Only 41% of those that own an IFL actually use it

41%

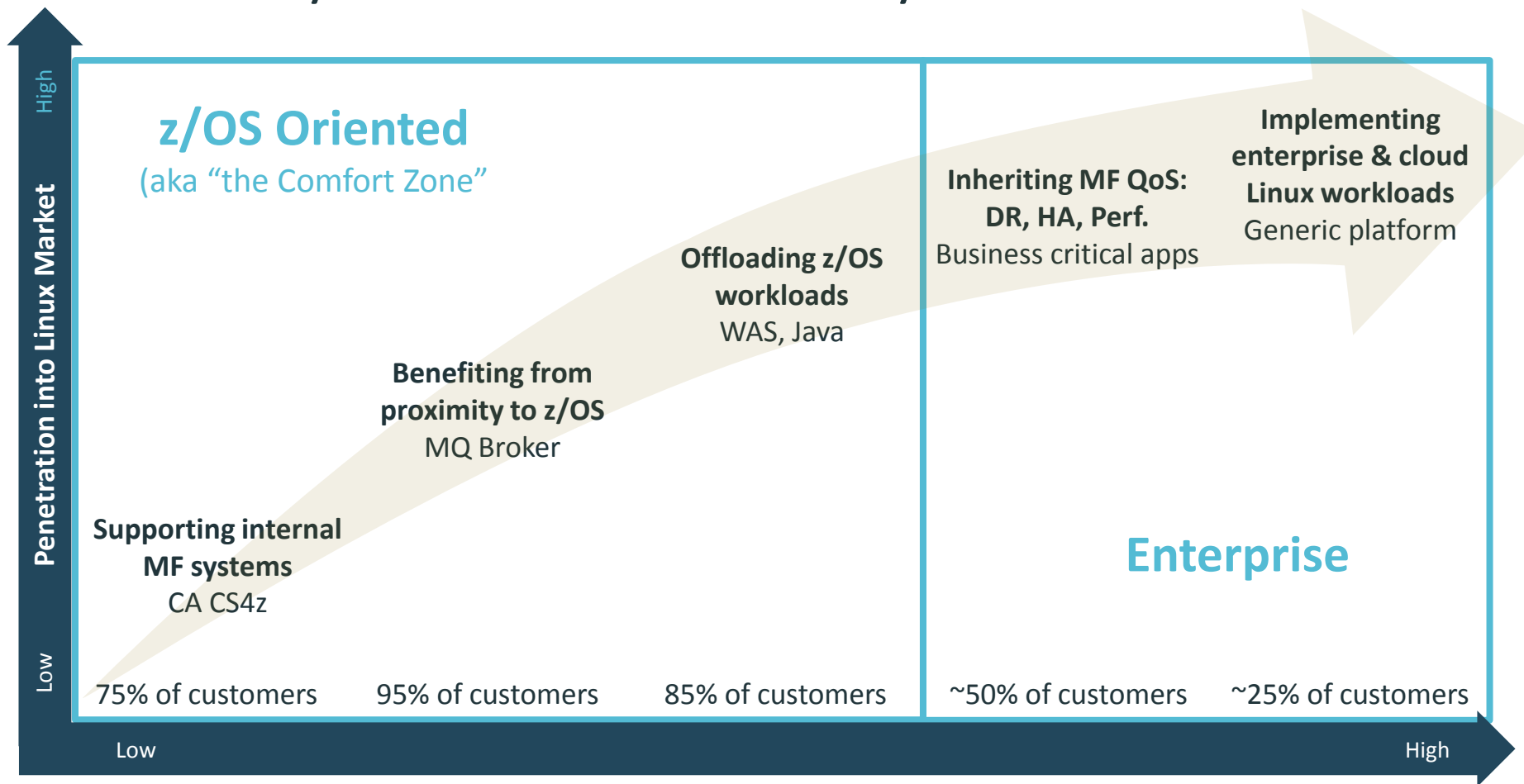
## Potential

There is astounding potential for remaining IFL owners to realize the benefits and value that Linux on System z offers



\* As found in research conducted by CA Technologies, Spring 2014

# Linux on System z Market Maturity





## Challenges of Linux on System z



# Challenges to Linux on System z



**ONLY 41% OF IFL OWNERS ACTUALLY USE THEM**

## Misunderstood

- Enterprise IT has misconceptions about System z



## Immature

- Linux on System z is unproven



## Steep Cost Model

- Acquisition cost steps too large for some



## It's an Exception

- Different tools are used to manage Linux on System z



# What people actually said...

“ We did a marketing campaign to the lines of business and internal IT to educate them about the attributes of System z as a Linux platform. ”

“ **Start of meeting:** “We’d never deploy Linux on z” **End of meeting:** “OK, we’d do 3 of the 5 scenarios and if the exceptions were removed, we’d consider the other 2. ”

“ ...the cost of buying new tools destroyed the cost case. Not just the cost of buying them but the cost of training people to use the tools. ”

“ We moved to Solar Winds and saved a fortune. ”

“ We loved Linux on z but the cost of adding an initial IFL to the CEC was ~\$250K and we just could not justify it. We’d move back if the pricing was fixed. ”

“ We have never run a virus scan on Linux for z because it does not exist. If it did, we would be obliged to purchase and use it. ”



# Integration into Enterprise IT

## Linux on System z is an exception

### Different toolsets

- One for System z, one for everything else
  - Additional complexity
  - Additional acquisition cost
  - Additional training requirements and cost



# Integration into Enterprise IT

## Linux on System z is an exception

### Different toolsets

- Monitoring
- File level Backup
- Chargeback / Accounting
- Capacity Monitoring and Usage
- Guest Provisioning and Management
- Anti-virus



# CA's Linux on System z Strategy

## EXTENDING STANDARD ENTERPRISE TOOLS TO SYSTEM Z

### Unified Infrastructure Management (UIM)

- Monitor Linux on System z Guests
  - Five probes generally available June 2014
    - CPU, Disk, Memory
    - Logfile Monitoring
    - Process Monitoring
    - Websphere
    - Apache

### Extend UIM to System z

- Target IT Operations Staff
- z/VM Proof of Concept complete
- z/VM Product Development on-going
  
- **z/OS Product Development on-going**

# Hopefully a first step...

- Remove barriers for Adopting Linux on z
- If successful.. More will come
- But still waiting for a compelling event





Q&A



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