

# System Vendor Case

## Data migration for system upgrade or onboarding

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*This case description highlights the benefits of using migFx to assist with the data migration as part of a system upgrade, either when moving to a new version or to a new system.*

*The perspective taken here is the one of the System Vendor, who often is challenged with convincing its customers - concerned with risk, cost and time involved - to move to the new system.*

*The benefits of a standardized approach and comprehensive solution - such as migFx - are not only that the data migration will be successful, but also that cost and time is saved, and that the setup can be reused from project to project, saving even more time and money while ensuring high quality.*

*With migFx, system vendors get a comprehensive solution that allows them to migrate their customers to their new systems data faster, cheaper, and better than before.*

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### The Challenge

As a System Vendor you are often challenged with convincing your customers that moving to a new systems or even new version will not be risky, costly and time consuming.

This challenge is there no matter what business, industry or geography you are in.

As a result, your customers lose out on the opportunities that your new system offers - and like other System Vendors you lose business that you might otherwise have maintained or won.

For most System Vendors there is currently no standardized or easily

accessible way to perform an upgrade data migration.

Most often, the upgrades are done as one-off projects by third party system integrators brought in by either the customer or the system vendor.

System Vendors need to:

- Reduce data migration and implementation risk
- Lower the cost and time spend on data migration

The question is: How can migFx help reduce risk, costs, and time - so more customers will upgrade or move to the new system?



## Different – but the same

System Vendors make their systems available to their customers in multiple ways i.e. onsite, cloud, hosted, shared etc.

Each way poses a specific challenge and has an impact on the best way to approach a data migration from legacy systems or old versions on behalf of their customers.

However, they all share the common challenge of ensuring that their customers can supply the data in a state to ensure a timely, cost effective and high-quality data migration.

## Current practice

Most System Vendors have developed interfaces and scripts to assist in loading data into their systems. However, this is usually the easy part. Where most fall short is providing the customer with any tools required to support any complex data transformation that is required prior to the migration.

This leaves most system implementations with a significant task of specifying and writing code to extract, translate and validate data during a data migration.

Outcome:

- Customers stay on old versions and do not benefit from the new systems
- Customers satisfaction decrease as their competitiveness declines
- System Vendors are challenged with supporting old versions
- System Vendors miss new and repeat business opportunities

As we all know, too often data migration projects fail in meeting budgets, time or quality objectives and they end up disrupting business operation and delay expected benefits.

## What can be improved?

With a comprehensive, standardized and reusable solution to manage data migrations, like migFx, System Vendors can now offer their customers a safer, faster and more cost-effective path to the new system - making more customers willing to make the switch.

## Solution

migFx is a comprehensive suite of software tools for complex data migration. The different tools each manage their separate task while working together forming a complete solution.

The four components of migFx work together to provide a solution to the Transform stage of the ETL process:

- Studio – to define the inputs, outputs and rules for the Transformation
- Engine – to generate the code to implement the rules documented in Studio
- Director – to execute the code in a controlled and repeatable manner
- Tracker – to enable users to review the results and investigate any issues found during the execution

The key to delivering benefits like saved time and effort, lower cost, and improved quality rest with the innovative approach and flexible yet robust implementation that migFx provides.



Key elements:

- Agile process lets you start early and move fast with mapping and execution
- Separate Source and Target maps ensure 100% reusability – save time and cost while improve quality
- Autogenerated Code – save time and ensure consistency and quality in implementation
- Consistent approach across customers simplifies support
- Track and Trace makes easy to monitor and correct errors – save time and improve quality
- Professional and repeatable process gives customers confidence in you as a supplier

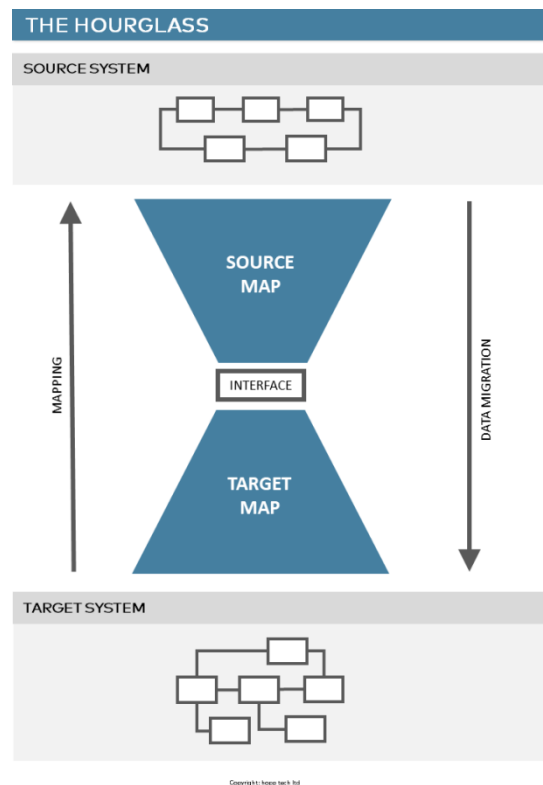
With migFx any System Vendor will see a significant improvement in their ability to onboard new customers or upgrade existing.

The solution enables you to establish and maintain a Target Map of your latest system version in Studio within migFx and potentially also a Source Map of previous versions that might be migrated from in case of a system upgrade.

The illustration The Hourglass shows how migFx separate source and target and join them through a shared interface.

The Source and Target Maps are logical representation of the two systems – using known business structure and terms. Both maps contain the relationships, rules and validations required for the data migration to be successful. In the case of onboarding new customers, the predefined Target Map will get the project off to a flying start. Reuse of the Target Map from project to

project constantly adds value and quality to the Target Map.



The project only needs to focus on the establishing the Source Map if moving from another vendors legacy system or modifying it if is a legacy system that has been encountered before.

In case of a system upgrade you as the System Vendor could choose to make the Source Map available - making the data migration even faster and cheaper for existing customer.

There would be significant benefits for the System Vendor in maintaining the Source and Target map and making those available to customers as part of any system implementation.

## Business Case

The business case is straight forward.



*Save time, money and deliver better quality!*

All it takes is your willingness to learn a new way of thinking.

We provide the software, training and support you need at a cost that will have you save money from day one.

## Doing business with us

migFx is a suite of generic data migration tools that can manage any data migration associated with moving to a new application - regardless of business type or industry.

We fully understand and recognize the confidence that you as a System Vendor need in the tools you use for migrating your customers.

It's important to us that we adapt to your business and your needs and provide great software, support and service.

Getting started is easy - and free:

- Get access to trial/training setup
- Learn to use the tools
- Nominated POC with you, your data and challenges

Ongoing relationship:

- We tailor our support to your needs
- You get new versions

- You can request new features
- We can train and supplement your staff
- You can choose different commercial models to suit your business

We are confident that you will save money and time using migFx and have more manageable projects, happier colleagues and satisfied customers.

All we need is a bit of your time and we will build and illustrate the power of migFx by establishing a working demo based on your systems and data.

## In Short

Our proposal can be summarized as follows:

- Your customers and shareholders deserve better
- You have a data migration challenge and can do better
- We have a solution that will help you do better
- You can save time, money and deliver better quality

Interested? Just get in touch, and we will give you easy access to a trial version, so you can get some hands-on experience with migFx.



migFx incorporate a new approach to complex data migrations. One that mitigates most of the traditional challenges in data migration, and helps you succeed where others fail to deliver on budget, time, or quality. Welcome to migFx!