



Secure and fast with PLOSSYS

Case Study Topdanmark

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About Christopher:

- * Huge mainframe fan
- * Worked with Mainframes since 2011
- * Broad technology background
- * Responsible for Z HW sales in Norway, Denmark, Finland and Iceland
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- * Just won a Gold medal in the Nordic Berbershop Contest 2024 (SNOBS)
- * Writes funny stuff for Danish Revy shows

Elise Bundgaard

- Head of Mainframe, Topdanmark
- Responsibility:
 - Daily operation for Topdanmarks Core systems
 - Pickup Print from every platform
 - Job scheduling online/batch
- 24 years of experience in Mainframe

Topdanmark 



CODAN Insurance



Hafnia Insurance

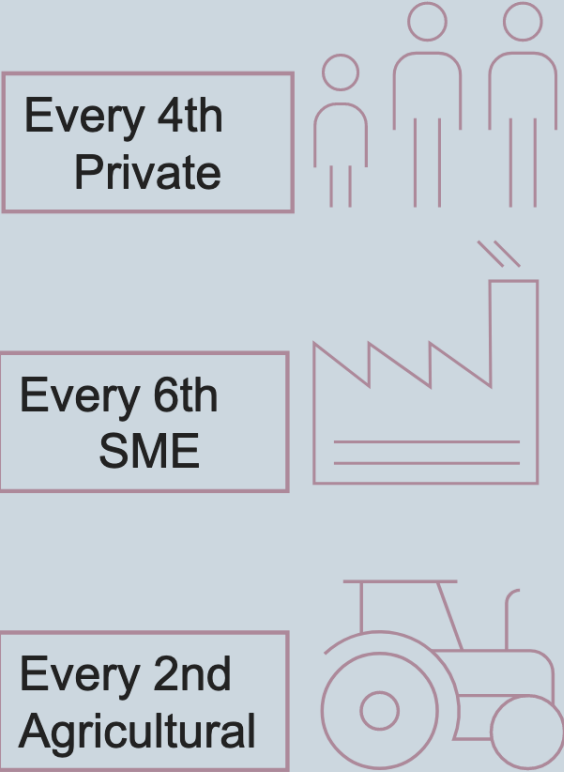


Topdanmark at a glance

Focused strategy

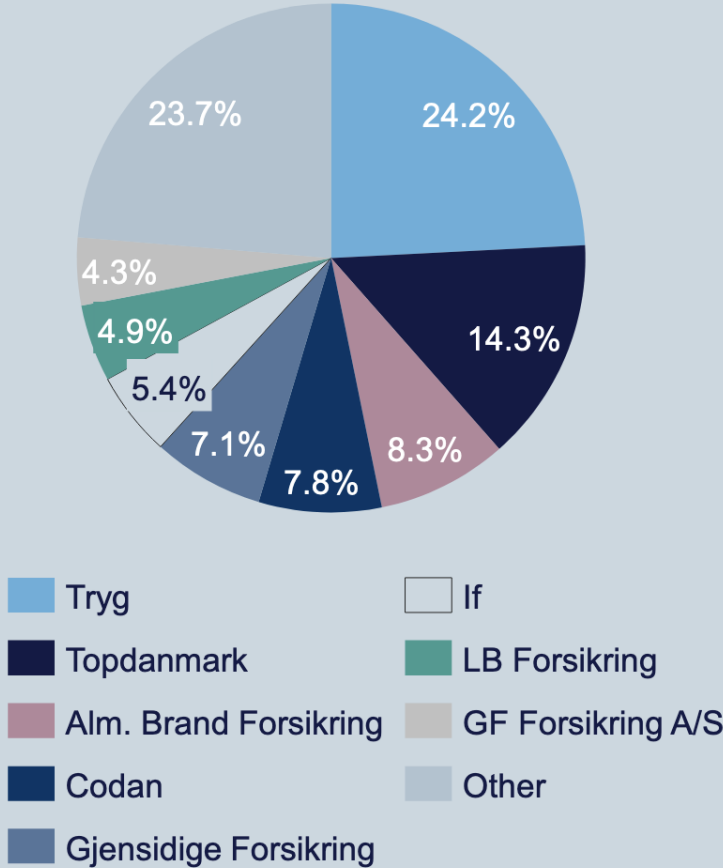
- The Topdanmark share is a value case – with ambitions to grow profitably.
- Danish player
- Focused P&C insurance company
- Stable insurance risks
- Limited financial risk
- Efficient capital management
- High return on own funds
- No protection against takeover in the Articles of Association.

Business areas



(Source: Topdanmark analysis)

Market share P&C insurance (Q1 2023)



(Source: Insurance & Pension Denmark)



Topdanmark/Seal Systems/IBM



- In 2023, Topdanmark “took home” the IBM mainframe
- Seal System was chosen to replace the previous print solution
- IBM and Seal Systems are partnering to provide secure, scalable infrastructure solutions for PLOSSYS

Why did you want your own mainframe?

- **Opportunity** for change as contract was up for renewal
- **Faster Innovation** – more control means faster change and more possibilities
- **More Value for Money** through access to new commercial and technical possibilities





Sept.
1st
2023

Timeline - 2023

- **February** internal recommendation to insource Mainframe but continue with current managed service provider
- **August** – decide and execute purchase and initiate migration project
- **Nov 18th** Target date for Go-Live
- **Seal Systems replaced** print solution from previous environment on the new platform in **3 weeks**





Why Seal Systems?



- Understood the urgency of the project and committed to deliver
- Demonstrated understanding of our goals
- Good reputation – „Best in class“
- Could integrate across both the mainframe and distributed environments
- Customer oriented – easy to work with

Infrastructure Matters



Availability and
resilience to support
Business Critical
Operations



Protection of sensitive
data by end-to-end
encryption



Reduce CO₂ footprint
and TCO





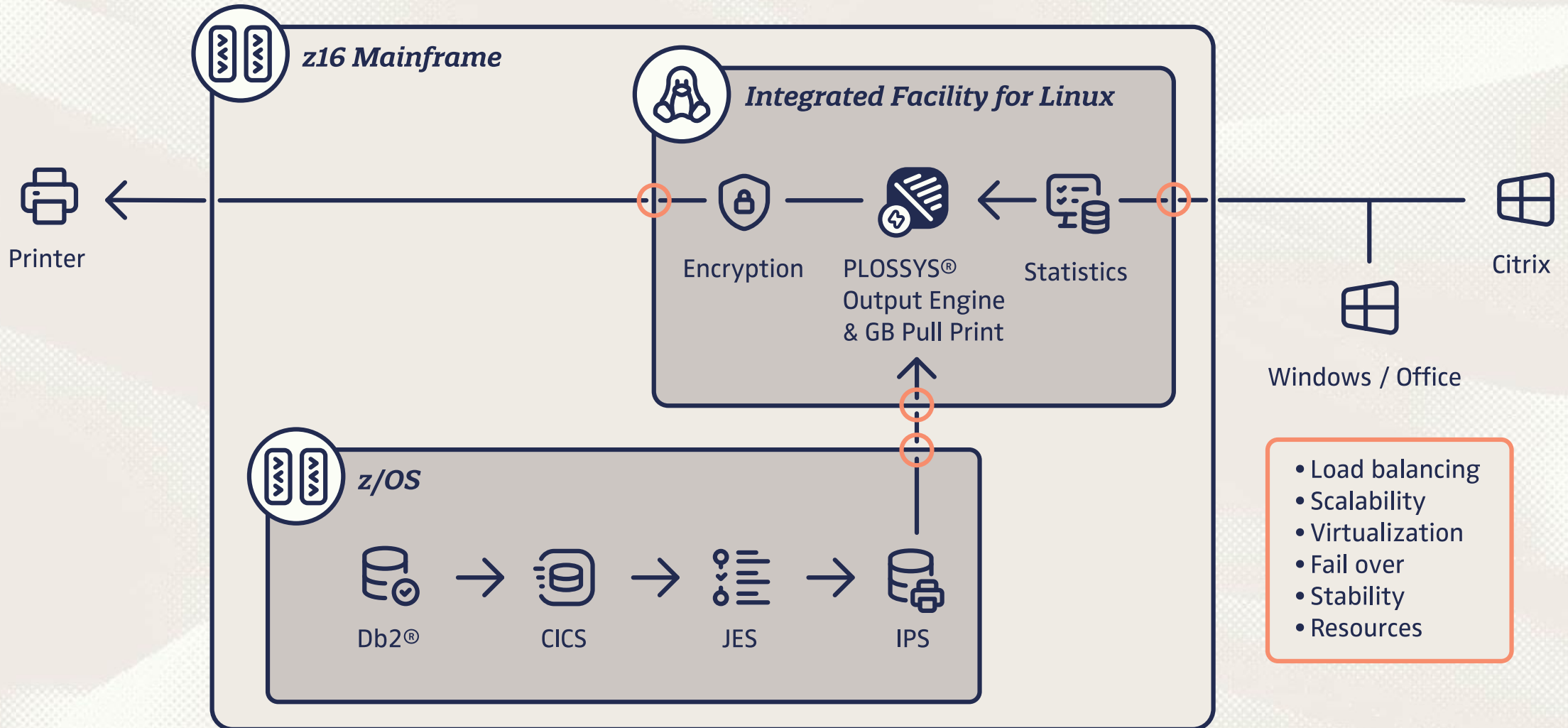
Requirements

- Pick-up Print– from both distributed, cloud and z16 server
- **Control** tray selection, staple, hole punch, duplex and fanfold on **any type of device** from both host and office print
- Provide a **single driver** integrated into the VDI image that can print on any device model
- Optimize driver distribution to their laptops
- Offer a simplified Scan-To-Me functionality
- No application reprogramming





The Solution Design





The Results



- **Seven times faster** printing from workstations
- A no-downtime print solution
- Simplified administration
- Comprehensive reporting of print activities
- KPI tracking
- A single driver for all printer types
- Consistent client GUI across all printers
- Compliance with DORA and CER

Why IBM Z for Printing?

- Typical pains
 - Cost
 - Performance
 - Administration
 - Downtime
 - Energy
 - Management
- Near **limitless scalability** on capacity and I/O
- No **downtime** - no negative impact to business
- No **maintenance windows** due to resource sharing
- No print latency for remote locations
- Real server-side rendering and spooling
- Low bandwidth usage from Workstation to Server

ENERGY and CO2 analysis (Europe)

In Progress analysis, subject to change

According to the **Government Offices of Country**:

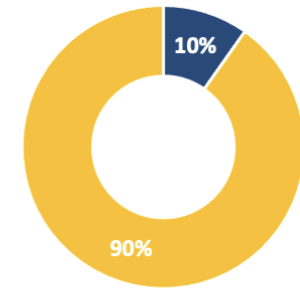
“Country’s target is net zero emissions by 2045, at the latest, and negative emissions thereafter. The net zero target means that, in principle, greenhouse gas emissions from the transport sector need to be zero by 2045. Greenhouse gas emissions from the transport sector account for about one-third of emissions in Country, and road transport is the main source of these emissions.”

89% less energy

when consolidating from existing old x86 servers to LinuxONE.

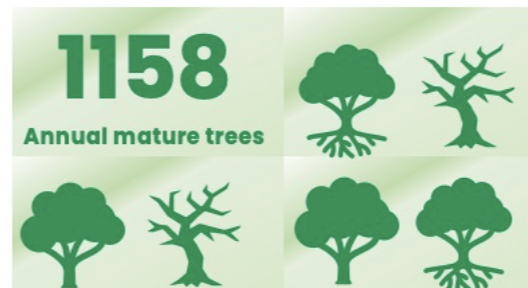
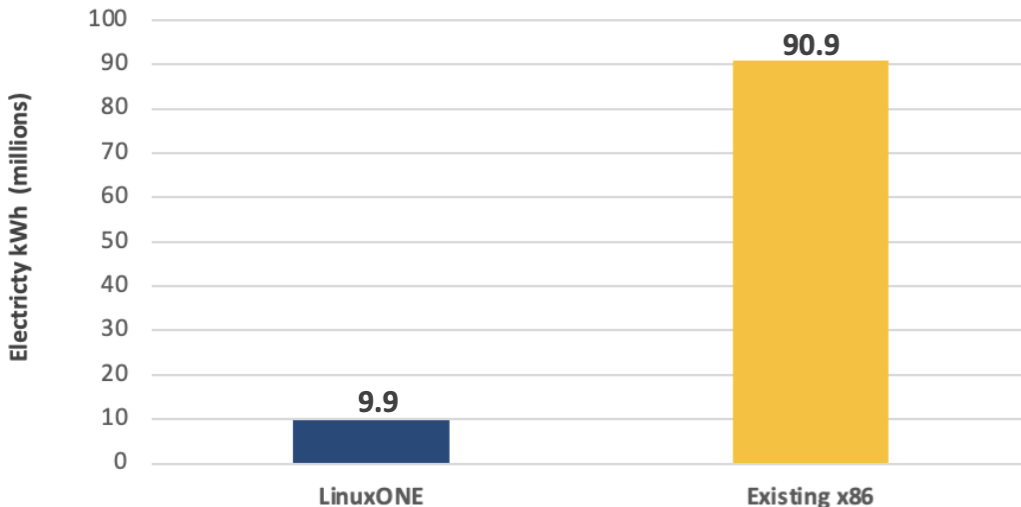
Reduce **963 metric tons** of CO2e in 5 years equivalent to:

Cumulative Average CO2e Emissions (5 years)





■ LinuxONE ■ Existing x86

Accumulated Energy Usage (5-years)



Note:

It is generally considered that a tree can store about **167 kg of CO₂ per year**, or 1 ton of CO₂ per year for 6 mature trees.

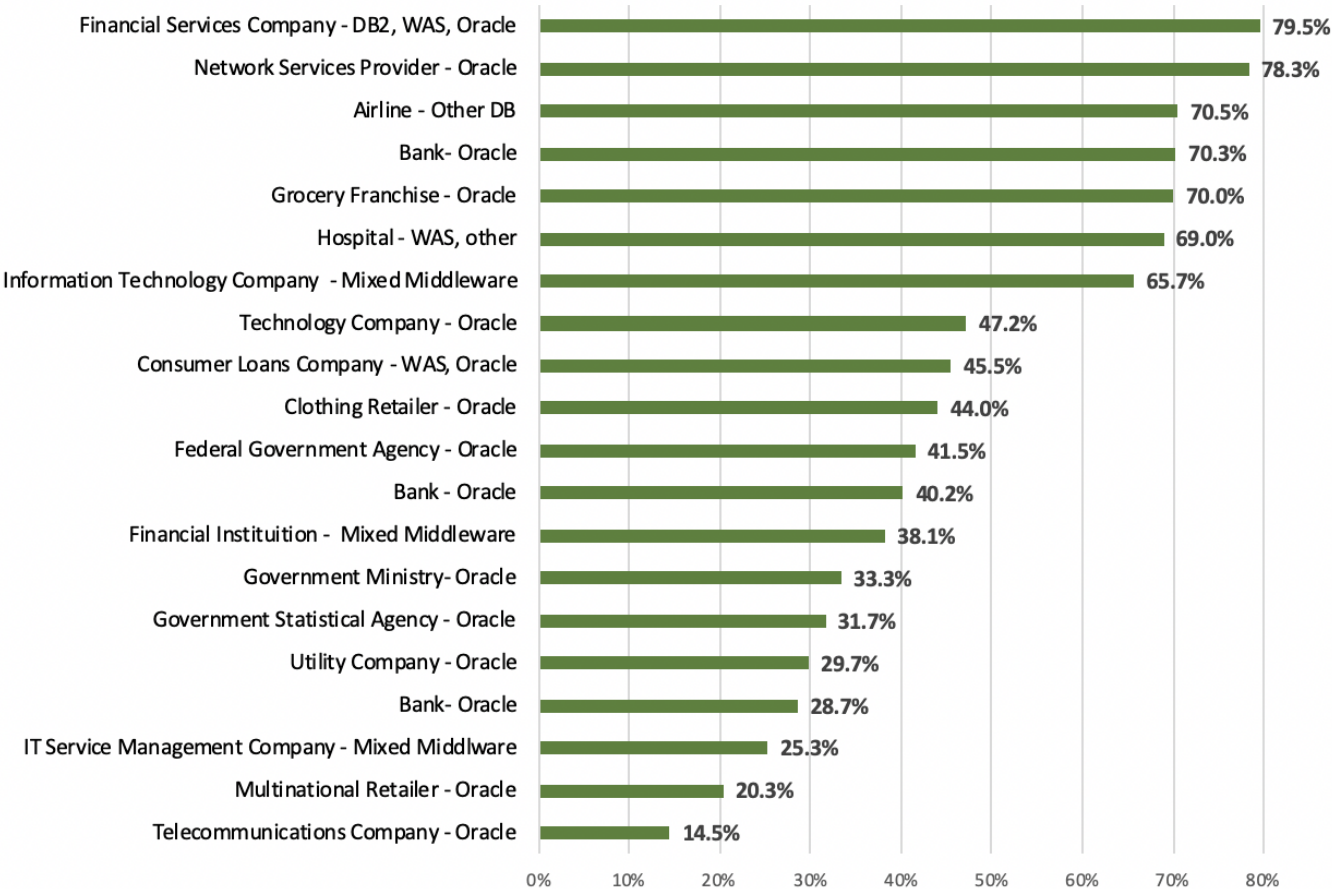
from **32** 
to **3** 

During the entire lifecycle (Production, Utilization 200.000 Km, end-of-life), a diesel car produces 33 tons CO₂ emissions.

Source of data: **Energiforsk study**

TCO savings with LinuxONE across range of clients, industries and workloads

5 Year TCO Savings Estimate % with LinuxONE versus x86 Based Alternative



Estimated total cost of ownership reductions vary from **15% to 80%** with LinuxONE compared to x86 alternative environments

47.2% Average TCO savings over five years

Software tends to be the greatest area of savings (typically 70% lower than x86) in TCO assessments

- Server data based on customer specific actuals
- Pricing based on vendor published numbers
- Projections provided by IBM

source: IT.Economics@us.ibm.com



What next



- DORA
- Leverage more features from the PLOSSYS suite
- Hyper Protect?



Thank you!



Christopher Fabritius



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Integration with SAP S/4HANA*

