



# *Partnering with Great Migrations -- Agenda*

---

- Introductions / Purpose
- Great Migrations Overview
- Partnership
- Action Plan

Mark Juras  
Great Migrations LLC  
mark@greatmigrations.com



## Born of Necessity

### BMW Financial Services Application Portfolio Upgrade

- Business Case: do not run our business on unsupported technology.
- Large, business-critical VB6 application portfolio
  - 1.2M lines of VB6; 3500 files, 500 programs
  - 400 person-years accumulated development
  - 4 Highly Active Application Dev Teams
- Targeting C#.NET with extensive re-engineering
- Saved as much as \$8M (70%), finished on schedule, under budget and with no impact on other commitments.

*"We knew that taking our business critical systems through such a huge transformation would be challenging. We needed an approach that not only minimized cost and ensured quality but would insulate our business from disruption. We built new architecture frameworks as a part of the project, and the Promula translation tools were an essential part of our strategy. These tools, tuned by Promula to our specifications, have given us the planning flexibility we needed to incorporate the migration into our release process. To this point, we have migrated about 50% of our portfolio, with few of our business users even knowing we were doing it. We are on schedule and on budget to complete the migration by March 2008."*

**Jeff Haskett,**  
**General Manager**  
**Application Development**  
**BMW Group Financial Services**



# *Great Migrations Overview*

---

- Single Focus: Modernization Tools and Methods
  - Since 1982
  - Successor to Promula Development Corporation
- Microsoft Partner
  - Endorsed on MSDN as a leading VB6/ASP Upgrade Partner
  - Certified ISV Partner
  - Visual Studio Industry Partner (VSIP)
  - gmStudio is a Windows 7 Logo Certified Product
- Proven Track Record
  - World Leader in Fortran-to-C translation
  - 1000s of Satisfied Customers
  - Customer References and Testimonials
- Head Quarters and Founders Based in Dublin, Ohio



msdn.microsoft.com/en-us/vstudio/dn569303

Visual Studio Search V

HOME SAMPLES LANGUAGES EXTENSIONS DOCUMENTATION CONNECT  
overview visual c++ visual c# visual basic javascript visual f#

Visual Studio Developer Center > Languages > Visual Basic 6.0 > Great Migrations Studio (gmStudio)

## Great Migrations Studio (gmStudio)

gmStudio is a unique system re-engineering environment for developing scalable, custom VB6/ASP/COM to .NET upgrade solutions. As a comprehensive software re-engineering platform, gmStudio helps you plan, customize, improve, verify, and track your upgrade process and meet the unique requirements of your source code and your .NET standards. If you are looking towards preserving and enhancing the value of your VB6/ASP/COM assets, gmStudio is the most advanced and cost-effective solution available.

### The Tool-Assisted Rewrite

gmStudio offers **compiler-as-a-service** capabilities to enable an agile **Tool-Assisted Rewrite Methodology**. This methodology accelerates your upgrade efforts without sacrificing quality or control. Project teams using our tools and methods can deliver a lot more upgrade, better, and faster.

- ✓ Agile
- ✓ Scalable
- ✓ Improvable
- ✓ Incremental
- ✓ Repeatable
- ✓ Measurable

The diagram illustrates the Tool-Assisted Rewrite Methodology. It starts with a stack of documents labeled 'VB6/ASP/COM'. An arrow points to a circular process with four stages: 'Assess Design Prepare', 'Semantic Translation', 'Cut-Over', and 'Verification'. The 'Semantic Translation' stage is highlighted in green. A central circular arrow labeled 'Translation Tuning' connects the stages. The process concludes with an arrow pointing to a stack of documents labeled '.NET'.



## **Great Migrations Offers Its gmStudio Software Through the Microsoft Visual Basic 6.0 Resource Center**

Dublin, OH -- February 27, 2014

“We are quite pleased to see Great Migrations, a valued member of the Visual Studio Industry Partner program, provide great tools for enterprise developers to modernize their applications,” said Mitra Azizirad, General Manager, Developer Tools Marketing and Sales at Microsoft. “The gmStudio migration platform from Great Migrations helps developers migrate to Microsoft .NET while maintaining a high level of code quality, as well as tracking and managing those migrations.”



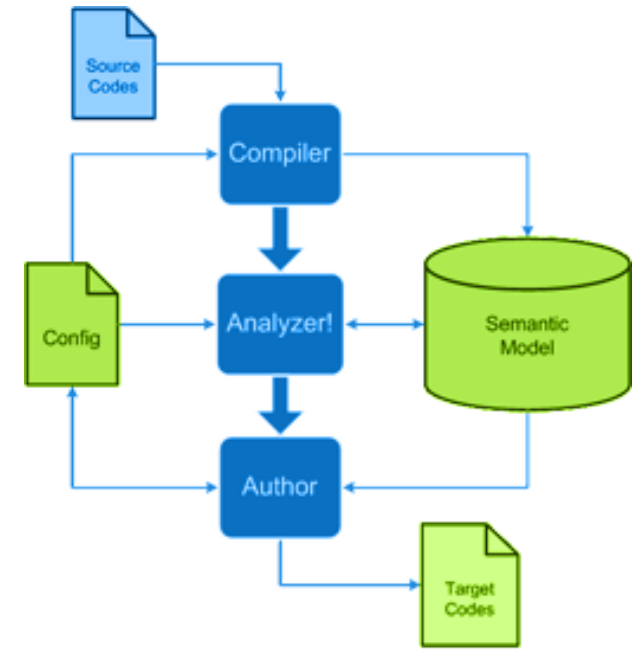
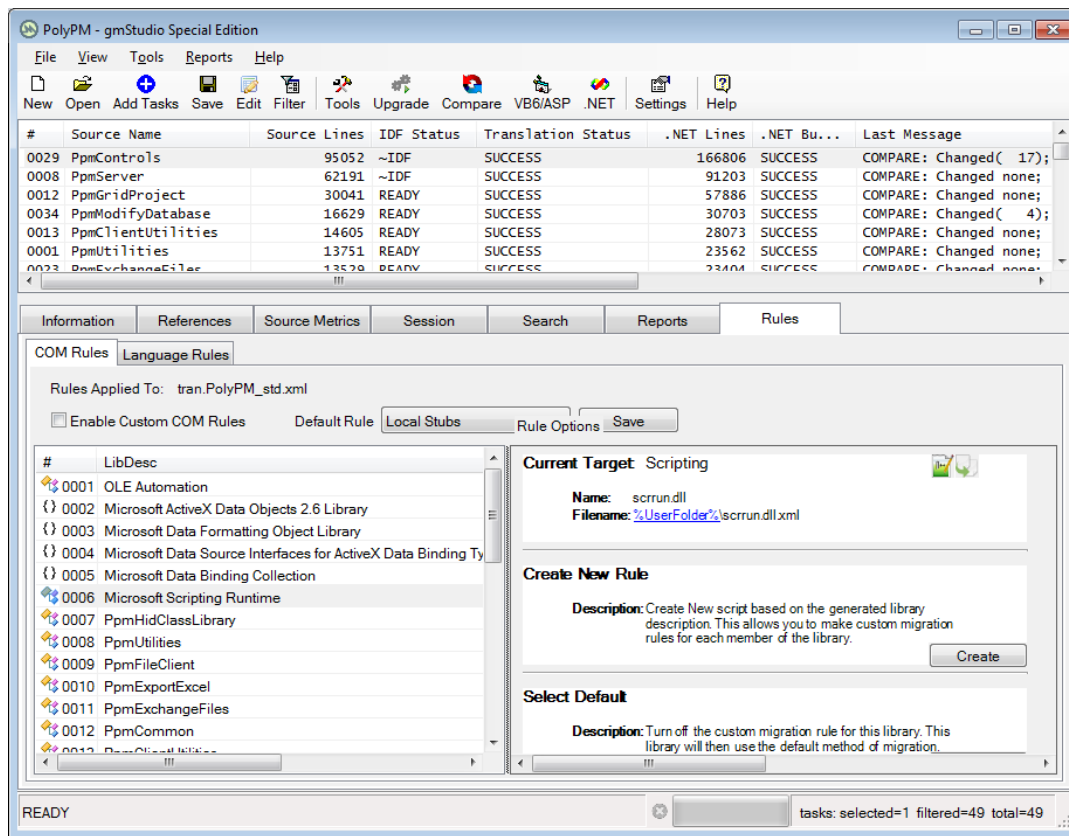
# *gmStudio Trial Requests*

Accenture	ADP	American Bankers Assoc.
BASF	Bosch	CA Technologies
Capgemini	Carlson Wagonlit	Charles Schwab
Chevron	Dell	DuPont
Dept. of Veterans Affairs	Federal Reserve Bank	Fiserv
GE Capital	Grange Insurance	Hitachi
Home Depot	Honeywell	Intel
McKesson	Motorola	NetApp
PerkinElmer	Renault	Government of Singapore
Siemens	Sungard	Sunlife
Transamerica	Unilevel	Unisys
WellsFargo	Rolls Royce	Verifone



## What is gmStudio?

A software analysis and re-engineering **IDE** powered by a  
A highly configurable, robust **VB6/ASP/COM Compiler** that produces source codes instead of binaries.



## How does gmStudio work?

- **Compiler:** Builds a comprehensive semantic model of the codebase implementation.
- **Analyzer:** evaluates, interprets, and restructures the semantic model to fit the desired architecture patterns of the target platform.
- **Author:** processes the optimized model to generate clean, correct code that meets custom standards and conventions.



# *Great Migrations Technology Advantages*

---

- **Performance:** read, interpret, rewrite and catalog an entire enterprise system in a matter of minutes
- **Flexibility:** customize and extend gmStudio to accommodate the unique requirements of each customer's source code and .NET development standards
- **Accuracy:** generate code that is consistent, complete and well-formed enough to build with little or no manual fixing
- **Visibility:** use an array of sophisticated code analytics and progress tracking information
- **Scalability:** great performance, flexibility, accuracy, and visibility come together to enable our uniquely powerful, agile upgrade methodology, the **tool-assisted rewrite**





## *Great Migrations Partnership Advantages*

---

- Reduce the risk of upgrade projects
  - Compete and win bigger upgrade projects
  - Cross-Sell complementary work (QA, CI)
  - Up-Sell and initiate other strategic projects
  - Become a leading upgrade service provider
  - Align your best clients with your best people
- 
- Lower cost, Lower risk, Higher profit
  - Deliver more value, and deliver it faster



# *How will GM support sales and delivery?*

---

## **Sales**

- Opportunity Assessments – technical perspective
- Proposal Development
- Upgrade Plans and Methods

## **Delivery**

- Upgrade Tools and Assets
- Technical and Functional Analysis
- Upgrade Proof of Concepts
- gmStudio Training, Services, Support
- Automated UI Testing Tools



# *How can partner support sales and delivery?*

---

- **Sales**
  - Finding and Qualifying Prospective Clients
  - Opportunity Assessments – Business Perspective
  - Comprehensive Account Management
- **Delivery**
  - Project Managers
  - Architecture/Solution Designers
  - Functional Quality Analysts and Testers
  - Developers
  - Configuration Managers
  - Training / Mentors



- NDA and Teaming Agreement
- gmStudio Product Demonstration, Q & A
- .NET Adoption Center of Excellence
  - Your People and Processes
  - Great Migrations Tools, Techniques, and Support
- Identify, Bid, and Win First Opportunities
  - Six month pilot
  - Pursue selected Opportunities