

Free Migration Assessment

Speedware's free migration assessment provides general migration recommendations as well as time and resource estimates for a specific HP e3000 migration project. It can be an invaluable tool for companies in the early stages of migration planning.

Look to Speedware to provide free preliminary advice regarding a host of topics, including third-party utilities, hardware promotions and database migration.

About the Free Assessment

When you request your free migration assessment, Speedware's migration team sets up a telephone interview with members of your company who are knowledgeable about your current IT environment.

During the interview, we will gather basic information concerning your applications, databases, hardware, third-party software and more.

Based on the information you provide, we prepare your free migration assessment. This document presents estimates and overall guidelines for your specific HP e3000 migration project.

What Does It Contain?

The migration assessment is a useful first step in the migration process as it contains:

- Suggested overall migration direction, as concluded from our initial discussions
- Scope and pricing range estimates for hardware, databases, application migration, technology acquisitions and consulting services
- Estimated timelines to complete the project
- A discussion of the next steps in the process

- **Overall Migration Direction**

The assessment contains Speedware's recommendations regarding the overall strategic direction of your HP e3000 transition. It discusses the advantages of this recommended migration course, as well as the challenges that are likely to be encountered along the way.

- **Scope and Pricing Estimates**

The assessment presents pricing range estimates for hardware, software, utilities, applications, database management systems and professional consulting services.

It also discusses some of the various available alternatives, highlighting the pros and cons of each choice.

- **Timeline Estimates**

Look to Speedware to provide preliminary time estimates for a variety of project milestones, including planning and analysis, application migration, database porting, testing and deployment.

You can choose to give Speedware full ownership of the migration project — or simply have us perform certain aspects of the job. Either way, a timeline is crucial in managing your migration resources.

- **The Next Steps in the Process**

It is important to keep in mind that the information that will be provided in this assessment is based on initial discussions and should only be considered preliminary. It is the very first step in a complete migration project.

Other preliminary steps, which follow the free migration assessment, include a thorough migration analysis and the development of a formal timeline and budget.

Next come setup steps, such as hardware and utility procurement, prior to undertaking the actual migration, which is usually performed and deployed in phases.

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Speedware's Migration Expertise

Speedware has been providing application development tools for Hewlett-Packard users for most of our 25-year history. We understand the application development business and are firmly committed to providing complete migration services to the HP e3000 community.

Years before HP announced end-of-sale and end-of-support dates for the popular HP e3000 platform, Speedware already had in place a dedicated migration team to address the needs

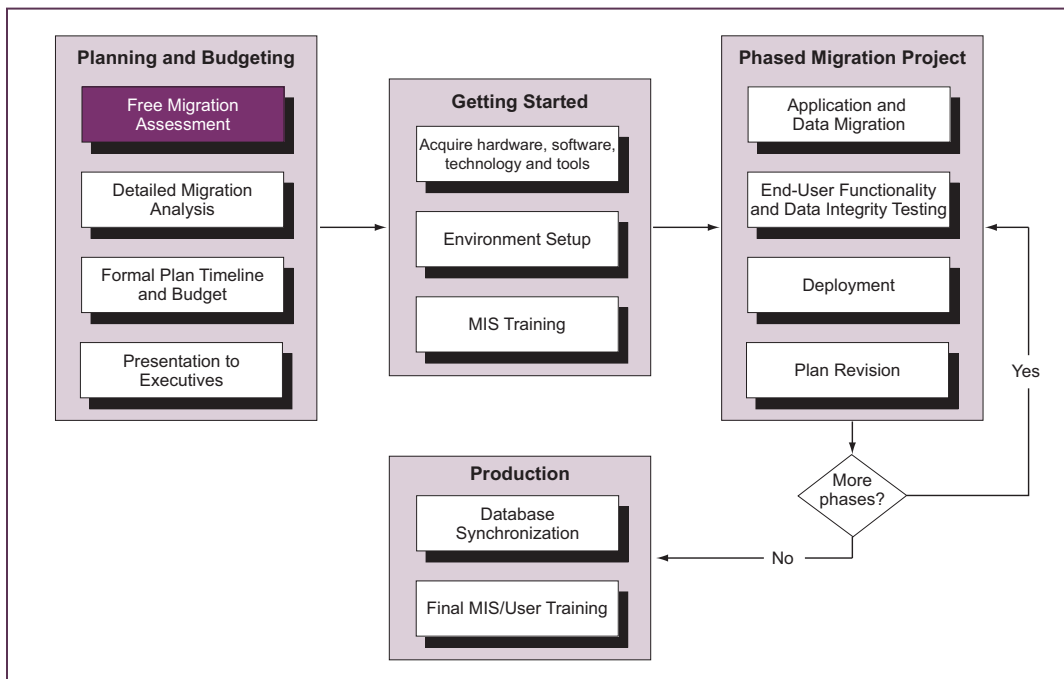
of our customer base as well as of the entire HPe3000 community. In recognition of our efforts, HP has appointed Speedware a member of its prestigious HP e3000 Platinum Partner Program.

Speedware possesses significant experience with a wide variety of platforms, database and third-party utilities. In fact, our partnership agreements with companies that possess expertise in specific areas, such as 3GL and 4GL migration, database migration and thirdparty indexing make it ideal for you to turn to Speedware for one-stop-shopping migration solutions.

Speedware's Professional Services Team

Speedware prides itself on providing exceptional technical professional services. We understand that migrating mission-critical applications and databases can be a complex undertaking for any organization, especially when new technologies or unfamiliar development processes come into play.

A number of companies who have already completed migration projects can attest to the strength of Speedware's team. You can rely on our technical expertise to ensure a successful, complete and rapid migration process.



About Speedware

Speedware, a wholly-owned subsidiary of Activant Solutions Inc., is a leading provider of enterprise software solutions. The company provides a complete suite of HP e3000 migration solutions, application development technology and business intelligence tools. Based in Montreal with a distribution network spanning 35 countries, Speedware offers market leaders the end-to-end solutions they require to achieve their business objectives and enhance their competitive advantage.

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