



## virtel CASE STUDY



# P&V uses Virtel & replaces 3270 emulation with thin client web access to the mainframe

## THE CUSTOMER

Founded 100 years ago, P&V is Belgium's sixth largest insurance group. It distributes insurance products through a network of approximately 300 independent agents.

## THE CHALLENGE

To remotely access the portfolio of P&V's CICS applications (CRM, policy, rating, marketing, etc.), agents had to use dedicated workstations, which were leased and supported by P&V themselves. These workstations came with IBM PCOMM 3270 terminal emulation software, preinstalled on top of highly reputable but expensive hardware (compared to generic workstations).

Besides, agents found it very impractical to be restricted from using the machines for anything else than connecting to P&V applications.

It became then critical for the company to find a more flexible and less expensive access solution, which would have to remain secure and stable nonetheless.

## THE SOLUTION

After evaluating several solutions, P&V concluded that the one that best fit their requirements was Virtel Web Access.

P&V chose to initially leave the 3270 green screen presentation and navigation unchanged to avoid impacting the user experience. SysperTec's team replaced several automated functions that were previously activated with PF keys by equivalent Virtel scenarios, and customized the solution to support a few TSO-specific features.

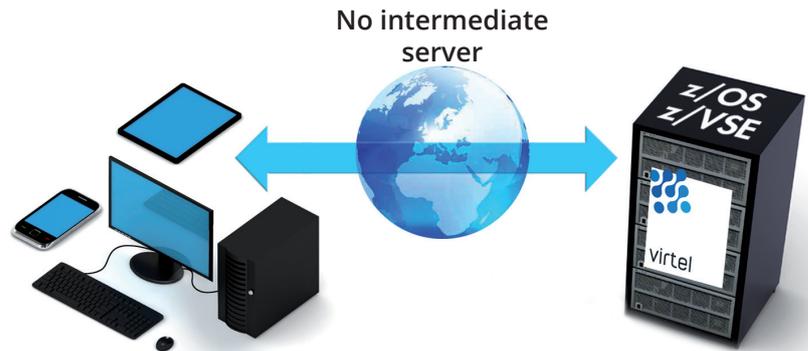
Virtel was then installed on the z/OS platform with the help of P&V's systems programmer, network engineer and IT security manager.

## ▶ VIRTEL KEY FEATURES:

- 1 Serves 3270 transactions as web pages or web services
- 2 Nothing to install or support outside the host
- 3 Instant deployment: point web browsers to a predefined URL
- 4 Works with any browser or platform (mobile devices, Apple products, Windows...)
- 5 Concurrently serves different presentations to different users (3270 TE, WUI/GUI, mobile UI)
- 6 Supports any protocol and format: RESTful, XML, JSON, SOAP, MQ Series, etc.
- 7 Low impact and low risk: no application or server change
- 8 High performance and small host footprint for highly scalable solutions
- 9 Simple host-centric configuration and support for low TCO and early ROI

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### Multi-channel access

(PC, smartphones, tablets, etc.)

### Thin-client user workstation

(compatible with all systems and web browsers)

## THE RESULTS

No training was ever required in order to use Virtel Web Access. In only one month, the solution was validated and proved instantly conclusive.

Insurance agents can securely access P&V's CICS applications from any web browser or platform they choose, including Windows 10, Mac OS-X, and mobile devices. Meanwhile, P&V doesn't have to support IT assets outside the host any longer.

*"Virtel Web Access allows total freedom of choice for client workstations, and is fully transparent to end-users. It took less than two hours to install and we only had to provide a secured access URL to our agents"* states Mark SCHEERS, Account Manager at P&V.

By eliminating the leased workstations, 3270 emulation and VPN connection, P&V drastically reduced the application access TCO. Virtel's ROI and simplicity of use simply outweigh those of traditional 3270 emulators.

