

## GreenStreak changes the WebFacing Tool value proposition

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Market demand for 5250 solutions has declined dramatically in the last several years. Over 50% of the new iSeries® server sales are driven by solutions with e-business capabilities and a Web browser application interface. Solutions must have a Web interface in order to be considered for most recent “Requests for Proposals” and “Requests for Quotations.” Still, many partners selling 5250 solutions have ignored the IBM® WebFacing Tool as a way to enable their 5250 applications for the Web because the base application requires interactive cycles to execute. Partners selling solutions that are created with the WebFacing Tool on the iSeries server had to pay a price premium for this interactive capacity. The hardware and software costs for servers with interactive capacity were higher than batch-only servers. Therefore, e-business solutions created with the WebFacing Tool were initially less competitive in the iSeries marketplace.

The introduction of the iSeries GreenStreak promotion has significantly altered the value proposition of the WebFacing Tool. Two servers are featured in the GreenStreak promotion, a model 270 and a model 820. Both of these servers have enough batch capacity to effectively host WebSphere® Application Server and they have no price premium on their interactive capacity. The promotion has reduced the combined hardware and software price of these servers by 50%. These servers are ideal for e-business solutions created with the WebFacing Tool because they have the interactive capacity to run the base application with the batch capacity to run the application server required for the new Web interface.

Other initiatives have also improved the value proposition of the WebFacing Tool for iSeries partners with 5250 solutions.

Some partners and customers lack either the skills or the resources to convert their 5250 solutions to Web solutions. A group of iSeries service providers has developed offerings to address the needs of the customer community as well as the iSeries solution provider community. Service providers offer “proof-of-concept” conversion, complete turnkey conversion, or customized education to help iSeries developers create Web interfaces for their 5250 solutions. For details, see the article “[Services Providers and e-business Development](#)” under the [eWorkshop Blueprints](#) title at [www.ibm.com/software/ad/wds400/library](http://www.ibm.com/software/ad/wds400/library).

The IBM WebFacing Tool has matured greatly since it was first introduced in May, 2001. Computer Guidance Corporation was able to convert 95% of the 18,000 screens in their enterprise resource planning package using the WebFacing Tool shipped with service pack 2. With the latest version, they were able to convert all but five screens without any changes to the display file DDS code. The latest version of the WebFacing Tool, shipped as part of WebSphere Development Studio Client V4, has also significantly improved the performance of the Web interface. APPCON reports that the performance of their Web ERP solution, AppSphere, has improved by at least 50% with the latest service pack for the WebFacing Tool. With the rapid advancements being made to the WebFacing Tool, it is important to keep current with the latest service pack levels. For the latest information, please check our Web site at [www.ibm.com/software/ad/wds400/support](http://www.ibm.com/software/ad/wds400/support).

### **Summary**

Creating and marketing Web solutions based on 5250 applications has become much more attractive.

- With the GreenStreak promotion, iSeries solutions have become much more competitive.
- The conversion with the WebFacing Tool is much easier than it has been in the past.
- There have been substantial performance improvements in the Web interfaces generated by the WebFacing Tool.
- iSeries service providers are ready to address the lack of skills and resources in the iSeries development community.