

The Mainframe is Dead
Long Live the Enterprise Server
Here I Go Again!

Gordon J. Bruce (MBA)
President/CEO PACXA



January 2013

Who is PACXA?

- Pacxa is Hawaii's largest IT group offering innovative solutions to companies ranging in size from small businesses to large enterprises.
- Pacxa is comprised of 3 teams; Business, Enterprise, and Document Management and Scanning.
- Pacxa employs top local and national IT talent with deep experience with engineered systems, project management, application consulting, managed services, and network/computer support.

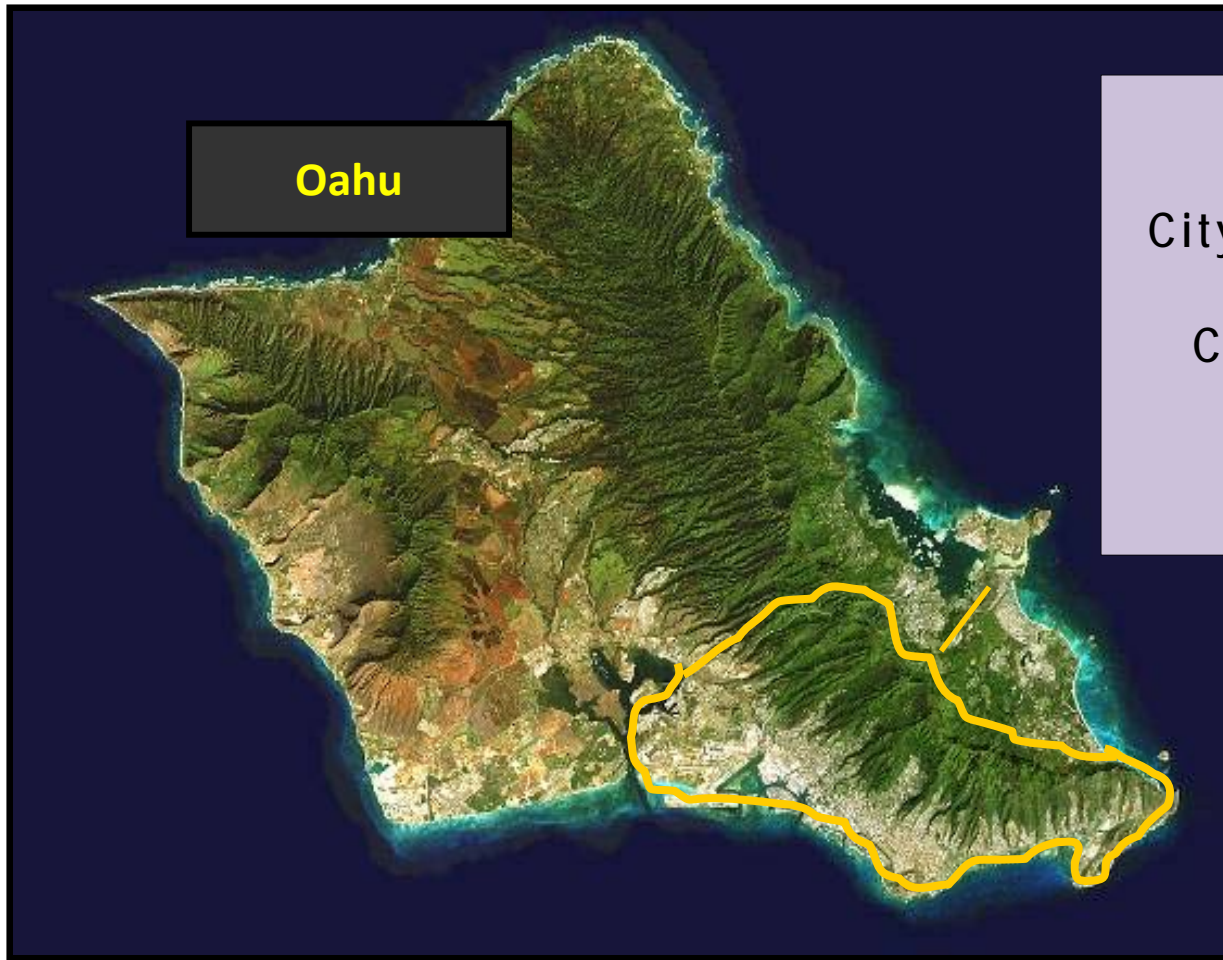
Who is PACXA?

- Pacxa has over 500 clients
- Pacxa is Hawaii's is Part of Island Holdings Family of Companies
- Pacxa's parent company has over a 70 year history
- Island Holdings includes Island Insurance, Atlas Insurance, Tradewind Capital, and Pacxa
- Combined worth is over \$500 Million

Once Upon a Time....



City and County of Honolulu



Oahu

City and County of Honolulu
640+ Square Miles
Comprised of the Entire
Island of Oahu

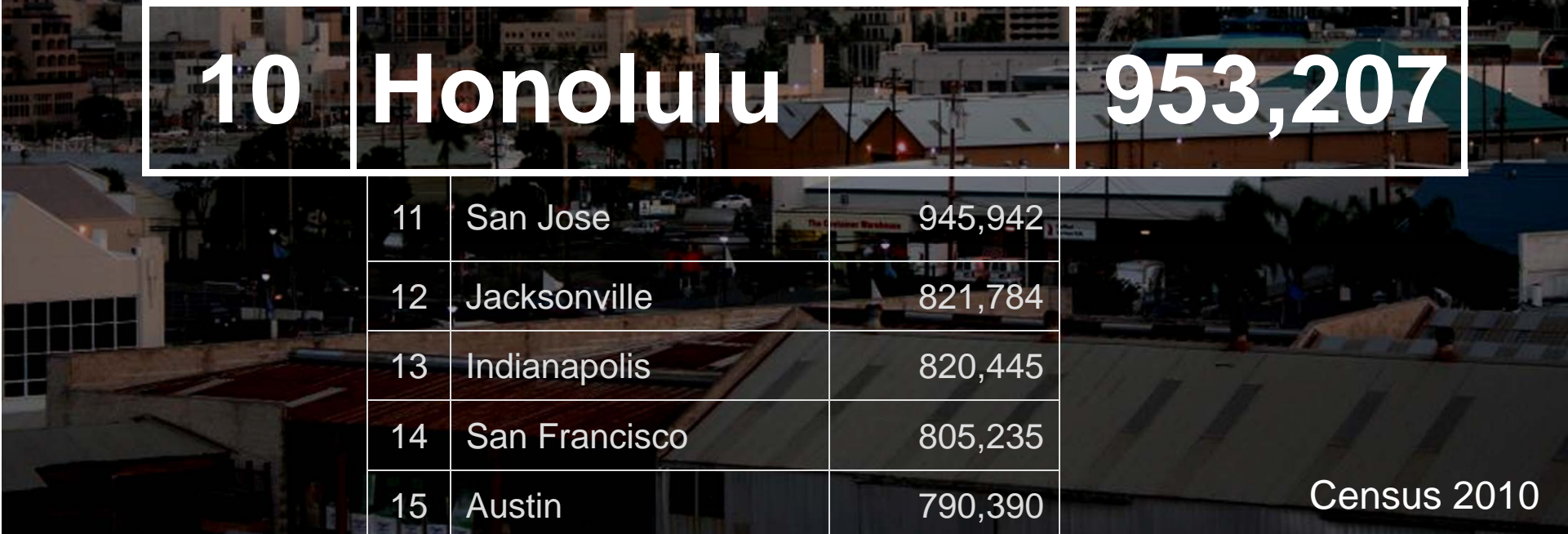




1	New York	8,175,133
2	Los Angeles	3,792,621
3	Chicago	2,695,598
4	Houston	2,099,451
5	Philadelphia	1,526,006
6	Phoenix	1,445,632
7	San Antonio	1,327,407
8	San Diego	1,307,402
9	Dallas	1,197,816

10 Honolulu

953,207



11	San Jose	945,942
12	Jacksonville	821,784
13	Indianapolis	820,445
14	San Francisco	805,235
15	Austin	790,390

Census 2010

City & County of Honolulu Agencies

Budget and Fiscal Services

Community Services

Corporation Counsel

Customer Service

Design & Construction

Emergency Management

Emergency Services

Enterprise Services

Environmental Services

Facilities Maintenance

Fire / Police

Human Resources

Information Technology

- **State of Hawaii Systems**

Medical Examiner

Parks and Recreation

Planning and Permitting

Prosecuting Attorney

Royal Hawaiian Band

Transportation Services

Board of Water Supply

Honolulu Authority for Rapid Transit

Economic Development

Office of Housing

Neighborhood Commission

Culture and the Arts

Here to Talk About Smarter Cities

The Budget should be balanced!

The Treasury should be refilled!

Public Debt should be reduced!

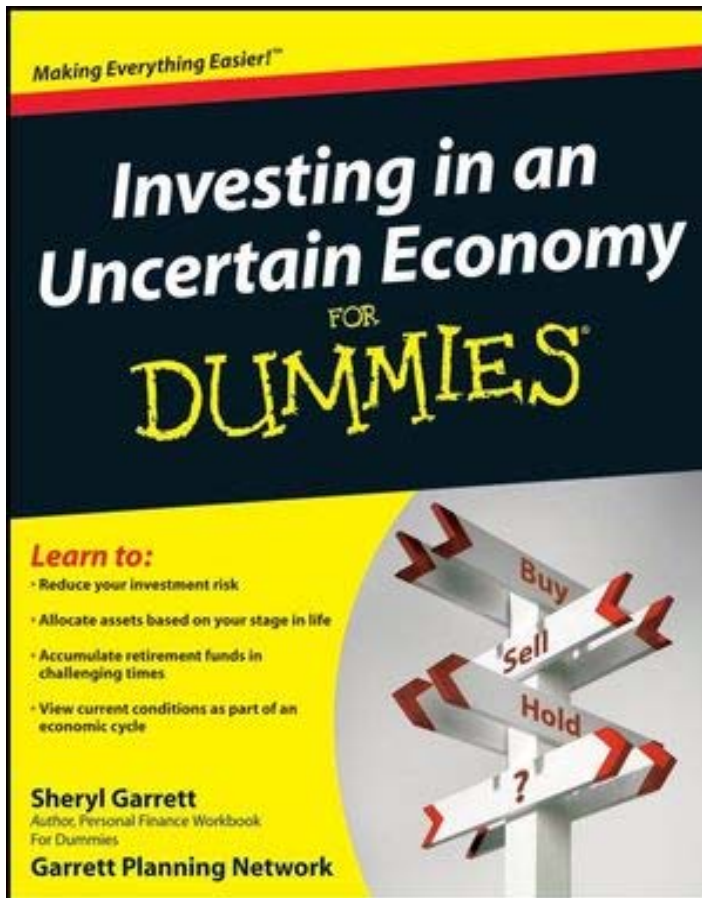
The arrogance of officialdom should be controlled...assistance to foreign lands should be curtailed lest (we) become bankrupt...”

~Cicero in Rome 55 B.C.

Elected Official Career Civil Servant



Economic Crisis



“It is obviously a budget it has a lot of numbers in it”

The CAFR Report

Comprehensive Annual Financial Report

- San Bernadino CA
- Stockton CA
- Jefferson County Ala
- Central Falls RI
- Mammoth Lakes CA
(Dismissed)
- Harrisburg Pa
(Dismissed)
- Boise County Idaho
(Dismissed)

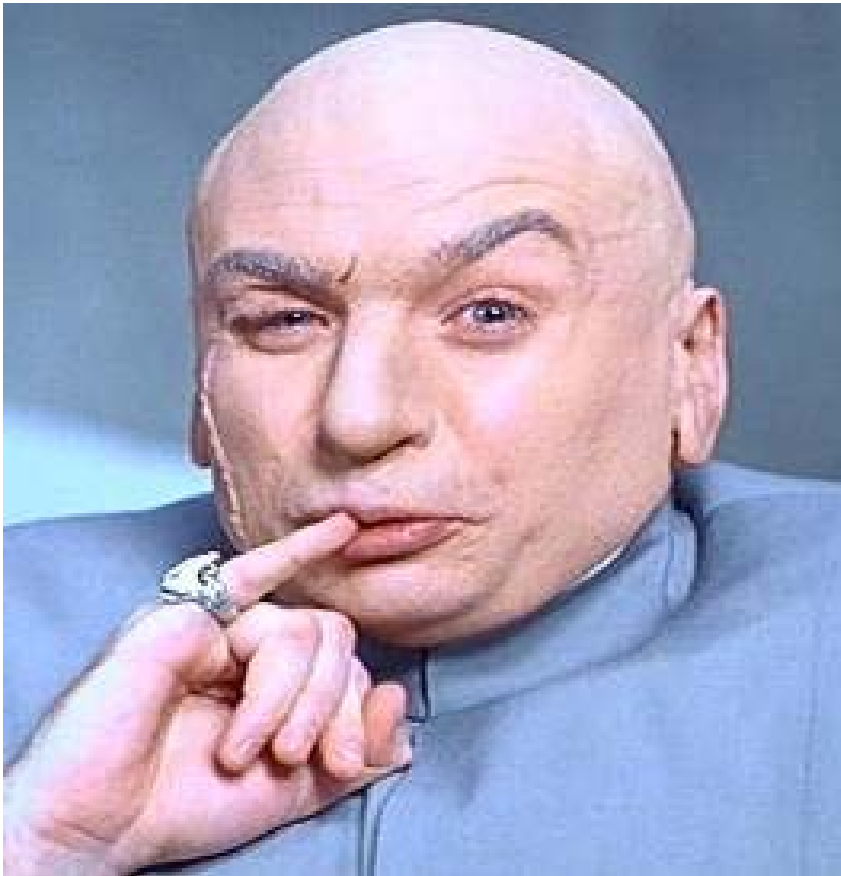


Government: There is NO MORE Money!



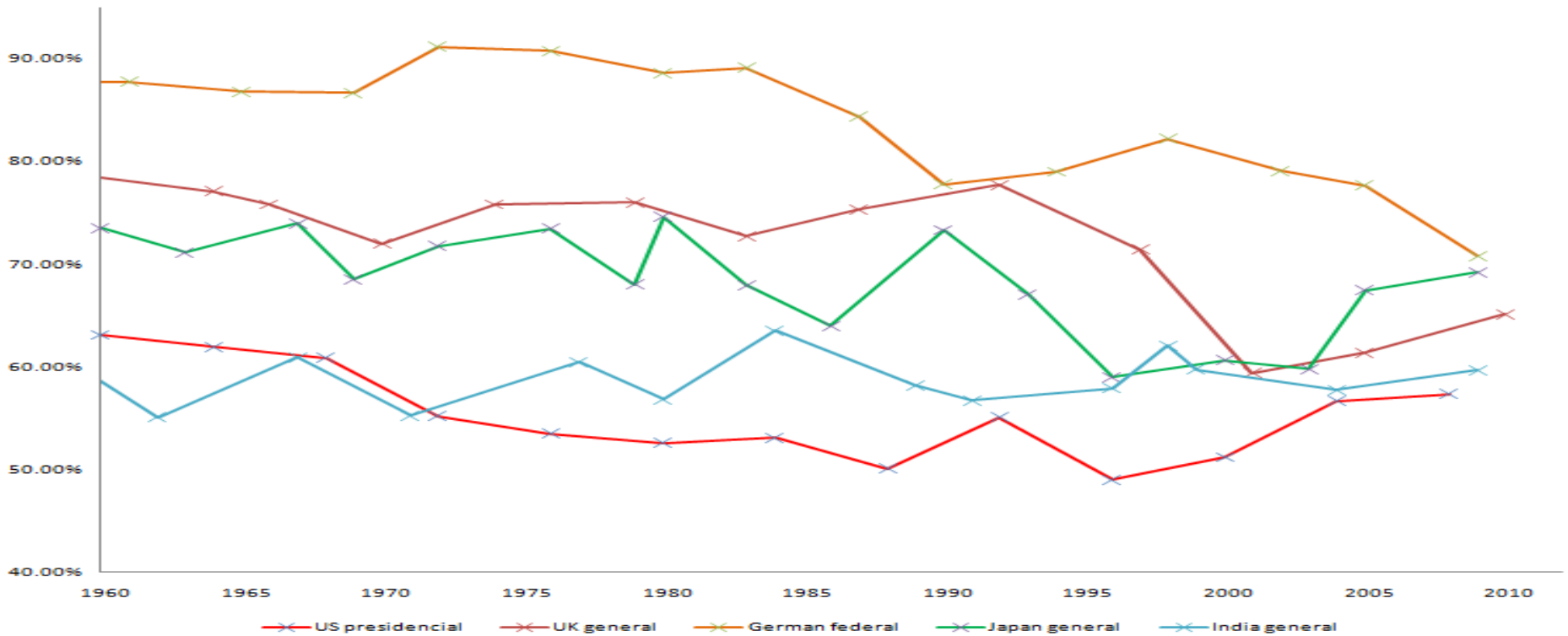
"The trick is to stop thinking of it as 'your' money." - IRS auditor

Loss of Confidence in Government/Business Leadership



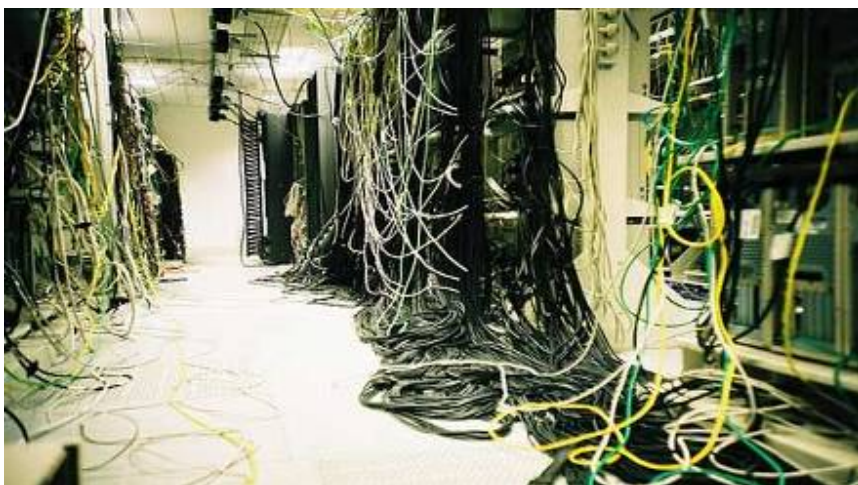
“The president
has kept every
promise he
intended to
keep”

Government Success = Voter Turnout



“It is no exaggeration to say that the undecideds could go one way or the other”

Honolulu Data Center - 2005



First Responder Communications Facilities



In 2005

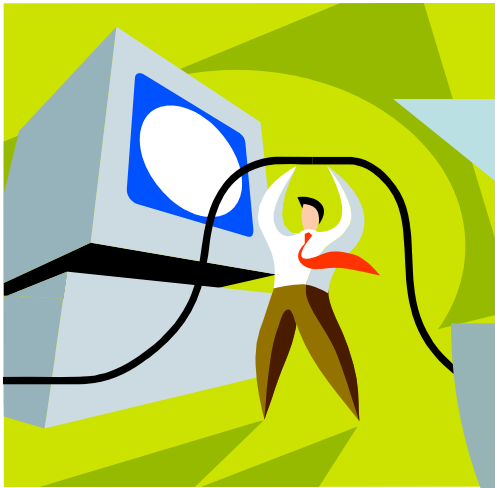
Antiquated HW/SW/Infrastructure

- \$100 Million Applications
- \$43 Million Radio Towers
- \$50 Million in Hardware and Infrastructure



The Vision

Smarter Citizen



data

innovation

information = insight

Trust in Government

Smarter City



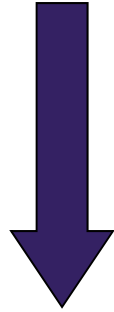
Build Trust

- Government Becoming Truly Transparent;
- Embracing a Culture of Full Disclosure;
- Partnering with Business Instead of Leveraging Them
- Citizen Engagement
- Strategically Using Analytics; and perhaps the hardest of them all,
- Giving Up Tradition for Progress.

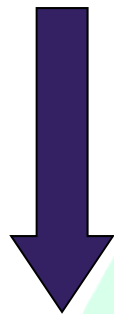
“Trust, but verify.”

[Ronald Reagan](#)

NY Rich Teams (Private Sector)



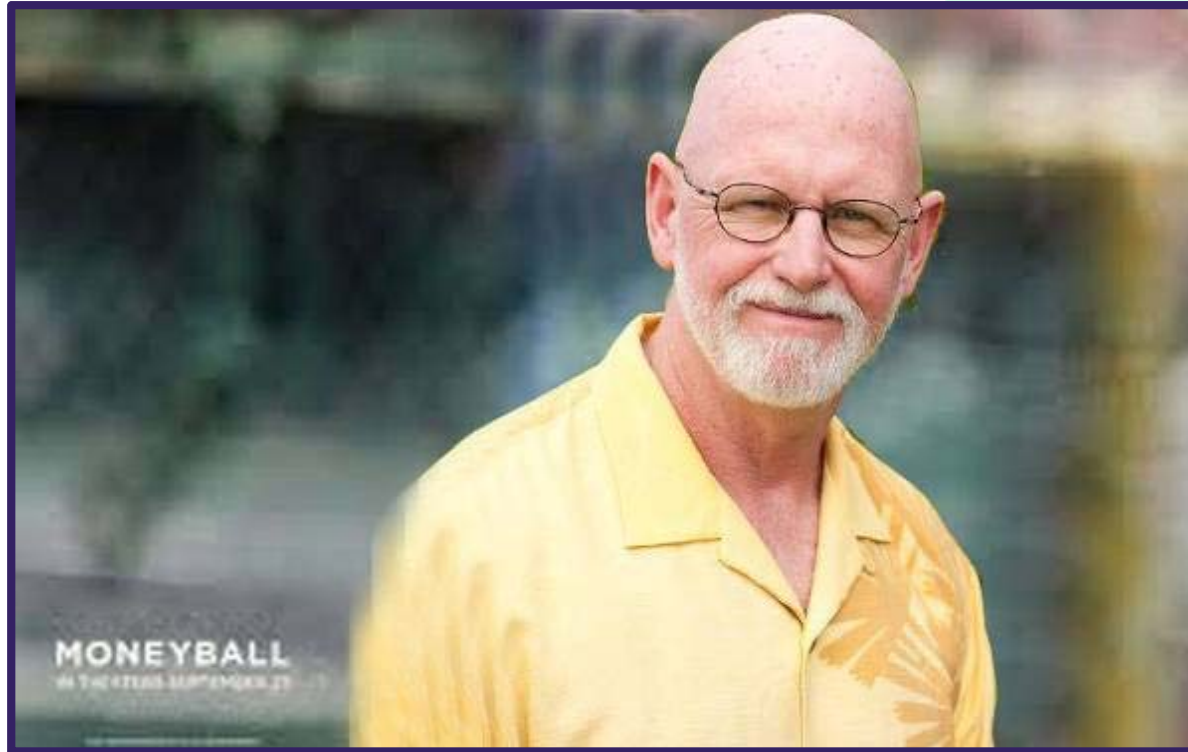
Poor Teams
(50 Feet of CRAP)



Oakland A's (Government)



Customer Vision



"If we pull this off, we change the game.
We change the game for good."
- Billy Beane

Execution



“Your goal shouldn't be to buy players. Your goal should be to buy wins. In order to buy wins, you need to buy runs.”

-Peter Brand

CENTER FOR
DIGITAL
GOVERNMENT

RANKS **HONOLULU** THE NUMBER **1**
DIGITAL CITY IN THE U.S.



AA+
Bond Rating •
Outlook Stable



INFRASTRUCTURE
100



Twelve Point Program

“If you want to make enemies, try to change something”

- 1. Leadership
- 2. Re-evaluate
People/Process/Technology
- 3. Determine Business Drivers
- 4. Identify the Needs
- 5. Exploit the Obvious
- 6. Risk Adverse
- 7. Visionary
- 8. Agility
- 9. Fiscally Accountable
- 10. Innovate
- 11. Execute
- 12. Engagement



1. Leadership

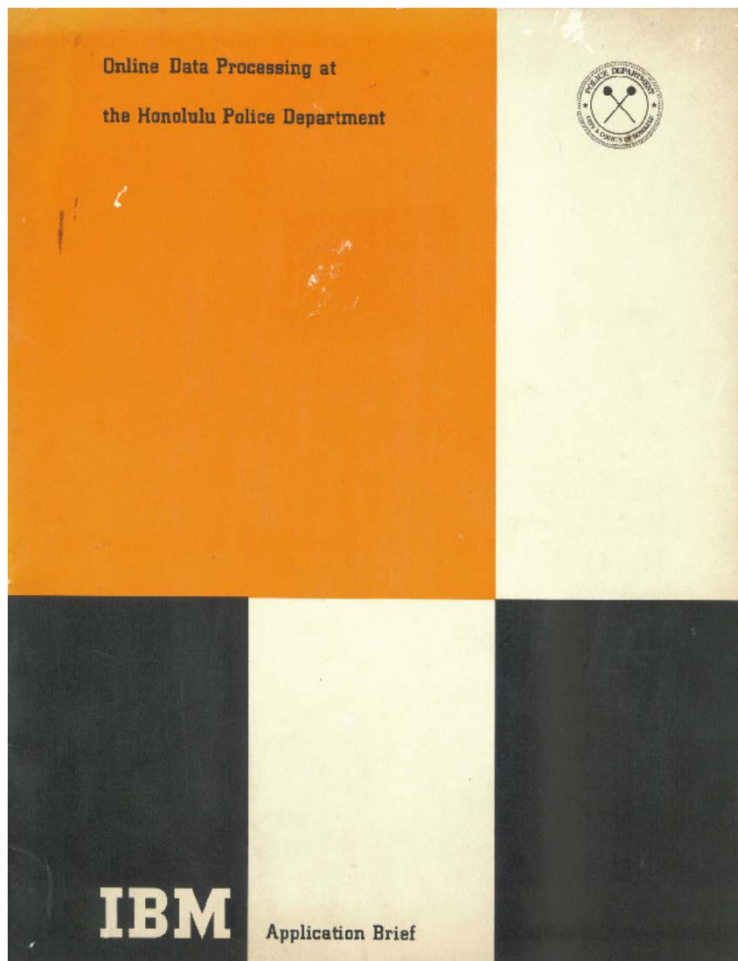


During my 14 years as Mayor of the City and County of Honolulu, I have watched this island experience an unparalleled population growth. I have had a deep and growing concern about the effects of this growth upon the operational and social responsibilities of our local

. No such government today, with its obligation to the taxpayer, can afford to be responsive to the needs of its constituents without the adoption of the newest and most modern technical innovation.”

Mayor Blaisdell

Drivers Licensing / Motor Vehicle Registration IBM System 360



2. Re-evaluate Your People Processes and Technology (No Migration Path)

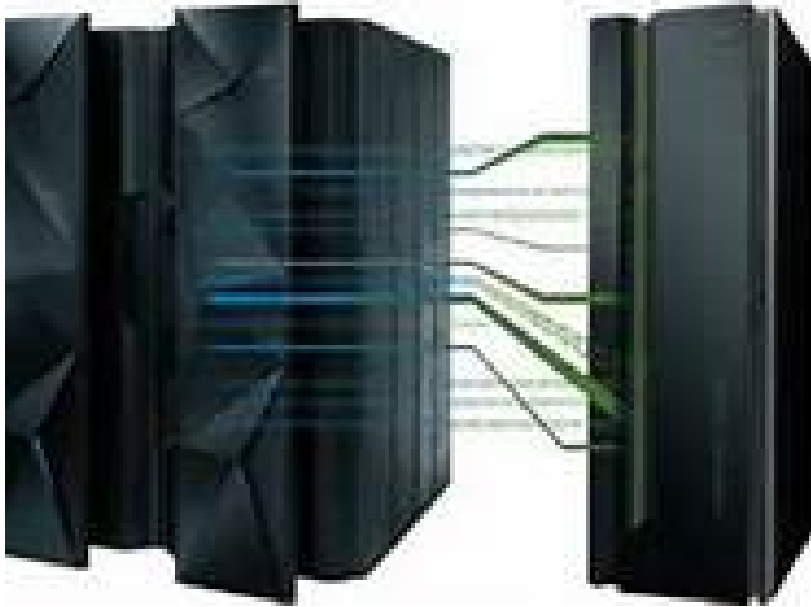




PARTNERSHIP

"You give me half the fish, and I'll tell my mom to let you live."

Mainframe/Enterprise Server Strategy



- Evaluate MF Strategy
- Develop Migration Plan
- Partner IBM/Sirius
- Deploy with Growth Program

System Z/IFL/Blade Center



DS8100



XIV SAN

Drivers Licensing / Motor Vehicle Registration Since 1968... How's that ROI

3. Determine What Drives Your Business

- Dispersed Employee/Citizen
- Drive to satisfy the need of dispersion
- Employee/Citizen use more than one company product
- Outcome: Increased revenue, reduced costs, high value
- Centralized IT provides coherent view



Plus Other Demands on IT

- IT to Reduce Costs
- IT to Speed Deliverables and Output
- IT to Overhaul the way you do Business
- IT to Improve Effectiveness & Efficiencies



ERP/Asset Management/Big Data
P Series to Z Series

NOT Change of Business Process
It's IMPROVEMENT of Business Process



“When a president does it, that means that it is not illegal”

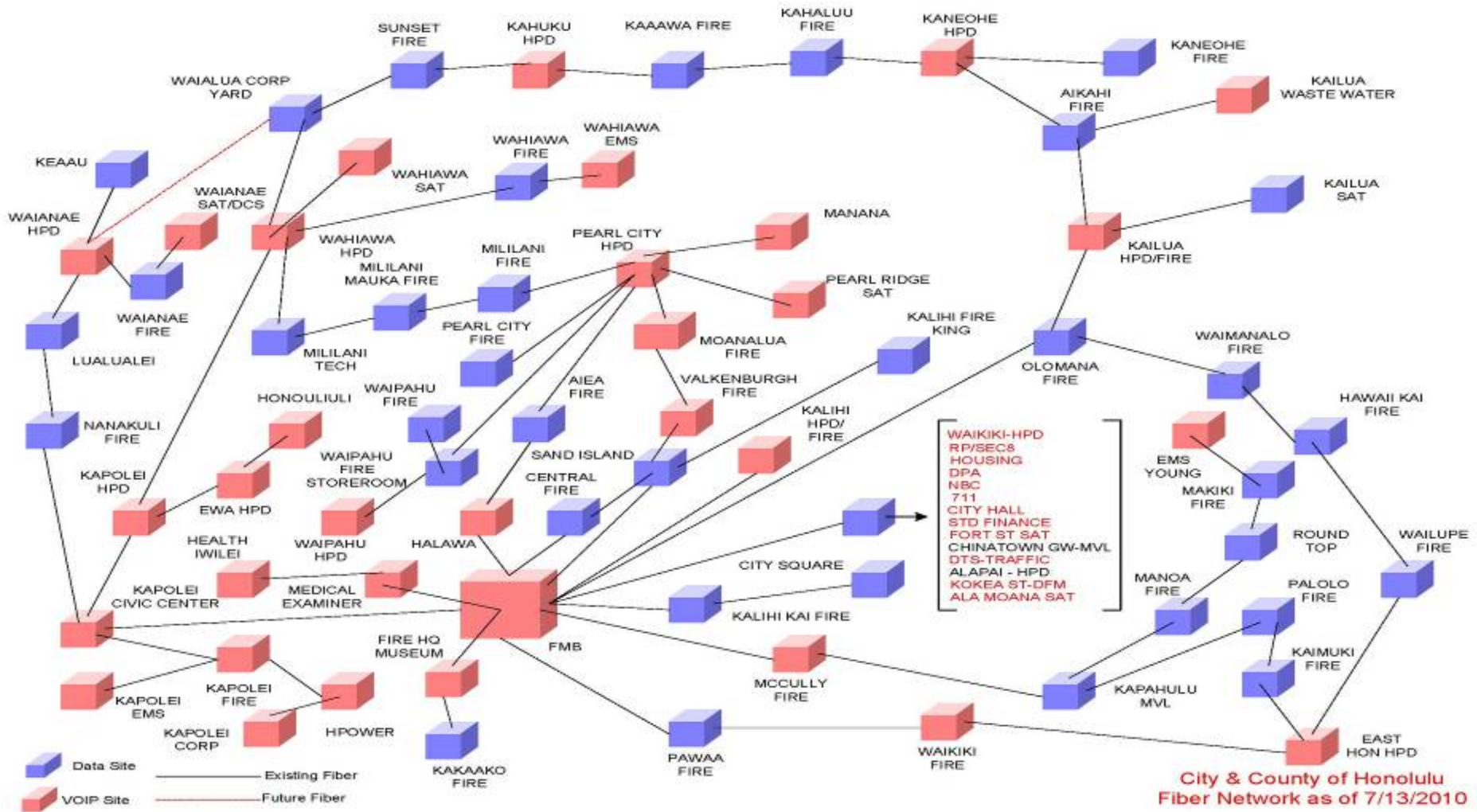
4. Identify Waste

- Efficiency
- Desire to reduce costs
- Standardize/Centralization of corporate and IT decisions
- Eliminate redundancies, conflicting processes and duplications
- Need to integrate business process and centralized IT
- Maximize what you already invested in



Network/Security Infrastructure

Build on It – VOIP/CLOUD



800 MHz Radio/Microwave Partner with State - Grants



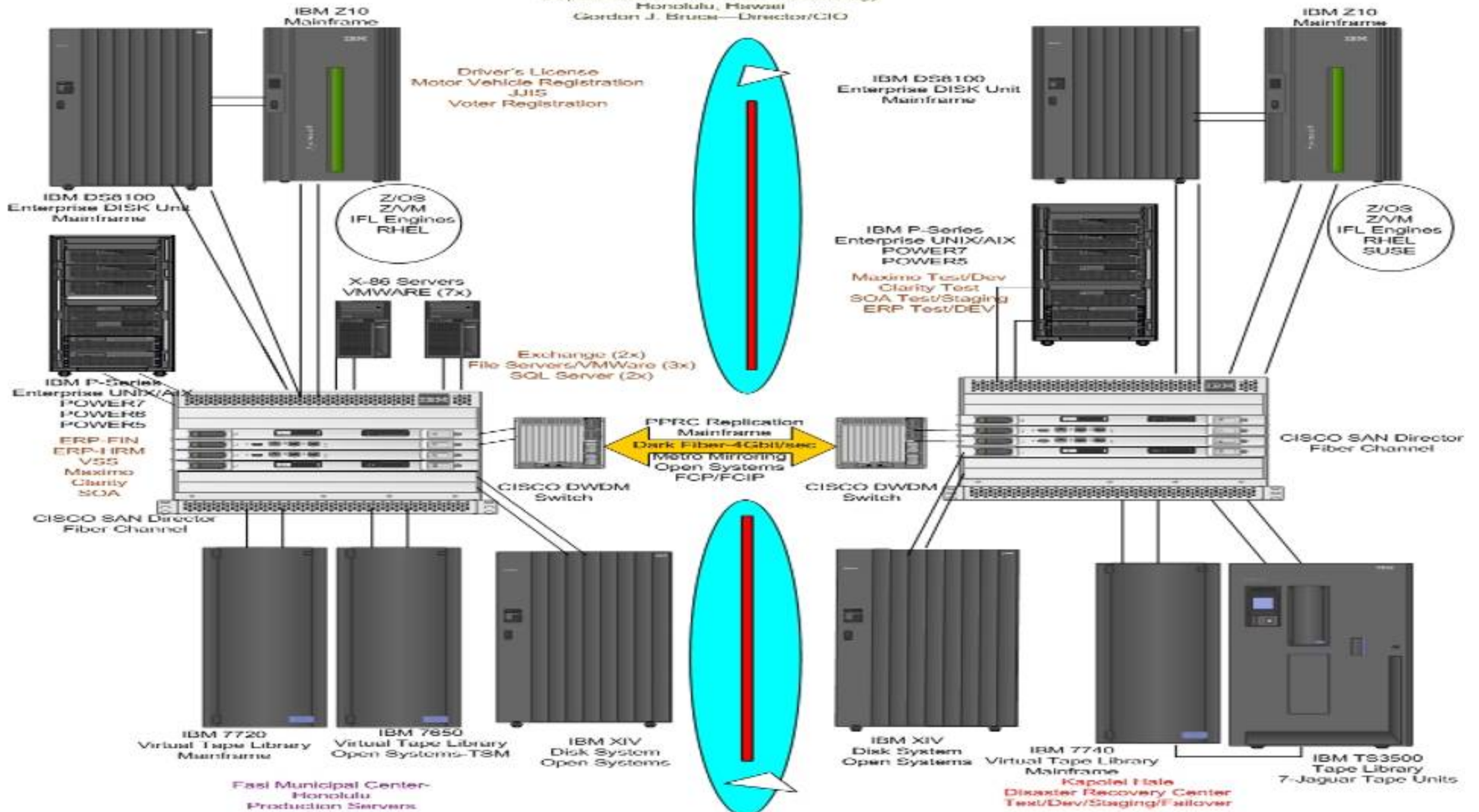
5. Exploit the Obvious

- 71% Fortune 500 are System Z
- All 25 World Banks use Mainframe
- 9 out of 10 Health Ins. Providers use the Mainframe
- Many Governments

The problem
with **political**
jokes is they
get elected.

Integrated Architecture

City and County of Honolulu
 Department of Information Technology
 Honolulu, Hawaii
 Gordon J. Bruce—Director/CIO

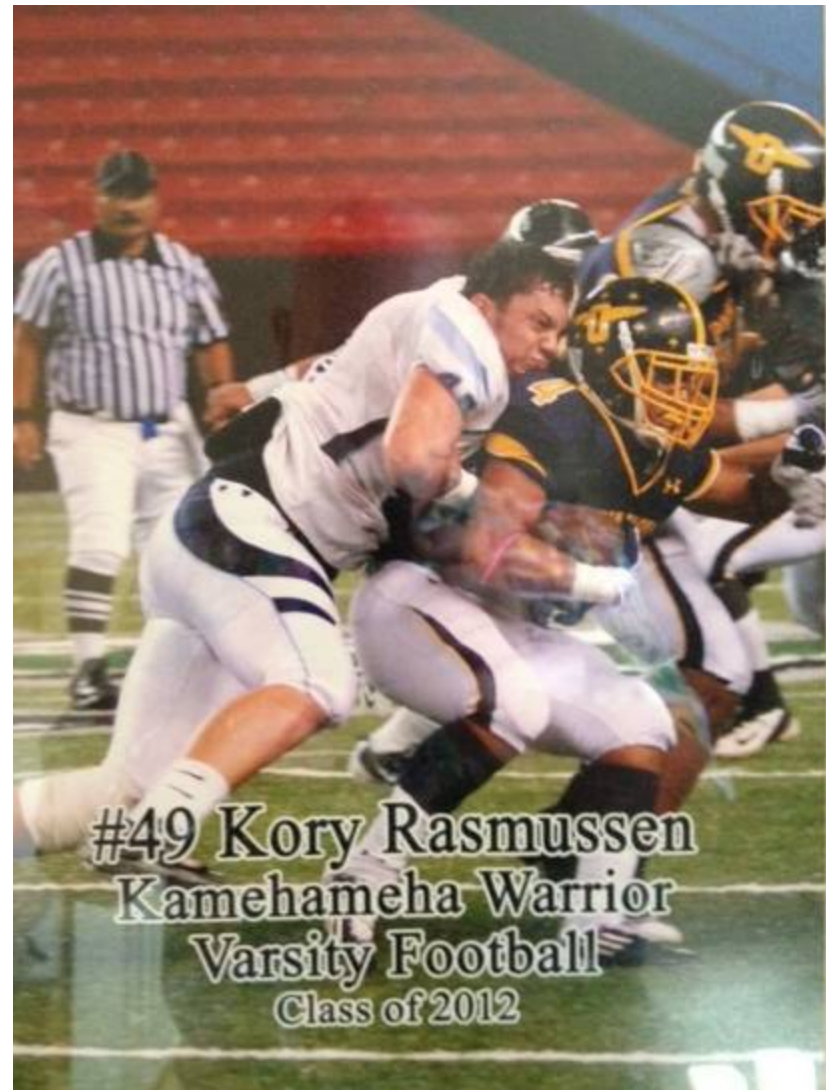


Disaster Recovery



6. Risk Adverse

- Communications Tools
- Provide better information
- Allow people to make better decisions
- Provides more accurate more timely info
- OR just more info than the business or client had before

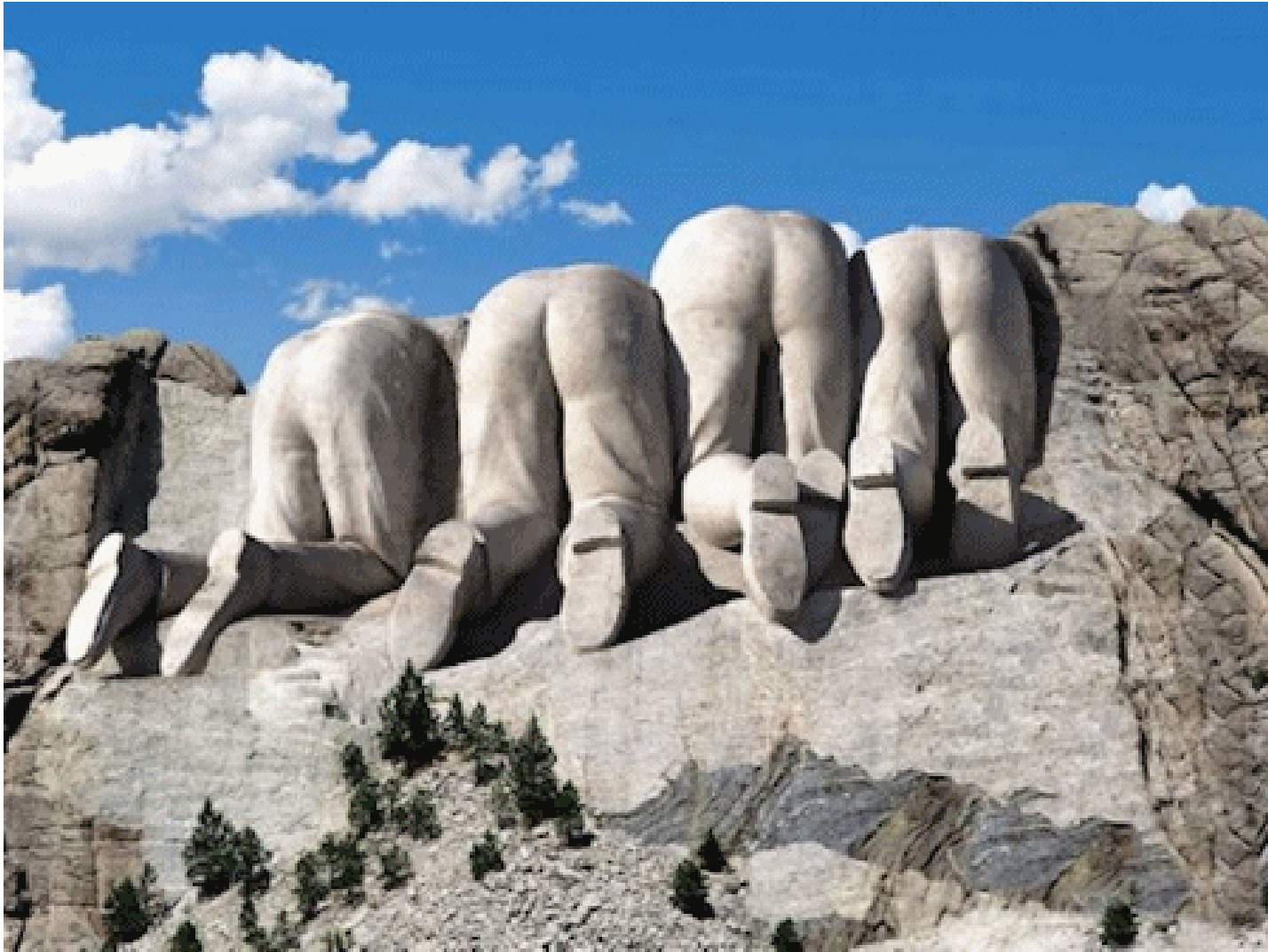




Social Media



7. Be a Visionary (Not Your GRANDFATHERS Mainframe)





MAXIMO



SO MUCH GLORY

SO LITTLE TIME

Honolulu Area Rapid Transit



Courtesy of DavesDailyDose.com



8. Agility – GET BUTT IN GEAR

Open311



Hack-A-Thon

CODE *for* AMERICA



What is the difference between the government and the mafia... one of them is organized

Honolulu Answers / Write-a-thon

HONOLULU ANSWERS BETA [Guides](#) [Quick Answers](#) [Web Services](#)

— *Welcome To* —

HONOLULU ANSWERS

Find answers to the questions you have about Honolulu city government.

Try driver's license, jobs or registration...

SEARCH

9. Fiscally Accountable



2010 New Mayor – Open Data Initiative



"We need to be a lean, clean, smart city that is looking to tomorrow."

Mayor Peter Carlisle
Inauguration Speech - Oct 2010

Director Accountability

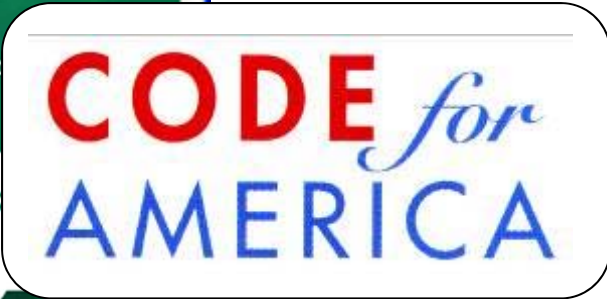
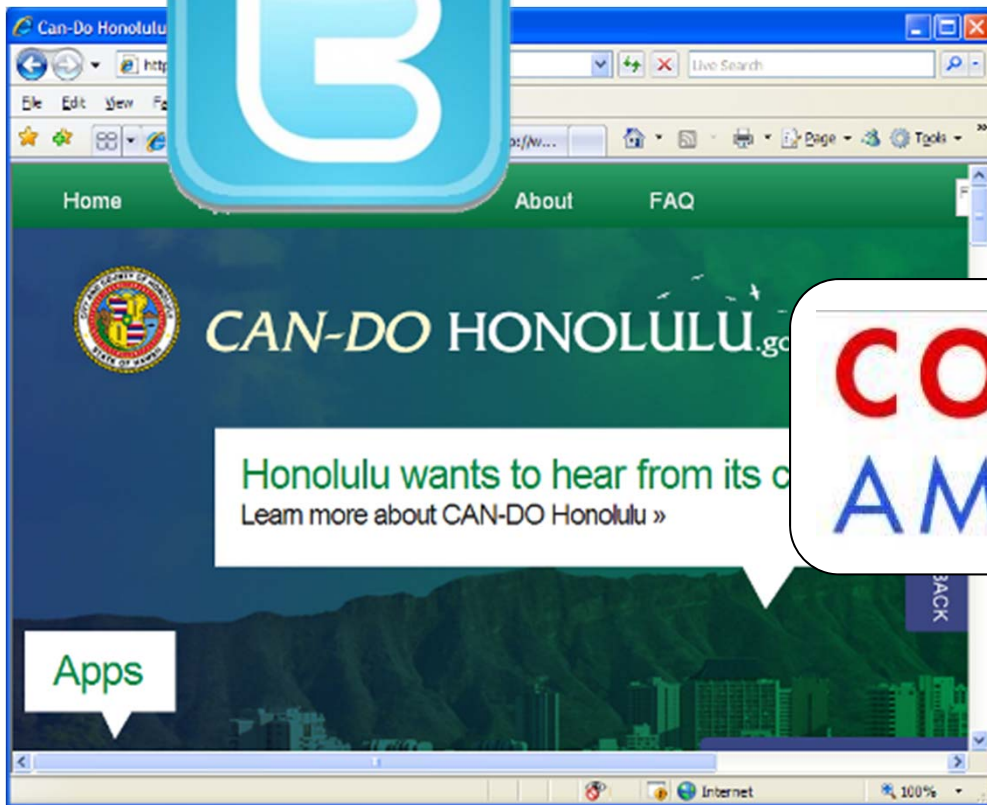


10. Innovate

HACK-A-THON

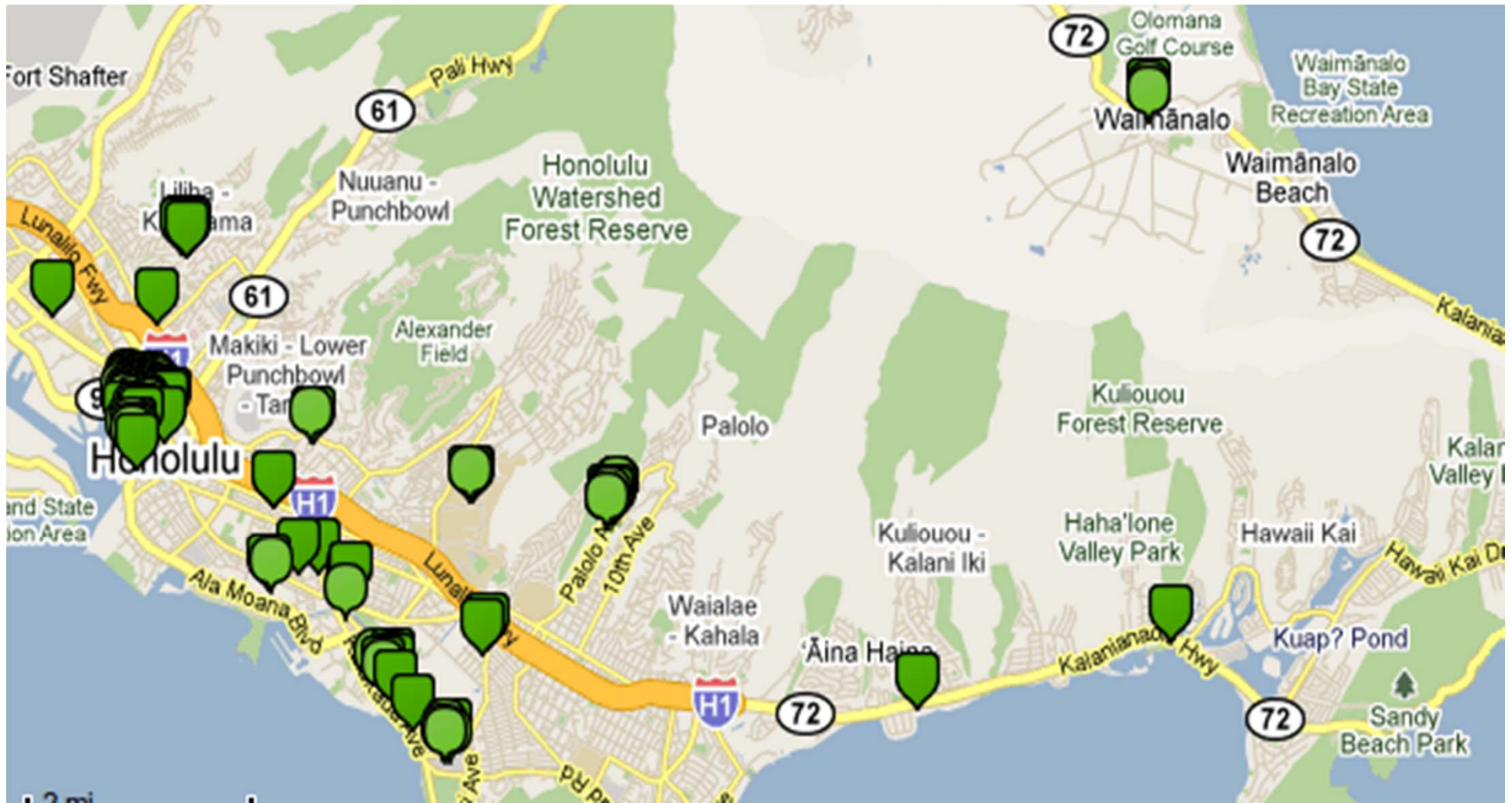


nixle

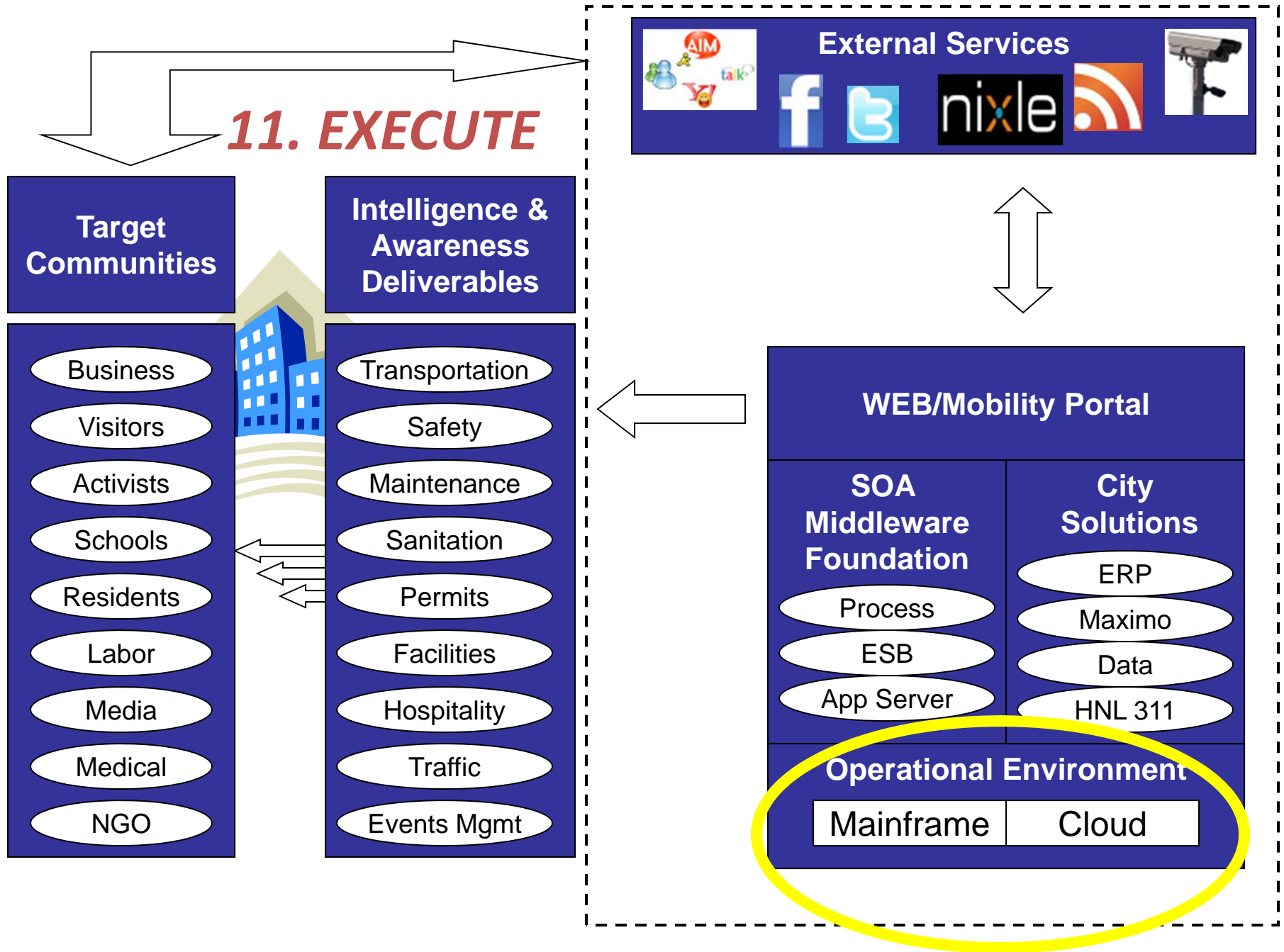


WRITE-A-THON

Free Honolulu Municipal Wireless Partnership – NO Taxpayer \$



11. EXECUTE



Smarter Cities = Smarter Planet



NEW HIGH SCORE!

City funded, people powered games.

BIG Data

Data.Honolulu.Gov

The screenshot displays the Data.Honolulu.Gov website. At the top, there is a navigation bar with links for 'About Honolulu', 'Help', 'Sign Up', and 'Sign In'. The main header features the City and County of Honolulu logo and the text 'HONOLULU GOV'. Below the header, a search bar is visible on the left, and a 'Search & Browse Datasets and Views' section is on the right. The search results are sorted by 'Most Relevant' and displayed in a table with columns for Name, Popularity, and Type. A sidebar on the left provides navigation options for 'View Types' and 'Categories'.

View Types

- Datasets
- External Datasets
- Files and Documents
- Filtered Views
- Charts
- Maps
- Calendars
- Forms

Categories

- Business
- Education
- Finance
- Public Safety
- Recreation

[View All](#)

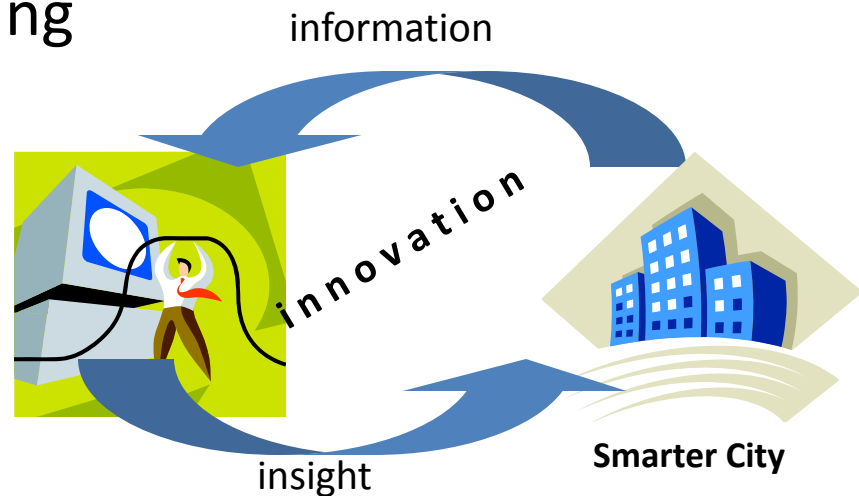
Search & Browse Datasets and Views 🔍 ☰ ☱ Most Relevant ▾

	Name	Popularity	Type
1.	City spending Actual spending 2010&2011 Budget 2012 Proposed Budget 2013	45 views	📄
2.	Public Art Location and descriptions of public works of art	47 views	📄
3.	City Spending 2010 by Department	56 views	📄
4.	City Budget 2012	26 views	📄
5.	Honolulu 311 Reports	12 views	📄
6.	Neighborhood Boards	12 views	📄
7.	City Budget - Compare 2010-2013 Actual spend 2010,2011. Budget for 2012, Proposed Budget 2013	19 views	📄
8.	HART Proposed Budget 2012	12 views	📄
9.	Sister Cities	11 views	📄
10.	Art over time Location and descriptions of public works of art	11 views	📄

12. Engagement

- <http://can-do.honolulu.gov/> - data/mobile apps
- data.honolulu.gov
- <http://citycamphnl.wikispaces.com/>
- www.honolulu.gov – social media
- www.nixle.com – public safety
- Honolulu 311 – Issue reporting
- Answers.honolulu.gov

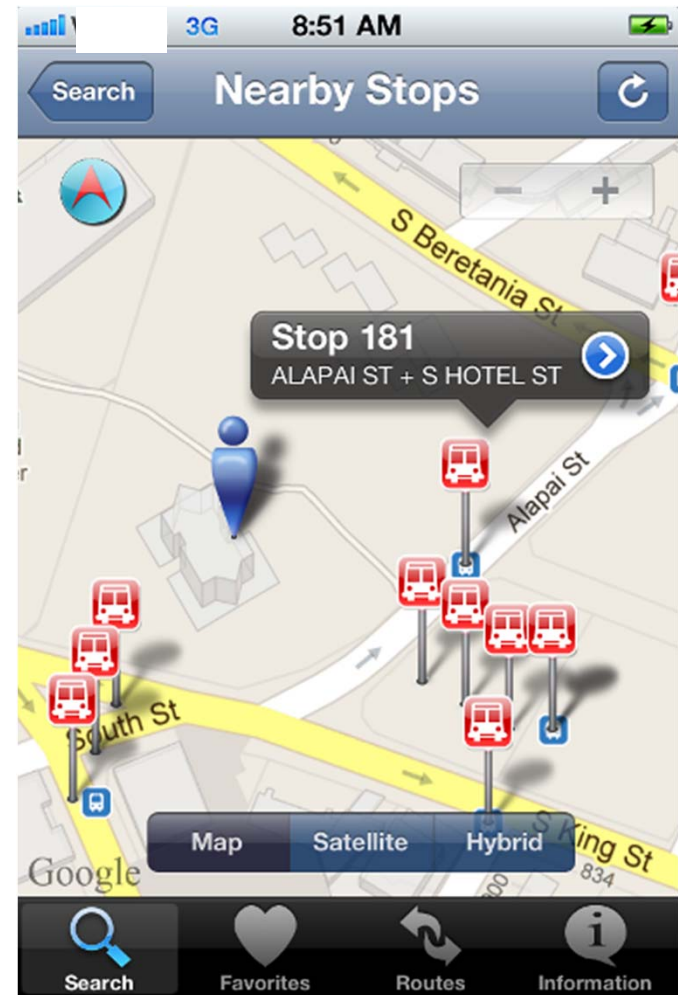
Smarter Citizen



Realization

- “We aren't going to fix Government until we fix citizenship”
- “A neighbor is a far better, and cheaper, alternative to government services.”
 - » Jennifer Pahlka – Code for America

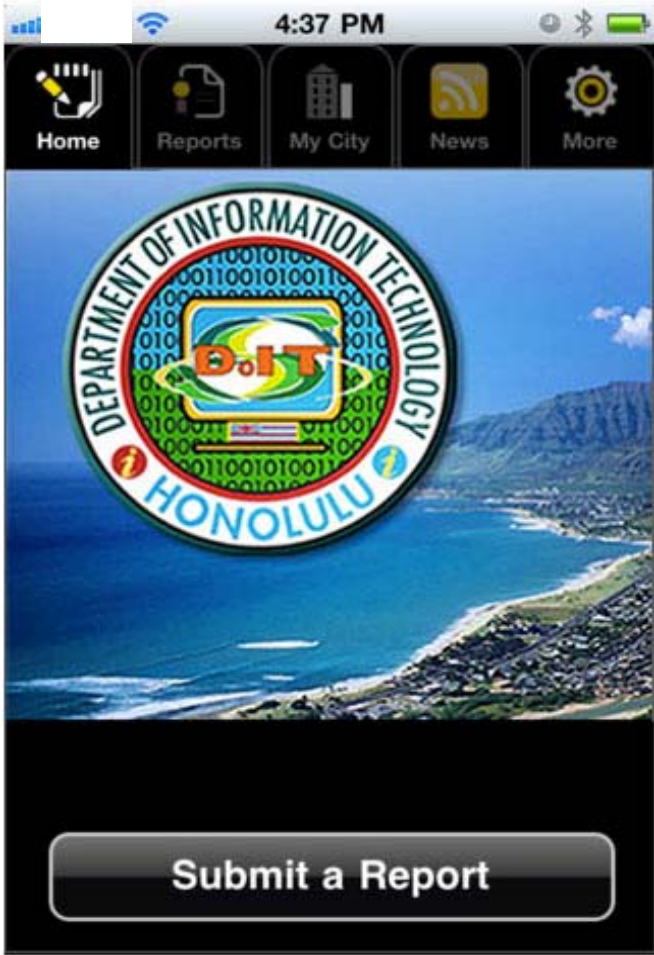
DA Bus Schedule



Tsunami Evacuation Zones (Employee Built)



Honolulu 311



Submit Report

This screenshot shows a mobile application interface for reporting a problem. At the top, the status bar displays the time as 4:37 PM. The form has a yellow header bar with an 'Edit' button and the following information: Address: 1401-1499 Young St, Honolulu... and Location: 21.29864, -157.83826. Below this is a section for 'Issue: Derelict Or Abandoned Vehicles' with a right-pointing arrow. A text input field is labeled 'Anything else to tell us?' and contains the text: 'Car has been in front my house for a month! Please help!!'. At the bottom of the form are two buttons: 'Next Field' and 'Done'. A standard iOS-style keyboard is visible at the bottom of the screen.

This screenshot shows the final step of the reporting process. The title is 'What are you reporting?' in yellow. Below the title is a 'Your Media' section with a plus sign icon. A yellow header bar contains an 'Edit' button and the same address and location information as the previous screen: Address: 1401-1499 Young St, Honolulu... and Location: 21.29864, -157.83826. The 'Issue: Derelict Or Abandoned Vehicles' section is present with a right-pointing arrow. The 'Anything else to tell us?' text field contains the same text: 'Car has been in front my house for a month! Please help!!'. A light blue advisory box states: 'Advisory: Your device information is sent with every report submission.' At the bottom, there are two large buttons: 'Submit Report' and 'Save for Later'.

Report Types

- Derelict or Abandoned Vehicles
- Broken Street Lights
- Tree or Plant Maintenance
- Illegal Dump Site
- Broken / Vandalized Signs
- Stored Property Violation
- Storm Water Pollution
- Construction Run Off
- Coqui Frogs
- Other



<http://cchnl.maps.arcgis.com/home/>



For a listing of map and feature services available on ArcGIS Online published by City & County of Honolulu click [here](#).

The City and County of Honolulu encompasses the entire island of Oahu, it was founded on July 1, 1907. The City of County of Honolulu is the 10th largest municipality in the United States, with a population 953,207. It has a total of 20 departments that are responsible for various services available to the public. For more information please visit www.honolulu.gov

Make a Map »

Create a map that can be viewed in a browser, desktop or mobile device. Share it on a blog, via email, or embed it in a website.

ArcGIS Online for Developers »

Build custom web and mobile applications that incorporate your maps and data.

Adopt -a- Siren



You agree to listen for the siren test and report any problems.

Email address

I haven't signed up yet

I've already signed up

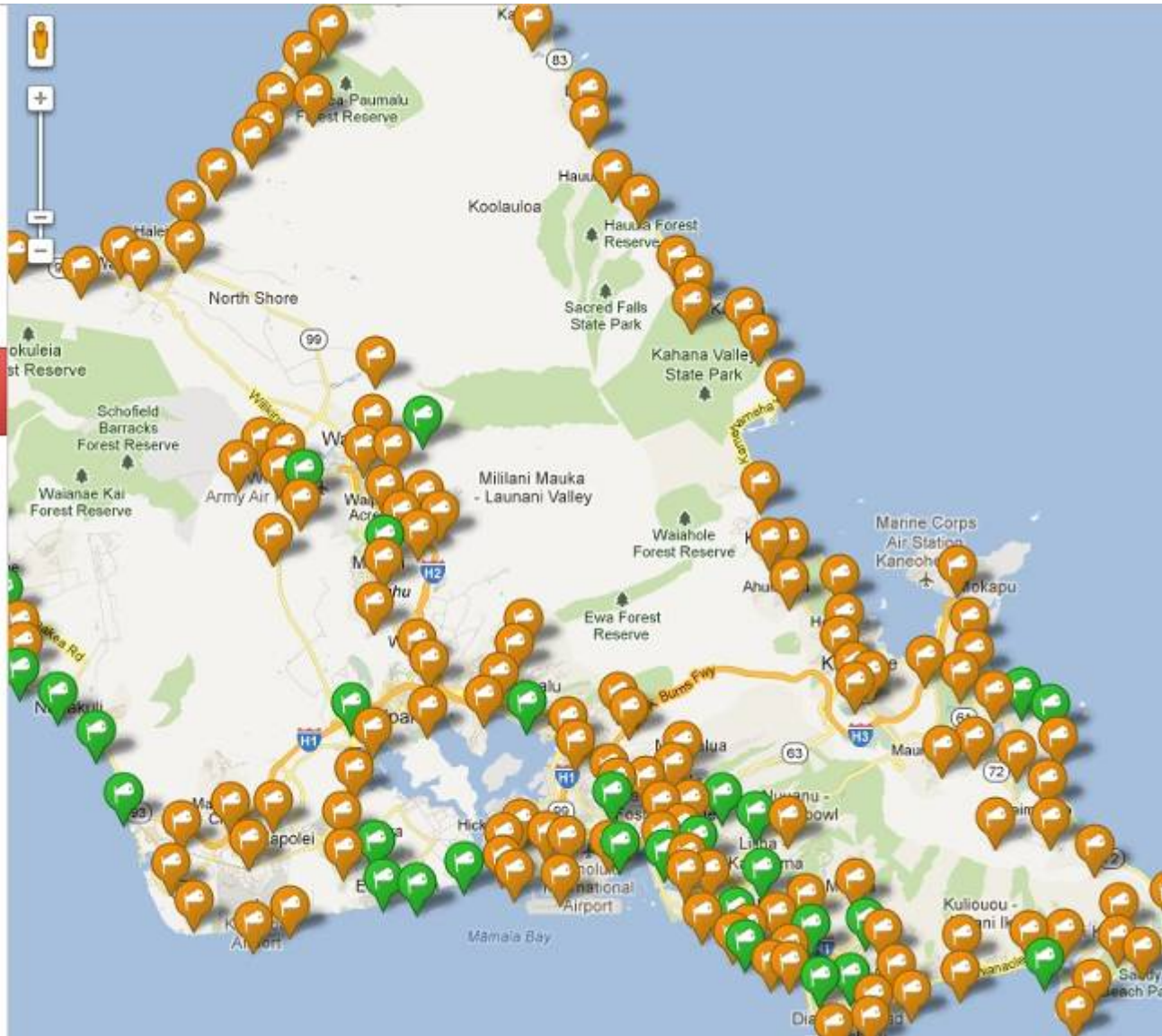
Name (visible to others)

Organization (visible to others)

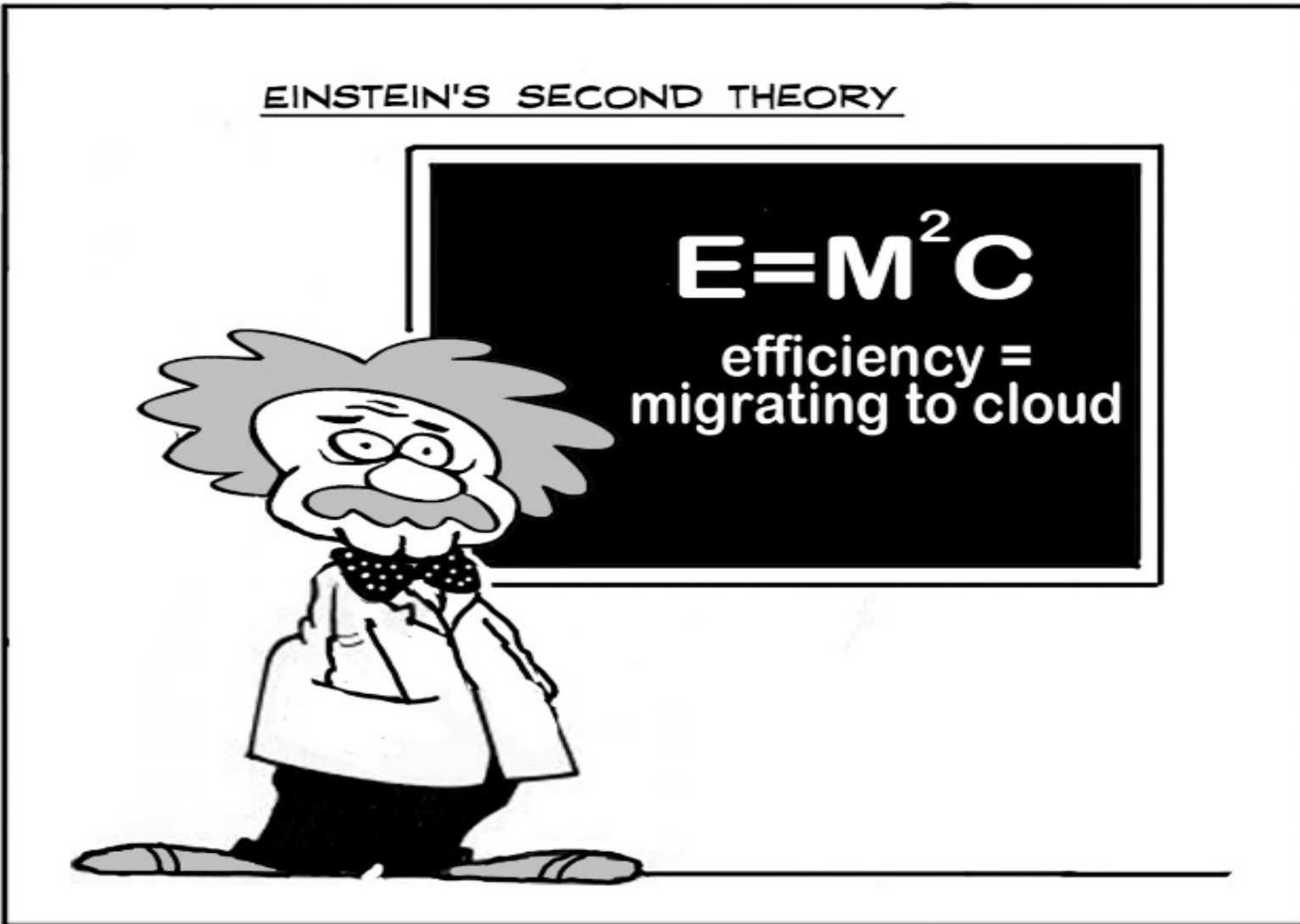
Home phone number

Mobile phone number

Choose a password

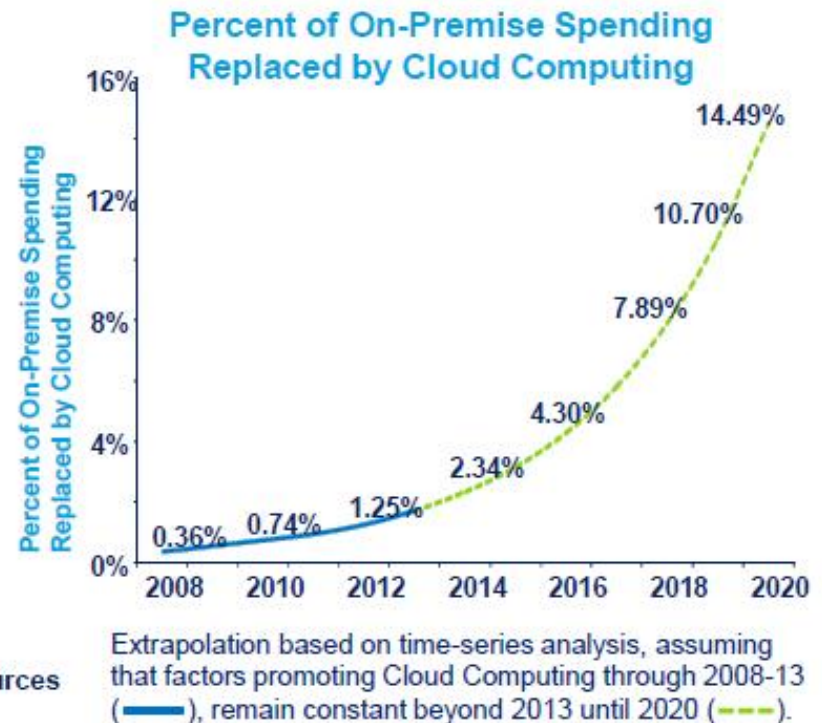
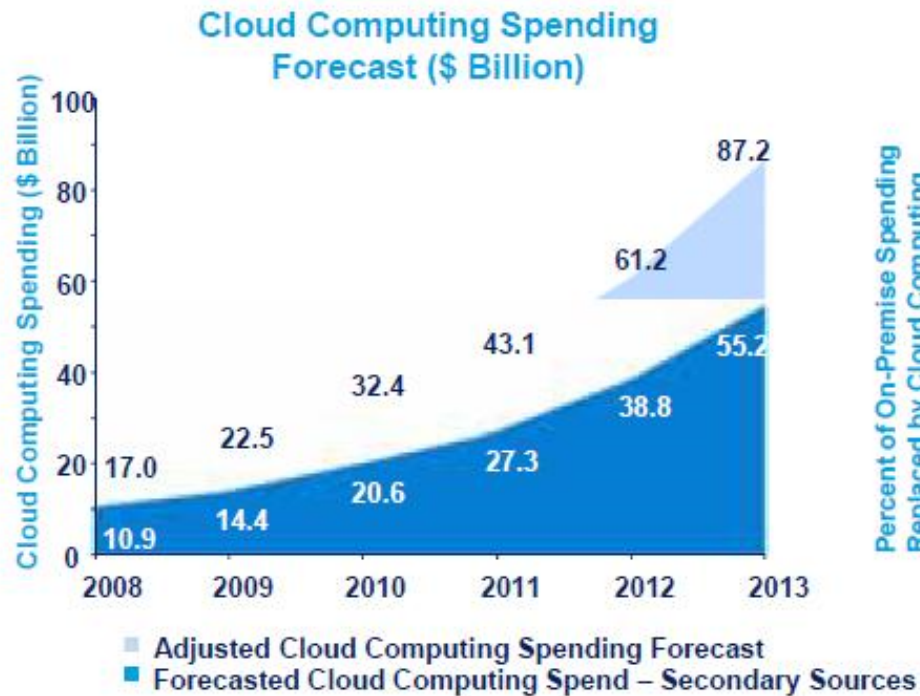


Back to Leadership PACXA



Impact of Cloud Computing on Enterprise IT Spending

Enterprise spending for on-premise solutions will fall, as cloud computing reduces the need for licenses, hardware and software.



The cloud computing market is forecast to grow at a rate of 36.6 percent during 2008-13 to \$55.2 billion in 2013. It will probably reduce overall technology spending by \$30.0-\$39.4 billion in 2013, replacing 14.5 percent of global on-premise spending in 2020.

Source: Research and Innovation Estimates

Top IT Priorities 2013

- Cloud – 27%
- Virtualization – 26%
- IT Modernization – 25%
- Mobile – 19%
- Enterprise SW Modernization – 17%
- Big Data – 17%
- Data Center Consolidation – 16%

ENTERPRISE PRIVATE CLOUD!?



Managed Service Offerings (The Ease of an Integrated Platform)



CENTER FOR
DIGITAL
GOVERNMENT

RANKS **HONOLULU** THE NUMBER **1**
DIGITAL CITY IN THE U.S.



AA+
Bond Rating •
Outlook Stable



INFRASTRUCTURE
100



More on Youtube

Citizens Building a Smarter City: http://youtu.be/wgaq_zr1d-o

Empowering Citizens IBM System Z (Part 1 of 2):
<http://youtu.be/BlTxUwrXF1Q>

Empowering Citizens IBM System Z (Part 2 of 2):
<http://youtu.be/mE2Rjk1qP9Y>



January 2013

Mahalo!

Please visit us at

www.pacxa.com

fb.me/pacxahawaii

Twitter:

[@pacxahawaii](https://twitter.com/pacxahawaii)



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PACXA
