

the summit

Newsletter
Issue 5

Every change in technology or market forces brings about its own generation of buzz words. One of the most intriguing ones I have heard recently is ‘problemtunity’.

This is usually understood to mean a task outside the scope of a normal job or contract performed without additional reward. I like to think of it as providing added benefits to the customer as part of the contractual package.

Thanks to the strong relationships Jumar has built over the years we are able to understand what really gives our clients added value for money and have developed initiatives such as our Flexible Managed Service. In this newsletter you will read more

about how this new service can reduce our clients’ senior management time and effort, whilst increasing their control over project budgets by using our Flexible Managed Service solution.

I am delighted to announce the signing of a contract with Swedish Government Agency Centrala Studiestödsnämnden and a Worldwide Vendor Services Agreement with CA.

More information on these exciting developments follows below and inside.



Wendy Merricks
Managing Director



Latest News ● ● ● ● ●

Jumar Announces £1.1m Modernisation Support Contract with Centrala Studiestödsnämnden

Jumar Solutions has signed a three year software and consultancy support contract worth £1.1m with Swedish Government Agency Centrala Studiestödsnämnden (CSN).

Jumar will provide its Project Phoenix modernisation automation software and supporting tools, including Model Analyser, Model Reporter and Bulk Update. Its experienced consultancy team will

support CSN staff as they work to componentise their ten year-old CA Gen based student loan system, STIS, in the first step towards the realisation of a true Service Oriented Architecture.

CSN approves and distributes approximately 23bn Swedish Kronor in the form of grants and loans to almost 900,000 students in Sweden and abroad.

*continued
overleaf*

what's inside

- Flexible Managed Service
- New VSA Agreement with CA
- New Contract with CSN (cont.)
- Catch up with our Project Phoenix Automation Demonstrations
- Jumar Developer Evening

Latest News ●●●

Hans Rutqvist, chief information officer at CSN comments, "This componentisation work is vital to ensure that our system has the flexibility to meet the future needs of our business.

continued from front cover

Our challenge, over the next three years, is to maintain our current level of service and meet our existing commitments in terms of improved functionality, whilst at the same time transitioning to a better architected system. CSN chose Jumar to be our partner as they have proven experience of similar critical projects and unique automation software that will allow us to transition to the new structure much more efficiently."

Component architecture definition work, a successful proof of concept project and staff training have been completed with support from Jumar at CSN's offices. In 2009 initiation of the componentisation project will begin and continue throughout 2010 and 2011. The completed project will give CSN the future flexibility it needs and the ability to replace specific functional components with newer technology as required.



Jumar's Flexible Managed Service

Using contract resources on major projects is one of the most effective ways of dealing with peaks in workload. However, this often entails considerable time and effort on the part of the management team in maintaining project resources at the right volume and skill levels during the life of the project.

Jumar's pro-active approach to customer service has culminated in the development of its trademark 'Flexible Managed Service', providing clients with one of the most cost effective resourcing options on the market.

The service releases clients from the considerable effort involved in resourcing for major projects. Working closely, at a resource management level, enables us to understand how a client's demands for resource will change over the life of a project. Where there is a peak without suitable internal resource we take responsibility for assigning one or more of our team to fulfil that piece of work.

Choosing our Flexible Managed Service allows us to take care of the full recruitment process, providing the right level of skilled and experienced people at the right time. We leave with a requirement and return with the appropriate

resources on the required date, who will have already been through an agreed induction process; all this with as much or as little involvement from the client as they wish.

The service also offers additional benefits including placement of a Service Delivery Manager to oversee the effectiveness and day to day running of the project team, ensuring coverage for long term sickness and, where necessary, making the appropriate skills adjustments as the project progresses.

A variety of other options are available including: regular management reporting on progress and issues; skills transfer or mentoring, fixed price work packages and a comprehensive range of training services.

Flexible Managed Service



■ Core Service Offering ■ Value Added Services

Jumar Signs Worldwide Vendor Services Agreement with CA

Jumar has today announced the signing of a vendor services agreement (VSA) with CA, the world's leading independent IT management software company, to provide specialist resources across the globe.

Jumar will augment CA's professional services division, one of the strongest in the industry, for both CA Gen and other CA skill sets. Chris Collins, VP of CA Services – EMEA, says, "The agreement with Jumar extends CA's reach, supplementing our own internal resources with Jumar's specialists to serve our customers more rapidly and effectively. In fact, within hours of the agreement being in place, we leveraged the new partnership to fulfill a major customer requirement in Europe."

Collins continues, "In our dealings with Jumar over the years, we have been impressed with their professional approach and leading solutions. This agreement formalises an important level of solutions and resource availability."

Paul Hughes, Business Development Director at Jumar, comments, "We are delighted that CA has reinforced its relationship with Jumar based on our leadership and global reach in the CA Gen solutions and resourcing market. We have worked closely with CA for some time and this agreement recognises the quality of Jumar's offerings, such as our Project Phoenix Upgrade and Modernisation solutions and our unique Flexible Managed Service, by elevating us

from a national partner to CA's first global CA Gen VSA partner."

The agreement is part of CA's consolidation of its partner portfolio.



*Paul Hughes,
Business Development Director, Jumar*

Project Phoenix Automation Demonstrations

A series of practical demonstrations using the latest automation tools available to modernise and upgrade your CA Gen systems.

We are pleased to announce our latest programme of web seminars which will showcase a number of on-line practical demonstrations of the latest automation tools for modernising and upgrading your CA Gen systems.

This exciting new series of web-based demonstrations supplements the CA Gen Modernisation Strategy webcasts that were delivered by Jumar Solutions earlier this year.

Take this opportunity to see the power behind the tailored automation tools that are helping companies analyse, upgrade and modernise their CA Gen based systems.

Join the consultants from Jumar Solutions as they step through practical demonstrations to highlight how you can apply automation to dramatically increase productivity and reduce the overall time and cost associated

with your CA Gen upgrade and modernisation projects.

To register for the webcast please go to: <http://bit.ly/yzptZ> or to listen to previous webcasts please visit: <http://bit.ly/fWjBjR>



Jumar Scores a Century at the 43rd Keswick to Barrow Walk

The Jumar Solutions team of nine dedicated walkers finished 100th out of the 270 teams that entered the 40 mile Keswick to Barrow walk on 9 May 2009.

Braving traditional Lake District weather – a bizarre sequence of driving rain and two punishing hailstorms followed by brilliant sunshine – the first member of the team crossed the finishing line in just ten and a half hours.

Sporting an impressive array of blisters and bruises the team is proud to have succeeded in raising nearly £1,500. Last year the organising committee donated to over 200 charities including; Marie Curie, Guide Dogs for the Blind, Cancer Research and the Furness and Duddon Mountain Rescue Team.



Before the walk:
left to right are:
Pam Williams,
Pete Williams,
Jeff Johns,
Elif Pratt,
Kevin Tate,
Doug Michael,
Jerry Gould,
Nigel Rickaby.



After the walk:
left to right
Jeff Johns,
Elif Pratt,
Ian Mitchell
(Support Driver),
Kevin Tate,
Jerry Gould,
Dan Hobbs.

Forthcoming Conferences

Jumar will be attending or speaking at the following conferences in 2009:

- 10 to 13 October – EDGE EMEA 2009, Amsterdam, Netherlands
- 28 to 30 October – EDGEucate 2009, Plano, Texas, USA
- November TBC – EDGE APAC, Australia
- 16 to 20 May – CA World 2010, Las Vegas, USA

Contact Us

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Success for Jumar's First Developer Evening

Jumar's inaugural developer networking evening was deemed a huge success with over seventy attendees.

This new event was aimed at CA Gen developers working at Capgemini in Telford, one of our main client sites. It included staff from both Jumar and Capgemini.

The packed agenda included talks from senior Jumar staff on the recent product and service developments within the company. Key topics included upgrading from CA Gen 6.5 and 7.6 to the new R8 platform and the new mainframe 2.0, generating much interest from attendees both in the open forum and afterwards in lively discussions.

A presentation from Gordon Blain, Project and Programme Manager at Capgemini, on the overall development project at Capgemini and how it was progressing, was very well received. This was followed by an update from Rob Stagg, System Architect at IBM on its involvement in this major migration programme.

Gordon Blain commented, "I was hugely impressed that Jumar took the trouble to organise this extremely valuable event. It was well attended by our own staff as well as those placed by Jumar and I know from subsequent feedback that it provided a useful forum for information and discussion for all the participants."