

## Success Story

### Guardian Saves CPU Upgrade \$\$ with AQM-APC

*At Guardian, Application Quality Management (AQM) is a key component in a global initiative to reduce IT costs through resource optimization. Through application tuning, Guardian has recovered enough unnecessary mainframe processing to defer a planned processor upgrade during 2001.*

A key factor of success has been the implementation of APC, an AQM automation solution from AQM Solutions in Boston. "Our performance team uses AQM-APC to maintain a top 10 list of resource consuming applications", says Frank Bauer, Director of System Software, "As jobs are tuned, AQM-APC helps us prioritize and focus our limited resources on the next jobs to go after. For example, AQM-APC helped identify several critical DB2 application programs experiencing high CPU utilization. We discovered key indexes missing, causing excessive table space scans. We quickly addressed these situations and saved \$1M+ in CPU consumption, and deferred the \$2M+ cost of the planned upgrade. AQM-APC has won the support of senior IT Management".

With AQM-APC, Guardian has transitioned from reactive tuning to proactive performance management. "The beauty of AQM-APC is that it runs in the background, automatically alerting us of performance issues, and helping us to quickly pinpoint the source of the problem" adds Ted Osmer, Performance & Tuning Project Manager, "AQM-APC is easy to use and makes our team more productive."

#### **About Guardian**

Guardian is the fourth largest mutual life insurance company in the United States. Guardian and its subsidiaries provide almost three million people with life and disability income insurance, retirement services and investment products such as mutual funds, securities, variable life insurance and variable annuities.

#### **About AQM Solutions, Inc.**

AQM Solutions, Inc. specializes in Application Quality Management, offering unique products and services to help Fortune 1000 companies achieve dramatic IT savings through resource optimization. AQM Solutions, Inc. is a daughter corporation of TRILOGexpert, an independent performance consulting and software vendor in the European market.