

21CS

Then, Now and Next

Gonzalo Muelas Serrano
Vice President – 21CS VSEn
Teracloud GmbH Managing Director
Center of Excellence Germany
Gonzalo.Muelas@21cs.com

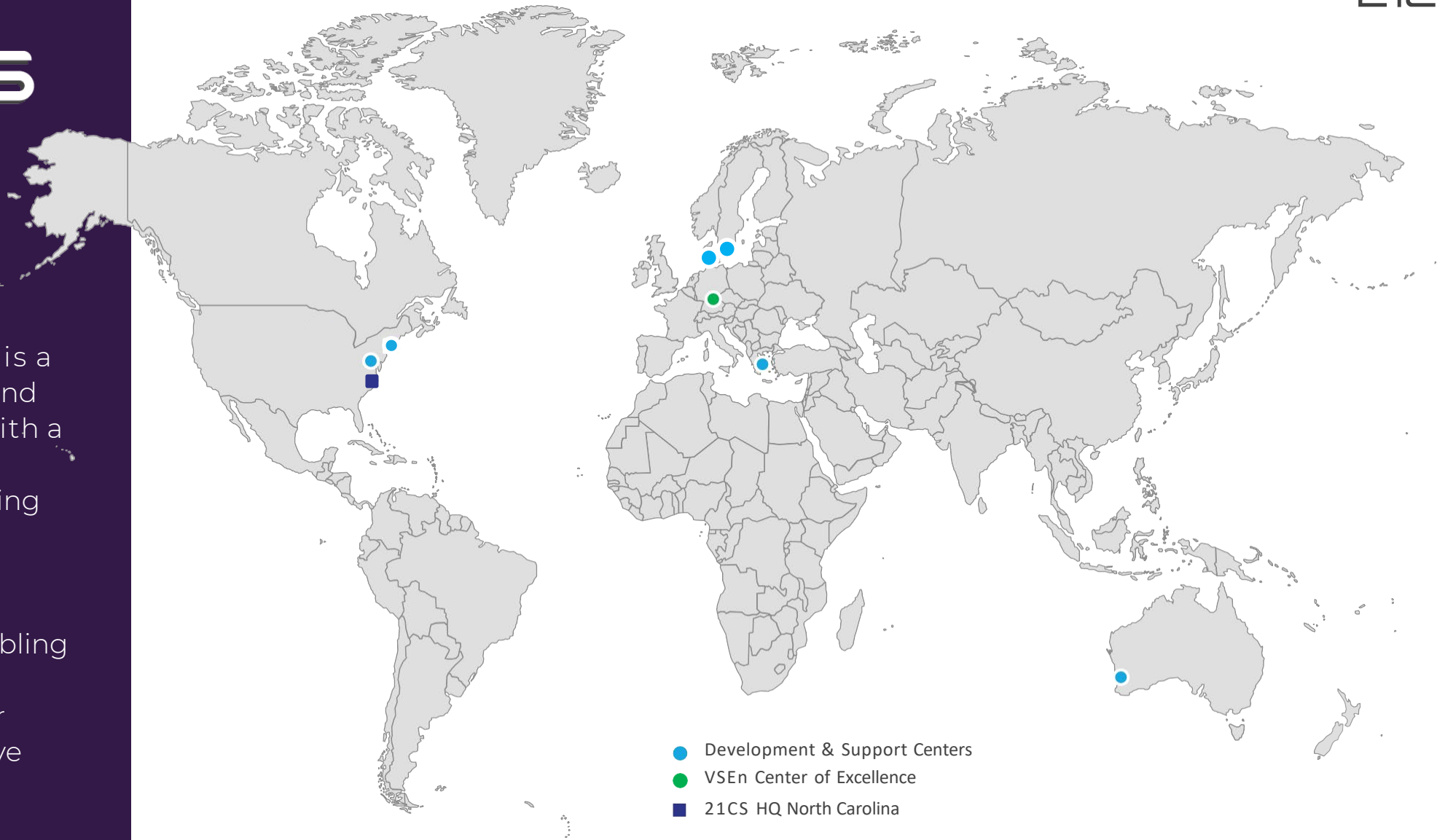
A company, a brand, and affiliate companies under that brand



- **21CS** (21st Century Software Technologies, Inc.) is a Z software-centric company since 1992
- **Teracloud ApS** is the holding company based in Denmark.
- Other companies associated with Teracloud
 - There are multiple legal entities named Teracloud around the world belonging to Teracloud ApS involved in 21CS branded products and activities
 - **VMS Software** - OpenVMS operating system and its stack
 - **Energy Machines** - 'Energy machines' are buildings that generate, store, and reuse their own energy
- In all areas of the business – innovative software with a modern approach



Founded in 1992, 21CS is a Premier IBM Z ISV and Technology Partner with a global organization committed to providing its customers with solutions that deliver value to the IBM Z ecosystem, while enabling them to benefit from world-class customer support and innovative technology.



- Development & Support Centers
- VSEn Center of Excellence
- 21CS HQ North Carolina



The 21CS Vault



21CS NEW Headquarters
Morehead City, North Carolina

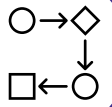
21CS IBM z/OS Product Portfolio



IBM Z Performance and Capacity Analytics



IBM Z Backup Resiliency



IBM z/OS Change Tracker



IBM Transparent Data Migration Facility



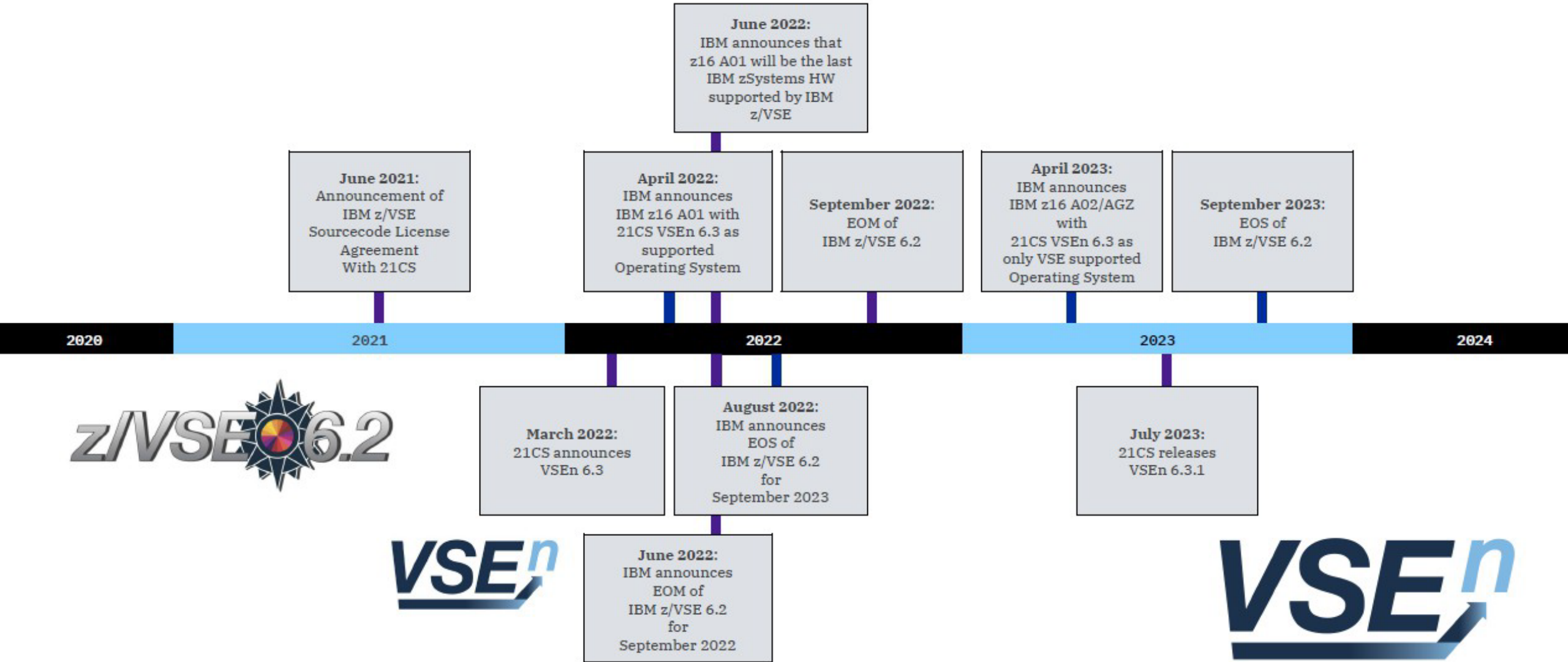
IBM JCL Expert



IBM z/OS DFSMS Cloud Data Manager



IBM z/VSE and zICS VSEⁿ Announcements



21CS VSEⁿ Stack (base and optional) 1 of 2

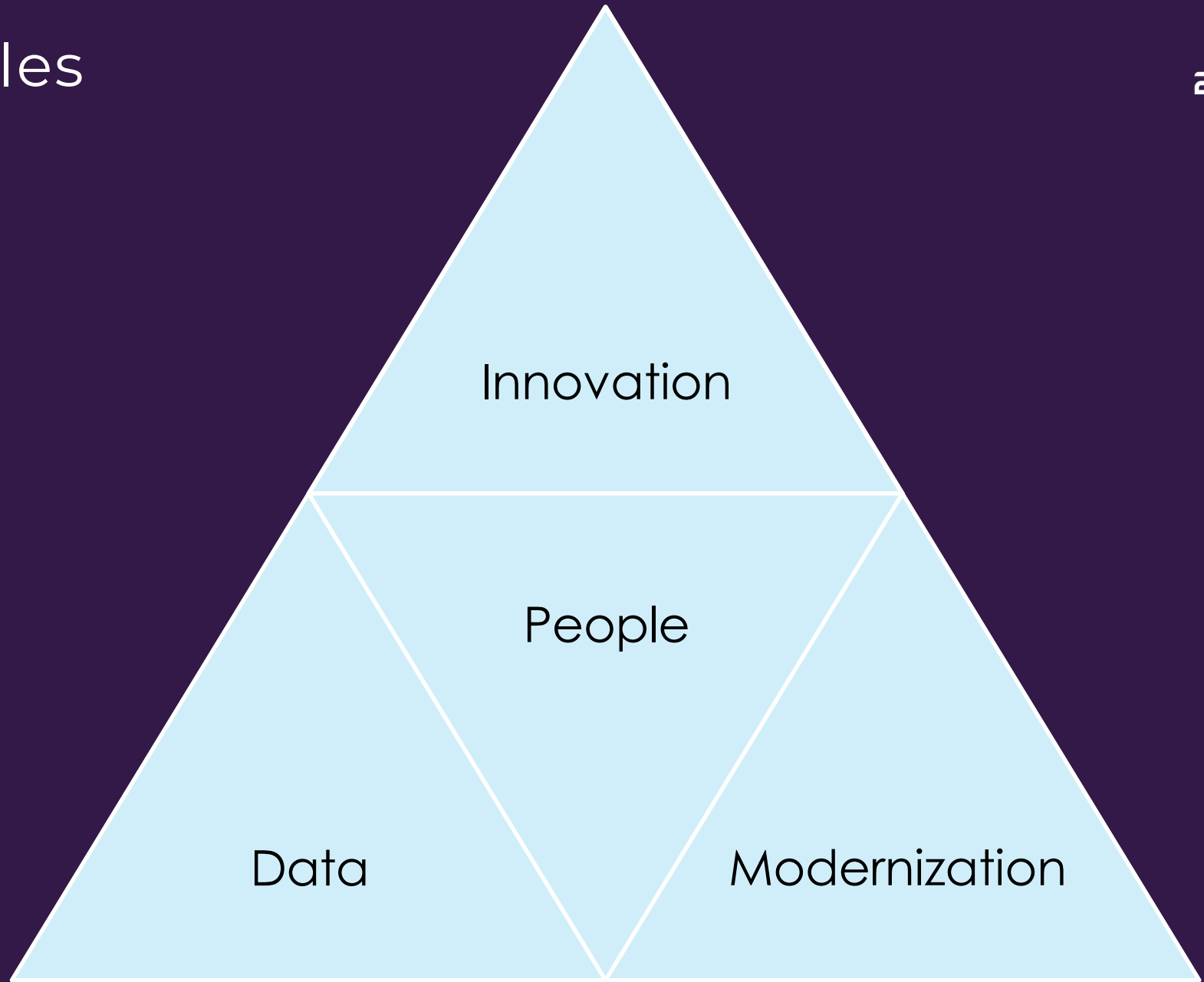


IBM PID	IBM z/VSE Stack Product Name	21CS VSE ⁿ Stack Product Name
5686-VS6	IBM z/VSE 6.2 (including LE, LE DBCS, OS/390 APIs, REXX, z/VSE Connectors)	21CS VSE ⁿ 6.3 (including LE, LE DBCS, OS/390 APIs, REXX, VSE ⁿ Connectors)
5686-065	IBM ACF/VTAM VSE/ESA	21CS VCDD for VSE ⁿ
5655-VSE	IBM CICS TS for z/VSE	21CS OLTP for VSE ⁿ
5747-DS2	IBM ICKDSF	21CS ICKDSF for VSE ⁿ
5656-260	IBM EREP	21CS IDRP for VSE ⁿ
5686-CS1	IBM TCP/IP for z/VSE	21CS TCP/IP for VSE ⁿ
5686-BS1	IBM IPv6/VSE	21CS IPv6/VSE
5696-234	IBM HLASM	21CS HLASM for VSE ⁿ
5648-099	IBM DITTO (base and optional)	21CS SMDMU for VSE ⁿ (optional, in 6.3.1 part of base)
5686-VS6	IBM Encryption Facility for z/VSE (optional)	21CS Encryption Facility for VSE ⁿ (optional)
5696-234	IBM HLASM ToolKit (optional)	21CS HLASM ToolKit for VSE ⁿ (optional)
5686-068	IBM COBOL for VSE/ESA (optional)	21CS COBOL for VSE ⁿ (optional)
5686-069	IBM PL/I for VSE/ESA (optional)	21CS PL/I for VSE ⁿ (optional)
5686-A01	IBM C for VSE/ESA	21CS C for VSE ⁿ (optional)
5686-A02	IBM Debug Tool for VSE/ESA (included in „Full Function“ compilers) (optional)	21CS Debug Tool for VSE ⁿ (optional)
5746-RG1	IBM DOS/VS RPG II	21CS RPG II for VSE ⁿ (optional)
5746-SM3	IBM DFSORT/VSE (optional)	21CS SMCART for VSE ⁿ (optional)
5746-XE7	IBM VSE/ACLR (optional)	21CS AUDT for VSE ⁿ (optional)
5746-XX1	IBM DL/I VSE (optional)	21CS HDB for VSE ⁿ (optional)
5697-F42	IBM DB2/VSE Server	21CS SDB Server for VSE ⁿ (optional)
5697-F42	IBM DB2/VSE Client	21CS SDB Client for VSE ⁿ (optional)
5746-XXT	IBM SDF II CICS SCREEN DEF. VSE	21CS SCRDEF for VSE ⁿ (optional)

21CS VSEⁿ Stack (more optional) 2 of 2

IBM PID	IBM z/VSE Stack Product Name	21CS VSE ⁿ Stack Product Name
5686-057	IBM GDDM/VSE	21CS GPSP for VSE ⁿ
5668-723	IBM GDDM-IVU	21CS GPSP-IVU for VSE ⁿ
5668-801	IBM GDDM-IMD	21CS GPSP-IMD for VSE ⁿ
5668-812	IBM GDDM-PGF	21CS GPSP-PGF for VSE ⁿ
5655-U97	IBM WebSphere MQ Server	21CS MQ Server for VSE ⁿ
5686-040	IBM PSF/VSE	21CS PPF for VSE ⁿ
5688-190	IBM PPFA/370 VSE Feature	21CS PDCF for VSE ⁿ
5688-191	IBM OGL/370 VSE Feature	21CS EFM for VSE ⁿ
5648-B33	IBM AFP Font Collection for VSE	21CS AFP Font Collection for VSE ⁿ

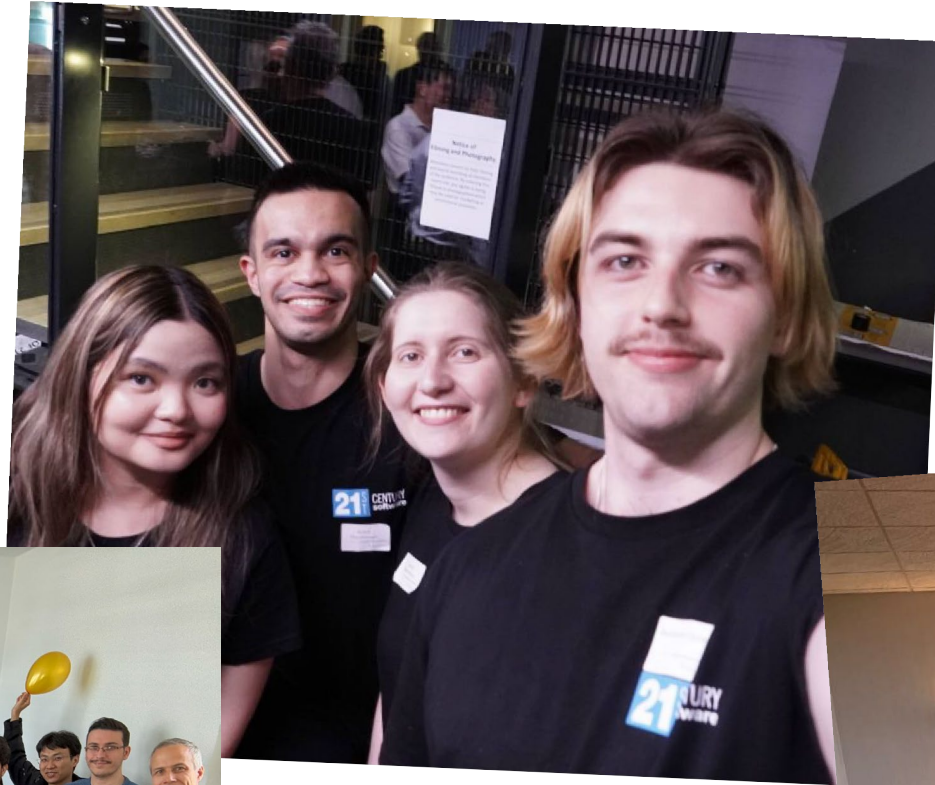
Guiding Principles



Our Commitment to the Platform



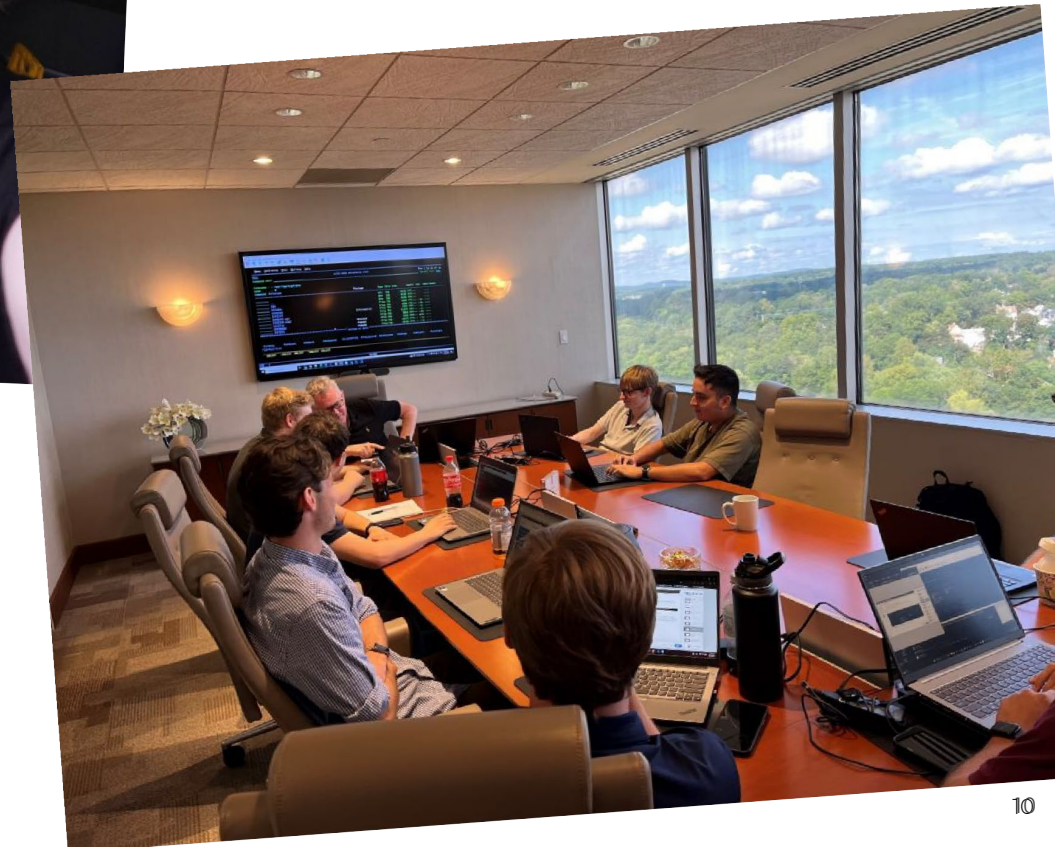
10+ Professionals
15+ graduates
8 interns



We continue to hire
and train new
mainframers



All trainees
have exceeded
expectations in
their new roles



Building the 21CS Team – lessons learned



- Candidate pipeline
 - Choose job offering title wisely (specific vs. generic)
 - Target audience and impact
 - Content, in Mainframe industry, focus more on the why and less on the what
 - Select the right platforms (Universities' boards, linkedIn, Indeed, Stepstone,...)
- Interviews
 - Personal vs. Technical
 - Mainframe Technical interview with no experience in Mainframe ?!
 - Set the right expectations regarding work culture
 - Understand the candidate's goal and decide if it fits your goals
 - Probation period is always a good safeguard
- Fostering and retaining skill
 - Have a training and team integration plan
 - Find an area where the employee can develop and feel responsible
 - Pay for skills
 - If employee feels fulfilled (what is being done is valuable) the employee is happy



Thank you.