



## PRESS RELEASE

### **Softwaremining teams with new partners to expand global presence**

*Innovative legacy modernization vendor announces new marketing agreements with specialist systems integrators in France and USA*

**Guildford, UK; Nice, France; Washington DC, USA** – September 28<sup>th</sup> 2009 – Softwaremining, a leading application modernization vendor, today announced that they have signed new marketing agreements with TELEBIG in France and American Cybernetics Corporation (ACC) in North America. Both TELEBIG and ACC can boast strong penetration into government and other vertical markets with significant legacy infrastructures.

The market need for softwaremining technology is driven by the imminent COBOL crisis. While the majority of Fortune 500 companies have legacy systems written in COBOL, which was the programming language of choice from the 1960s to the late 1980s, the programmers who wrote and now maintain this code are part of the baby boom generation and they are retiring in numbers. Industry analysts estimate that there are more than 200 billion lines of COBOL code in existence today, and research by Gartner Group suggests that 85% of this program code will need to be migrated to new languages.

TELEBIG is focused on legacy modernization as an enabler to the agile enterprise. Bernard Zisermann, CEO of TELEBIG, says: “We have extensive experience with legacy modernization technologies and we believe softwaremining gives us a quantum jump in terms of capability in delivering value to this sector.”

ACC's business direction is built around legacy modernization. Although many firms have rapidly and enthusiastically adopted the distributed architectures, many more are stuck with legacy mission critical systems that continue to isolate them from their partners, suppliers and customers. “The softwaremining technology is exceptional in its capability to deliver robustly engineered and maintainable modernization solutions,” says Harry Steinberg, CEO of ACC. “We believe this will be a crucial element in addressing the imminent COBOL crisis.”

“We are tremendously excited by the relationships with TELEBIG and ACC,” says Rob Anderson, CEO of softwaremining. “With their background over many years in systems management and legacy modernization they have had success in many areas, notably in government. I feel confident that this partnership with our combined skill sets will place us in an excellent position to expand our presence in these areas, both in North America and across Europe.”

**ENDS**

## **Background: Softwaremining Solutions for Enterprise Legacy Modernization**

COBOL was the first widely applied commercial computer programming language, having been developed in the late 1950s and celebrating its 50<sup>th</sup> birthday in 2009. It is, however, an elderly language no longer widely taught at Universities and many of the original programmers are now retiring. With this diminishing pool of COBOL development resources the maintenance of COBOL systems is reaching crisis point. Technology has moved on at tremendous speed in the past few decades and, although these systems house many organisations' mission-critical functions, they are outdated and inflexible. There are many competitive and financial advantages in modernizing these legacy applications to newer computing languages such as Java and C#. Industry analysts estimate that the cost of manually rewriting a legacy application is 7-23 US\$ per line of code, however they also estimate that the odds against the successful completion of such a manual rewrite are 70%.

Softwaremining has developed a set of tools and services for the automated conversion of COBOL legacy IT applications into Java and C#. These solutions, representing more than 40 man years of R&D, significantly differ from other vendors in this market by offering clients either a product or a service, thus providing a low cost and low risk strategy for complete migration away from COBOL language. Compared to a manual rewrite, this automated approach takes approximately half the time and eliminates up to 90% of human error risks. Manual rewrites are notoriously high risk - a US credit card company reported a failed manual rewrite project costing \$80M USD. Softwaremining has already successfully delivered modernization projects with a US State government Tax Office and the Bank of Montreal, one of the top four Canadian banks.

## **About TELEBIG**

TELEBIG, created in 1983, is a software house, which carries high level competencies and long standing experience in the fields of Migration, Retro-documentation, Re-engineering, Modernisation, Renovation and SOA Integration of Legacy systems, and generally in the area of Legacy Life Cycle Management.

TELEBIG customers are present in the 5 continents, in France, Switzerland, Belgium, Germany, UK, Ireland, Spain, Austria, Italy, Czech Republic, Morocco, Tunisia, USA, Australia, Canada, Singapore, Jordan and New Zealand.

## **About American Cybernetic Corp.**

Since 1972 American Cybernetic Corporation (ACC) has served public and private organizations with a broad range of management advisory and system support services. The diversity of assignments, the skill of its staff, the continuity and excellence of service and the personal attention to its clients is what sets ACC apart from most organizations.

The ACC headquarters' office is located in Rockville, Maryland. It is from this location that all project coordination and administration takes place. ACC has provided support to its clients throughout the evolution of MIS. In the course of the past 30+ years, ACC has been engaged in projects for mainframe, midrange and a wide range of technologies, including Business Case - IT investment/ROI, Best Practices, Logistics, Assets and Finance, legacy modernization, database management.

For more information please visit [www.softwaremining.com](http://www.softwaremining.com).

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