



By replacing their multiple legacy TN3270 products with a single vendor solution, AG2R realized they could eliminate unneeded licenses (and maintenance) costs and quickly deliver a high ROI. It was determined Virtel could pay for itself in just a few months, which helped the AG2R z/OS team convince management and procurement to move forward with licensing Virtel.

Since Virtel runs entirely on the mainframe, it only needs a standard web browser on users' desktops to provide TN3270 access. All users were trained on a single, simple-to-use, browser-based tool to access their mainframe. Virtel's architecture allowed all 3270 access maintenance and support to be consolidated to AG2R's mainframe team for Tier 1 support.

The deployment of Virtel Web Access was simple and straightforward. The product was installed out-of-the-box by AG2R z/OS systems programmers in just a few hours. AG2R's mainframe team completed basic installation and configuration tasks such as setting port numbers, definition of VTAM apps, setting up new user profiles, and implementing other typical user settings. Sysper Tec was able to support AG2R remotely throughout the process, including some requested user interface toolbar and menu customizations. **The entire system was deployed in a matter of days!**

## RESULTS AFTER VIRTEL WEB ACCESS DEPLOYMENT

Virtel eliminated disparate TN3270 emulator software products and their associated maintenance; eliminated the licensing and support costs for their former Session Manager; simplified the overall architecture for accessing AG2R's mainframe; created one system of record for managing mainframe access; and enhanced mainframe security.

Since the deployment, quality of service has improved dramatically as z/OS resources are now able to take over support and maintenance of all 3270 emulator access.

To date, AG2R has been able to realize more than **\$1.5 million in budget savings** from deployment of Virtel Web Access.



Since AG2R needs to further secure 3270 application access in order to meet certain compliance requirements, they will be implementing Virtel's ability to integrate with AG2R's multi-factor authentication (MFA) and single sign on (SSO) platforms in 2022.

Also, planning is underway for a standardized integration between 3270 mainframe access and AG2R's custom-built distributed web applications using Virtel's ability to connect heterogeneous environments. The benefit of this standardized web gateway is to allow access to any critical web services on the mainframe, thus making the solution platform totally agnostic and highly scalable.

## About SysperTec

Established in 1993, SysperTec, a French independent software publisher, develops software solutions to modernize legacy applications.

SysperTec's customer base consists of approximately 500 large accounts spread over five continents, primarily within the banking, insurance, administration, distribution, and services industries. Customers cite ease of use, reliability, lower total cost of ownership, and continued product enhancement and innovation as reasons for licensing and using Virtel.

For more information about SysperTec, please visit [www.syspertec.com](http://www.syspertec.com). For more information about Virtel Web Access and the entire Virtel Web Suite, please visit [www.virtelweb.com](http://www.virtelweb.com).



## VIRTEL KEY FEATURES

- 1 Serves 3270 transactions as web pages or web services with no java applet
- 2 Nothing to install or support outside the host
- 3 Instant deployment: point web browsers to a predefined URL
- 4 Works with any browser or platform (mobile devices, Apple products, Windows ...)
- 5 Concurrently serves different presentations to different users (3270 TE, WUI/GUI, mobile UI)
- 6 Supports any protocol and format: RESTful, XML, JSON, SOAP, MQ Series, etc.
- 7 Low impact and low risk: no application or server change
- 8 High performance and small host footprint for highly scalable solutions
- 9 Simple host-centric configuration, low TCO and high ROI