

WebSphere Linux
J2EE CONFIGURATION
Versions **ISPW** z/OS
Control Audit
UNIX Process .NET

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Integrating Software Parts Wherever Enterprise Software Change Management

ISPW 4.2
Presentation/Demo Overview
August 2008

ISPW BenchMark Technologies

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1. Introduction

Hello and Welcome

Hello and Welcome from the ISPW Team. It is our pleasure to learn about each customer's unique requirements and how ISPW could help an Information Systems (IS) organization manage its application software changes.

The ISPW Presentation

In order for prospective customers to truly see if a vendor's solution will work for them, there's nothing better than seeing a product first-hand. The ISPW Presentation is in two parts:

- A PowerPoint presentation that highlights the features and benefits.
 - A live ISPW demo.
-

Two presentation options:

There are two ways to see an ISPW presentation. Traditionally, vendors will send a sales representative to a customer site to do a presentation, and in the past, we have done that as well.

1. Onsite 2. Internet

However, today there are much nicer ways for customers and vendors to talk with each other over the Internet. Prospective customers can arrange to have an ISPW Internet presentation and product demo, sometimes within a day. Because there's no travel, it's very easy for us to do several presentations to different groups, if that is helpful.

An example ISPW sale in the Year 2000

One recent ISPW sales story is a good example. A US-based company was looking for a configuration management product, so one of their Systems Programmers found references to ISPW on the Internet. After reading the documents on our web site, he called the Calgary office with questions.

When the systems programmer was satisfied with the answers to his questions he asked for a presentation, which happened the next day, over the Internet. During that session, he saw both the ISPW PowerPoint slides and a live ISPW demo. He was able to ask detailed questions about the product to confirm it would work in his site's technical environment. A presentation for some of their Applications staff was arranged for the following week.

The Applications experts were happy with their presentation and requested access to log on to the ISPW Demo, on our OS/390 system. After a few weeks of playing in the ISPW Demo system, examining ISPW's features to see if they met their requirements, they bought ISPW.

No surprises

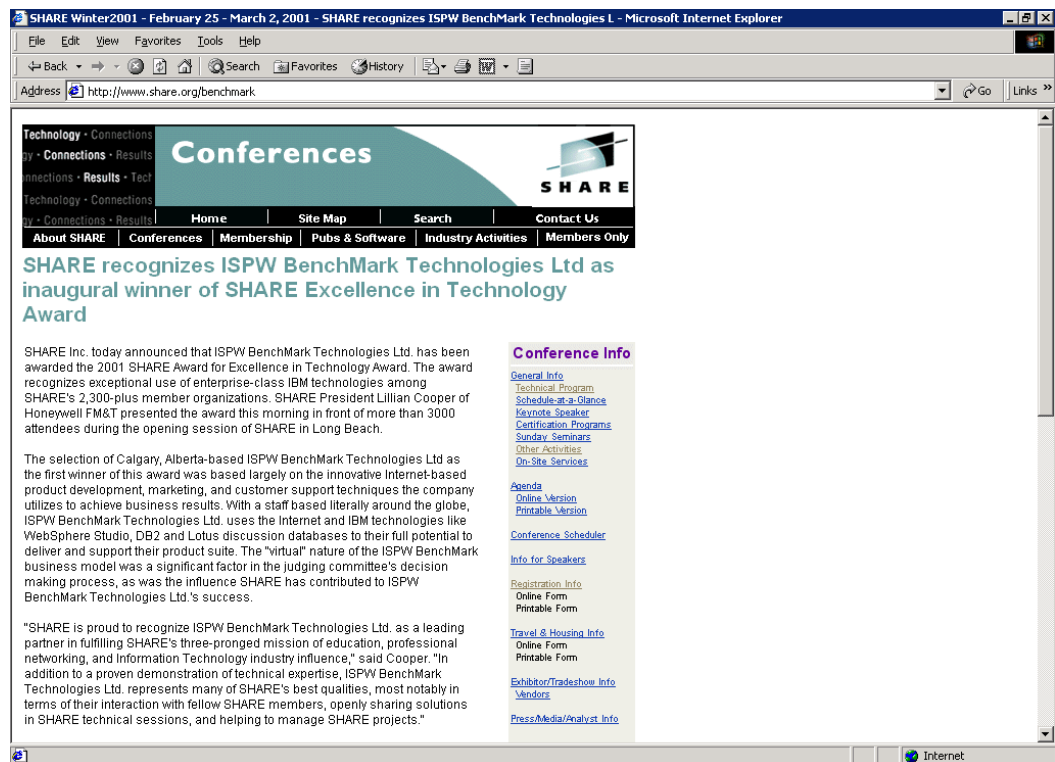
This company knew exactly what it was buying. The various technical experts, including the DB2 DBA, systems programmers, and applications experts, could all see how ISPW would affect them. There were no unpleasant surprises when they installed ISPW on their own system.

Reduced training and installation time

Installation and training time was even reduced, as the staff already knew a great deal about how the ISPW product was set up and used.

Our company won the SHARE Award

In recognition of this unique business model, ISPW BenchMark Technologies Ltd. won the 2001 SHARE Award for Excellence in Technology. Please see the announcement at www.share.org/benchmark.



2. More about the ISPW Internet Presentation

Presentation Objectives	The objective of the ISPW Internet presentation is to help a prospective customer do a quick evaluation of ISPW to see if it may meet its needs.
ISPW's pre-requisites	<p>For example, IBM's DB2 is an ISPW pre-requisite. If your company has DB2, so far so good.</p> <p>Another example is ISPW's S/390-based server. If your company has an S/390 system running z/OS (formerly OS/390) and you are looking for an Enterprise-wide solution, ISPW is very applicable.</p>
So far, so good	Assuming DB2 and z/OS pre-requisites are not issues, here is more information about the PowerPoint part of the presentation, and the live ISPW demo to see if they are of interest.
The ISPW PowerPoint slides	The PowerPoint slides are generally from the latest SHARE session, (SHARE is a User Group of IBM customers), and are on the ISPW web site. They may be downloaded and printed before the presentation for reference.
The ISPW live demo	Following the PowerPoint presentation is a live ISPW demo. The ISPW presenter will log on to the ISPW development system, which has an ISPW demo application. Prospective customers will then see how ISPW looks and feels to the user.
How is this done over the Internet?	We use an Internet facility called WebEx to do a remote display of the ISPW presenter's pc to the presentation attendee's pc. Many software companies such as Oracle and DELL use WebEx for various purposes.
Are both parties also on the phone?	Yes. The phone is used for the audio part of the presentation, and WebEx provides the visual part.
Scheduling a WebEx presentation	To schedule a WebEx presentation, please call the Calgary office at 1-800-839-ispw. As these are very informal sessions, they are easy to arrange.

3. The ISPW WebEx Presentation

Why WebEx?	<p>In the software sales business, customers seldom get a clear picture of how a product works, or what it looks like. By using WebEx, the ISPW staff can give as many presentations as a prospective customer requires, with no obligation on the customer's part. And because the Internet and WebEx are so cost effective, it allows us to keep our costs down, which means more value to the customer, at less expense.</p>
WebEx	<p>WebEx is an Internet feature for group collaboration. It has a “whiteboard” for discussions, and it allows connected users to share Windows-based applications. The concept is somewhat similar to NetMeeting.</p> <p>The ISPW Team licenses WebEx to give remote presentations to prospective customers over the Internet. Our unique business model led to us winning the SHARE Award for Excellence in Technology. For details on the award, please see www.share.org/benchmark.</p>
Agenda	<p>The WebEx session is about two hours with two parts:</p> <ol style="list-style-type: none">1. A PowerPoint presentation that gives an ISPW overview.2. A live demonstration of the ISPW product on our OS/390 system.
WebEx software and hardware requirements	<p>The requirements to do a WebEx Internet session are:</p> <ul style="list-style-type: none">• A PC running any version of Windows• An Internet connection either via a modem or a direct connection• A telephone, with speaker if there are several observers• The WebEx “plug in” downloadable from the ISPW site.
Potential firewall restrictions	<p>Though WebEx uses regular port 80 for communications, we have had one experience when the prospective customer's firewall did not allow the WebEx plug-in to be downloaded. In that case, a PC with a dedicated dial-up connection to the Internet was used for the presentation.</p>
What does WebEx cost?	<p>ISPW pays the WebEx company each month for this service, but there is no cost to any other user.</p>

Session handouts

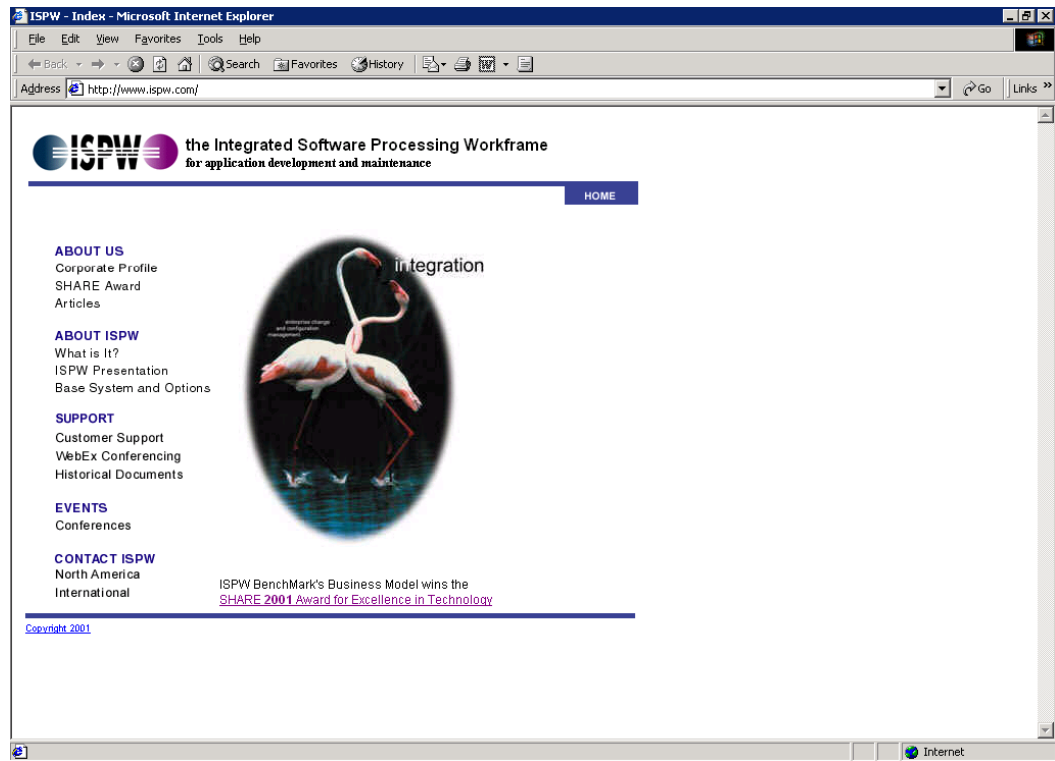
A copy of the PowerPoint presentation is on the ISPW web site at www.ispw.com.

Testing the connection

A day or so before the actual presentation, we like to test the connection with someone at the company site to ensure everything works correctly. Please go to the ISPW Home Page at www.ispw.com.

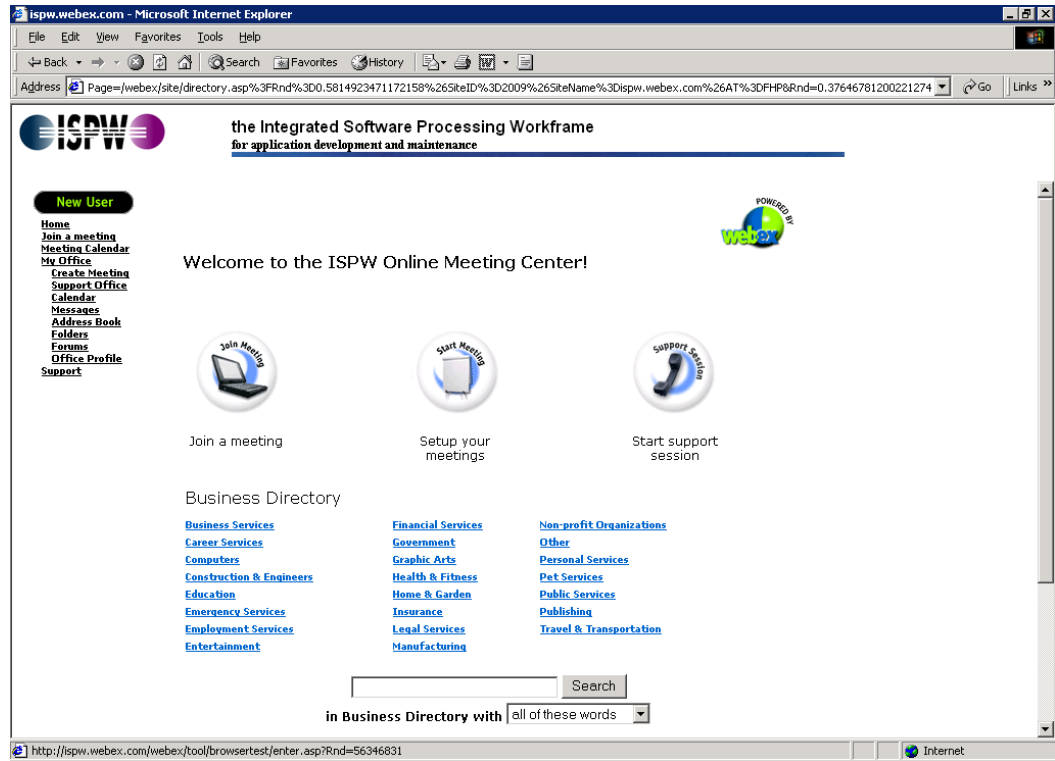
ISPW Home Page

Here is the ISPW home page. Under Support, click on the link for WebEx Conferencing.



ISPW WebEx interface

Below is the WebEx screen. The first time you use WebEx with us, please click on “New User”, in the black oval under the ISPW logo.



Testing your browser and downloading the plug-in

The system will test the user’s browser compatibility and prompt for the download of the Active X plug-in required to drive the ISPW presentation over the Internet.

Joining a WebEx meeting

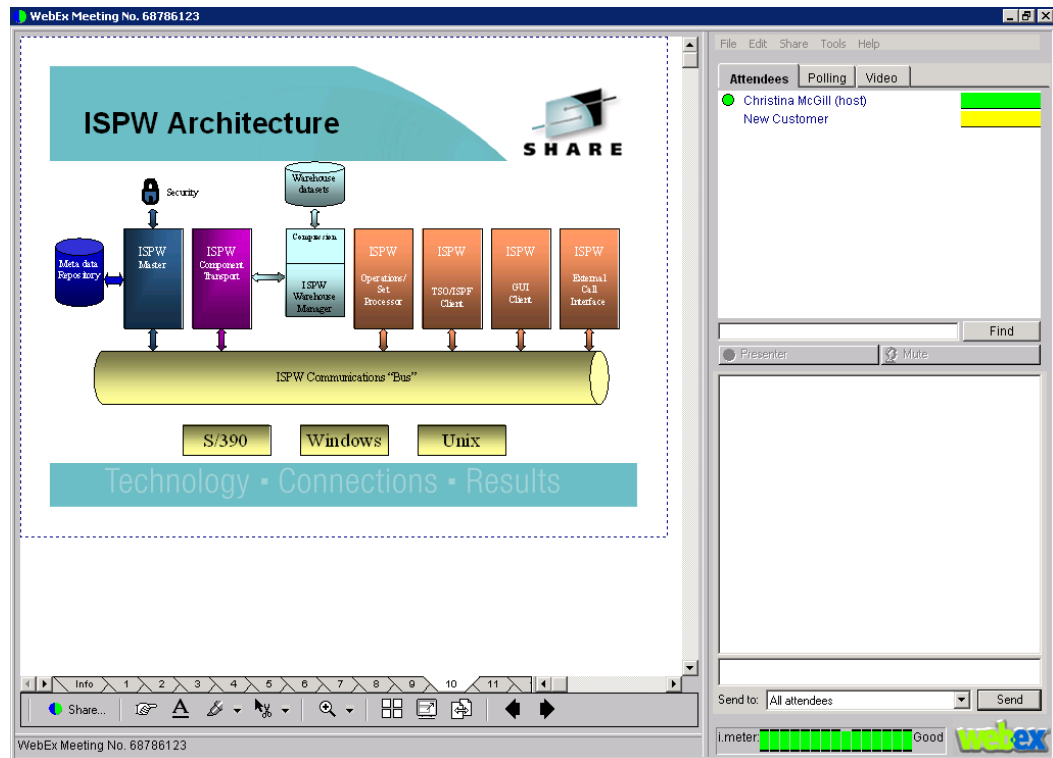
When the time comes for the presentation, attendees will click on the “Join a meeting” hot spot shown on the picture above. That’s all there is to it!

4. The ISPW PowerPoint Presentation

Screen image

Here is an example of how the presentation looks. In this example, it shows “Christina McGill” as the host of the meeting, and “New Customer” as an attendee. Our WebEx license supports up to five concurrent users in a meeting at the same time.

This example shows the ISPW Architecture picture appearing in the main body of the screen display.



Pointers and highlighters for interactive display

The ISPW presenter can use tools such as pointers and highlighters to talk about different parts of the slide, which the connected meeting attendees will see moving, almost in real time.

Internet response time

Provided that both the ISPW presenter and the prospective customer are on a fast Internet connection, (eg. T1, DSL, Cable), response time is quite good.

5. The ISPW Live Demo

The ISPW live demo If there is time after the PowerPoint part of the presentation, we can then do a live demo of ISPW, on the ISPW Demo system, which is running on our OS/390 system in Calgary.

This live demo can take anywhere from thirty minutes to two hours depending on interest.

The ISPW Demo System The ISPW Demo System is a complete copy of the most recent release of ISPW. It has been set up specifically for demonstrations and contains sample application code. Its purpose is:

- to help prospective customers learn more about ISPW, and
 - to allow existing customers to test drive and give feedback on new ISPW Releases.
-

Prospective customer may log on We also offer hands-on access to our Demo system. There is no charge for accessing our system, and we encourage prospective customers to try the various ISPW features, investigate performance, and so on. There is more information on this possibility in the next section below.

Demo System configuration Our system hardware is an IBM MP3000, running OS/390 R2.10. It is accessible over the Internet.

The Demo system is a separate ISPW “image” with its own repository and started tasks. Components in the Demo system are dummy programs and JCL so there is no risk of doing damage to the real production ISPW system.

There are Cobol programs, Copybooks and JCL. The Cobol programs have DB2 calls.

What the ISPW demo shows The ISPW Demo shows how a typical user would utilize ISPW every day for applications change and configuration management. The Demo is quite free form, and questions are encouraged so the ISPW technical person doing the demo can focus on what’s important to the prospective customer.

6. Logging on to the ISPW Demo System

What's next? If the prospective customer is sufficiently interested, it is possible for the customer's staff to log on to the ISPW Demo machine in Calgary and try the features for themselves.

Signing the Non-Disclosure Before logging on, we ask the prospective customer to sign a legal Non-Disclosure form. Demo system users agree not to violate the copyright notices or download the code.

Demo System UserIDs Forty special TSO UserIDs have been set up on the system especially for demonstrating and testing ISPW's functions. These TSO ids are USER01 through USER40, and they use logon proc DEMOPROC.

Please Play Nicely! Please keep in mind that this is ISPW's development machine, and we ask you to play nicely on our system. Please respect the Copyright provisions, and do not attempt to download or copy any of the code.

Demo System logon To log on to the ISPW demo system, users need:

- TN/3270 software – to log on to an S/390 system over an Internet connection, e.g. IBM's Personal Communications.
- The TCP/IP address – of the ISPW system. _____
- A TSO UserID _____ with password _____
- Some examples to try – which follow in various documents.

Demo System Modules *The Demo system contains dummy Cobol and JCL components that have no connection to the real ISPW system. Also, the ISPW sub-system has separate started tasks and a special DB2 repository, so there's no risk of damaging anything important. Please feel free to make changes to components as you wish.*

Each user is assigned components to match his/her TSO UserID. For example, USER07 should use components that *end in 07*. USER20 should use components that *end in 20*, and so on.

**Demo System
welcome
screen**

Following is the welcome screen that should appear when connecting to the correct TCP/IP address.

At the bottom of this screen, type “**L TSO**” or just “**TSO**” and press Enter.

```
SOURCE DATA SET = SYS1.VTAM.SOURCE(USSN)

                                W E L C O M E T O

      SSSSSS // 3333333 9999999 0000000
SS      // 33 33 99 99 00 00
SS      //      33 99 99 00 00
      SSSS // 33333 9999999 00 00
      SS //      33      99 00 00
      SS // 33 33 99 99 00 00
SSSSSS // 3333333 9999999 0000000

TERMINAL NAME = SCOTCP01          NETWORK-QUALIFIED NAME =
SSCPNAME =                      NETWORK-ID = 207.219.251.173

      OS/390 APPLICATION SERVICES SYSTEM - RELEASE 2.10.0

====> ENTER "LOGON" FOLLOWED BY THE TSO USERID. EXAMPLE "LOGON IBMUSER" OR
====> ENTER L FOLLOWED BY THE APPLID
====> EXAMPLES: "L TSO", "L CICS", "L IMS3270
```

**Logon PROC
and password**

The ISPW demo system uses Logon Proc DEMOPROC in the *Procedure* field. Enter the password assigned and change it as prompted to any other password. There are no special password rules on this system.

**“Reconnect”
does not work**

The Reconnect option **does not work** from a TN/3270 session. If your session drops, please call 1-800-839-4779, or email your ISPW contact person to cancel your ID so you can log on again.

Or, wait 20 minutes for the session to time out and log on again.

Invoke ISPF

At the READY prompt, type **ISPF**.

