



## AG2R implements Virtel to **replace their terminal emulation and multi-session solutions, simplify support, and save money**

### ABOUT THE CLIENT

AG2R La Mondiale (AG2R) is a French multinational insurance firm headquartered in Paris that engages in global insurance, financial services, supplementary retirement fund and supplementary pension.

AG2R is the biggest provider of supplementary pensions in France, managing one quarter of employees in the private sector, and the second biggest health insurer (excluding banking groups). The firm has 15 million individual customers and more than 500,000 business customers.

### CLIENT PROBLEM

AG2R has a diverse Information Technology environment, including Windows, IBM z/OS, and multiple open-source systems.

AG2R found themselves running multiple TN3270 emulator products for mainframe access. These solutions became outdated, and AG2R's IT systems and service delivery became more complex, leading to poor quality of service and greater risk of security breaches.



AG2R decided it needed to simplify the architecture and consolidate the administration of mainframe TN3270 access, as well as implement a single, up-to-date z/OS access control system to improve overall mainframe security.

### CLIENT OBJECTIVES AND DEPLOYMENT

Upon initial consultation, AG2R discovered that SysperTec's Virtel Web Access product could not only consolidate TN3270 access to z/OS, but also had the potential to replace their TN3270 session manager product. AG2R set up a proof of concept to ensure they could successfully replace their multiple TN3270 emulator products.

During the proof of concept, AG2R found Virtel Web Access to be a straightforward, easy-to-use, full browser-based 3270 emulation technology that also provided users with an intuitive, multi-session z/OS experience, so AG2R decided they could eliminate their costly session manager software too.

**Virtel Web Access (Virtel) was installed on IBM® z/OS® V2R3 supporting approximately 1,000 end users.**

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. SysperTec 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 unique 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

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