PKS

people knowing software.

eXplain

PKS as a partner for IT service providers in order to be visible in the market in a sustainable and differentiating way.

Using the opportunities of the legacy modernisation wave, successfully acquiring and implementing major projects - **NOW**!

pks.de

The **opportunities** of IT transformation

IT service providers and consultants currently have a unique opportunity to achieve significant competitive advantages through the modernization, renewal, or replacement of core applications. These projects offer the possibility to establish themselves as leading providers in a booming market while simultaneously creating substantial value for customers. By implementing innovative solutions and leveraging advanced technologies, IT service providers can not only strengthen their market position but also build long-term customer relationships.

The **challenges** of IT transformation

The modernization of core applications presents an enormous challenge for many customers. These projects, often with durations of five years or more and budgets in the millions, are complex and risky. Both public and private organizations are looking for IT service providers who can support them comprehensively in these large-scale projects.

Large IT service providers and consulting firms often bring extensive experience in modern technology trends such as cloud, AI, open source, and microservices. They also have specialized industry knowledge and are well-acquainted with the capabilities of commercial solutions for specific sector solutions or platforms. However, the complexity and value of the existing business logic in older programming languages like COBOL, PL/I, RPG, or Natural are often underestimated, sometimes simply because there is no documentation or the previous experts are no longer available. These systems, however, contain valuable business logic that is invaluable to companies and must not be overlooked.

This leads to large modernization tenders being difficult to win and the implementation of such projects becoming a significant risk for service providers – both in terms of their reputation and financially. Fixed-price projects are particularly vulnerable as margins are under pressure. Many multi-year, multi-million dollar projects have already failed and caused significant losses.

The following key questions arise for **IT service providers** and **consulting companies**:

- Who can support us with the necessary expertise in the old technologies to win tenders and customers?

  … without having to waste resources and time manually trawling through millions of lines of legacy code.

  …without the use of code converters to generate code that is difficult to maintain or has poor performance.

- Which partner is the right one for this and what specific skills does this partner need to have?

  … without compromising our standing in the market and with our customers.

  … without losing efficiency and scalability in our projects.

PKS - The bridge builder between old and new

This is where PKS – People Knowing Software – comes into play. PKS is the missing puzzle piece that intelligently and flexibly connects the old and new IT worlds. With over 30 years of experience in successful transformation projects, we offer the deep understanding and market-leading technology that service providers need for projects with and for their customers.

PKS is a company from Ravensburg that has been a specialist in sustainable software transformation for over 30 years. With extensive expertise in analyzing legacy code, PKS helps companies penetrate and intelligently rework old code structures so that even the younger generation can quickly get up to speed and find attractive conditions. PKS relies on customized in-house technology to maximize the efficiency and security of IT transformation projects. PKS is known for its loyal and long-term collaboration with customers and partners, based on trust, transparency, and professional excellence.

Exemplary **reference customers** of PKS:

Like a flexible puzzle piece that adapts to any shape, PKS offers adaptive methods that allow it to quickly adjust to the requirements of its partners. This flexibility ensures that PKS closes current gaps in its partners' service portfolios, ensures the continuous training of its team and incorporates the integration of new technologies into the further development of its expertise and product portfolio.

PKS's expertise in **mission-critical IT transformations** encompasses several specialised areas and competencies:
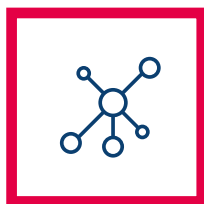
Legacy system analysis and modernisation:

Understanding of technology: PKS has in-depth knowledge of older programming languages and systems such as COBOL, PL/I, RPG and Natural.

Code analysis: eXplain's proprietary tool enables detailed automated analysis of millions of lines of legacy code to identify and preserve valuable business logic.
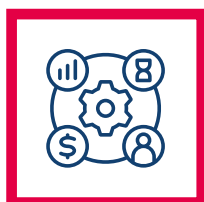
Technological bridging:

Conversion to modern platforms: Expertise in migrating legacy systems to modern IT architectures such as cloud, microservices and containerised environments.

Expertise in integration: Seamless connection of old and new systems to ensure consistent business process handling.

Project management and realisation:

Risk management: Experience in managing large, multi-year IT projects with high budgets and complex requirements.

Efficient implementation: Utilisation of proven methods and tools to increase efficiency and reduce risks during project implementation.

Technical documentation and re-documentation:

Knowledge management: Establishment and maintenance of central repositories to secure existing expertise and make it accessible for future projects.

Technical re-documentation: Creation and updating of documentation to improve transparency and control over existing legacy applications.

Quality assurance and optimisation:

Quality management: Implementation of QA gateways to ensure compliance with programming standards and early detection of potential errors and monitoring of recognised software quality metrics and rules.

Performance optimisation: Analysis and optimisation of the runtime behaviour of applications in order to reduce CPU consumption and therefore costs.

Training and education:

Cross-generational collaboration: Promoting collaboration between experienced legacy experts and younger IT specialists.

Specialist training courses: Provide training and workshops to transfer knowledge of legacy systems and modern technologies.

PKS therefore offers comprehensive expertise ranging from the in-depth analysis and modernisation of existing systems to the successful implementation and quality assurance of new IT architectures. This makes PKS a valuable partner for IT service providers and consulting firms that want to accompany their customers through the entire transformation process.

Competitive advantage and market access:
Your key to profit and strength

Working with PKS offers IT service providers and consulting firms unique opportunities to position themselves in the market and gain significant competitive advantages. At a time when there is increasing pressure on both legacy managers and their IT service providers to deliver visible success, a strong partner is essential. PKS is at your side to strengthen your position and achieve new goals.

Fast and professional quotation preparation

With the expertise and innovative tools of PKS, IT consultancies can quickly and precisely create offers that close existing know-how gaps. This enables you to stand out from the competition and be recognised as a reliable, competent partner. Fast and accurate quotes mean you can win more business and increase your success rate.

Increased market presence and access to new customers

By partnering with PKS, you gain access to new contacts in the market and with your target customers who were previously difficult to reach. PKS brings in-depth knowledge and proven solutions to help you win over even the most demanding customers. Your status as a leading provider of IT services will be strengthened by the successful collaboration with PKS, which will further expand your market presence.

Increased profits through efficiency and precision

The use of the code analysis tool eXplain from PKS reduces time-consuming manual analysis activities and minimises errors. This leads to more efficient project realisation, lower costs and a higher margin. By improving your efficiency and accuracy, you can increase your profits and at the same time strengthen your reputation as a reliable and effective partner.

Secure and controllable projects

PKS offers customised solutions that minimise the risks of large IT transformation projects and ensure controlled implementation. This gives you and your customers the certainty that projects will be completed on time and on budget. The success of these projects enhances your status and cements your position as a trusted provider of IT services. In the world of legacy systems, a single mistake can have significant consequences. Our commitment to 100% accurate statements reflects our dedication to accuracy and reliability.

Long-term and loyal partnership

The fair and human co-operation with PKS ensures that you can rely on a long-term partner who understands and supports your interests. This loyal partnership helps you to maintain your position in the market and continue to grow. Your status as a leading IT consultant is further strengthened by PKS's ongoing support and commitment.

Future-proof and innovative tools

PKS is constantly striving to integrate the latest technologies and optimise existing applications. This ensures that you always work with the most modern and effective tools, improving your services and increasing your competitiveness. Imagine a revolutionary way of working with legacy applications. With PKS and eXplain, IT service providers gain access to the latest technology that opens up future-oriented possibilities in software transformation. Every eXplain release is the best of its time. Our product management always uses the latest technologies where they make sense. Instead of following every fashion trend, we focus on real added value: our parsers work 100 % deterministically and precisely. „Artificial intelligence" with a hit rate of 80 % would be out of place here.

Do you need specific features for a customer project? No problem! We can easily integrate them directly into the source code parser or the visualisation - the communication channels to us in Ravensburg are short and fast. You don't have to submit a request to a corporate headquarters on another continent, we promise!

eXplain minimises the effort involved in interpreting legacy code and gives your consultants the freedom to focus on creative developments and disruptive innovations, even if they are not familiar with legacy code. Thanks to eXplain, we make it easier for your developers to get started with older programming languages such as COBOL, PL/I, Natural or RPG. This creates a seamless integration of different programming worlds, especially in agile environments, and at the same time creates an attractive working environment for younger employees.

Last but not least, eXplain helps you make data-driven decisions about which legacy systems to keep and how to integrate them into modern architectures. This promotes „software recycling", where existing resources are efficiently reused. eXplain supports your customers' sustainability goals by promoting resource conservation and code reuse, facilitating collaboration in diverse, cross-generational teams and helping to manage and minimise risk.

Additional **benefits** of working with **PKS**

✓ **Proven Reliability**
As a medium-sized company, PKS has stable finances and a clear corporate strategy so that you can rely on us even in turbulent times.

✓ **Teamwork**
PKS works with its partners and their customers as equals and respects established software landscapes. Together, we shape their future and are happy to take on the challenges of generational change.

✓ **Client Success Stories**
Companies such as Helaba, BMW, Deutsche Bahn, DPD and many more have benefited from working with PKS and have been able to optimise their systems, reduce costs and increase the quality of their software projects by using eXplain.

Your highlight: Access to the market through long-standing contacts

A particularly valuable asset of PKS is its access to an extensive network in the legacy community. Heidi Schmidt, Managing Director of PKS, is a board member of ceCMG as well as COMMON Germany and COMMON Switzerland. Her contacts and influence in the industry open doors to new opportunities and networks that IT consultancies can utilise to further expand their market presence. These valuable connections allow you to establish yourself in the legacy world and tap into new business opportunities that may have previously eluded you.

IT-Director Interview Issue 05/2023 Title: Sustainable IT modernisation

Conclusion:
By partnering with PKS, IT consultancies not only gain access to new markets and customers, but also significant competitive advantages. The combination of speed, precision and efficiency increases your profits and emphasises your status as a leading provider of IT services. Take advantage of this collaboration to increase your market presence and establish yourself as a top player in IT transformation.

A look into practice: **Application examples and success stories**

Cooperation in presales

We offer you a valuable connection to the legacy world as early as the business initiation stage. Our live events and formats such as the podcast „Mainframe - What the Heck", CIO roundtables and webinars for managers offer valuable insights and up-to-date information. We are represented at conferences and trade fairs with specialist contributions and keynotes.

> Our collaboration with PKS has revolutionised our presales activities. PKS gave us valuable insights into the mainframe world as early as the business initiation phase. Participation in the Train the Boss event helped us to keep abreast of the latest developments. We were particularly impressed by PKS's presence at specialist conferences and trade fairs, where their technical presentations and keynotes repeatedly provided the basis for valuable customer contacts. This comprehensive support has enabled us to design our offers for customers much more precisely and to present the most suitable solutions. Thanks to PKS, we have been able to significantly increase our market presence and acquire numerous new customers.

Sales manager at a cloud service provider

Cooperation in sales

Our comprehensive sales support helps you to be successful in tenders and in the preparation of offers. Our expert, focussed, differentiated and solid approach ensures that your bids are accurate and appealing. We help you to better calculate risks in cost estimates, enabling you to win more business and protect your margins. Our expertise allows you to focus on your core competences while we take care of the complex details of tendering and bid preparation.

Our support includes:

- **Analysis and consulting:**
  We thoroughly analyse the tender requirements and offer you tailor-made advice to develop the best solutions for the tender.

- **Creation and optimisation:**
  Our experts will prepare the quotations you request and customise our range of services to suit the scenario you require. Our aim is to meet the highest standards and maximise your chances of success.

- **Risk assessment:**
  We help you to accurately calculate risks in cost estimates, making your offers more realistic and attractive.

- **Market analyses:**
  Our in-depth market analyses provide you with valuable insights into the needs and expectations of your potential customers.

Working with PKS has simplified our sales process enormously. The support with tenders and the preparation of quotations was outstanding. PKS has not only helped us to make our offers precise and appealing, but also to better calculate the risks involved in cost estimates. This expertise has allowed us to win more contracts and significantly strengthen our position in the market. PKS's detailed analyses and customised advice have proved crucial to our success. Their expertise has allowed us to focus on our core competences while they have taken care of the complex technical details.

Account Partner of a management consultancy

Cooperation in technical analysis

Our source code analysis tool eXplain is a central building block for your engagement model. It provides valuable facts and insights that are essential for a transformation project. In technical deep dives, we show you how the technology works and what benefits arise - directly from real legacy code.

Our services include:

- **Detailed code analysis:**
  With eXplain, you receive an in-depth analysis of your legacy code. We identify weaknesses, potential and optimisation opportunities.

- **Structuring and documentation:**
  We structure and document the code to create transparency and lay the foundation for future modernisation projects.

- **Technical insights:**
  In technical deep dives, we demonstrate the functionality and benefits of our technology to you and your customers using customer-specific code. This allows you to experience the benefits of eXplain first-hand.

- **Support with the transformation:**
  We use the insights gained to support you in making well-founded decisions for the design of your customers' IT transformation and to organise the transformation process efficiently.

The use of eXplain has revolutionized our technical analysis. The tool has provided us with deep insights into the legacy code of our customers and helped us identify weaknesses and optimization potentials in our planned transformation roadmap at an early stage. We were particularly impressed by the detailed structuring and documentation of the code, which is invaluable for our future modernization projects. The technical deep dives conducted by PKS with actual source code clearly demonstrated the benefits of the technology and gave us the confidence to make the right decisions for our IT transformation. Thanks to PKS and eXplain, we were able to design and significantly improve our transformation projects efficiently.

CIO, transport/logistics industry

Our centrepiece - your unique selling point:
Technical solutions with eXplain

Understanding code dependencies

eXplain offers a fast and comprehensive visualisation of dependencies and relationships, reduces redundancies and documents the code technically. This enables a clear and transparent visualisation of the code structure and the existing relationships between the individual code components. This detailed visualisation makes it easier for you to identify dependencies and take targeted measures to optimise and modernise the systems.

Knowledge database

Creation of a central repository that secures knowledge about the application and is SQL-queryable. This knowledge database enables a quick and targeted search for relevant code elements and their dependencies, which increases efficiency and accuracy in the maintenance and further development of your applications.

Clean-up and optimisation

Identification and elimination of unnecessary ballast in the existing system, such as dead code or obsolete modules. Cleaning up the code improves the maintainability and performance of your applications, resulting in increased stability and a better user experience.

Transformation and migration

Cluster analysis to define meaningful steps for re-engineering and migration planning. This analysis helps to break down the code into logical units and understand the dependencies between them, which makes targeted and effective transformation and migration possible in the first place.

Continuous assurance of software quality

One practical example is the development of a QA gateway at a leading car manufacturer. By comprehensively analysing and checking compliance with programming rules, software errors were detected at an early stage and damage to the company's image was avoided. Extensive analyses document the quality improvements and ensure integration into existing and future architectures.
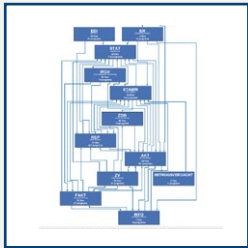
> The implementation of eXplain by PKS has revolutionized our DevOps process. The quick and comprehensive visualization of code dependencies has helped us reduce the complexity of our systems and make targeted optimizations. Creating a central knowledge database has significantly improved the efficiency of our maintenance processes, and the identification and elimination of dead code have enhanced the performance of our applications. We were particularly impressed by the cluster analysis, which enabled us to plan migrations precisely. Thanks to PKS and eXplain, we have been able to continuously ensure our software quality and successfully shape our IT transformation.

Head of IT modernisation programme in the financial services industry

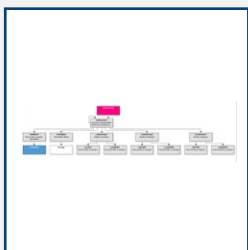# Technical and professional analysis - **step by step**

Map

Procedure:
Mapping of the code and tables based on business functions and naming conventions (menu structure, transactions, developer interviews, etc.)

Artefacts:
- Interactive clustering and visualisation of functional cluster dependencies
- Module-related migration planning

1

Align

Procedure:
Recognising and verifying functional dependencies based on technical code, data and peripheral system dependencies (in/out)

Artefacts:
- Overview diagrams of all dependencies and interrelationships
- Visualisation of redundancies and inconsistencies
- Investigation/Listing Dead Code
- Technical re-documentation of the code

2

Qualify

Procedure:
Qualification of the technical code and data structures with regard to (complexity, duplication, dead code, etc.)

Artefacts:
- QA dashboard, type mismatches, parser errors, missing source code, etc.
- Estimation and planning of rewrite efficiency
- Progress control during clean-up / listing of potential sources of error

3

Consolidate

Procedure:
Consolidation of the professional and technical results as a basis for the subsequent roadmap prioritisation

Artefacts:
- Consolidation of the technical and functional results via documentation

4

Partnership at eye level and early involvement

Our partnership approach ensures that you always feel supported in terms of content and personally understood. With us, you have a dedicated partner by your side who tackles every challenge with you and always keeps the big picture in mind. Human and long-term, approachable, reachable, responsible, straightforward, persistent, encouraging, and collaborative. This is how we envision our partnership—and we hope that similar values are important to you. Early involvement in your projects is crucial. By developing and implementing strategies together from the beginning, we ensure that the transformation initiatives you are responsible for run smoothly and efficiently, as we can identify potential challenges early and address them together in a targeted manner.

01
Discover the possibilities: **Come and visit us**

Initiate dialogue and collaboration with an initial introductory workshop at our premises. Take this opportunity to experience our team, our technologies and our way of working first-hand. Through interactive sessions, presentations and discussions, we offer you a deep insight into our expertise in code analysis and a clear idea of how we can add value as your future partner.

02
Deepening the partnership: **We come to you**

After the initial meeting, we deepen the relationship by visiting you at your company. This step allows us to better understand your team, your projects and your specific challenges. By interacting directly with your stakeholders and decision-makers, we ensure that our offering is tailored to your needs. This is a crucial step in building trust and demonstrating our commitment to a successful partnership.

03
Joint successes: **We go to the customer together**

With a solid basis for our collaboration, we will present ourselves to your customers together. This phase is the ultimate test of our partnership; it shows how well we are able to act as a team and create value together for your customers. By presenting our solutions and expertise together, we demonstrate the strength of our partnership and how it helps to effectively solve your customers' challenges.

Successful together - **with PKS at your side**

Dear Future Partners,

In a time when mainframes have moved from the „basement" role into the spotlight, we all face great challenges and opportunities. We understand the pressure you and your customers are under—from the market, end customers, regulators, and internal users. PKS is here to complement and extend your capabilities so that these challenges can be turned into successes.

Our team stands ready to support you with comprehensive knowledge, cutting-edge technology, and a partnership approach. We want you to always feel supported and understood, and we aim to develop the best solutions for your projects together with you. The early involvement of PKS in your initiatives guarantees that we can plan and implement the most effective strategies together from the outset.

Let's walk this path together. Let's collaborate to make your IT transformation projects successful and exceed the expectations of your customers and the market. At PKS, we are more than just another service provider—we are your loyal partner, always by your side.

Contact us today. Let's discover how we can help you achieve your goals through a personal meeting or an introductory workshop. Together, we can achieve what is impossible alone. Let's shape the future of legacy transformation—hand in hand, in partnership, and with success.

We look forward to seeing you!

Best regards,
your PKS team

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