



TPS DATA GmbH
training · consulting · software

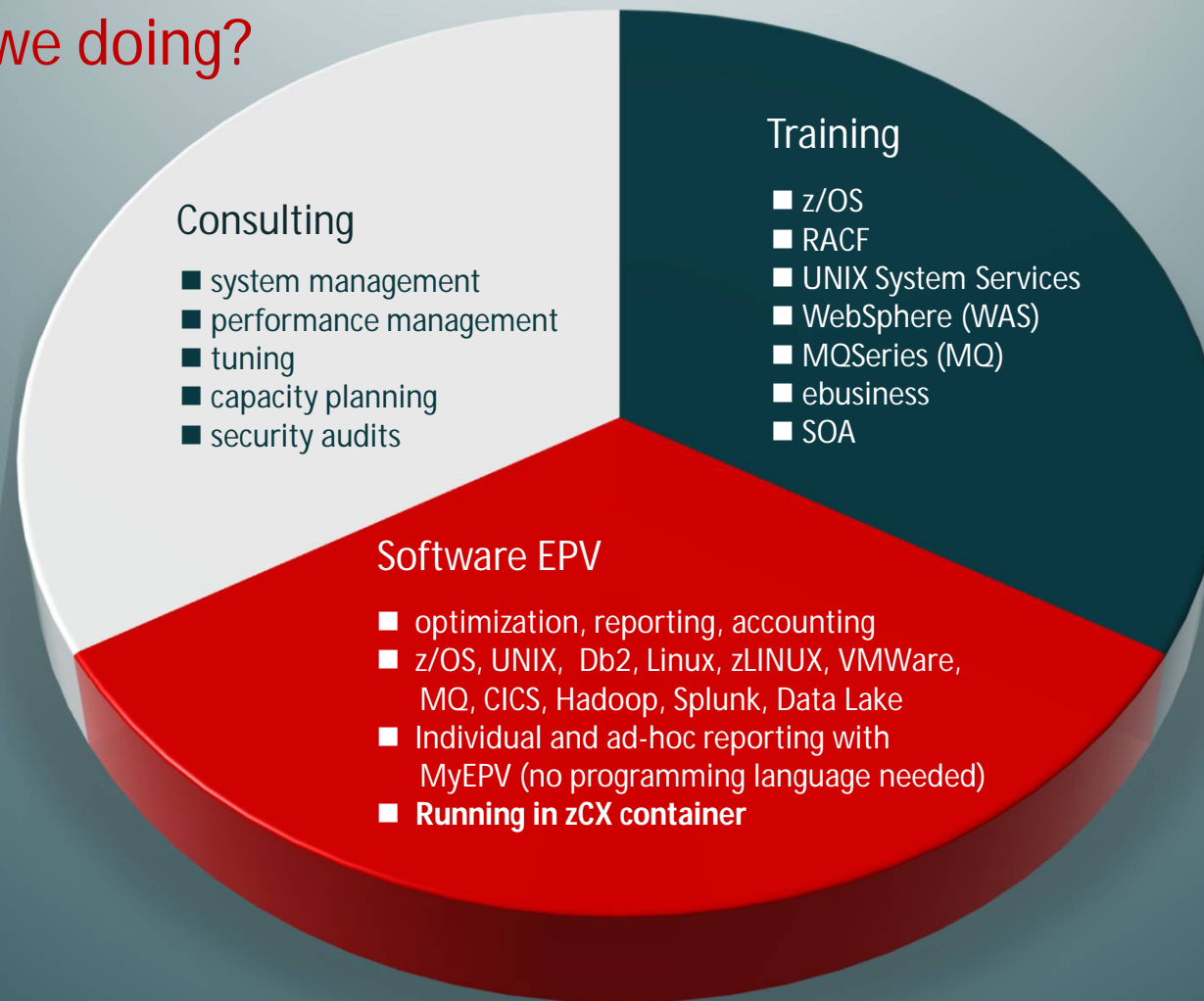


I spy with my little eye ...

News from DACH 2021

Hartmut Rombach – TPS DATA GmbH
2nd virtual EPV partners day
16. March 2021

What are we doing?



EPV University 2021 – the first virtual

- Very good feedback
- 34 persons from DACH
- 12 companies from DACH (8 customers)

- Reach more people
- New opportunities

Our customers 2021

- Fiducia&GAD
one of the biggest data centers in DACH
- KfW
- Dataport (zLINUX)
switched from Suse to RedHat, Omegamon replacement
- BIT (education)
- SIX (no migration, no additional products in 2020, big Db2 migration)
- Rehau AG

Our customers 2021

- Gothaer Systems (insurance)
replace SAS with the zParser in 2021
- BMW
ATOS will control the EPV environment
- ARZ
new customer since march 2020 (closed before Covid-19 pandemic)

Our customers 2021

- T-Systems International
 - contract renewal 2022-2024 is signed
 - interested in zCX pilot (attendee at the UG) – no move forward
 - IBM ungary now the reporting team (cologne contract)

Currently options

- BWI (military datacenter, ministry of defense, ITZ-Bund)
- KKH – no news
- Volkswagen/Porsche – strange !?
- ATOS
- VKBit – after easter next steps
- HSBC – after easter next steps
- Alte Leipziger

Market needs

- Which path did I take in EPV?

Activities

- EPV activities very good
I like them, very good response
- Activities for Austrian market
for 2021: event at ARZ planned

Other topics

- Pricing for a new customer for QuickView?
(zParser needed!)