

Managing Director's Introduction



Like many IT suppliers, Jumar is gearing up to support clients through the current challenging economic climate. Our customers are looking to get more value from their IT by improving system productivity or outsourcing some or all of their IT services.

Industry analysts Gartner are predicting that the growth in spending on IT services will rise by 9.5% in 2008 and continue to grow during 2009 as a result.

This is reflected in the growing interest in Jumar's Project Phoenix software. This allows CA Gen users to cost effectively rejuvenate and incorporate significant business change into their current systems without having to completely replace them.

Forecasters predict that large numbers of IT staff will be made redundant, predictably from the Financial Services market. Yet, a number of recent polls have shown that companies are still crying out for advanced technical skills and those who understand large,

complex integration projects. This is certainly reflected in the various types of requirements coming from our clients, as highlighted in the example from Focus Solutions featured later in this newsletter.

I feel that this makes the type of quality service from companies, like Jumar, even more relevant. No-one wants to be swamped with CVs from agencies that see value only in volume. At Jumar we believe in taking the time to match the right person, both in terms of skills and personality fit, to the right job. This approach works for the candidate too as Mark Clancy describes inside.



Wendy Merricks
Managing Director

what's inside

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Cyta reduces total cost of ownership with CA Gen Partner Jumar

Jumar is delighted to announce that it has signed a three-year agreement with Cyprus Telecommunications Authority (Cyta) which will see the complete transformation of Cyta's internal CA Gen based IT application systems.

The contract is the culmination of groundbreaking work carried out over the last two years on strategy formulation, roadmap planning, and the development of pilot systems.

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overleaf

Latest News ● ● ●



The photograph shows Pannekos Kallenos, Manager Planning and Development and Doug Michael, Technical Director at Jumar.



continued
from front
cover

Within the scope of this project, Cyta's internal IT application systems will be moved from OpenVMS/Rdb onto a new UNIX/Oracle technical platform. The block mode and client-server Gen applications will be upgraded and re-architected, based upon a new componentised service-based architecture with a new web user interface.

The work that is being supported by Jumar will lower the cost of ownership for Cyta by improving productivity, maintainability and flexibility. It will also offer improved accessibility with modern user interfaces, services and more flexible applications.

Costas Psillides, Manager Value Added Services and Software Development at Cyta comments, "Jumar has been chosen to support us with this major modernisation programme, not only because of its unique Project Phoenix automation software, but also because we have been impressed by the company's professional approach and high quality standards in all our dealings with them."

Jumar and QA Technologies to build Global CA Gen community network

We have recently signed a partnership agreement with QA Technologies Inc. (QAT), a leading US IT software and solutions organisation, to offer the most comprehensive set of tools, products and services available to CA Gen users across the world.

The partnership brings together two of the leading global providers of Gen solutions. Jumar will add QAT's products to its portfolio, including QAT WebDaptive, QAT Publisher and QAT Wizard. For more details on these products visit the QAT website: www.qat.com.

QAT will also distribute Jumar's three main product brands – Project Phoenix Jumar:Links and Jumar:Xtras into the Gen community.

The partnership is also launching a new website for the CA Gen community that includes a host of valuable resources, information and opinion on all aspects of running and developing a Gen environment.

The new website

(www.globalgensolutions.com) will be a valuable resource for the global Gen community and includes a number of essential new features including:

- a Solution Finder tool for common problems
- an on-line resource centre to include FAQs, white papers and articles submitted by members of the global Gen community
- information on the latest CA Gen releases and dates for withdrawal of support for previous versions along with opinions and advice from the global Gen community

This partnership will give all our clients access to greater knowledge and experience to apply in their own Gen environments. According to Rollie Stephens, Vice President of QAT, the website will provide a resource to identify unique best in class solutions by combining the products and services from the global Gen solution partners. "Both companies will contribute expertise to the website, but we fully expect the global Gen community to use it as a means of keeping in touch with the latest developments and solutions specifically for CA Gen users."



QA TECHNOLOGIES
Questions Answered. Solutions Provided.

Focus Case Study



As a leading supplier of sales automation software to financial institutions, Focus Solutions' standards for technical staff are amongst the highest.

The right level of technical skill is the bare minimum requirement, according to Chief Information Officer, Frank Murray. Good communication skills and industry sector knowledge of the life, pensions and mortgage market are equally important.

As a result, the vacancy for a business analyst who would be required to facilitate customer workshops had been unfilled for some time, so Focus turned to Jumar.

Our approach was to make sure we had a thorough understanding of the technical requirements, the key elements of the role and of Focus' culture. In addition to utilising our exclusive database of both associates and contractors, we used the Thomas International Personal Profiling tool to assess personality and cultural factors to ensure an extremely close fit with customer requirements. One candidate stood out and following an interview, he was offered the job.

The success of this approach led to Focus using Jumar to source candidates for further technical vacancies. At Jumar, we are able to take advantage of the strong

in-house technical resources, in our IT Solutions Division, to support us during both the technical assessment and interview processes.

Frank Murray comments, "We are not interested in dealing with recruitment companies that just throw CVs at us. We are looking to develop relationships with suppliers who take the time to understand our business and the type of person who will work well in our culture and environment – as well as understanding the technical requirements, of course."

Mark Clancy – A View from a Candidate

Mark's company had just lost a major contract and he wanted to move to a more secure post within the Financial Services sector.

He approached a couple of agencies who sent him for interviews, one of which appeared promising, but he heard nothing. In the meantime, he was contacted by Julia Murdock at Jumar.

He explained his requirements and mentioned the outstanding interview. Julia set to work to help

Although that job was not forthcoming Mark was impressed with Julia's approach. "She went that extra mile for me and was genuinely interested in my requirements, there was a real empathy for what I was looking for," says Mark.

Julia suggested an opportunity at a major insurance company in the Midlands. Mark continues, "Julia maintained close contact and was the liaison between myself and the company. She supported me and kept me informed throughout the whole process and was in touch

before and after every contact I had with the company to ensure that I was comfortable at every stage. Since taking up the post she has been in touch to ensure that I am settling in well."

"Working with Julia and Jumar has been a delight. Jumar is head and shoulders ahead of most agencies I have dealt with. Their approach is much more personal, they look at the needs of both the employee and the employer and don't try to shoehorn people into any job just to get a fee," comments Mark.

CA World 16 – 20 November

Jumar is looking forward to presenting two papers at the forthcoming CA World event in November:

- A Practical Approach to CA Gen Modernisation by Andy Scott
- and
- Automating the CA Gen Upgrade Process by Doug Michael

If you are attending the event we would be delighted to see you at the sessions. We will not be taking a stand this year but if you would like to arrange to meet us in Las Vegas and discuss any aspect of the above presentations, contact us by email on marketing@jumar-solutions.com.

caWorld08

Contact Us

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New Business Development Team for Jumar

Jumar is please to announce that it has appointed Paul Hughes as its new Business Development Director. Prior to joining Jumar Paul was with CA for many years and is a well known figure in the Gen and IT communities.

Paul Hughes comments, "I have tracked Jumar from its inception and have always been hugely impressed by the professionalism of its people, as well as the quality of its products and services. The business is soundly based on developing long term, close relationships with its customers and more recently implementing a number of high profile strategic partnerships. The role of my new team will be to continue strengthening these relationships and to develop new customers and channels to market, particularly in Europe, the Middle East and Asia Pacific regions. In addition, over the next few months, we will be launching a



number of exciting new service offerings from Jumar for the benefit of the Gen community." If you would like further information, please contact Paul on paul.hughes@jumar-solutions.com.

Networking Dinner

Another of our regular Networking Dinners was recently held at the popular Hogarth's Hotel in Solihull. With our largest attendance to date, the subjects discussed were: The Case for the Defence: A Gentle Reminder of the CA Gen Value Proposition and What's in R8 to Encourage Early Adoption/Upgrade.



If you would like to discuss the points covered in the meeting please contact Paul Hughes on paul.hughes@jumar-solutions.com