

# z05

## What's New in IBM Software Pricing

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IBM Software Group  
WorldWide zSeries Software Sales



**zSeries<sup>®</sup> EXPO**

**FEATURING Z/OS, Z/VM, Z/VSE  
AND LINUX ON ZSERIES**

September 19 - 23, 2005

San Francisco, CA



IBM Software Group

# What's New in IBM Software Pricing

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**zSeries Expo**  
**19-23 September 2005**  
**San Francisco, California**



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# Agenda

- **Series z9 & zSeries SW Announcements (27 July 2005)**
  - ▶ Software Savings from New Technology
  - ▶ MQSeries SALC Pricing
  - ▶ NALC Statement of Direction
- **Web Based SCRT Submission Process**

## Software Savings from New Technology

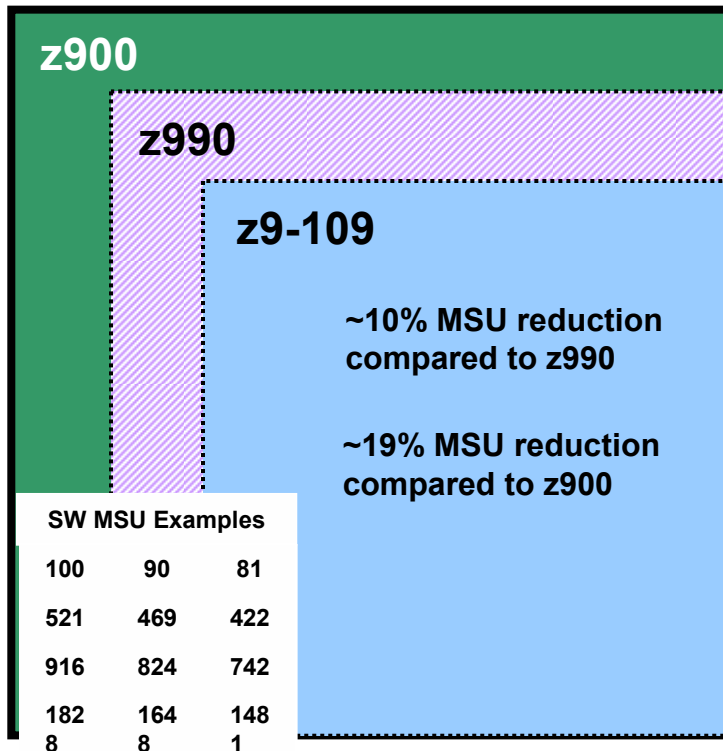


# Generation to Generation Software Savings

The announced SW MSUs on z9-109 and z990 servers are designed to offer improved software price/performance.

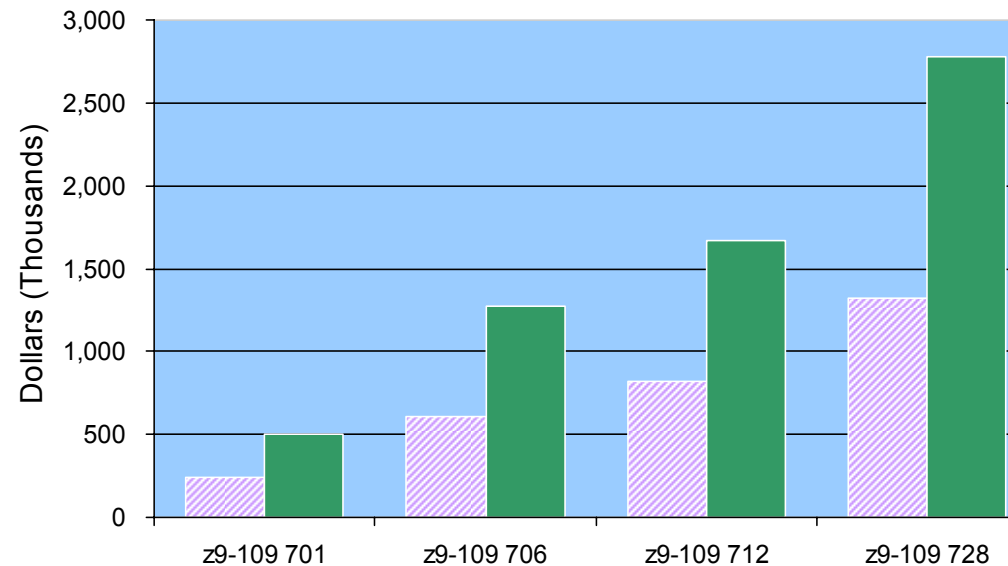
## Example

### Software MSUs for similar HW capacity



### Sample 3 Year Savings for z9-109 SW

\* Compared to: ▨ z990 ■ z900



\* Sample Software Stack Includes: z/OS Base plus features, DB2 v8, CICS v2, IMS v9, MQ v5

\* All prices are estimates in USD and subject to change

## MQ Series SALC Pricing



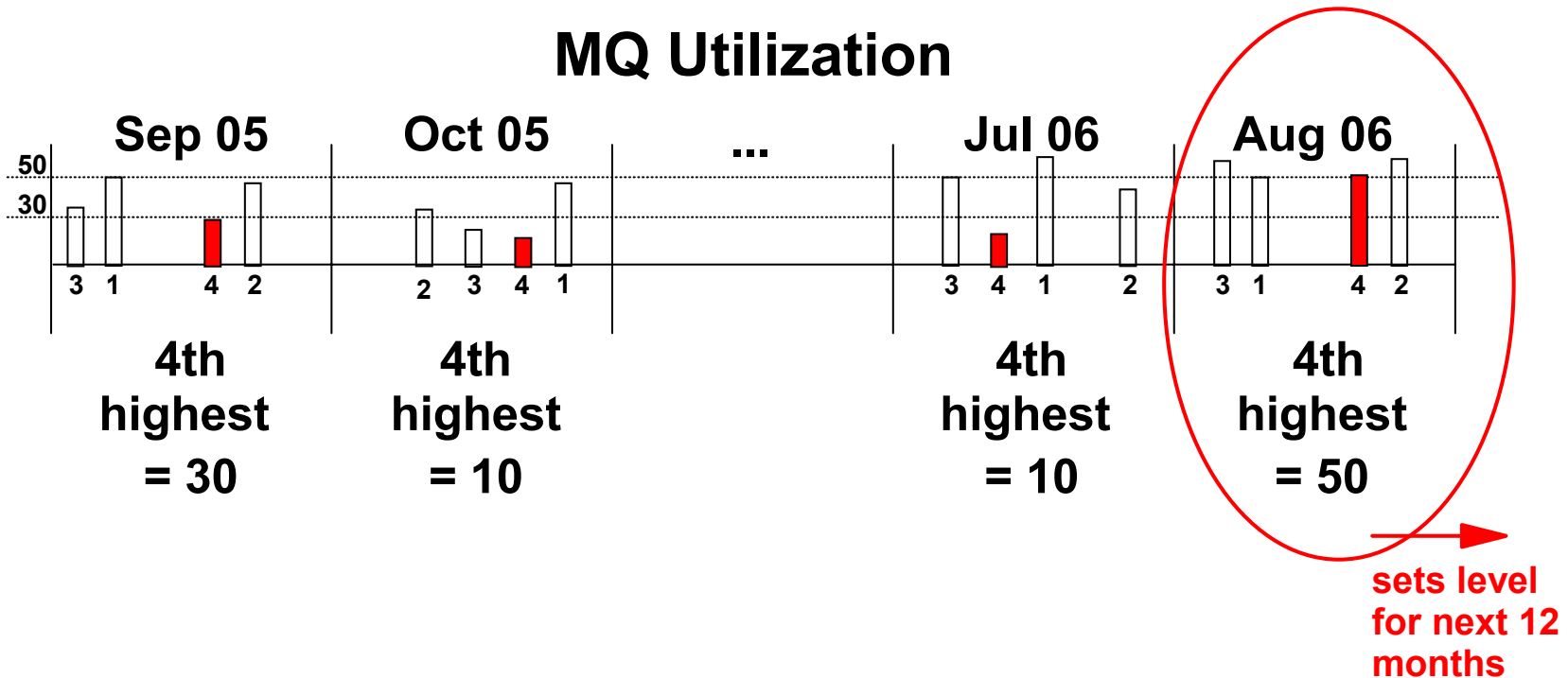
# New MQSeries Pricing Metric called SALC

- **Usage based pricing metric for MQSeries in a subcapacity pricing environment**
  - ▶ New metric: Select Application License Charge (SALC)
  - ▶ Applies to MQSeries only in a WLC or EWLC environment
  - ▶ Available September 16, 2005
- **Provides benefit of Usage pricing for MQSeries in a subcapacity priced environment**
  - ▶ Limited to MQSeries because MQSeries is a typically a very low utilization product
  - ▶ Makes financial sense only for very low utilization of MQSeries
    - *Must compare overall SW stack pricing, not product by product*
    - *SALC price points are not the same as for ULC*
- **Uses same tools/processes as Usage License Charges (ULC)**
  - ▶ Software Usage Report Program (IFAURP) using Type 89 SMF records
  - ▶ Measures the aggregated utilization of all active versions of MQSeries
  - ▶ Pricing updated on an annual basis consistent with ULC
    - *based on previous 12 months measurement*
  - ▶ Z125-7284 Select Application License Charges Amendment
- **Charges**
  - ▶ Minimum Ordering Quantity: 1 MSU
  - ▶ Aggregated Reported Usage charged based on most current installed version



# Select Application License Charge (SALC)

- ✓ measures the utilization of all versions of MQ running
- ✓ sets one price per year, based on previous 12 months measurement
- ✓ tool reports 4th highest use monthly, choose highest value during 12 month period



# SALC Startup

- **New License:**
  - ▶ Begin collecting SMF89 data when installed
  - ▶ Billed for 2 months at z/OS level under WLC/EWLC
  - ▶ Usage Report submitted in 3<sup>rd</sup> month
  - ▶ Credits issued for first 2 months based on Usage Report
- **Existing ULC License**
  - ▶ Use data from ULC Usage Report to establish initial billing
- **Existing WLC/EWLC License**
  - ▶ Use SMF89 data to generate a Usage Report for MQSeries
  - ▶ This Usage Report can be used to establish initial billing

## NALC Statement of Direction



# NALC Statement of Direction

- **From the z/OS 1.7 Announcement Letter on 27 July 2005**
  - ▶ IBM plans to announce a version of New Application License Charges (NALC) intended to help improve the price performance of z/OS in certain new workload environments by delivering subcapacity pricing. The offering and associated terms are targeted for availability in the second half 2006.

# Web Based SCRT Submission Process

## License Management Data Submission (LMDS)



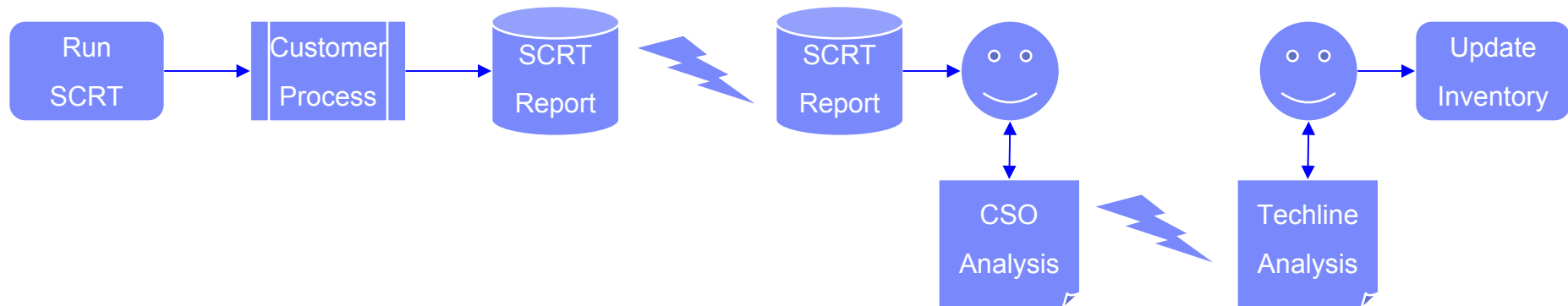
# Purpose of Web Submission Interface (LMDS)

- **Allow Interactive Submission**
  - ▶ Increase Security
  - ▶ Ensure Completeness
  - ▶ Provide Immediate Feedback
  - ▶ Reduce Turnaround Time
- **Automate BackEnd Processing**
  - ▶ Increase Productivity
  - ▶ Automate Inventory Update
  - ▶ Eliminate Manual Processing Errors
- **Statement of Direction:**

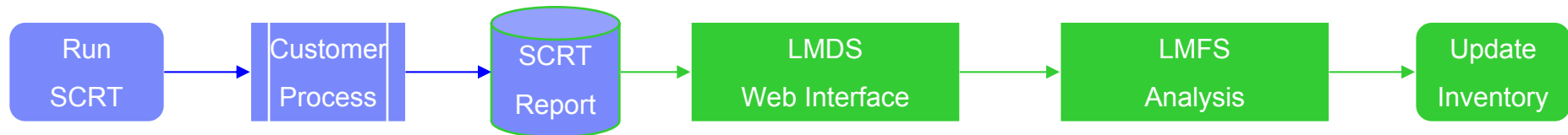
IBM intends to make the Web submission interface (LMDS) the standard submission process for SCRT Reports. The current email process will be discontinued. You will be notified when LMDS becomes mandatory in your area.

# SCRT Process

## Current Submission & Manual Processing



## Web Submission & Automated Processing



# Overview of Web Interface

## License management data submission (LMDS)

- **Log in using your IBM Registration ID**
- **Upload SCRT .csv files and create working list**
- **Process each machine**
  - ▶ “Submit”
  - ▶ Edit
  - ▶ Review
  - ▶ Complete
- **Receive e-mail Confirmation Receipt**



# How to get access to SCRT Web Interface (LMDS)

1. Request an IBM Registration ID if you do not have one  
<http://www.ibm.com/account/profile?page=reg>
2. Obtain a copy of the “LMDS Authorization Form” (MS Word Document)  
[http://www.ibm.com/servers/eserver/zseries/swprice/scrt/scrt\\_send.html](http://www.ibm.com/servers/eserver/zseries/swprice/scrt/scrt_send.html)
3. Complete the form, attach to an email and forward to your manager for approval and submission
4. Manager should forward completed form to the IBM regional email addr you use for submitting SCRT reports, indicating that you are authorized to submit SCRT reports for your organization.  
A list of these email addrs can be found here:  
[http://www.ibm.com/servers/eserver/zseries/swprice/scrt/scrt\\_send.html](http://www.ibm.com/servers/eserver/zseries/swprice/scrt/scrt_send.html)
5. IBM will process the “Authorization Form” and send an automated “Access granted” confirmation e-mail to the email address shown in your IBM Registration ID, copying your manager.
6. Once you have received this confirmation, you will be able to sign on to the Web Interface (LMDS) here:  
<http://www.ibm.com/software/lms>

# Register for an IBM ID

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[My IBM registration](#)  
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## My IBM registration

Step 1 of 2

The fields indicated with an asterisk(\*) are required to complete this transaction; other fields are optional. If you do not want to provide us with the required information, please use the Back button on your browser, or close the window or browser session that is displaying this page, to return to the previous page.

Preferred language for profiling: English

Please submit the following information, which is required each time you sign in. Please provide an email address as your IBM ID. This can be, but need not be, the same as the email address you provide below as editable contact information.

Remember, you can't change your IBM ID once you've signed up. To learn what is acceptable as a password, see [guidelines for IBM IDs and passwords](#).

\* **IBM ID:**   
[Why do I have to provide an email address as my IBM ID?](#)

\* **Password:**   
(Minimum 8 characters)

\* **Verify password:**

Please enter a security question that only you can answer. Then, enter the answer to the question. Occasionally, you may be asked to answer this question to confirm your identity. Enter a question that is simple to answer and is easy to remember.

\* **Security question:**

\* **Answer to security question:**

\* **Email:**

Select the country of your residence to set warranty. [Learn more](#)

\* **Country/region of residence:**   
Please select country

Your preferences and interests will be associated with your identification information so we can continue to personalize your experience when you visit IBM.COM sites. If you do not want us to associate your information, please check this box

☐ Please do not associate my preference and interest with my identification information.

# Authorization to use of the submission tool

## Access User Certification for the LMDS WEB Application

To request access to the License Management Data Submission (LMDS) Web site, please fill in this form. Be aware that all input fields are mandatory.

**Note:** The user must register using the IBM Registration Web site. When the user has registered and the access profile is established, the user will receive a user ID. The IBM Registration Web site is at:  
<http://www-3.ibm.com/registration/selfreg>

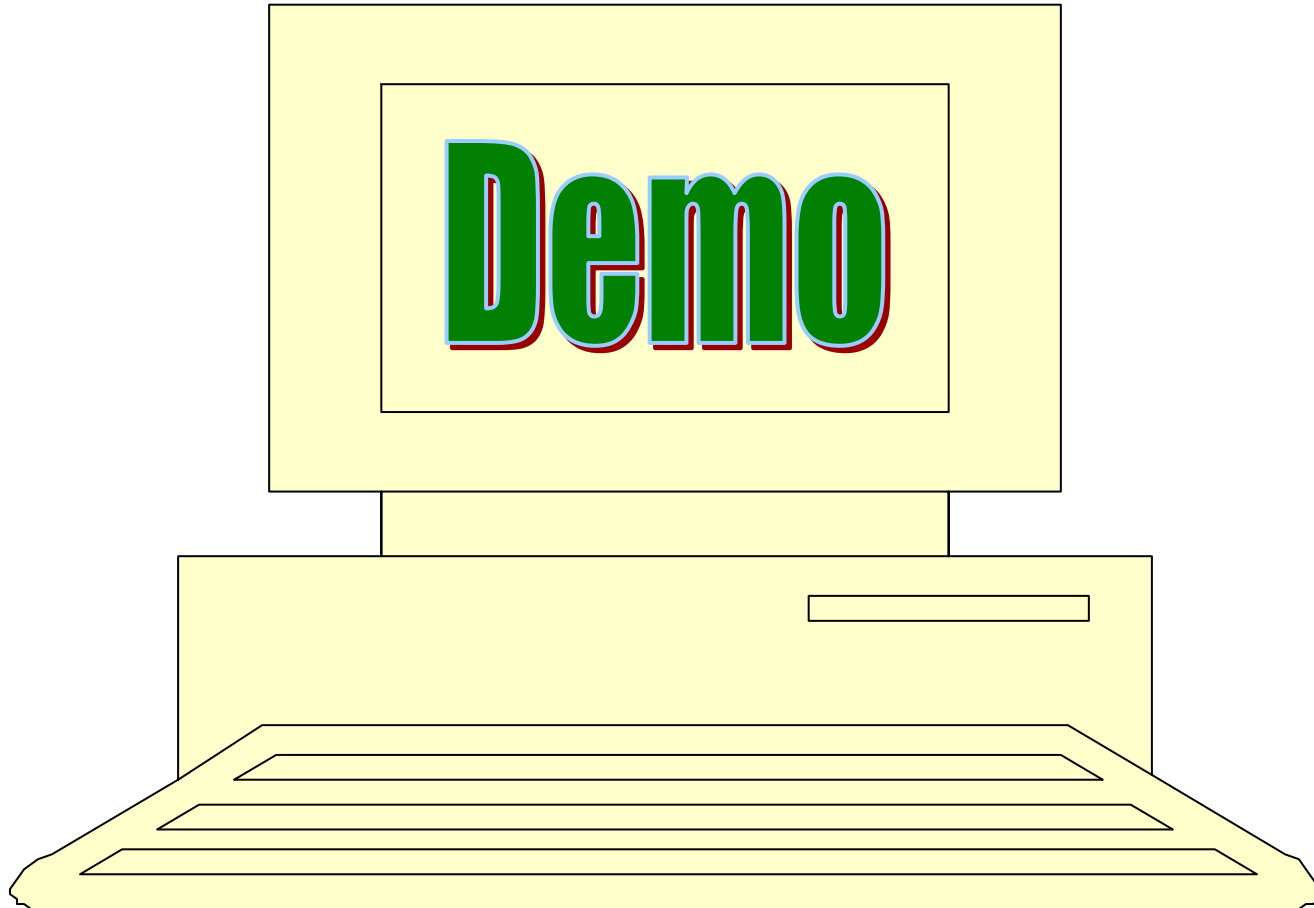
<b>Applicant Information:</b>	
Date of request (dd/mm/yy)	
First name (applicant)	
Last name (applicant)	
Company Manager's name and e-mail address:	Note: On a yearly basis IBM will perform a Continued Business Need (CBN) validation, why it is mandatory that there is stated a Company Management contact point for validation
Company Name	
Company Address	
City	
State	
Postal Code	
IBM Fulfillment Country & Country code	
E-mail address (applicant)	
IBM Registration ID (applicant)	

Access will be granted for the LMDS web application and will include access to submit SCRT data to IBM for the below specified Customer number(s):

IBM Fulfillment country and customer number (SCRTCUS) : (State country number(s) and customer number(s). Example; country number 758 and customer number 123456 should be listed as 758123456)
cccnnnnnn

## Next Steps...

- **Obtain an IBM Registration ID**
- **Complete the LMDS Authorization process**
- **Submit your SCRT data via LMDS**



# License management support

<http://www.ibm.com/software/lm>

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→ Select country / region

Software > License management support >

## License management support

You can use the license management support tools to obtain entitlements and keys for software products and to submit software use data to IBM. Select an application on the left of the panel, or click the link to enter the application.

License management support	
Application name	Description and link
Entitlements and Keys	Generate and receive keys for iSeries products. You may also install a key in Your system from this tool. <a href="https://www.ibm.com/servers/eserver/iseries/wwkms">https://www.ibm.com/servers/eserver/iseries/wwkms</a>
Data submission	Submit software use data to IBM by clicking the link for the data type you want to upload <a href="#">Sub-capacity Reporting Tool data (SCRT)</a> <a href="#">IBM Tivoli License Manager data (ITLM)</a>
ITLM Registration	Register an IBM Tivoli License Manager administration

# License management data submission: Log in

The screenshot shows the IBM website's 'Sign in to data submission (SCRT)' page. The page has a blue header with the IBM logo and a search bar. Below the header is a navigation bar with links: Home, Products & services, Support & downloads, and My account. A breadcrumb trail reads: Software > License management support > Sign in to data submission (SCRT) >. The main heading is 'Sign in to data submission (SCRT)'. Below this, a message states: 'You must be signed in to use this area of the site. Please enter your data submission (SCRT) application ID and password in the sign in area below. If you are not currently registered with our site, please [register now](#).' To the right of this message are three links: 'Forgot your IBM ID?', 'Forgot Your password?', and 'Change password'. Below the message is a 'Sign in' section with two input fields: 'IBM ID:' and 'Password:'. A red circle labeled '1' encompasses both input fields. Below the input fields is a 'Submit' button with a right arrow and a 'Cancel' button with a close icon. A red circle labeled '2' encompasses the 'Submit' button. A red arrow labeled '3' points from the text 'if you do not already have an IBM ID' to the 'register now' link.

IBM

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Software > License management support > Sign in to data submission (SCRT) >

## Sign in to data submission (SCRT)

You must be signed in to use this area of the site. Please enter your data submission (SCRT) application ID and password in the sign in area below. If you are not currently registered with our site, please [register now](#).

→ [Forgot your IBM ID?](#)  
→ [Forgot Your password?](#)  
→ [Change password](#)

**Sign in**

IBM ID:

Password:

[Submit](#) [Cancel](#)

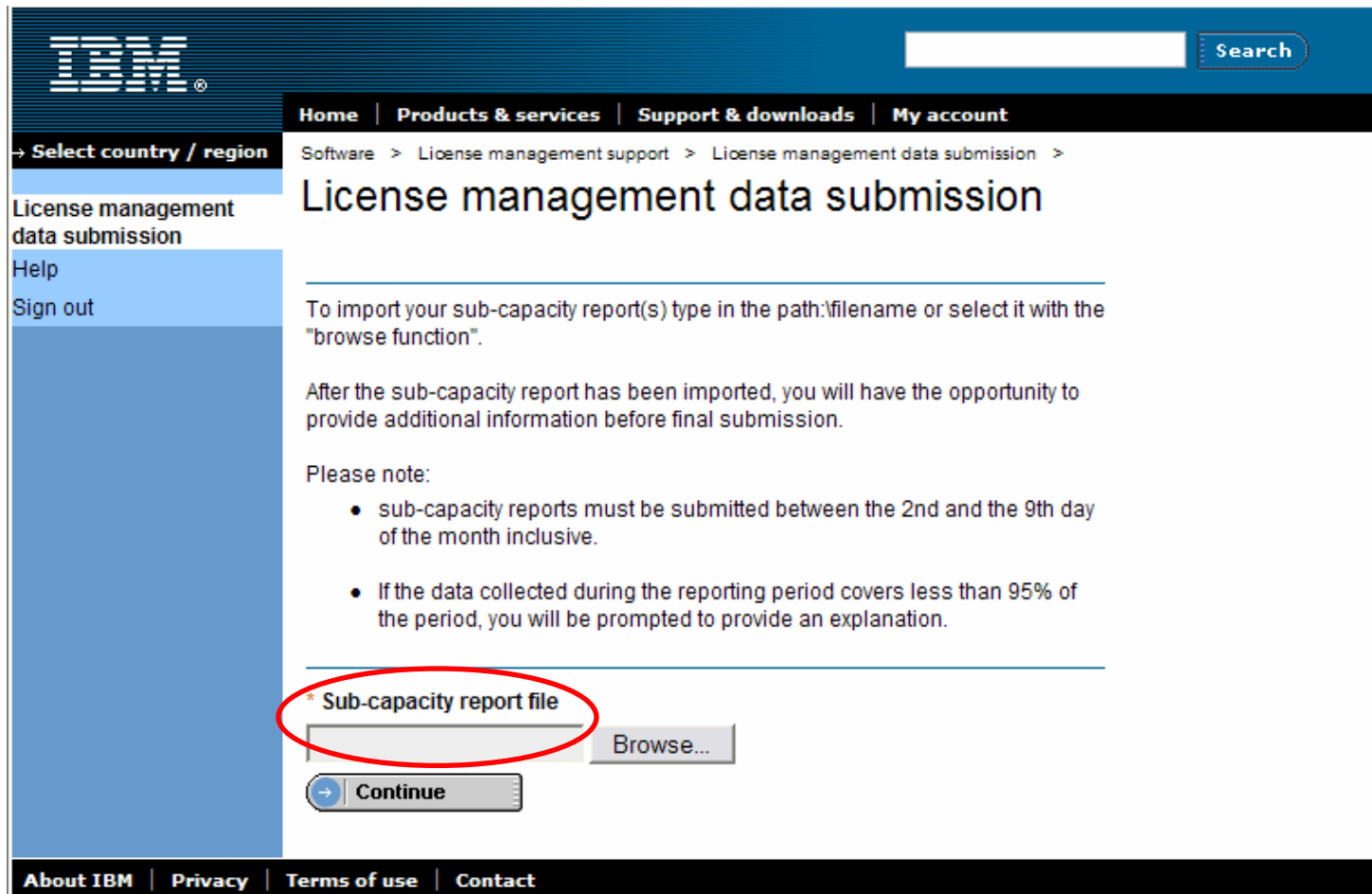
1. Insert IBM ID and Password

2. Select the 'Submit' button

3. Select register now if you do not already have an IBM ID

1. Insert IBM ID and Password
2. Select the 'Submit' button
3. Select register now if you do not already have an IBM ID

# Uploading SCRT generated use data



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License management data submission

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Software > License management support > License management data submission >

## License management data submission

To import your sub-capacity report(s) type in the path:filename or select it with the "browse function".

After the sub-capacity report has been imported, you will have the opportunity to provide additional information before final submission.

Please note:

- sub-capacity reports must be submitted between the 2nd and the 9th day of the month inclusive.
- If the data collected during the reporting period covers less than 95% of the period, you will be prompted to provide an explanation.

\* Sub-capacity report file

Browse...

Continue

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- Select 'Browse' to find relevant file or
- Type directory and folder directly



# To work with and submit data

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License management data submission

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Software > License management support > License management data submission >

## zSeries sub-capacity

You can select any system not yet submitted by 'clicking' on its number. You will have the opportunity to update your sub-capacity information before submitting it. After each report submission has been confirmed, the status field for that system will change to 'Submitted'.

Systems				
System	Customer	Customer name	Status	Time stamp
<a href="#">US-AQ12V</a>	200000000	Test Customer	Ready for submission	
<a href="#">US-2W21Q</a>	200000000	Test Customer	Ready for submission	

1. [Work on new file](#)

2. [Save](#)

3.

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1. Select the system to work with
2. To add additional systems to the list

3. To Save the uploaded data for all system in the list which are 'Ready for submission'

# Adding additional details prior to submission - 1

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Software > License management support > License management data submission >

## zSeries sub-capacity

Please edit / update as needed for the machine 2084-308 US-AQ12V and select 'submit'

**Customer/Submitter information**

Submitter name	Submitter e-mail	Submitter phone
Henriette Pedersen	henrip@dk.ibm.com	45 23 30 00
Customer name	Customer number	
Test Customer	200000000	

**Machine details**

Machine type and model	Machine serial	Machine rated capacity
2084-308	US-AQ12V	448

To insert or edit an overall comment please use the button/field at the bottom of the page.

**Tool information**

Tool release	Reporting period	% Data collected
9.1	2 Dec, 2004 - 1 Jan, 2005	100% for 31 days

# Adding additional details prior to submission - 2

The screenshot shows a web form for submitting software product information. It is divided into two main sections: 'Product summary information' and 'IPLA Product name'. Each section contains a table with columns for Product name, Product ID, Tool MSU, Customer MSU, and Customer comment. The 'Customer MSU' and 'Customer comment' columns are highlighted with red boxes and labeled with a '1.' and '2.' respectively. At the bottom of the form, there are four buttons: 'Submit' (labeled '3.'), 'Cancel' (labeled '4.'), 'Add overall comment' (labeled '5.'), and 'Save' (labeled '6.'). The footer contains links for 'About IBM', 'Privacy', 'Terms of use', and 'Contact'.

Product summary information				
VWLC Product name	Product ID	Tool MSU	Customer MSU	Customer comment
z/OS	5694-A01	100	<input type="text"/>	<input type="text"/>
Tivoli NetView PM	5655-043	100	<input type="text"/>	<input type="text"/>
IBM Tivoli NetView for z/OS	5697-ENV	100	<input type="text"/>	<input type="text"/>
DB2 UDB for OS/390 V7	5675-DB2	100	<input type="text"/>	<input type="text"/>

IPLA Product name				
Product name	Product ID	Tool MSU	Customer MSU	Customer comment
Portal for z/OS & OS/390	5655-K12	78	<input type="text"/>	<input type="text"/>
Integrator Broker for z/OS	5655-I58	78	<input type="text"/>	<input type="text"/>

3.  4.  5.  6.

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1. Insert changes to MSU values
2. Add explanation for change in MSU value
3. Select 'Submit' to send data to IBM
4. Select 'Cancel' to go back to previous screen
5. Select 'Add overall comment' if more information are required for IBM e.g. in relation to hardware upgrades
6. Select 'Save' to store the data and continue working at a later time

# Confirming data prior to submission - 1

The screenshot shows the IBM License Management data submission confirmation page. The page has a blue header with the IBM logo and a search bar. A navigation bar contains links for Home, Products & services, Support & downloads, and My account. A left sidebar contains links for Select country / region, License management data submission, Help, and Sign out. The main content area displays the title 'zSeries sub-capacity' and a confirmation message: 'Please confirm that the following data is to be submitted for the machine 2084-308 US-AQ12V'. Below this, the data is organized into four sections: Control number, Customer/Submitter information, Machine details, and Tool information. Each section contains a list of fields and their corresponding values.

<b>Control number</b>		<b>1105539106588 2084-308 US-AQ12V</b>
<b>Customer/Submitter information</b>		
Submitter name	Henriette Pedersen	
Submitter e-mail	henrip@dk.ibm.com	
Submitter phone	45 23 30 00	
Customer name	Test Customer	
Customer number	200000000	
<b>Machine details</b>		
Machine type and model	2084-308	
Machine serial number	US-AQ12V	
Machine rated capacity	448	
<b>Tool information</b>		
Tool release	9.1	
Reporting period	2 Dec, 2004 - 1 Jan, 2005	
% Data collected	100% for 31 days	

# Confirming data prior to submission - 2

**Product summary information (VWLC)**

Product name	z/OS
Product ID	5694-A01
Tool MSU	100

**Product summary information (IPLA)**

Product name	Tivoli NetView PM
Product ID	5655-043
Tool MSU	100

**Product summary information (VWLC)**

Product name	IBM Tivoli NetView for z/OS
Product ID	5697-ENV
Tool MSU	100

**Product summary information (IPLA)**

Product name	DB2 UDB for OS/390 V7
Product ID	5675-DB2
Tool MSU	100

**Product summary information (IPLA)**

Product name	Portal for z/OS & OS/390
Product ID	5655-K12
Tool MSU	78

1001 MSU 78

**Other information**

WARNING: The sub-capacity report has been submitted late. Please note that a sub-capacity report must not be submitted later than the 9th day of the month. Charges for full machine capacity will be applied. Please contact your local IBM representative if you need further assistance.

For recurring charge products, the data supplied in this SCRT report will be used to adjust your billing for all VWLC and EWLC Products listed in the Product Summary Information section under "VWLC Product Name" in this report. In accordance with our agreement, IBM will treat a change in product licensed capacity as an order. If the MSUs have changed since the last report, your billing will increase or decrease, accordingly.

For One Time Charge (IPLA) products, the data supplied in this SCRT report will be used to bill those IPLA products listed in the Product Summary Information section under IPLA Product Name in this report which exceed your entitled capacity. In accordance with our agreement, IBM will treat the use of a product in excess of its entitled capacity as an order and you will be billed for the amount in excess of your entitlement.

1. ☒ Check this box if you would like an e-mail receipt

2.  3.  4.

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# System list after submission - Save

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Software > License management support > License management data submission > zSeries sub-capacity

You can select any system not yet submitted by 'clicking' on its number. You will have the opportunity to update your sub-capacity information before submitting it. After each report submission has been confirmed, the status field for that system will change to 'Submitted'.

System	Customer	Customer name	Status	Time stamp
<a href="#">US-AQ12V</a>	200000000	Test Customer	Work in progress	12Jan2005 14:16 UTC
<a href="#">US-2W21Q</a>	200000000	Test Customer	Ready for submission	

[Work on new file](#) [Save](#)

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# Help

The screenshot shows the IBM website's help section for license management data submission. The page has a blue header with the IBM logo, a search bar, and navigation links: Home, Products & services, Support & downloads, and My account. A breadcrumb trail indicates the path: Software > License management support > License management data submission >. The left sidebar contains links for 'Select country / region', 'License management data submission', 'Help', and 'Sign out'. The main content area is titled 'Help' and provides instructions on how to use the help topics. It lists several topics such as 'Add overall comment', 'Corrupted SCRT data', and 'Duplicate data'. A section titled 'Add overall comment' explains that selecting this button opens a comment box for overall SCRT reports, with examples of comments related to upgraded machines and machine consolidations. At the bottom, there are links for 'Back' and 'Top of page'. A 'Customer support' sidebar on the right provides contact information for application outages or support, including a phone number (+45 48 10 15 30) and an email address (kmsweb@dk.ibm.com).

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→ Select country / region

License management data submission

Help

Sign out

Software > License management support > License management data submission >

## Help

Select a help topic by 'clicking' on it. The page will then scroll downwards to the description of the selected topic. You can go back to the top of the page by clicking on 'top of page', or you can select 'back' and the last page will be reloaded.

### Topics:

- Add overall comment
- Corrupted SCRT data
- Duplicate data
- Incorrect tool version
- Not authorized
- Not released tool version
- Not SCRT data
- Period not closed
- Submission too late
- Work in progress

### Add overall comment

Selecting this button will open a comment box that can be used to enter comments that relate to the overall SCRT report.

Examples of overall report comments:

- Information about upgraded machines affecting this report (include any change in Machine Serial Numbers)
- Information about machine consolidations affecting this report (include Machine Serial Numbers for from/to HW)

← Back   ↑ Top of page

### Customer support

For application outages or application support you can contact the Customer Support Center at phone +45 48 10 15 30 or e-mail address kmsweb@dk.ibm.com. The Customer Support Center will attend any requests in English 24 hours a day, 7 days a week. For any other requests, please contact your local IBM representative.

# Confirmation e-mail after submission – part 1



<zSCM@dk.ibm.com>

12-01-2005 15:18

This document expires on 12-04-2005

To	Henriette Pedersen/Denmark/IBM@IBMDK
cc	
bcc	
Subject	SCRT Report has been submitted for System 2084-308 US-AQ12V - Reporting Period 2 Dec, 2004 - 1 Jan, 2005

\*\*\*\*\*  
 \* PLEASE DO NOT REPLY TO THE SENDER OF THIS E-MAIL ! IT WAS SENT \*  
 \* FROM A SERVICE MACHINE. \*  
 \*\*\*\*\*

Thank you for the sub-capacity report for the reporting period of 2 Dec, 2004 - 1 Jan, 2005 which was submitted on 12 Jan, 2005 14:18 UTC.

Software Charges for the reporting period will apply beginning 1 February 2005.

Please note that this e-mail represents a receipt of the aforementioned sub-capacity report. Billing changes will be implemented prior to the aforementioned billing effective date.

Attached is the full copy of your report. Please retain this information for your records.

If you need further assistance please contact your local IBM representative.

Sub-Capacity report for machine 2084-308 US-AQ12V

-----

Control number 1105539106588 2084-308 US-AQ12V

Customer/Submitter information

Submitter e-mail henrip@dk.ibm.com

Customer number 200000000

Machine details

Machine type and model 2084-308

Machine serial number US-AQ12V

Machine rated capacity (MSUs) 448

Tool information

Tool release 9.1

Reporting period 2 Dec, 2004 - 1 Jan, 2005

% Data collected 100% for 31 days



# Confirmation e-mail after submission – part 2

## Product summary information (VWLC)

-----

Product name     z/OS  
Product ID       5694-A01  
Tool MSU          100

Product name     Tivoli NetView PM  
Product ID       5655-043  
Tool MSU          100

Product name     IBM Tivoli NetView for z/OS  
Product ID       5697-ENV  
Tool MSU          100

Product name     DB2 UDB for OS/390 V7  
Product ID       5675-DB2  
Tool MSU          100

## Product summary information (IPLA)

-----

Product name     Portal for z/OS & OS/390  
Product ID       5655-K12  
Tool MSU          78

Product name     Integrator Broker for z/OS  
Product ID       5655-I58  
Tool MSU          78

## Other information

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WARNING: The sub-capacity report has been submitted late. Please note that a sub-capacity report must be submitted no later than the 9th day of the month. Charges for full machine capacity will be applied. Please contact your local IBM representative if you need further assistance.

For recurring charge products, the data supplied in this SCRT report will be used to adjust your billing for all VWLC and EWLC Products listed in the Product Summary Information section under "VWLC Product Name" in this report. In accordance with our agreement, IBM will treat a change in product licensed capacity as an order. If the MSUs have changed since the last report, your billing will increase or decrease, accordingly.

For One Time Charge (IPLA) products, the data supplied in this SCRT report will be used to bill those IPLA products listed in the Product Summary Information section under IPLA Product Name in this report which exceed your entitled capacity. In accordance with our agreement, IBM will treat the use of a product in excess of its entitled capacity as an order and you will be billed for the amount in excess of your entitlement.

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<http://ibm.com/zseries/swprice>

The End



Thank You