

z05

What's New in IBM Software Pricing

Kay Elizabeth Adams
IBM Software Group
WorldWide zSeries Software Sales

zSeries® 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

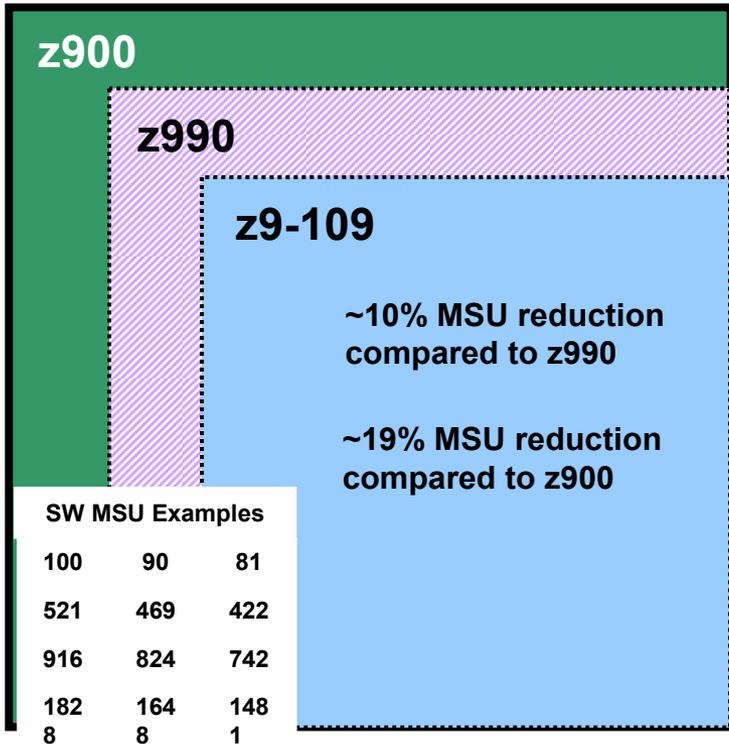


Generation to Generation Software Savings

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

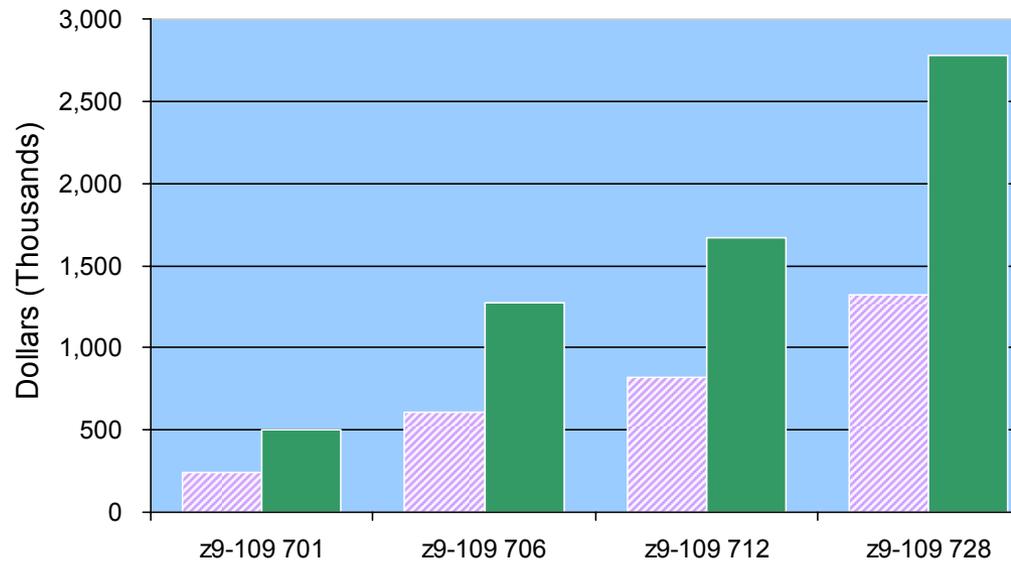
Example

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

MQ Series SALC Pricing

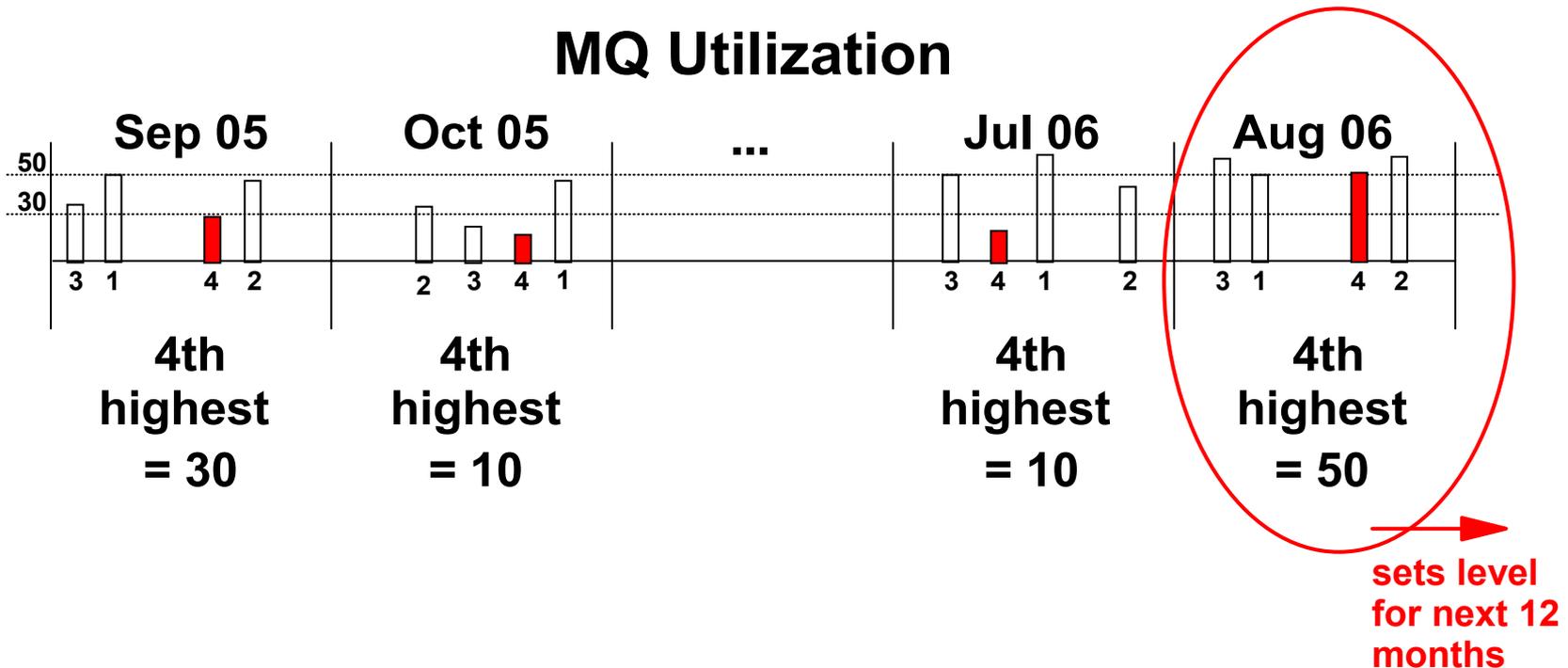


New MQSeries Pricing Metric called SALC

- **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 3rd 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

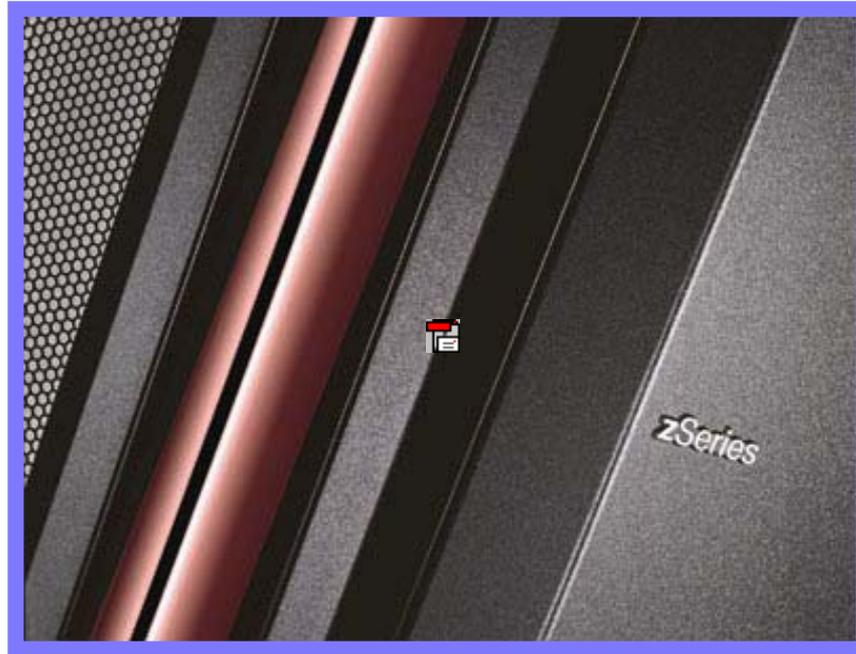


NALC Statement of Direction

- **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

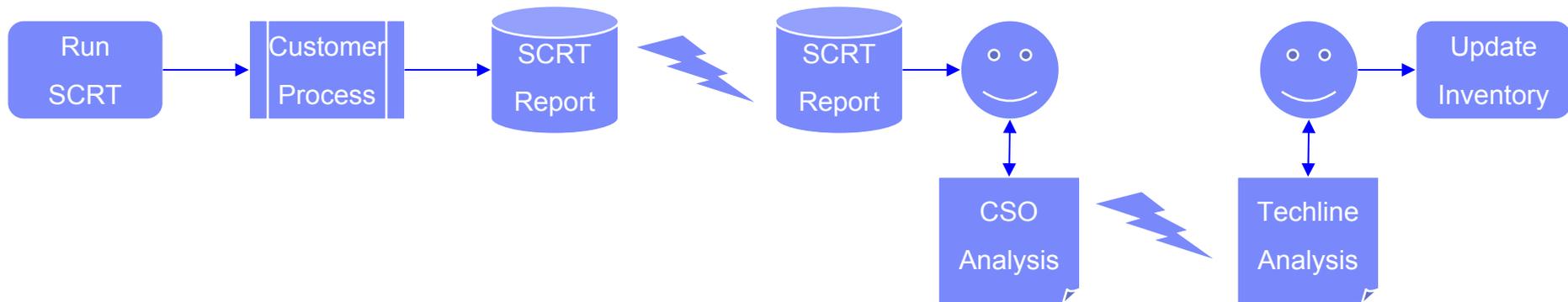
- **Automate BackEnd Processing**
 - ▶ Increase Productivity
 - ▶ Automate Inventory Update
 - ▶ Eliminate Manual Processing Errors

- **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
- 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
- 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

IBM United States [change] Terms of use

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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:**

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>

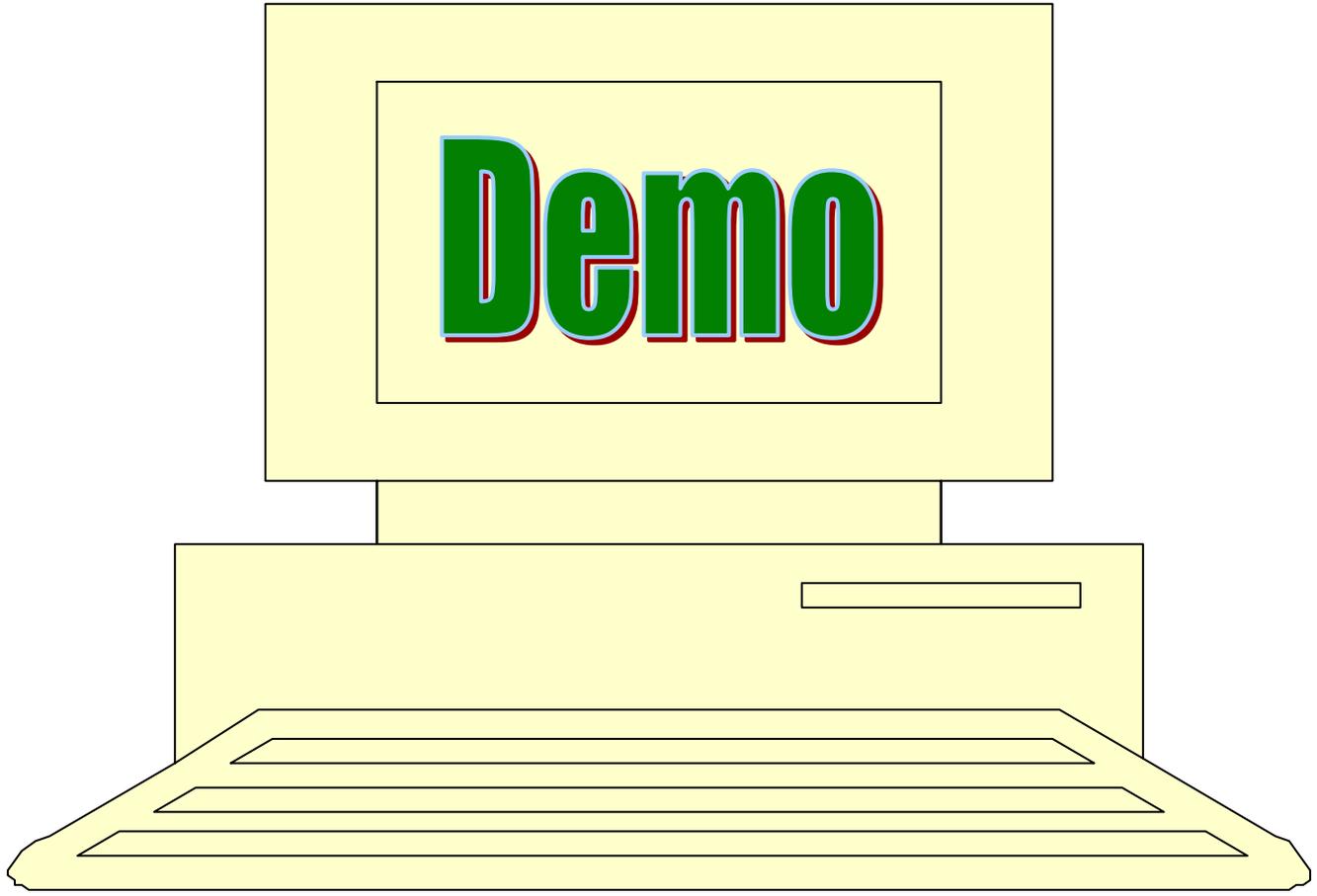
| Applicant Information: | |
|--|---|
| Date of request (dd/mm/yy) | |
| First name (applicant) | |
| Last name (applicant) | |
| Company Manager's name and e-mail address: | Note: On a yearly basis IBM will perform a Continued Business Need (CBN) validation, why it is mandatory that there is stated 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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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. https://www.ibm.com/servers/eserver/iseries/wwkms |
| Data submission | Submit software use data to IBM by clicking the link for the data type you want to upload Sub-capacity Reporting Tool data (SCRT) IBM Tivoli License Manager data (ITLM) |
| ITLM Registration | Register an IBM Tivoli License Manager administration |

License management data submission: Log in

IBM

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

Sign in to data submission (SCRT)

3 if you do not already have an IBM ID

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:

1

2

Submit

Cancel

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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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→ Select country / region

License management data submission

Help

Sign out

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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→ Select country / region

Software > License management support > License management data submission >

zSeries sub-capacity

License management data submission

Help

Sign out

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 |
| US-AQ12V | 200000000 | Test Customer | Ready for submission | |
| US-2W21Q | 200000000 | Test Customer | Ready for submission | |

1. [US-AQ12V](#)

2. [Work on new file](#)

3. [Save](#)

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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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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

| 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"/> |

1. 2.

3. 4. 5. 6.

[Submit](#) [Cancel](#) [Add overall comment](#) [Save](#)

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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 Support website. The page title is "zSeries sub-capacity". The breadcrumb trail is "Software > License management support > License management data submission >". The page content is organized into several sections:

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

At the bottom of the page, there is a partially visible section for "Product summary information (AMI Q)".

Confirming data prior to submission - 2

| Product summary information (WVLC) | | 1. |
|------------------------------------|-----------------------------|----|
| Product name | z/OS | |
| Product ID | 5694-A01 | |
| Tool MSU | 100 | |
| Product name | Tivoli NetView PM | 2. |
| Product ID | 5655-043 | |
| Tool MSU | 100 | |
| Product name | IBM Tivoli NetView for z/OS | 3. |
| Product ID | 5697-ENV | |
| Tool MSU | 100 | 4. |
| 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 WVLC and EWLC Products listed in the Product Summary Information section under "WVLC 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.

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 |
|--------------------------|-----------|---------------|----------------------|---------------------|
| US-AQ12V | 200000000 | Test Customer | Work in progress | 12Jan2005 14:16 UTC |
| US-2W21Q | 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. At the top left is the IBM logo. To its right is a search bar with the word "Search" inside. Below the logo is a navigation bar with links: Home, Products & services, Support & downloads, and My account. Underneath is a breadcrumb trail: Software > License management support > License management data submission >. The main heading is "Help". Below this is a paragraph explaining how to use the help topics. To the right is a "Customer support" box with contact information. Below the main heading is a "Topics:" section with a list of links. At the bottom is an "Add overall comment" section with instructions and examples.

IBM

Search

Home | Products & services | Support & downloads | My account

→ Select country / region

Software > License management support > License management data submission >

License management data submission

Help

Help

Sign out

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.

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](#)

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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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.

Visit the zSeries Software Pricing Website



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



The End



Thank You

