



IBM eServerJ iSeriesJ

iSeries Solutions Talk - WebSphere & Domino

"Nuts, Bolts, and Cool New Widgets"

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Agenda

**Solutions Sales Education / Certification
Update - Mindy Van Vleet**

WebSphere News - John Q.

Domino News - Jelan Heidelberg

Questions & Answers

iSeries Sales Solution Education / Certification 2003

WebSphere
Linux
Windows Integration
Domino

April 15, 2003

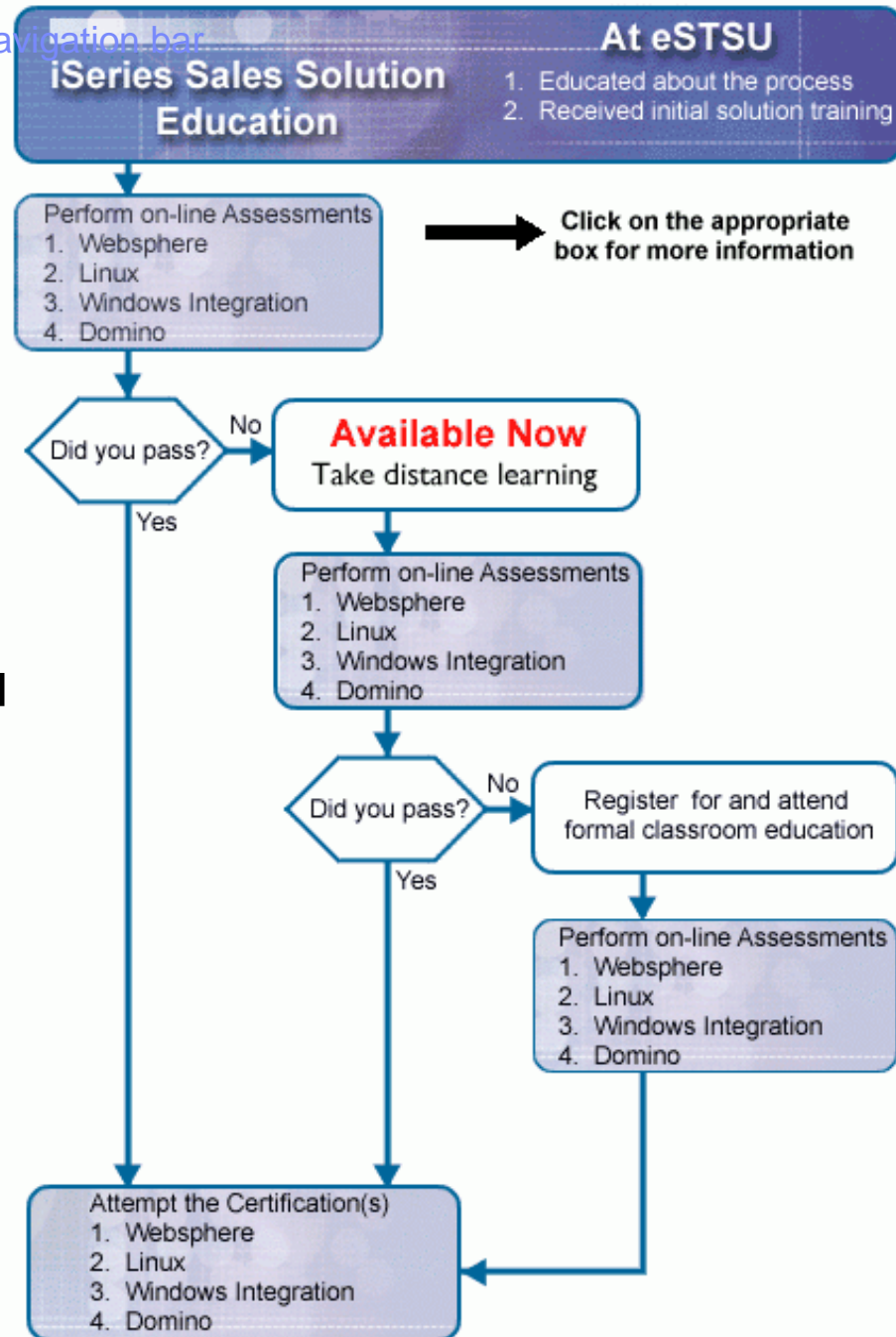
www.ibm.com/eserver/education

Click on IBM Employee or IBM B2 Business Partner under iSeries Solutions in right-hand navigation bar

What is available:

- ✓ On-line Assessments
- ✓ Distance Learning
- ✓ Access to live classroom registration
- ✓ Solutions Education Brochure

Everything you need to help you get certified in the four solution areas!



Classroom Education

IBM eServer Certified Systems Expert	iSeries Domino Solution Sales V5R2	Test #650
IBM eServer Certified Systems Expert	iSeries Linux Solution Sales V5R2	Test #651
IBM eServer Certified Systems Expert	iSeries Windows Integration Solution Sales V5R2	Test #652
IBM eServer Certified Systems Expert	iSeries WebSphere Solution Sales V5R2	Test #653

*Note: These are Tier 2 Certifications and require Test #159 (or equivalent).

- ✓ Certification Tests will be available at select live classes at the end of each day
 - ▶ Base Test #159 (prerequisite to all other tests) is available now at testing centers. To register, go to www.ibm.com/certify. It will also be offered at the end of first day of the two day WebSphere class in select locations.
- ✓ Available at test centers (Prometric and VUE) beginning June 1

IBM Sales Reps must be certified in all four solution areas by June 30.
Business Partner requirements are being finalized.

Classroom Education

Course	Code	Duration	Tuition / student
AS049	Selling iSeries Solutions - WebSphere	2 days	\$1250
AS050	Selling iSeries Solutions - Linux	1 day	\$625
AS051	Selling iSeries Solutions - Windows Integration	1 day	\$625
AS052	Selling iSeries Solutions - Domino	1 day	\$625
AS053	Selling iSeries Solutions - WebSphere/Linux/Windows Integration/Domino	5 days	\$2500

*BP Education Cards (25% discount) and PartnerRewards dollars apply to all courses above

*Tuition includes certification test fee

US Locations:

DATE	LOCATION
April 28-May 2	Gaithersburg, MD
April 28-May 2	San Francisco, CA
April 28-May 2	Rolling Meadows, IL
May 5-9	Dallas, TX
May 19-23	New York, NY
June 2-6	Costa Mesa, CA
June 9-13	Atlanta, GA

*Enroll by searching on course code at: www.ibm.com/services/learning/us/

Sign up for classes and take advantage of the early opportunity to take the certification tests!

For questions or more information, please contact:

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404-487-1480/TL 546-1480

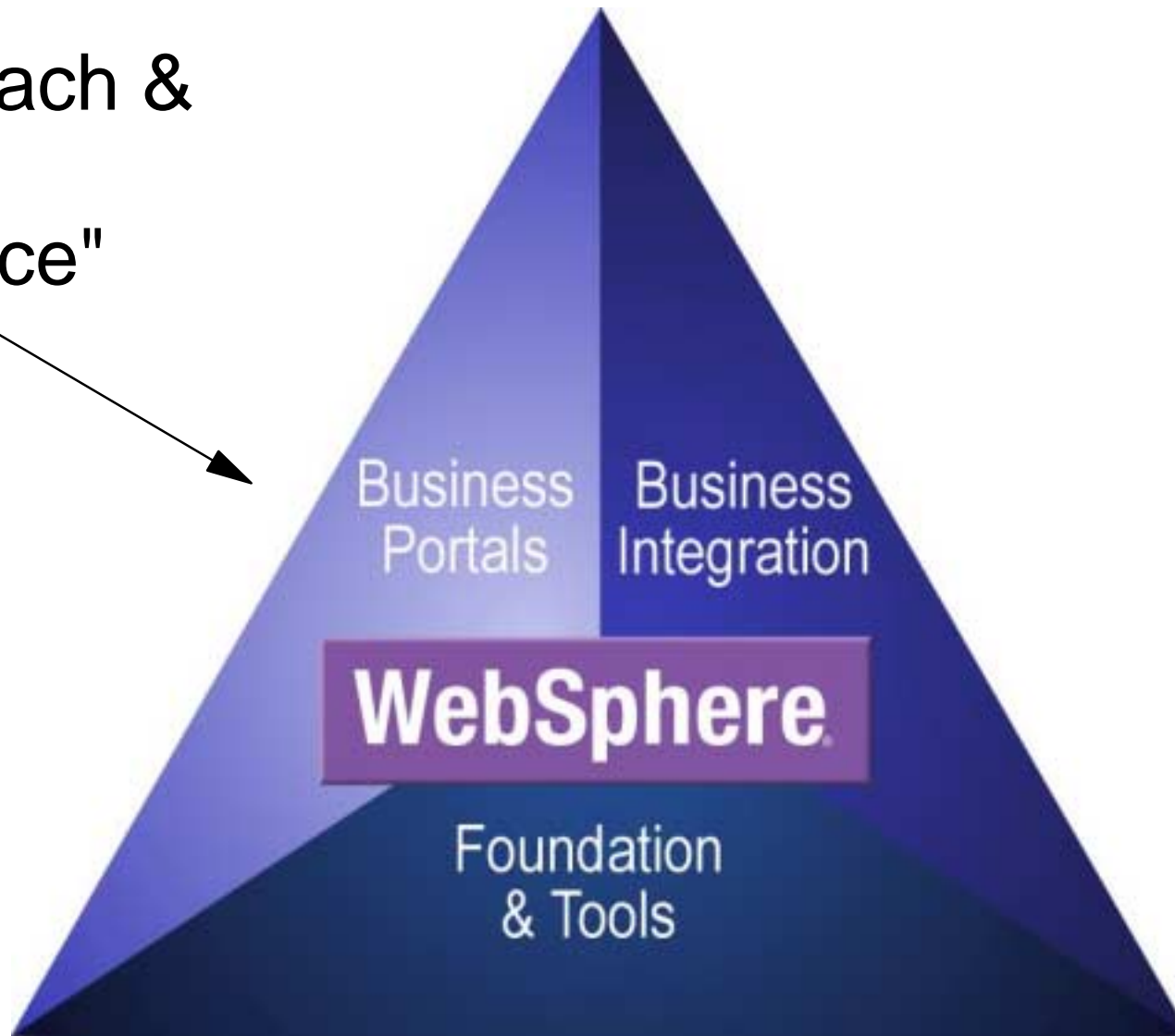
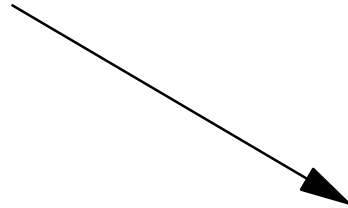
or

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507-253-5247/TL 553-5247

WebSphere News

WebSphere Pyramid Change - Business Portals

Was "Reach & User Experience"



WebSphere: Foundation For e-business

WebSphere Portal Server

Access widespread and diverse data sources from anywhere, anytime, by anyone you allow

WebSphere Commerce

Powerful sell-side solutions to handle the broad range of challenges encountered in B2B and B2C environments

WebSphere Studio

Professional development tools based on a common workbench technology



WebSphere Application Server

High performance and extremely scalable transaction engine for dynamic e-business applications

Not Categorized as WebSphere

- **IBM WebFacing Tool**
 - Included in WDS
 - 1 copy in WebSphere-Express
- **iSeries Access for the Web**
 - Part of iSeries Access Family

WebSphere MQ

Exchange information among more than 35 platforms with assured delivery

WebSphere Host Publisher & HATS

Quick and easy tools to implement e-business by extending mission critical 5250 applications to Web

The "Core" WebSphere Brand Products For iSeries

WebSphere Pyramid Change - New Messaging

IBM WebSphere Software

The leading software platform for e-business on demand

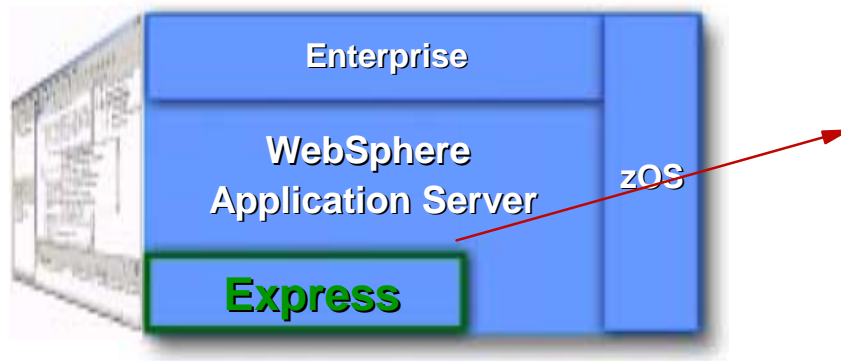
Strengthen Relationships
Enhance customer, partner, employee and supplier user experiences for optimal satisfaction



Optimize Operations
Integrate applications & automate business processes for operational efficiency and business flexibility

Reduce Business Risk
Rely upon a high-quality foundation to rapidly build & deploy applications for high-performance e-business on demand

WebSphere Application Server - Express V5

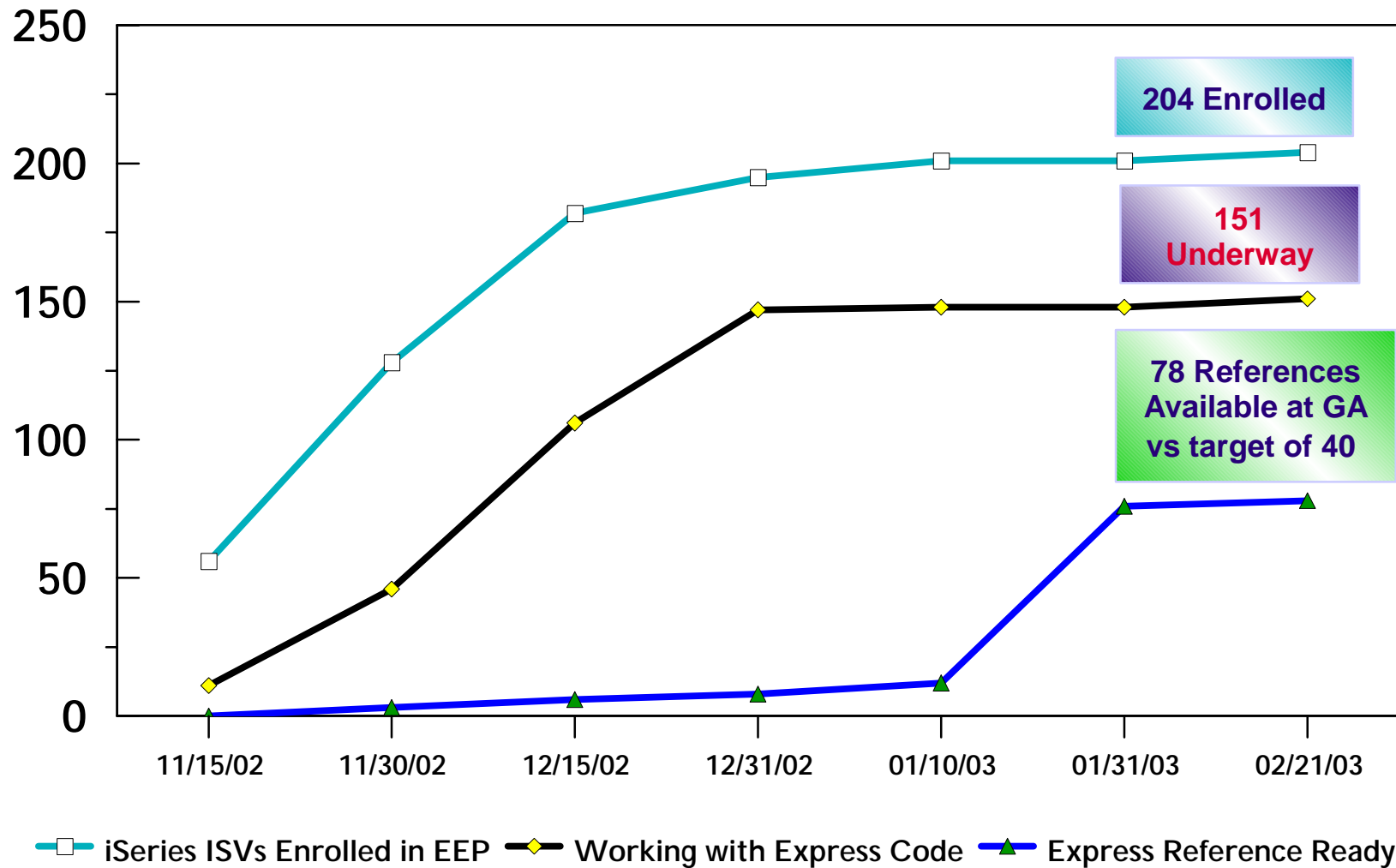


**The Most Important
WebSphere Announcement
Ever for iSeries!**

● **iSeries & WebSphere Questions Asked Most Often**

- Is my customer qualified for no cost upgrade from WAS V3.X to WAS - Express V5?
 - Yes, if WAS V3.X acquired by 1/24/2005 & customer had OS/400 software subscription
- Is Software Maintenance included with this no cost upgrade?
 - No - Must get SW Maintenance via Passport Advantage
- Is WAS - Express V5 orderable via configurator?
 - No (just via Passport Advantage)
- Where does my customer sign up for SW Maintenance & Services Fulfillment if they acquired iSeries Enterprise Edition "bundle"?
 - http://www-1.ibm.com/servers/eserver/series/hardware/editions/registration_bridge.html

iSeries BP's in WAS - Express Early Enablement Program (EEP)



78 WebSphere - Express for iSeries Business Partner References

Company Name	Coverage Tier
Clear Technologies	Clustered
IBS	Clustered
Integrated Distribution Solutions	Clustered
Lawson Software	Clustered
Mapics	Clustered
McKesson HBOC	Clustered
Presence OnLine	Clustered
Siemens Health Services	Clustered
DPS Inc.	ISP
GEAC	ISP
Genelco (Liberity)	ISP
Island Pacific	ISP
Keane Inc/First Coast	ISP
Lansa	ISP
Rippe and Kingston	ISP
ACG srl	Regional
Aptis	Regional
Binary Tree	Regional
Gus Group AG + Co. KG	Regional
Inter-American Data, Inc. (IAD)	Regional
Mid-Comp International PTY LTD	Regional
New Generation Software	Regional
Query Spa	Regional
Serti Informatique Inc.	Regional
Soft Design A/S	Regional
SystemObjects Europe	Regional
UBL INFORMATIONSSYSTEME GmbH & Co. KGaA	Regional

Company Name	Coverage Tier
Able-One Systems Inc.	Other iSeries ISV's
ACS Limited	Other iSeries ISV's
Aktion Associates, Inc.	Other iSeries ISV's
Andrews Consulting Group	Other iSeries ISV's
Appcon	Other iSeries ISV's
AS Computanse	Other iSeries ISV's
Associated Data Services	Other iSeries ISV's
Avnet Computer Marketing	Other iSeries ISV's
Barsa Consulting, LLC	Other iSeries ISV's
Boost Information Systems	Other iSeries ISV's
Brij Image & Information	Other iSeries ISV's
C.I.D.	Other iSeries ISV's
Cape Cod Bay Systems	Other iSeries ISV's
CMI	Other iSeries ISV's
Contento Consulting Ltd	Other iSeries ISV's
Corning Data Services	Other iSeries ISV's
Counterpoint Systems	Other iSeries ISV's
Engineered Business Systems, Inc.	Other iSeries ISV's
Eniac Essentials B.V.	Other iSeries ISV's
GEMKO Information Group, Inc.	Other iSeries ISV's
Haverstick Consulting	Other iSeries ISV's
Infocon Corporation	Other iSeries ISV's
J.DREGER IT-Operations	Other iSeries ISV's
KDP Software Limited	Other iSeries ISV's
Kube	Other iSeries ISV's
Network Plus Consulting	Other iSeries ISV's
Oasis Computer Systems, Inc.	Other iSeries ISV's
PlanetJ Corporation	Other iSeries ISV's
Primark Systems, Inc.	Other iSeries ISV's
Quantum Intelligence, Inc.	Other iSeries ISV's
RyTE Consulting, Inc.	Other iSeries ISV's
ScumbergerSema	Other iSeries ISV's
SH S.r.l	Other iSeries ISV's
SoftLanding Systems	Other iSeries ISV's
Strategies and Solutions	Other iSeries ISV's
TRAX sp. z o.o	Other iSeries ISV's
Virtual400	Other iSeries ISV's
Volubis	Other iSeries ISV's

Company Name	Coverage Tier
3X Corporation	Other BP
CIM Strategies	Other BP
Computech Resources, Inc.	Other BP
Covenco	Other BP
Keller Schroeder & Associates	Other BP
M.R.S. Company Limited	Other BP
MEA Computing	Other BP
Morpheus Limited	Other BP
Paragon Consulting Services Inc.	Other BP
Tri-Bry IT Solutions	Other BP
Wright Professional Services, Inc.	Other BP
E.D. Smith & Sons Ltd.	Customer
Republic Idemnity of America	Customer

<http://www-1.ibm.com/servers/eserver/iseries/ondemand/solutions/was.html>

"Powered By WebSphere"



- Take advantage of the WebSphere Brand Name
 - Link your marketing to IBM's & gain market recognition
 - Use Powered by WebSphere to leverage brand awareness, reach, and position your product
 - www.developer.ibm.com/websphere/pbw.html
- Qualify for WAS Express Partner Pack
 - Access to world-class direct marketing services
 - Business Partners can quickly conduct multiple campaigns
 - Co-branded with IBM WebSphere and customizable by the partner
 - 5 WebSphere Application Server - Express licenses
 - Partners can sell to their customers
 - Perfect for customer pilots and e-business production applications
 - Available to partners when their solution is Powered By WebSphere
 - **A \$10,000 value for \$500**

www.ibm.com/websphere/express/earlyenablement

Important URL's For WebSphere & iSeries Partners

WebSphere Roadshows & Early Enablement Programs

- <http://cgse3.cgselearning.com/websphere/roadshows/>

On-line Training For Developers

- <http://cgse2.cgselearning.com/>

WebSphere Innovation Connection On-Line

- http://www-3.ibm.com/software/info1/websphere/partners/index.jsp?S_TACT=102BBW01&S_CMP=campaign

PartnerWorld for Developers

- <http://www.developer.ibm.com/>
- iSeries - <http://www-919.ibm.com/developer/>

WebSphere Brand Home Page

- www.ibm.com/websphere

IBM First Engagement Support for iSeries Business Partners

- **Offered by Systems Group Services Custom Technology Center (CTC)**
 - World-class iSeries application architecture and programming services offered at a reduced rate to Business Partners
 - CTC subcontracts to Partner (Partner owns customer contract)
 - Allows Business Partners to engage lab-based services group for their iSeries customer engagements

- **Builds Business Partner skills in WebSphere technologies**
 - WAS - Express V5 (includes WAS - Express)
 - WebSphere Portal for iSeries
 - Skills transfer to BP working side-by-side with IBM consultants

- **Helps ensure project success and customer satisfaction**

Contact:

(US/ Worldwide)

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(EMEA)

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www.ibm.com/eserver/services

WAS 3.X to WAS V5 Mentoring Services

- **Offered by Systems Group Services Custom Technology Center (CTC)**
 - ▶ Train operations & development staff
 - Introduce WebSphere development tools for iSeries
 - WDSsc or WDSsc Advanced
 - IBM WebFacing Tool
 - Introduce WebSphere Application Server V5
 - WAS - Express V5 for iSeries
 - WAS V5
 - WAS Network Deployment V5

- **2 Options**
 - ▶ 4 day training with one CTC resource on-site
 - ▶ 5 day training with two CTC resources on-site

- **Jump start WAS V3.X migrations to WAS V5 (including WAS - Express V5!)**

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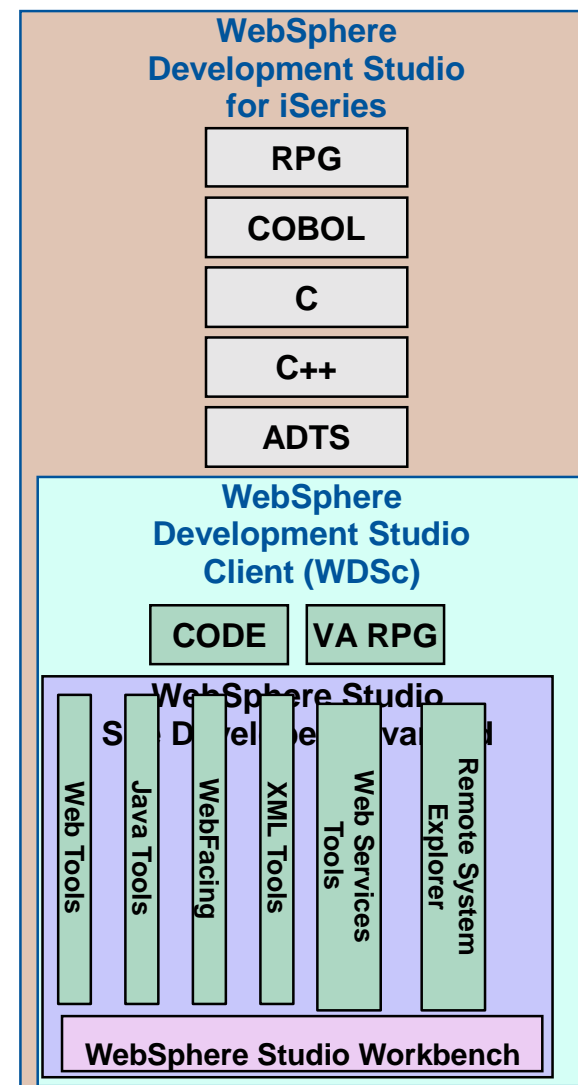
www.ibm.com/eserver/services

No-Cost iSeries WebSphere Express & WebFacing Education

- Objectives:** Educate iSeries Sales Channels, Application ISVs, Consultants and Customers on the Value and workings of the WebSphere Express and and WebFacing Technologies
- Fee:** "No Charge Offering"
- Duration:** 16 total hours of lectures and labs
- Content:**
- **WebSphere Express**
 - WebSphere Express Lecture (3 Hours)
 - What is WAS Express? Why is it of interest? How is it installed and used?
 - WebSphere Express Lab (4 Hours)
 - **WebFacing**
 - WebFacing Lecture (3 Hours)
 - What is WebFacing? Why is it useful? How does one develop and deploy?
 - WebFacing Lab (6 Hours)
- Lab Assumptions:**
- Students prepare and use their own Workstation and Server environments
 - Workstation Prerequisites Identified (e.g. WDSC 5.0, ...)
 - iSeries Server Prerequisites Identified (e.g. OS/400 V5R2, WAS 5.0 Express, Apache ...)
 - Workstation to/from iSeries Server Connectivity Prerequisites Identified (e.g. TCP/IP ...)
 - WebFacing Sample Application available via FTP Download (e.g. Subset of APILIB Contents)
 - Technical Questions and Answers supported via iTCeBiz eMail and Limited Phone Spt
- Availability:** - Targeted for late April 2003
- Where:**
- <http://www-1.ibm.com/servers/eserver/series/education/>
 - Free On-line education on the right side

WebSphere Development Studio for iSeries What's New in Version 5?

- **WebSphere Development Studio Client (WDSc) for iSeries V5**
 - New version of eclipse-based development tools
 - Significant integration enhancements
 - Significant performance/stability enhancements to IBM WebFacing Tool
 - Web & WebFacing generate Struts-based applications
 - Many other new features added
 - V5R2 or V5R1 - refresh 5722-WDS #5903 (with subscription)
 - **No Cost Distance Learning (V4)**
 - <http://www7b.software.ibm.com/wsdd/library/tutorials/dl/swd73/>
- **WebSphere Development Studio for iSeries Advanced** ★
 - Eclipse-based development environment for advanced eBusiness development
 - e.g. EJB, extended Struts support
 - 5722 - WDS (feature 5904)



iSeries WebSphere Sales Certification

Objectives

- Discuss and position the WebSphere product offerings on iSeries
- Identify WebSphere and eBusiness opportunities on iSeries
- Articulate value of implementing WebSphere on iSeries
- Leverage the different resources available when selling WebSphere on iSeries

Prerequisites

- iSeries Sales Certification

Availability and Requirements

- **iSeries WebSphere Sales Certification available NOW!**
- **iSeries Sales Specialists to be certified by June 30, 2003**
- **Channels sales to be certified by December 31, 2003**

iSeries Sales Education Roadmaps & On-Line Assessments

- [http://w3-1.ibm.com/sales/systems/nc001.nsf/AllContentByUNID/0B10AE85CBB64A8785256CDC000202F2/\\$File/index.html?OpenElement](http://w3-1.ibm.com/sales/systems/nc001.nsf/AllContentByUNID/0B10AE85CBB64A8785256CDC000202F2/$File/index.html?OpenElement)

Formal Classroom Education - Coming to a city near you

[http://w3-1.ibm.com/sales/systems/nc001.nsf/AllContentByUNID/0B10AE85CBB64A8785256CDC000202F2/\\$File/register.html](http://w3-1.ibm.com/sales/systems/nc001.nsf/AllContentByUNID/0B10AE85CBB64A8785256CDC000202F2/$File/register.html)

WebSphere For iSeries Buying & Selling Guide

A new IBM redpiece for iSeries sales channels as well as customers

- **Kevin Larsen led project**
- **Version #2 now being created**
 - **Suggested changes and improvements welcomed!**

Chapters include

- **What is WebSphere?**
- **WebSphere product support for iSeries**
- **iSeries Advantages**
- **Product lists and announcement letters**
- **OS/400 releases supported**
- **Available education**
- **ISV assistance available**
- **IBM services available**
- **Key information sources**
- **FAQ's**
- **Available sales support**
- **<http://www-1.ibm.com/servers/eserver/series/software/websphere/wsappserver/product/iwebspherebandsguidejan2003.pdf>**

iSeries Web Enablement Workshops (iWildFire)

- **No cost workshop for America's customers!**
 - **Invite customers to attend one of the "invitation only" workshop**
 - **WAS V5, WDSsc, WebFacing, iSeries Access for the Web, WebSphere Host Publisher & More**
 - **Hands on, three day workshop**
 - **Provides application architects and lead developers an understanding of what it takes to implement an e-business solution on their iSeries**
 - **The class fee has been waived for those customers with identified web enablement projects and opportunity number (OMSYS # required)**
- **Space is limited and on a first-come/first-served basis. Register your customers now!**
- **For workshop details and registration information use the following website:**
 - <http://www-1.ibm.com/servers/eserver/accelerate/series.html>

iSeries in a WebSphere World - RoadShow for America's

Sales - 9 am - 11 am

- ✓ iSeries and WebSphere new announcements
- ✓ iSeries WebSphere environment & value proposition
- ✓ identify iSeries WebSphere services opportunities

Technical - 11 am - 4:30 pm

- ✓ develop with Windows tools and deploy on iSeries Server
- ✓ technology presentations and demonstrations
- ✓ installation of WebSphere Express V5 on iSeries
- ✓ test and deployment of WebSphere environment
- ✓ optimization and performance tips

Come SEE why iSeries fits in a WebSphere World

from both a sales and a technical perspective.

Audience - IBM Business Partners WebSphere Sales and Technical Support staff










Locations/Dates:

Tampa	Rocky Point Dr, West Tampa	April 24
San Diego	4660 LaJolla Village	April 29
Boston	Waltham	April 30
San Ramon	4000 Executive Pkwy	April 30
Columbus	5475 Rings Road	May 6
New York	590 Madison, Room 975	May 8
Dallas		TBD
Chicago		TBD
Toronto		TBD

Enrollment: mchrist@us.ibm.com

Please include your name, Company name, email address, phone number and the location of the session you would like to attend.

Integrated Education & Services for iSeries *...helping customers take the first step*

	Solution	Education	Services
WebSphere			
Linux			
Windows Integration			

***i890******i870******i825***

Included with the Enterprise Package on the i825, i870 and i890

- **Select one Getting Started service**
 - **WebSphere / Linux / Window Integration**
- **Receive IBM Learning Services education vouchers for selected courses**
 - **Systems Management / WebSphere / Linux / Windows Integration / Tech Conference**

Integrated Education & Services for iSeries ***...helping customers take the first step***

Getting Started with WebSphere for iSeries

- **Integrated Services (approx. 2 days)**

- Installation & Configuration
 - WebSphere Express or WebSphere Advanced
- Installation of IBM Telephone Directory Application
 - Included with WebSphere Express only
- WebSphere Solution Readiness Review

- **Integrated Education**

- i825 – **1 voucher**
- i870 – **3 vouchers**
- i890 – **5 vouchers**

- AS85/S6285 - Web-Enabling 5250 Applications

- This course enables you to learn how to work with an existing 5250 application and use the IBM WebFacing Tool to create a browser based user interface, and run this application as an e-business application. You learn how to use the Tool and customize the WebFacing environment to run an e-business application.

- **For more information:**

- www.ibm.com/eserver/series/hardware/packages

***i890******i870******i825***

Next generation iSeries...simplicity in an on demand world

- **WebSphere is critical to iSeries customers e-business success in future**
 - **WebSphere-Express V5 is most important WebSphere announcement ever for iSeries**
 - **WebFacing does NOT require 5250 CPW with NEW hardware**
- **iSeries customers & ISV's have many low-cost options to "Start Simple"**
 - **WebSphere-Express V5 for iSeries**
 - **IBM WebFacing Tool**
 - **iSeries Access for the Web**
 - **WebSphere Host Publisher**
 - **Host Access Transformation Server (HATS)**
- **Major education & services opportunity exists for IBM & WebSphere Business Partners**

end-to-end Technical Support ...the Key Links

How to engage Technical Sales Support

- ✓ External Support:
 - ✓ <http://www.ibm.com/support>
 - ✓ Sizing Tool - <http://www.ibm.com/servlet/EstimatorServlet>
 - ✓ PM iSeries - www.ibm.com/eserver/iseries/pm400



<http://publib.boulder.ibm.com/pubs/html/as400/infocenter.html>

<http://www-1.ibm.com/servers/eserver/iseries/education/key.html>



IBM @server iSeries University

<http://www.ibm.com/servers/eserver/iseries/education/>



Redbooks

<http://www.redbooks.ibm.com>

IBM @server iSeries Technology Center

<http://www.ibm.com/servers/eserver/iseries/service/itc/educ.htm>



Partners In Education
Educating at the speed of change

IBM @server iSeries Support

Served by Lotus® Domino™ with iSeries® power

<http://www.ibm.com/eserver/iseries/support>

<http://www-1.ibm.com/servers/eserver/iseries/education/pie/>

Domino Agenda

- A VERY quick Domino 6 refresher
- Answering your customer's questions about Lotus strategy
- Pricing, releases, and other how-to-buy details
- How to demo
- Finding information and staying informed

Selling: Domino Upgrade from R5 to ND6

■ **Customer Benefits:**

- ◆ Lower TCO (according to Ferris Research* and Radicati Group*):
 - ▶ Reduced network usage, more effective user administration, improved server scalability, fewer servers to manage, increase end user productivity
- ◆ Positioned for future with WebSphere
- ◆ Better integration with other collaborative applications (e.g. Sametime, QuickPlace)

■ **Your Benefits:**

- ◆ Sell additional Lotus workloads
 - ▶ Applications
 - ▶ Collaboration Tools - Sametime, QuickPlace
- ◆ Additional hardware to support workloads -- memory, disk, processor, LPAR
- ◆ Propose implementation services
 - ▶ Domino upgrade
 - ▶ Additional workloads and applications
 - ▶ Upgrade to OS/400 V5 if required

<http://www.ibm.com/eserver/series/domino/domino6/>

* See next page

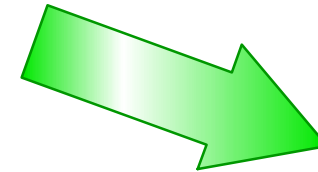
The Potential TCO Benefit of Upgrading to Domino 6

Area of Potential Savings	TCO Savings per Month
Lower network bandwidth costs	\$8.00
Less administration overhead with server consolidation	\$1.00
Lower end user support costs	\$.90
Reduced future upgrade costs	\$.70
Less downtime with preventive failure monitoring	\$.25
Increased user productivity with UI enhancements	\$2.00
Increased availability by improved fault recovery	\$.50
Total savings per user per month	\$13.35

Source: Ferris Research "The Cost Savings of Upgrading to Notes/Domino 6" Oct 2002 www.ferris.com

Plus, see the new TCO report from the Radicati Group comparing Domino 6 to Microsoft Exchange:

<http://www.radicati.com>



Combine this with iSeries server consolidation TCO and deliver a compelling proposal!!!

Number of Users	Potential Annual Savings
100	\$16,020
200	\$32,040
500	\$80,100
1,000	\$160,200
2,000	\$320,400
5,000	\$801,000
10,000	\$1,602,000

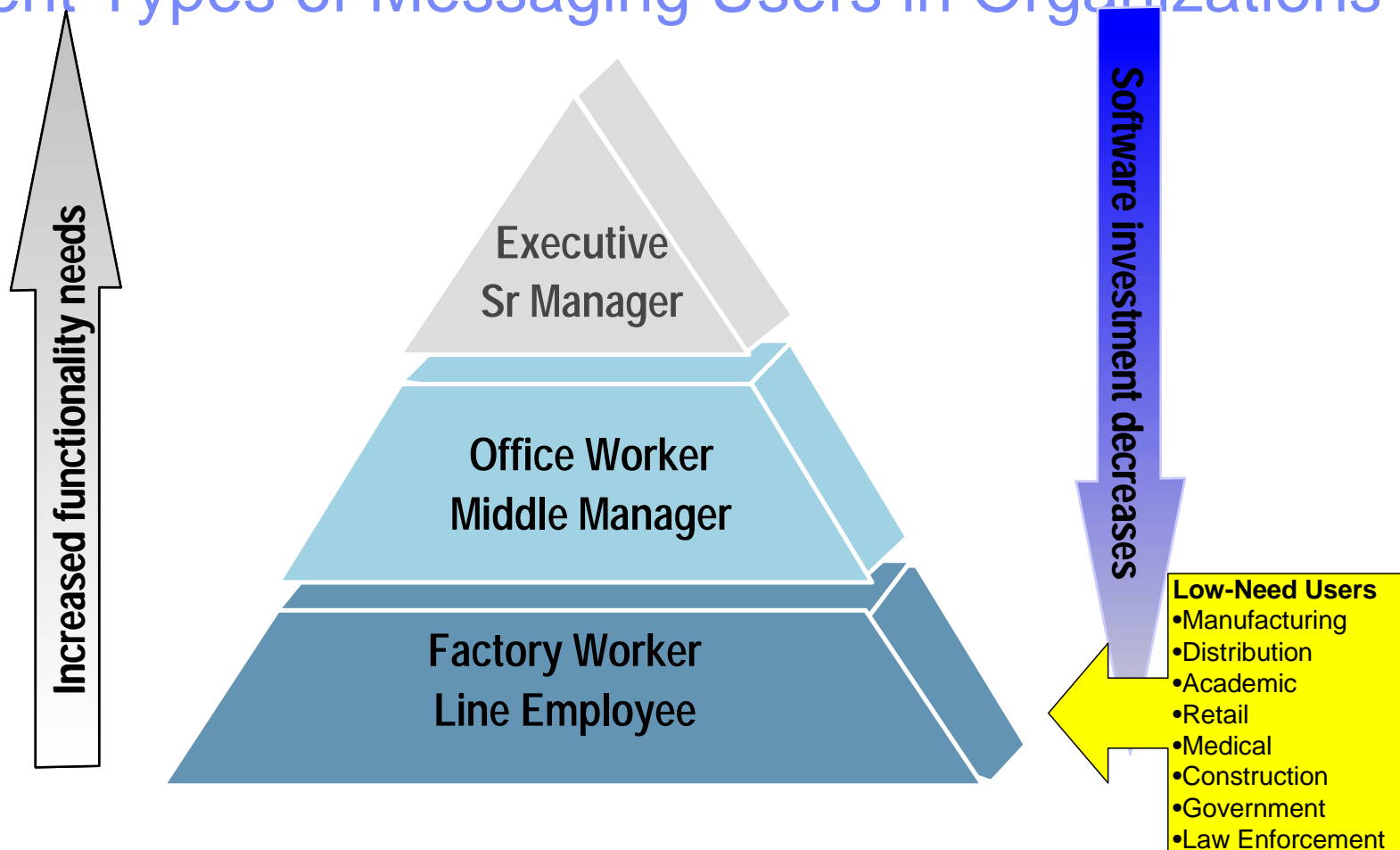
Domino Agenda

- A VERY quick Domino 6 refresher
- ■ **Answering your customer's questions about Lotus strategy**
- Pricing, releases, and other how-to-buy details
- How to demo
- Finding information and staying informed

Customers are asking...



From a pure messaging perspective: Different Types of Messaging Users in Organizations



Lotus strategy is to address the entire spectrum

Domino and NextGen

Two paths into the future

Now Generation

- ◆ Continued support for "traditional" Domino customers
- ◆ Robust, integrated collaborative environment
- ◆ Applications built on .NSF files with integration to relational databases and J2EE applications



Next Generation

- ◆ Collaborative components available to be "consumed" by e-business applications
- ◆ New clients
- ◆ Shared infrastructure with WebSphere Application Server and DB2
- ◆ Co-existence with "traditional" Domino

Domino and NextGen

Working together and complementing each other



- ◆ Shared clients
- ◆ Shared mobile
- ◆ Shared portal infrastructure
- ◆ Shared directory infrastructure
- ◆ Shared storage
- ◆ Two development models
- ◆ Integration applications
- ◆ Interoperability

Domino Agenda

- A VERY quick Domino 6 refresher
- Answering your customer's questions about Lotus strategy
- ▶ ■ Pricing, releases, and other how-to-buy details
- How to demo
- Finding information and staying informed

iSeries for Domino: 5 offerings, configured and priced for Domino workloads

i810



1-way

- ◆ 3100 Mail-calendar users**
- ◆ Approximately \$30K (US)
- ◆ Price includes:
 - ▶ 1.5 GB memory
 - ▶ 105 GB disk
- ◆ Built-in 9% discount

1-way

- ◆ 4200 Mail-calendar users**
- ◆ Approximately \$52K (US)
- ◆ Price includes:
 - ▶ 3.5 GB memory
 - ▶ 315 GB disk
- ◆ Built-in 12% discount

2-way

- ◆ 7900 Mail-calendar users**
- ◆ Approximately \$100K (US)
- ◆ Price includes:
 - ▶ 5.6 GB memory
 - ▶ 525 GB disk
- ◆ Built-in 9% discount

i825



4-way

- ◆ 11,600 Mail-calendar users**
- ◆ Approximately \$195K (US)
- ◆ Price includes:
 - ▶ 7.2 GB memory
 - ▶ 560 GB disk
 - ▶ OS/400® & POD activations
- ◆ Built-in 21% discount

6-way

- ◆ 17,400 Mail-calendar users**
- ◆ Approximately \$354K (US)
- ◆ Price includes:
 - ▶ 11.3 GB memory
 - ▶ 945 GB disk
 - ▶ OS/400 & POD activations
- ◆ Built-in 17% discount

** Note: These performance numbers can not be achieved using the minimum configurations described above - additional hardware features are required

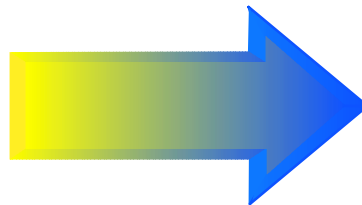
<http://www.ibm.com/eserver/series/domino/is4domino.html>

iSeries for Domino: DSD plus much more...

DSD



- ✓ Discount on processor
- ✓ Runs Java & WebSphere® with Domino
- ✓ Interactive limits
- ✓ Database limits
- ✓ Restricted upgrades



iSeries for Domino




- ✓ Discount on solution (processor, memory, disk)
- ✓ Runs Java, WebSphere, and Web-faced 5250 OLTP applications even when Domino is not active
- ✓ No database limits
- ✓ Upgrade to Enterprise Package available (including 5250 CPW)
- ✓ CUoD available on 4-way
- ✓ Unrestricted upgrades available for i825

iSeries for Domino: Dedicated to serving Lotus customers

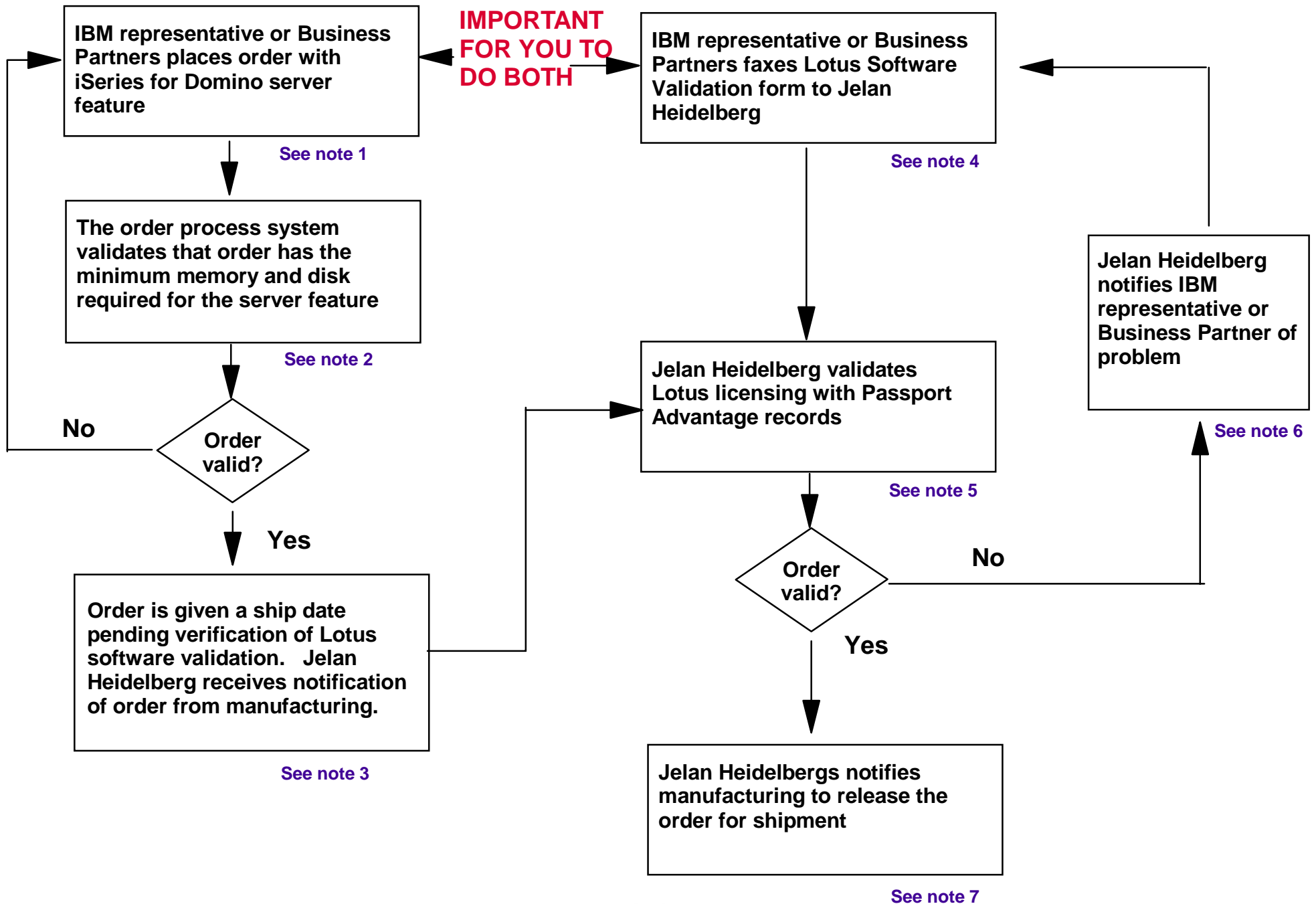
- iSeries for Domino packages include memory and disk appropriate for Domino workloads
- To purchase iSeries for Domino, a customer **must** either purchase concurrently or already own Lotus software appropriate for the configuration

iSeries for Domino	Domino server licenses required	Notes or iNotes client licenses required
810 1-way (both configs)	1 server license	100 clients
810 2-way	2 server licenses	400 clients
825 4-way	4 server licenses	700 clients
825 6-way	6 server licenses	700 clients



You must follow the software validation process before an iSeries for Domino server will be shipped.

iSeries for Domino Order Process



Adobe Acrobat - [is4dvalidation.pdf]

File Edit Document Tools View Window Help

Lotus Software Validation Request for Purchase of IBM eServer iSeries for Domino

Fax completed form to: [Jelan Heidelberg, 1-612-397-2593 \(jlheidel@us.ibm.com\)](mailto:jlheidel@us.ibm.com)

To be eligible to purchase an IBM eServer iSeries for Domino configuration, a customer must provide proof of purchase or prior ownership of qualifying Lotus software. We will use the information on this form to verify the Lotus software before releasing the iSeries for Domino order for shipment.

Name of IBMer or Business Partner submitting request:

Submitter's e-mail:

Submitter's telephone # (including country code):

Submitter's fax # (including country code):

Hardware information:

Customer Name:

Customer Number (for iSeries order):

Customer Location (city, state, country):

Plant order number for iSeries for Domino order:

Software information:

Customer Number for Passport Advantage Originating Site:

Number of Domino server licenses:

100% 1 of 1 8.5 x 11 in

iSeries for Domino Order Process -- Notes

IBM representative or Business Partners places order with iSeries for Domino server feature

Note 1.

This process applies to orders that include these server feature codes: 0769, 0770, 0771, 0772, 0773

The order process system validates that order has the minimum memory and disk required for the server feature

Note 2.

An order that does not meet the requirements for the minimum memory and disk for the server feature code will receive a configurator error. The system will not accept the order for further processing until it meets the requirement.

Order is given a ship date pending verification of Lotus software validation. Jelani Heidelberg receives notification of order from manufacturing.

Note 3.

Although the order has a ship date, the order will not be released for shipment until the software validation is complete. If the ship date is reached without software validation, the schedule date for the order will be moved to a later date until software validation is complete.

IBM representative or Business Partners faxes Lotus Software Validation form to Jelani Heidelberg

Note 4.

The IBM representative or Business Partner needs to provide information to Jelani Heidelberg so she can locate the customer's Passport Advantage records. Initially, this process will be handled by fax. When we have tested and refined our procedures, we will develop a Web form to provide the information. The Lotus Software Validation form is on the Web at

<http://www.ibm.com/eserver/series/domino/is4dvalidation.pdf>

For customers who purchased Domino software as an AS/400 licensed program, the IBM representative or Business Partner needs to provide documentation (such as invoices or proof of purchase documents) in geographies where AAS records are not sufficiently detailed. Please use the comments area of the form to provide information about AAS customers.

iSeries for Domino Order Process -- Notes continued

Jelan Heidelberg validates Lotus software with Passport Advantage records

Note 5.

Jelan Heidelberg will use the Passport Advantage FastPass system to verify that the customer has purchased the required Lotus software. New software orders (for software that is being ordered at the same time as the iSeries for Domino) normally appear in FastPass within 48 hours of placing the order. For the software requirements for each iSeries for Domino configuration, see <http://www.ibm.com/eserver/series/domino/is4domino.html>

Jelan Heidelberg notifies IBM representative or Business Partner of problem

Note 6.

If Jelana is unable to validate the software, she will contact the IBM representative or Business Partner using the contact information provided on the validation form.

Jelan Heidelberg notifies manufacturing to release the order for shipment.

Note 7. If the order passes Lotus software validation, the order will be shipped according to the original schedule. If software validation is not complete by the scheduled date, manufacturing will reschedule the order to a much later date awaiting confirmation of software validation. It is critical that the field provides prompt information for software validation to avoid losing their originally requested ship dates for orders.

Changes in Passport Packaging & Per-Processor Pricing

Before 10 Jan 2003

After 10 Jan 2003

Mail Server	<ul style="list-style-type: none"> ◆ \$894 1-4 CPUs ◆ Mail, C&S only ◆ 1 CAL / user
-------------	--

Messaging Server	<ul style="list-style-type: none"> ◆ \$894 per CPU ◆ Mail, C&S only ◆ 1 CAL / user ◆ Partitioning
------------------	---

Application Server	<ul style="list-style-type: none"> ◆ \$2,308 1-4 CPUs ◆ Mail, C&S plus ◆ Applications ◆ 1 CAL / user
--------------------	--

Enterprise Server	<ul style="list-style-type: none"> ◆ \$2,308 per CPU ◆ Mail, C&S plus ◆ Applications ◆ 1 CAL / user ◆ Partitioning & Clustering
-------------------	--

Enterprise Server	<ul style="list-style-type: none"> ◆ \$6,423, 5-8 CPUs ◆ Mail, C&S plus ◆ Applications ◆ 1 CAL / user ◆ Partitioning & Clustering
-------------------	--

Advanced Enterprise Server	<ul style="list-style-type: none"> ◆ \$25,713 9+ CPUs ◆ Mail, C&S plus ◆ Applications ◆ 1 CAL / user ◆ Partitioning & Clustering
----------------------------	---

Utility Server	<ul style="list-style-type: none"> ◆ \$11,750 per CPU ◆ Applications ◆ 0 CAL / user ◆ Partitioning & Clustering
----------------	---

New

Analyzing Per Processor Pricing

Enterprise Server	<ul style="list-style-type: none"> ◆ \$6,423, 5-8 CPUs ◆ Mail, C&S plus ◆ Applications ◆ 1 CAL / user ◆ Partitioning & Clustering 	<p>Break even between 2 and 3 processors</p>	1 processor	\$2,308	Enterprise Server @ \$2,308 per CPU
			2 processors	\$4,616	
			3 processors	\$6,924	
			4 processors	\$9,232	

Remember:

- ✓ For most server consolidation opportunities, iSeries needs fewer processors than Intel
- ✓ CEO (per user) pricing is a good option for many customers
- ✓ Sub-capacity pricing is available only via special bid

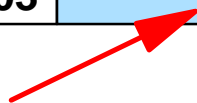
Acquiring Domino for iSeries

Domino R5:

	New Purchases via AAS	Updates via AAS	New Purchases via PPA	Updates via PPA
2001	Yes	Yes	Yes	Yes
2002	Yes	Yes	Yes	Yes
2003	No	Until July '03	Yes	Yes

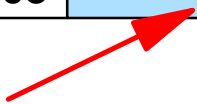
PPA = Passport Advantage

AAS = OS/400 licensed program



Domino 6:

	New Purchases via AAS	Updates via AAS	New Purchases via PPA	Updates via PPA
2001	N/A	No	N/A	N/A
2002	No	No	Yes	Yes
2003	No	Until July '03	Yes	Yes



We will provide a transition for all customers who purchased Domino for iSeries and LEI via AAS. We will move then to PPA and preserve their maintenance entitlement. Details to be announced 2Q '03.

Release Support: customers need to be current

	OS/400 V4R5	OS/400 V5R1	OS/400 V5R2
Domino 5.0	X	not supported	not supported
Domino 5.0.1	X	not supported	not supported
Domino 5.0.2	X	not supported	not supported
Domino 5.0.3	X	not supported	not supported
Domino 5.0.4	X	not supported	not supported
Domino 5.0.5	X	(5.0.5.02)	not supported
Domino 5.0.6a	X	(5.0.6a.01)	not supported
Domino 5.0.7	X	X	not supported
Domino 5.0.8	X	X	See Note
Domino 5.0.9	X	X	X
Domino 5.0.9a	X	X	X
Domino 5.0.10	X	X	X
Domino 5.0.11	X	X	X
Domino 5.0.12	not supported	X	X
Domino 6.0	not supported	X	X
Domino 6.0.1	not supported	X	X

Note: V5R2 supports Domino 5.0.8. However, the minimum level to support the new i890 hardware is V5R2 and Domino 5.0.9.

Release Support: customers need to be current

	OS/400 V4R5	OS/400 V5R1	OS/400 V5R2
Domino 5.0	X	not supported	not supported
Domino 5.0.1	X	not supported	not supported
Domino 5.0.2	X	not supported	not supported

Print this and carry it with you.... Check the Web for updates:

<http://www.ibm.com/eserver/series/domino/domino6/releasesupport4up.pdf>


Domino 5.0.7	X	X	not supported
Domino 5.0.8	X	X	See Note
Domino 5.0.9	X	X	X
Domino 5.0.9a	X	X	X
Domino 5.0.10	X	X	X
Domino 5.0.11	X	X	X
Domino 5.0.12	not supported	X	X
Domino 6.0	not supported	X	X
Domino 6.0.1	not supported	X	X

Note: V5R2 supports Domino 5.0.8. However, the minimum level to support the new i890 hardware is V5R2 and Domino 5.0.9.

Sametime Release Compatibility

What works and what doesn't when Domino and Sametime are running in the same OS/400 LPAR:

	5.0.9	5.0.10	5.0.11	5.0.12	6.0	6.0.1
Sametime 2.5	Yes	Yes	Yes	Yes*	No	No
Sametime 3.0	No	Yes	Yes	Yes*	No	No
Sametime 3.0a	No	Yes	Yes	Yes	No	Yes**



* The recommended Sametime version for Domino 5.0.12 is Sametime 3.0a.

** You need fixes for Domino 6.0.1 to run Sametime 3.0a. For details, see:

ibm.com/eserver/series/sametime/new30a.html

Sametime and OS/400 releases:


	V4R5	V5R1	V5R2
Sametime 2.5	Yes*	Yes	Yes
Sametime 3.0	No	Yes	Yes
Sametime 3.0a	No	Yes	Yes

*DSDs require V5R1 with enhanced DSD-Java support

QuickPlace Release Compatibility

What works and what doesn't when Domino and QuickPlace are running in the same OS/400 LPAR:

	5.0.9	5.0.10	5.0.11	5.0.12	6.0	6.0.1
QuickPlace 2.0.8	Yes	Yes*	No	No	No	No
QuickPlace 3.0	No	No	Yes	No	No	No



*Currently available as a hotfix

If you are currently running both QuickPlace and Domino, stay with Domino 5 or implement LPAR before going to Domino 6

QuickPlace and OS/400 releases:

	V4R5	V5R1	V5R2
QuickPlace 2.0.8	Yes	Yes	Yes
QuickPlace 3.0	No	Yes	Yes

Domino Agenda

- A VERY quick Domino 6 refresher
- Answering your customer's questions about Lotus strategy
- Pricing, releases, and other how-to-buy details
- ■ **How to demo**
- Finding information and staying informed

Demo possibilities

Sametime

- ◆ Run an e-meeting using the Dallas briefing center iSeries
<http://iseriesst1.dfw.ibm.com>

QuickPlace

- ◆ Set up a shared team workspace with your customer
<http://www.iseriesqp1.dfw.ibm.com>

iNotes

- ◆ Create userids for customer to try it
<http://www.iseriesin.dfw.ibm.com>

Domino Agenda

- A VERY quick Domino 6 refresher
- Answering your customer's questions about Lotus strategy
- Pricing, releases, and other how-to-buy details
- How to demo
- ■ Finding information and staying informed

ibm.com/eserver/series/domino

Remember This URL !

The latest news

Technical requirements, compatibility, and more...

Customer stories

Redbooks, whitepapers, documentation, and more

Burn it in Your Brain!

Recent Redbooks and Residencies

Redbooks:

- ◆ Coexistence of Multiple Lotus Domino Releases in an LPAR Environment on the IBM eServer iSeries Server
<http://www.ibm.com/redbooks/abstracts/sg246593.html>
- ◆ IBM Lotus Domino 6 for iSeries Implementation
<http://www.ibm.com/redbooks/abstracts/sg246592.html>
- ◆ Domino Web Service Application Development for IBM eServer iSeries Server
<http://www.ibm.com/redbooks/abstracts/sg246862.html>
- ◆ Lotus Domino Spam Survival Guide for IBM eServer
<http://www.ibm.com/redbooks/abstracts/sg246930.html>

Residencies:

- ◆ Domino for iSeries Best Practices Guide (IS-3602-R01) -- Open
- ◆ LEI 6 for iSeries (starting soon, residents already selected)
- ◆ Coming soon... Domino and WebSphere integration

Workload Estimator

<http://www.ibm.com/eserver/series/support/estimator>

Use it to size every proposal

IBM Workload Estimator

Version: 2002.3.alpha.8
26-Sep-02
pippen2

IBM Workload Estimator for iSeries

an IBM eServer

Selected System

Consider Growth

Immediate Solution

Model/Feature: 270-2454 240/0

Processor CPW:	240 ⁽¹⁾
Interactive CPW:	0 (0% utilized)
CIW Rating:	840
Database Capacity:	2% utilized
N-Way:	2-way
CPU Utilization:	33.8 %
Software Pricing Tier:	P10
Memory (MB):	3,062 of 16,384
Disk Drives (arms):	14 of 24
Capacity (GB):	797 of 843
LPAR-able:	Shared

Growth Solution

[Growth Trends](#) can be changed [here](#).

Model/Feature: 820-2457 240/0

Processor CPW:	240 ⁽²⁾
Interactive CPW:	0 (0% utilized)
CIW Rating:	840
Database Capacity:	2% utilized
N-Way:	2-way
CPU Utilization:	50.8 %
Software Pricing Tier:	P10
Memory (MB):	4,560 of 16,384
Disk Drives (arms):	20 of 237
Capacity (GB):	1,193 of 8,334 ⁽³⁾
LPAR-able:	Shared

Special Notes

Newsletter

iSeries Collaboration Newsletter --
approximately once a month

An important source of information about
what's new

To subscribe send a note to
jcheidel@us.ibm.com

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CODE/400	Host on Demand	MQSeries	WebSphere Advanced Edition
DB2	Host Publisher	MQSeries Integrator	WebSphere Commerce Suite
Stylized	HTTP Server for AS/400	Net.Commerce	WebSphere Development Tools for AS/400
AIX	IBM	Net.Data	WebSphere Standard Edition
DB2 UDB for AS/400	IBM Logo	PowerPC	
Application Development	e-business logo	PowerPC AS	
APPN	Payment Manager	VisualAge for RPG	
AS/400	Integrated Language Environment	xSeries	
AS/400e	e(logo) Server	Operating System/400	
DB2 Universal	Screen Publisher	OS/400	
VisualAge for Java	iSeries		

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