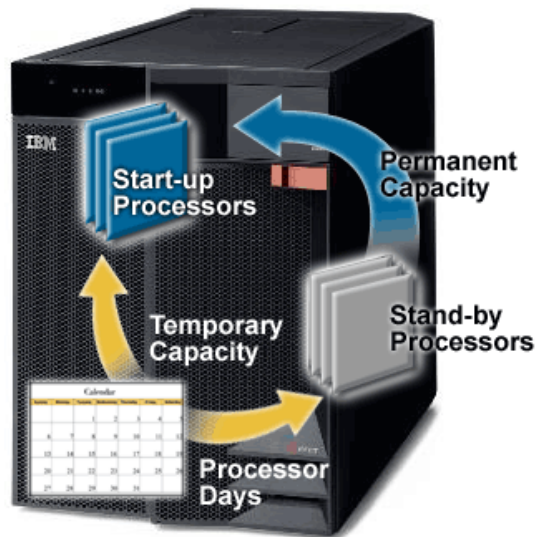


# i825



- Delivers exceptional flexibility and growth for mid-sized enterprises
- CUoD (temporary and permanent)
- Up to 32 dynamic logical partitions

| i825                       | Standard | Enterprise |
|----------------------------|----------|------------|
| 3-6-way<br>Up to 6,600 CPW | P30      | P30        |

## i810



- Built for small to medium enterprises running a broad range of e-business including 5250 OLTP solutions
- Exceptional I/O expandability with up to 14 TB disk
- Ideal for Windows and Linux server consolidation

| i810      | Standard   | Enterprise |
|-----------|------------|------------|
| 2,700 CPW | <b>P20</b> | <b>P20</b> |
| 1,450 CPW | <b>P10</b> | <b>P10</b> |
| 1,020 CPW | <b>P10</b> | <b>P10</b> |

## iSeries 800



- Built for the needs of small to medium enterprises with e-business including 5250 OLTP applications
- Advanced Edition
  - ▶ Robust server configuration and WebSphere - Express
- Standard Edition
  - ▶ Robust server configuration and WebSphere - Express
- Value Edition
  - ▶ Base server configuration

### iSeries 800 Editions

|                 |        |            |
|-----------------|--------|------------|
| <b>Advanced</b> | 950/50 | <b>P10</b> |
| <b>Standard</b> | 300/25 | <b>P05</b> |
| <b>Value</b>    | 300/25 | <b>P05</b> |

## iSeries for Domino™

- Ideal for Domino server consolidation
- Extend Domino with additional Lotus software, WebSphere, Linux applications, and DB2 integration, all on a single server footprint
- Highly flexible performance management

**Lotus** software



| iSeries for Domino | MCU*   |
|--------------------|--------|
| i825 6-way         | 17,400 |
| i825 4-way         | 11,600 |
| i810 2-way         | 7,900  |
| i810 1-way         | 4,200  |
| i810 1-way         | 3,100  |

Note: \* Mail and Calendar Users. Pre-GA estimates, for final numbers see performance capabilities reference guide

# High Performance Direct Attach Storage Options

Achieve up to 3X throughput improvements with enhanced PCI-X I/O options

Improve performance with IBM's 3 disk optimised RAID-5

New 35GB and 70GB 15K RPM disk drives

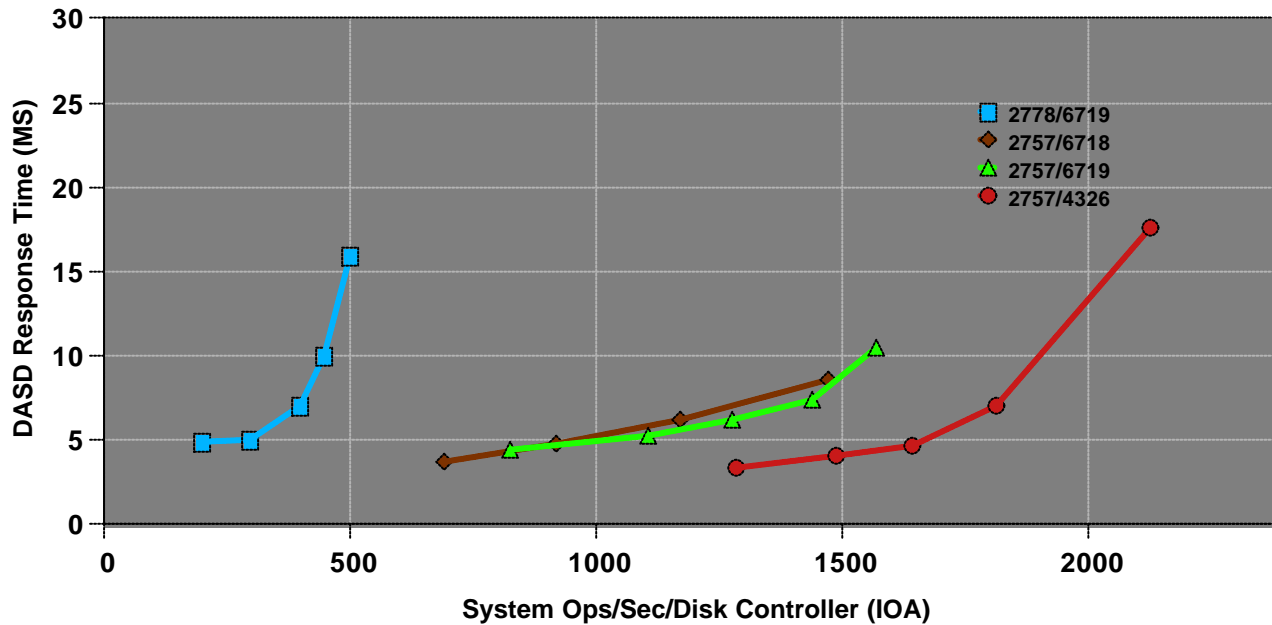
New PCI-X I/O towers with rack mount options



| New PCI-X Ultra RAID Disk Controllers        | Write-Cache (Max) | Min/Max drives per RAID set |
|--|-------------------|-----------------------------|
| High Performance - #2757                     | 757 MB            | 3 / 18                      |
| Low cost alternative for SME servers - #2782 | 40 MB             | 3 / 12                      |

# New 15K rpm Disks and Disk Controllers

2778 IOA vs 2757 IOA with 15K RAID DASD



- Leftmost line is 10K RPM Disks with 4778 Disk Controller
- Middle lines are 10K RPM Disks with NEW 2757 Disk Controller
- Right line is 15K RPM Disks with NEW 2757 Disk Controller

## iSeries January 2003 Pricing Actions

|               |              |                                     |
|---------------|--------------|-------------------------------------|
| <b>DASD</b>   | 17GB 10K RPM | ■ Reduced from £1,248 to £1,032     |
|               | 35GB 10K RPM | ■ Reduced from £2,156 to £1,374     |
|               | 35GB 15K RPM | ■ NEW £1,666                        |
|               | 70GB 15K RPM | ■ NEW £2,622                        |
| <b>Memory</b> | 1GB Low End  | ■ Reduced from £2,759 to £2,346     |
|               | 1GB Midrange | ■ Reduced from £6,579 to £5,592     |
|               | 1GB High End | ■ Reduced from £10,780 to £9,162.25 |

## iSeries January 2003 New Hardware Feature UK Prices

|                         |                                       |           |
|-------------------------|---------------------------------------|-----------|
| <b>#5094</b>            | PCI-X I/O Tower                       | ■ £13,381 |
| <b>#5294</b>            | PCI-X I/O Tower (Two #5094 in a rack) | ■ £42,602 |
| <b>#5095</b>            | PCI-X I/O Mini Tower                  | ■ £7,602  |
| <b>#5088/<br/>#0588</b> | I/O Expansion Unit                    | ■ £9,122  |
| <b>#2844</b>            | I/O Processor                         | ■ £1,623  |
| <b>#2757</b>            | PCI-X Ultra RAID Disk Controller      | ■ £6,546  |
| <b>#2782</b>            | PCI-X RAID I/O Adapter                | ■ £2,375  |
| <b>#5702</b>            | PCI-X Ultra Tape Controller           | ■ £722.19 |
| <b>#5705</b>            | PCI-X Tape/DASD Controller            | ■ £692.41 |
| <b>#4531/<br/>#4631</b> | DVD-ROM                               | ■ £456.12 |



# Software Charge Groups - BEFORE

|             | 0   | 120 | 240 | 560 | 1050 | 2000 | 4550 | 10000 | 16500 | 20200 | 37400 |
|-------------|-----|-----|-----|-----|------|------|------|-------|-------|-------|-------|
| <b>i890</b> |     |     |     |     |      |      |      |       |       |       |       |
| 24-32-way   | P50 | P50 | P60 | P60 | P60  | P60  | P60  | P60   | P60   | P60   | P60   |
| 16-24-way   | P50 | P50 | P60 | P60 | P60  | P60  | P60  | P60   | P60   | P60   |       |
| <b>i840</b> | 0   | 120 | 240 | 560 | 1050 | 2000 | 4550 | 10000 | 16500 | 20200 |       |
| 18-24-way   | P40 | P40 | P50 | P50 | P50  | P50  | P50  | P50   | P50   | P50   |       |
| 12-18-way   |     | P40 | P50 | P50 | P50  | P50  | P50  | P50   | P50   |       |       |
| 8-12-way    | P40 | P40 | P50 | P50 | P50  | P50  | P50  | P50   |       |       |       |
| <b>i830</b> | 0   | 70  | 120 | 240 | 560  | 1050 | 2000 | 4550  |       |       |       |
| 18-24-way   | P30 | P30 | P40 | P40 | P40  | P40  | P40  | P40   |       |       |       |
| <b>i820</b> | 0   | 35  | 70  | 120 | 240  | 560  | 1050 | 2000  |       |       |       |
| 3700        | P30 | P30 | P40 | P40 | P40  | P40  | P40  | P40   |       |       |       |
| 2350        | P20 | P20 | P30 | P30 | P30  | P30  | P30  |       |       |       |       |
| 1100        | P20 | P20 | P30 | P30 | P30  |      |      |       |       |       |       |
| 670         |     | P10 | P20 | P20 | P20  |      |      |       |       |       |       |
| 370         |     | P10 | P20 | P20 | P20  |      |      |       |       |       |       |
| <b>i270</b> | 0   | 30  | 50  | 70  |      |      |      |       |       |       |       |
| 2350        | P20 |     |     | P20 |      |      |      |       |       |       |       |
| 1070        | P10 |     | P10 |     |      |      |      |       |       |       |       |
| 465         |     | P10 |     |     |      |      |      |       |       |       |       |

- Multiple processor features
- Complex interactive features
- Interactive upgrade forced higher software tier
- No CUoD on base processors

## Software Charge Groups - AFTER

| <b>i890</b> | <b>Standard</b> | <b>Enterprise</b> |
|-------------|-----------------|-------------------|
| 24-32-way   | <b>P50</b>      | <b>P50</b>        |
| 16-24-way   | <b>P50</b>      | <b>P50</b>        |
| <b>i870</b> | <b>Standard</b> | <b>Enterprise</b> |
| 8-16-way    | <b>P40</b>      | <b>P40</b>        |
| <b>i825</b> | <b>Standard</b> | <b>Enterprise</b> |
| 3-6-way     | <b>P30</b>      | <b>P30</b>        |
| <b>i810</b> | <b>Standard</b> | <b>Enterprise</b> |
| 2700        | <b>P20</b>      | <b>P20</b>        |
| 1450        | <b>P10</b>      | <b>P10</b>        |
| 1020        | <b>P10</b>      | <b>P10</b>        |
| <b>i800</b> |                 |                   |
| 950/50      | <b>P10</b>      |                   |
| 300/25      | <b>P05</b>      |                   |

- Single software tier, choice of Standard or Enterprise Edition
- On/Off CUoD on all i825, i870, & i890
- WebFaced applications without interactive
- Enterprise Edition features maximum on demand capabilities
  - ▶ Integrated IBM software value
  - ▶ Unrestricted interactive

# AFTER Eliminating Interactive Features

| i820 | 35     | 70     | 120    | 240    | 560    | 1050   | 2000    |
|------|--------|--------|--------|--------|--------|--------|---------|
| 3700 | \$240K | \$268K | \$320K | \$395K | \$555K | \$770K | \$1065K |
| 2350 | \$155K | \$183K | \$235K | \$310K | \$470K | \$685K |         |
| 1100 | \$77K  | \$105K | \$157K | \$232K | \$392K |        |         |
| 600  | \$41K  | \$69K  | \$121K | \$196K |        |        |         |
| 370  | \$23K  | \$51K  | \$103K | \$178K |        |        |         |

| i810 | Enterprise |
|------|------------|
| 2700 | \$230K     |
| 1450 | \$120K     |
| 1020 | \$78K      |

CEC prices

- ✓ One price
- ✓ One software tier
- ✓ Maximum on demand capabilities

| iSeries 800 |              |
|-------------|--------------|
| 950/50      | \$38K        |
| 300/25      | \$9.9K/\$19K |

Package prices

## Base System Prices

i810, i825, i870, i890

| Model | n-Way | Processor Feature | CPW           | Base Price Standard Edition | Base Price Enterprise Edition |
|-------|-------|-------------------|---------------|-----------------------------|-------------------------------|
| 890   | 24/32 | 2498              | 29300 - 37400 | £1,094,680                  | £1,976,820                    |
| 890   | 16/24 | 2497              | 20000 - 29300 | £684,180                    | £1,534,650                    |
| 870   | 8/16  | 2486              | 11500 - 20000 | £304,080                    | £1,030,640                    |
| 825   | 3/6   | 2473              | 3600 - 6600   | £56,444                     | £247,759                      |
| 810   | 2     | 2469              | 2700          | £23,350                     | £173,356                      |
| 810   | 1     | 2467              | 1470          | £12,416                     | £90,209                       |
| 810   | 1     | 2466              | 1020          | £7,855                      | £57,420                       |

iSeries 800

| Edition  | n-Way | Processor Feature | CPW    | Base Price |
|----------|-------|-------------------|--------|------------|
| Advanced | 1     | 2464              | 900/50 | £17,101    |
| Standard | 1     | 2463              | 300/25 | £5,440     |
| Value    | 1     | 2463              | 300/25 | £3,072     |