

Sub-Capacity Pricing

zSeries Software Pricing



Agenda



- ▲ Sub-capacity Pricing Introduction
- ▲ Setting-up for Sub-capacity Pricing
- ▲ Sub-Capacity Reporting Tool(SCRT)
- ▲ Implementing Sub-Capacity Pricing
 - System Programmer Tasks
 - Software Asset Manager Tasks
- ▲ IBM Processing

Sub-Capacity Pricing

Introduction



Phase One: Sub-Capacity Reporting



Part One: Submit Sub-Capacity Report

- ▲ Utilize Sub-Capacity Reporting Tool to Create Sub-Capacity Report
- ▲ E-mail Report Once per Month, if Environment Changes
- ▲ E-mail Report Once per Quarter, if Environment Does Not Change
- ▲ Sub-Capacity Reporting Tool Will:
 - Analyze and Report on 30 days of SMF data on z900 Machine
 - Be Available for Download from WLC Web site @ ibm.com/zseries/wlc_lm

Part Two: Transmit System Availability Data

- ▲ Utilize Existing Remote Support Facility
 - no change to facility
 - commonly referred to as "Call Home Facility"
- ▲ Send Data Once per Week

Phase Two: IBM License Manager



Planned Software License Management Tool

- ▲ Based on XSLM Open Standard
- ▲ ILM manages product execution based on product T&Cs
- ▲ Product T&Cs implemented via digital license certificates

To Be a Base element of z/OS

Contains Four Major Components

- ▲ ILM License Server
- ▲ ILM Agent
- ▲ ILM Management Tool
- ▲ ILM Digital License Certificates

Expected ILM Prerequisites

- ▲ z/Architecture, Minimum monoplex/basic sysplex, System Logger (DASD only), SMS, OCSF, UNIX System Services, TCP/IP, RACF (or equivalent)

Sub-capacity Announcement



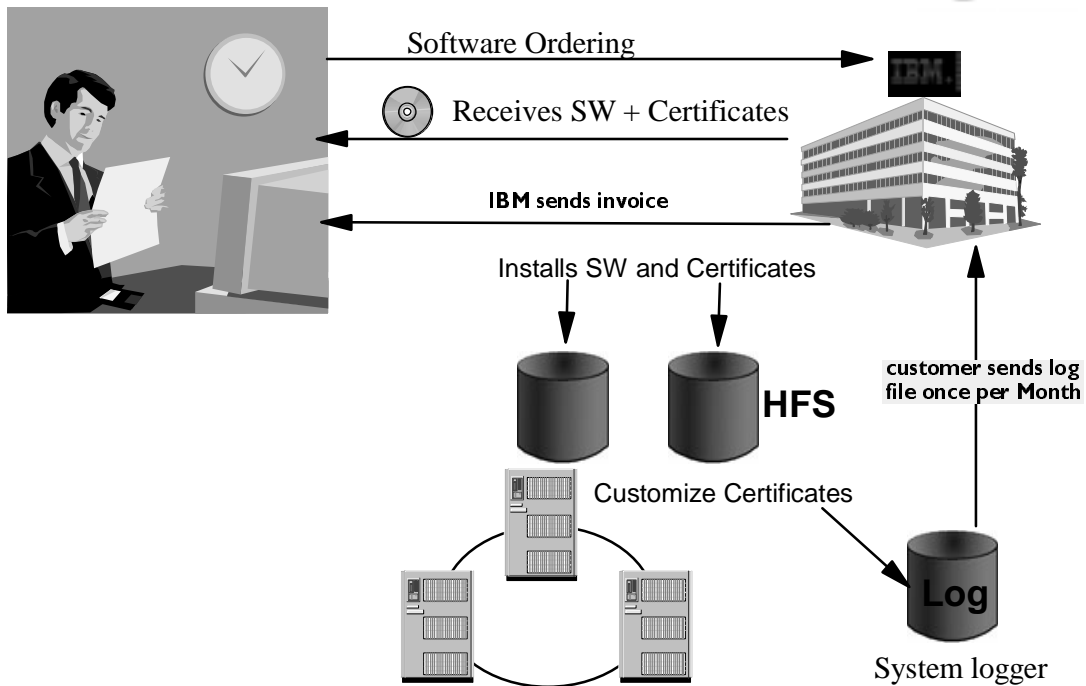
▲ Workload License Charges

- Available on September 30, to eligible z/OS customers, as previously announced
- Two-step approach to implementing WLC sub-capacity
 - Now: new Sub-Capacity Reporting Tool
 - Future: production-level version of IBM License Manager
- WLC sub-capacity is based on product defined capacity

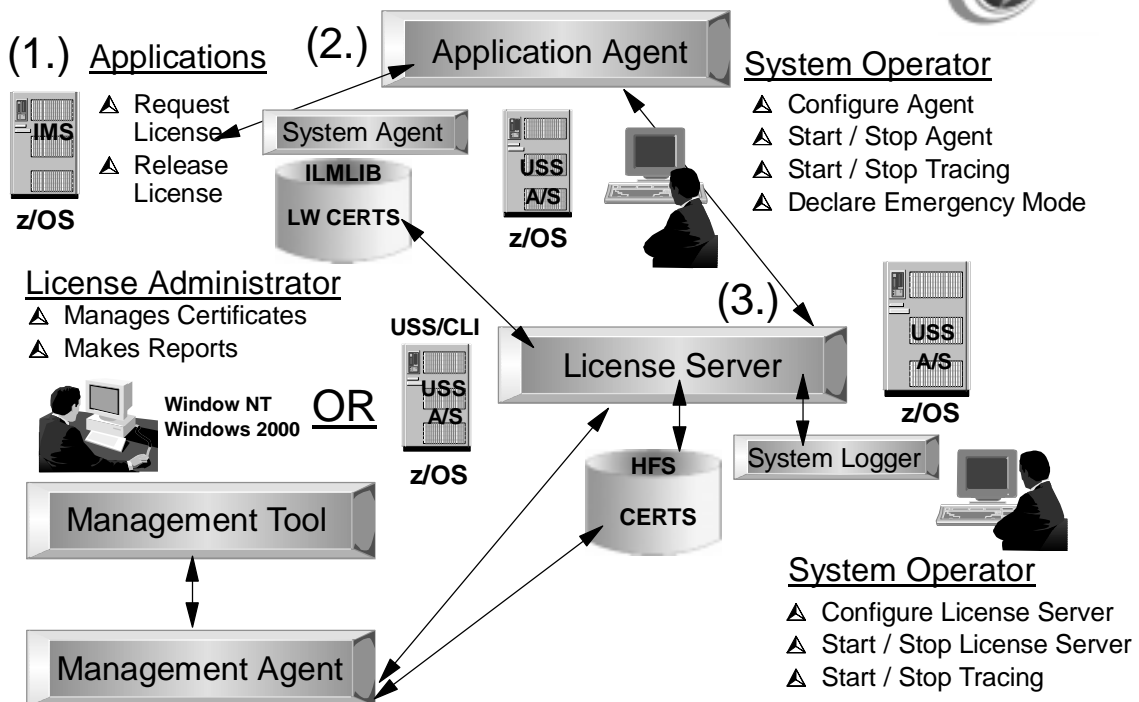
▲ Eligible Application Development and Data Management Tools

- Available on September 30, subject to applicable terms
- AD and DM tool sub-capacity are based on z/OS product defined capacity

Software Ordering

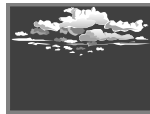


IBM License Manager Overview



Sub-capacity Pricing

Workload License Charges

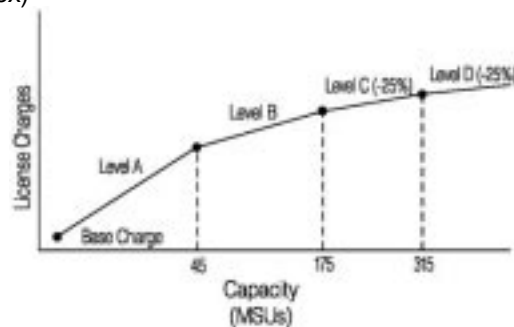


WLC Overview



Starting Point

- ▲ Parallel Sysplex License Charge (PSLC)
 - \$/MSU Decreases as Capacity Increases
 - IBM software products priced via monthly license Charge
 - PSLC may be applied to:
 - A single system
 - A qualified Parallel Sysplex (aggregation of MSUs across the Parallel Sysplex)



MSUs and LPAR Capacity



▲ MSU - Million Service Units/hour

- Not an indicator of relative processor capacity
- Not valid to be used for charge-back systems, or capacity planning

▲ Defined in terms of the CEC, not the LPAR's logical CP configuration

▲ LPAR Capacity can be defined with 1 MSU granularity

Model	MSUs	
1C1	43	1-way
1C2	83	2-way
1C3	119	3-way
1C4	153	4-way
1C5	187	5-way
1C6	217	6-way
1C7	247	7-way
1C8	276	8-way
1C9	302	9-way
110	327	10-way
111	350	11-way
112	372	12-way
113	392	13-way
114	410	14-way
115	426	15-way
116	441	16-way
101	43	1-way
102	78	2-way
103	112	3-way
104	143	4-way
105	173	5-way
106	199	6-way
107	225	7-way
108	245	8-way
109	265	9-way

Workload License Charges



▲ Allow independent growth of hardware and software

- Workload License Charges are not tied to machine capacity

▲ Granular software licensing for Key* Products

- "Pay for What you Need"... Sub-Capacity Pricing
- Increase/Decrease Software Capacity in 1 MSU Increments
- Highest Licensed Capacity for Month Establishes License Charges

▲ Flexible Licensing Requirements for Key* Products

- License for Average Requirement, Not Peak Requirement

Workload License Charges (Continued)



- ▲ Software pricing model for zSeries machines
 - Pay for the software capacity needed
 - Utilize excess hardware capacity without software charges
- ▲ WLC pricing supports the following categories of products
 - Variable WLC products - VWLC
 - Flat WLC products - FWLC
 - Value unit pricing

Workload License Charges



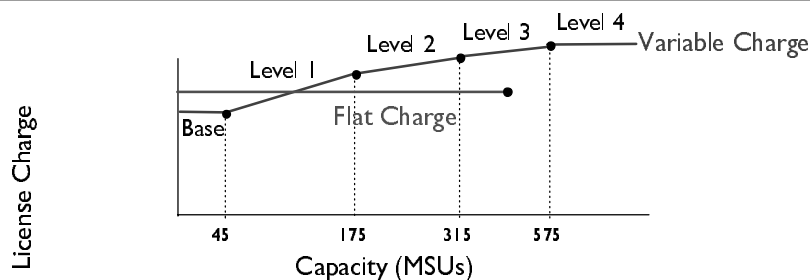
Available on z900 Machines running z/OS

Variable Charge Products:

- Defined Capacity in MSUs
- \$/MSU decreases as capacity increases
- Priced via Monthly License Charge
- Aggregation across a Qualified Sysplex
- Applies to z/OS, DB2, IMS, CICS, MQSeries, System Automation, NetView and others

Flat Charge Products:

- Single Price per Machine
- Priced via Monthly License Charge
- Applies to Other Current Products, VM, VSE and legacy S/390 products



Sub-Capacity Pricing



▲ Introduction to Sub-Capacity Topics

- Machine MSUs
- LPAR MSUs
- Whitespace
- Rolling 4-hour Average
- Softcapping

LPAR Capacity



▲ Specified via zSeries LPAR definitions (with z/OS)

- New parameter called "Defined Capacity"
- Enables optimal Sub-Capacity Software pricing
- Monitored and enforced via z/OS WLM and z900 PR/SM

▲ All sub-capacity products in an LPAR have the same capacity

- LPAR partition capacity based pricing not product usage based pricing
- Regardless of actual CPU seconds used by the product

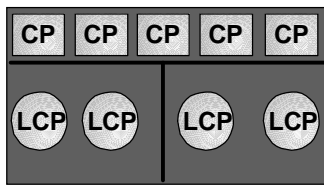
Whitespace



▲ Machine Rating - Sum of LPAR Capacities = Whitespace

- Can simply exist on the processor
- Created by defined capacity

Example 1: CP=20 MSUs

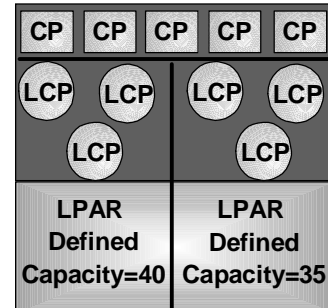


Number of logical CPs is less than physical CPs

WS = 20 MSU

Unaccessible Whitespace

Example 2: CP=20 MSUs



WS = 25 MSU

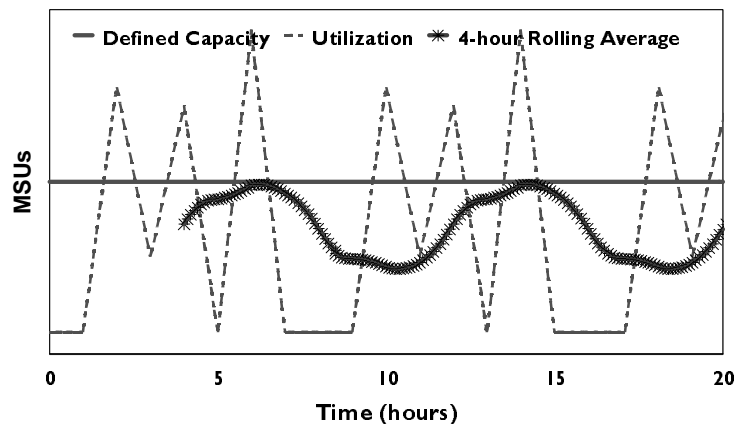
Accessible Whitespace

LPAR Defined Capacity and WLM



▲ Rolling 4-hour average tracked by Workload Manager

- Rolling 4-hour average not permitted to exceed defined capacity
- If 4-hour average exceeds defined capacity, LPAR gets soft capped
- Works for both goal mode and compat mode systems



Workload License Charges Example



Key Advantage: Grow Hardware and Software Independently

zSeries Model III - 350 MSUs

LPAR 1 200 MSUs					LPAR 2 80 MSUs			LPAR 3 50 MSUs		20 MSUs of White Space
PL/I V1					PL/I V1			PL/I V1		
DB2 V6					Ditto			IMS V6		
CICS TS					SDF II			CICS TS		
z/OS					IMS V6			COBOL V2		
z/OS					z/OS			z/OS		
1	2	3	4	5	6	7	8	9	10	11

Variable WLC:
 z/OS - 330 MSUs
 DB2 - 200 MSUs
 CICS - 250 MSUs
 IMS - 130 MSUs
 COBOL V2 - 50 MSUs

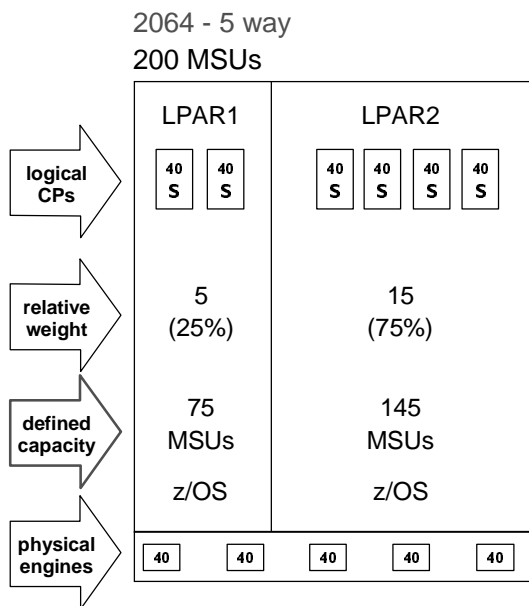
Flat WLC:
 SDF II - flat
 Ditto - flat
 PL/I VI - flat

Sub-capacity Pricing

Workload License Charges Growth Scenarios



LPAR Overview - zSeries Example



Configuration

- 200 MSU 2064 CEC
- 5 physical engines, 40 MSUs each
- 2 LPARs, LPAR1 & LPAR2
- LPAR1 = 2 shared logical CPs
- LPAR2 = 4 shared logical CPs

Logical CPs: *always a factor*

- LPAR1 = 2 engines (80 MSUs)
- LPAR2 = 4 engines (160 MSUs)

Relative Weights:

factored during contention

- LPAR1 = 25% capacity (50 MSUs)
- LPAR2 = 75% capacity (150 MSUs)

Defined MSU Capacity

factored when 4-hour avg exceeds defined capacity

- LPAR1 = 75 MSUs (defined)
- LPAR2 = 145 MSUs (defined)

Workload License Charges Baseline



zSeries Model III

350 MSUs

LPAR 1 200 MSUs					LPAR 2 80 MSUs				LPAR 3 50 MSUs	
Fortran									IMS	
DB2									CICS	
CICS					IMS				COBOL	
z/OS					z/OS				z/OS	
1	2	3	4	5	6	7	8	9	10	11

WLC Price Based On:

- z/OS - 330 MSUs
- DB2 - 200 MSUs
- CICS - 250 MSUs
- IMS - 130 MSUs
- COBOL - 50 MSUs
- Fortran - flat

WLC: Grow a Single Workload



zSeries Model 112

372 MSUs

LPAR 1 200 230 MSUs						LPAR 2 80 MSUs			LPAR 3 50 MSUs		
Fortran									IMS		
DB2									CICS		
CICS						IMS			COBOL		
z/OS						z/OS			z/OS		
1	2	3	4	5	6	7	8	9	10	11	12

Price Based On:

z/OS - 360 MSUs

DB2 - 230 MSUs

CICS - 280 MSUs

IMS - 130 MSUs

COBOL - 50 MSUs

Fortran - flat

only these
products in
LPAR 1 are
affected

WLC: Add a New Workload



zSeries Model 114

410 MSUs

LPAR 1 230 MSUs						LPAR 2 80 MSUs			LPAR 3 50 MSUs			LPAR 4 45 MSUs	
Fortran									IMS				
DB2									CICS				
CICS						IMS			COBOL			Domino	
z/OS						z/OS			z/OS			z/OS	
1	2	3	4	5	6	7	8	9	10	11	12	13	14

Price Based On:

z/OS - 405 MSUs

DB2 - 230 MSUs

CICS - 280 MSUs

IMS - 130 MSUs

COBOL - 50 MSUs

Domino - 45 MSUs

Fortran - flat

only the
products in
LPAR 4 are
affected

WLC: Add Spare Capacity



zSeries Model 116

441 MSUs

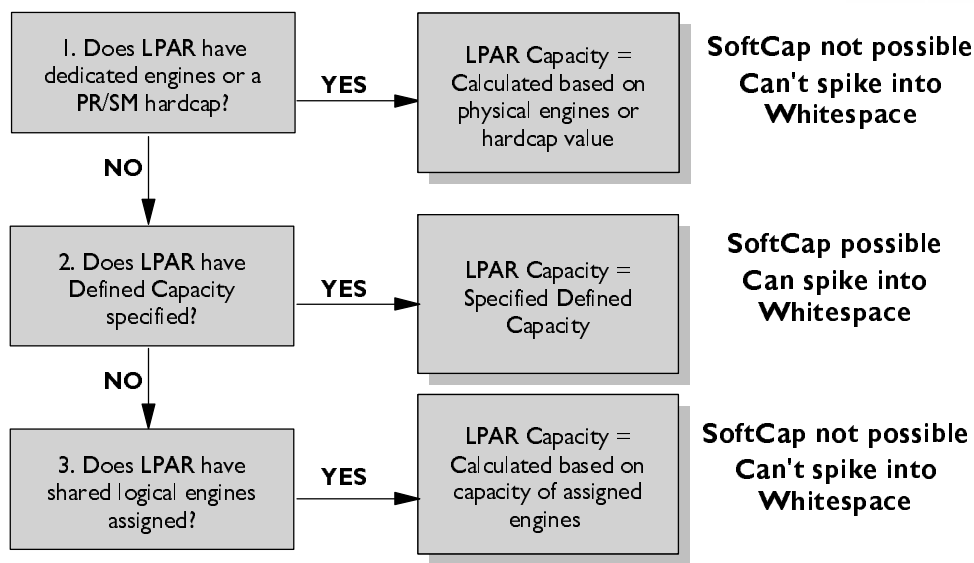
LPAR 1 230 MSUs					LPAR 2 80 MSUs					LPAR 3 50 MSUs					LPAR 4 45 MSUs				
Fortran										IMS					Domino				
DB2										CICS					z/OS				
CICS					IMS					COBOL									
z/OS					z/OS					z/OS									
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	36 MSUs of Capacity Not Carrying any Software Charges			

Price Based On:
z/OS - 405 MSUs
DB2 - 230 MSUs
CICS - 280 MSUs
IMS - 130 MSUs
COBOL - 50 MSUs
Domino - 45 MSUs
 Fortran - flat

"White Space"

- ✓ Stems from LPAR Configurations
- ✓ Supports Short Term Workload Spikes
- ✓ May be Enabled to Support Longer Term Increases in Workload Demands

Determining LPAR Capacity



Otherwise, the CEC is in Basic Mode and full CEC Capacity is used.

Sub-capacity Pricing

Value Unit Pricing



Value Unit Pricing



- ▲ Value Unit Pricing: One Time Charge with Annual Support/Subscription at Competitive Price Points
 - IBM is Extending Sub-Capacity Pricing to Database Management and Application Development Tools
- ▲ Tools May Be Licensed at z/OS Capacity
 - Announced 23 July 2001
 - Available on z900 machines running z/OS, subject to applicable Terms and Conditions
- ▲ Product Examples:
 - DB2 Tools: DB2 Performance Monitor, DB2 DataPropagator
 - IMS Tools: IMS Library Management Utilities, IMS Connect
 - AD Tools: Fault Analyzer, File Manager, Breeze, Cloud 9



Value Unit Software Pricing



License:

- ▲ Provides License Rights to the Product
- ▲ Products not Licensed to a Specific Machine
- ▲ Products can be Moved By Customer in accordance with License Terms
- ▲ One Time Charge
- ▲ Priced with Value Units, Based on MSUs
- ▲ Aggregated Across an Enterprise

Subscription and Support (S&S):

- ▲ Provides Future Releases and Versions, Level 1/2/3 Support
- ▲ Annual Recurring Charge, Automatically Renewed
- ▲ Priced with Value Units, Based on MSUs (at the same quantity as the license)
- ▲ Orders Aggregated

	MSUs	Value Units/MSU
Base	1-3	1.0
Tier A	4-45	.45
Tier B	46-175	.36
Tier C	176-315	.27
Tier D	316+	.20

Value Unit Pricing Example



zSeries Model 111 - 350 MSUs

LPAR 1 200 MSUs DB2 Performance Monitor z/OS V1					LPAR 2 80 MSUs Fault Analyzer z/OS V1			LPAR 3 50 MSUs z/OS V1		20 MSUs of White Space
1	2	3	4	5	6	7	8	9	10	

Tools:

DB2 PM - 330 MSUs = 110 Value Units
 Fault Analyzer - 330 MSUs = 110 Value Units

Variable WLC:

z/OS - 330 MSUs

Sub-Capacity Pricing

Setting-up the Environment



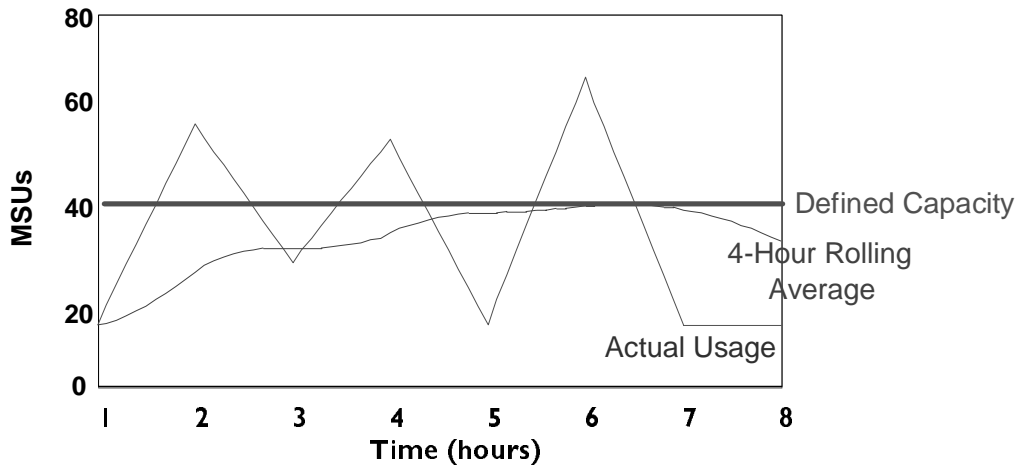
Hardware Set-up



Using a Defined Capacity

- ▲ Recommended method for sub-capacity pricing
- ▲ LPAR capacity defined for a workload
 - "Soft cap" - Managed by WLM
 - Allows spikes in the workload
- ▲ Applies to all products running in the LPAR

Defined Capacity

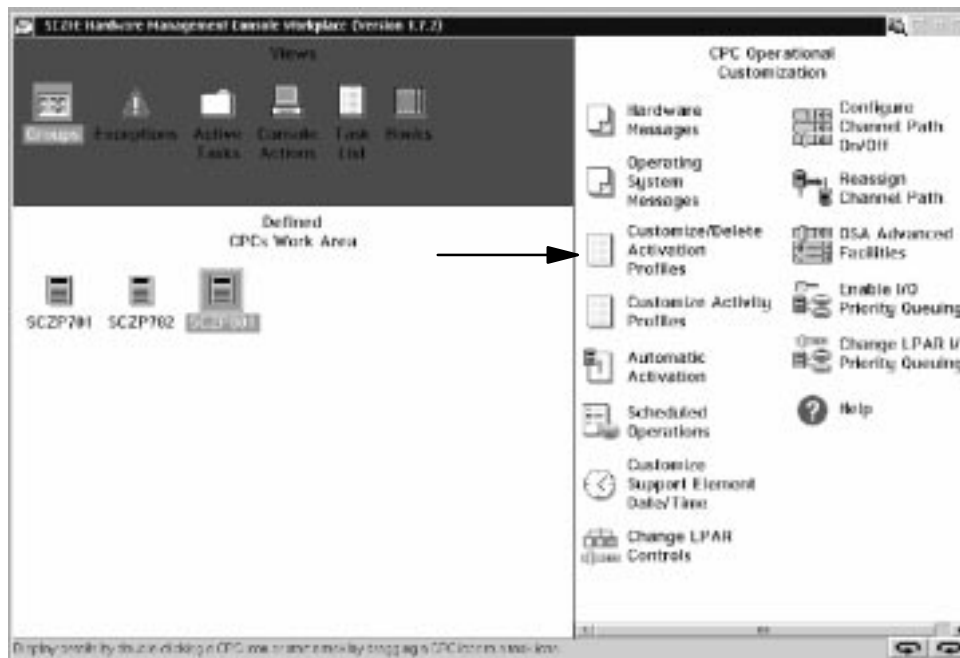


Setting up Defining Capacity

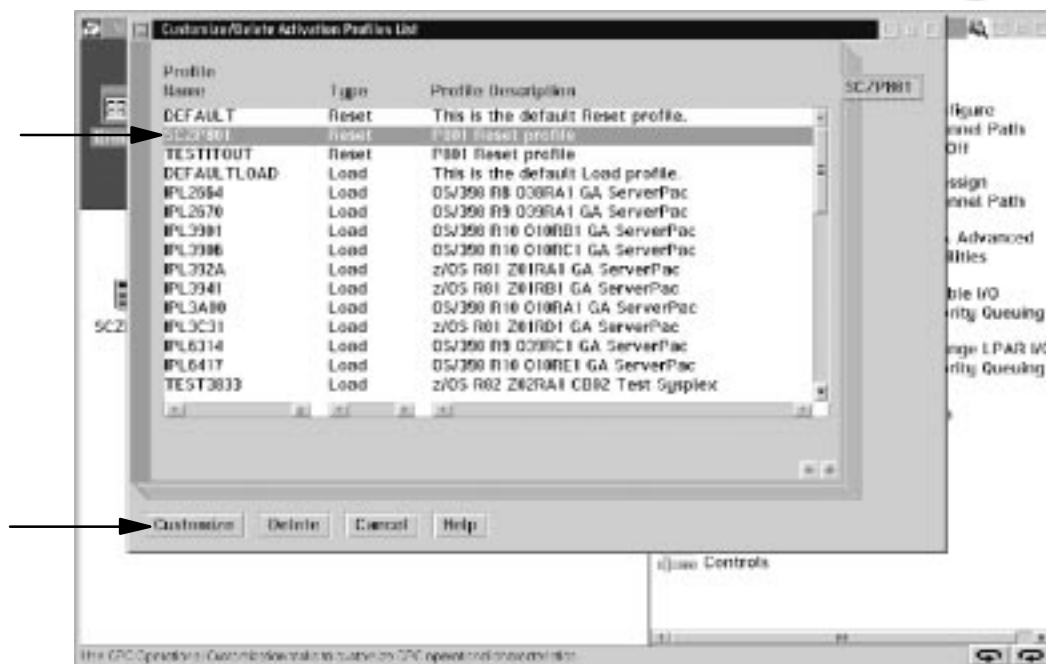


The screenshot shows the 'SCZH: Hardware Management Console Logon' dialog box. It includes a 'Log on' button, a 'Status Indicator' bar, and 'Message Indicators' for 'Hardware Messages' and 'Operating System Messages'. The 'Log on information' section contains fields for 'User identification' (filled with 'SYSPROG') and 'Password' (filled with asterisks). At the bottom are buttons for 'Log on', 'Change password...', 'Cancel', and 'Help'.

Setting up Defining Capacity



Customize/Delete Activation Profile List



Customize Activation Profiles

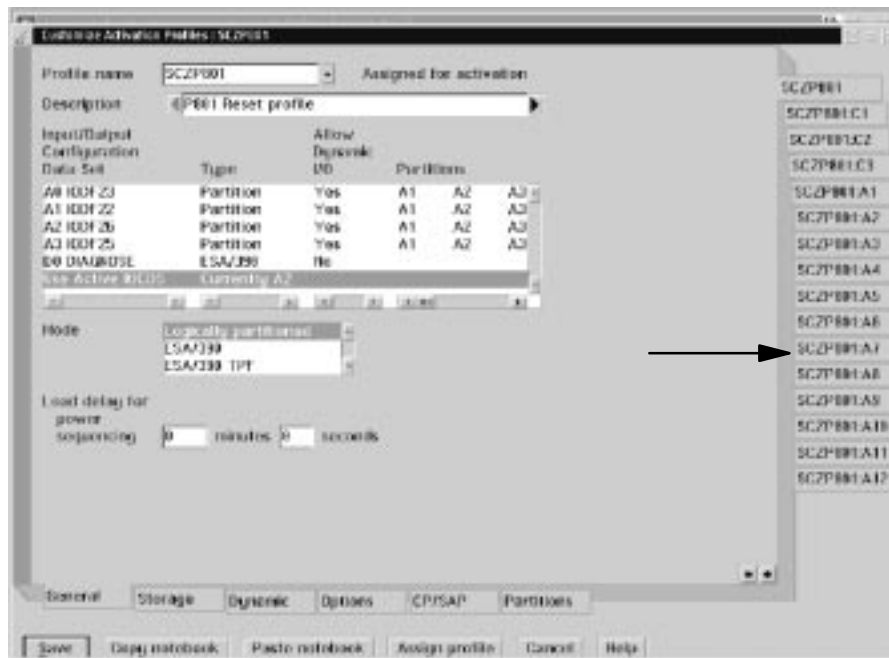
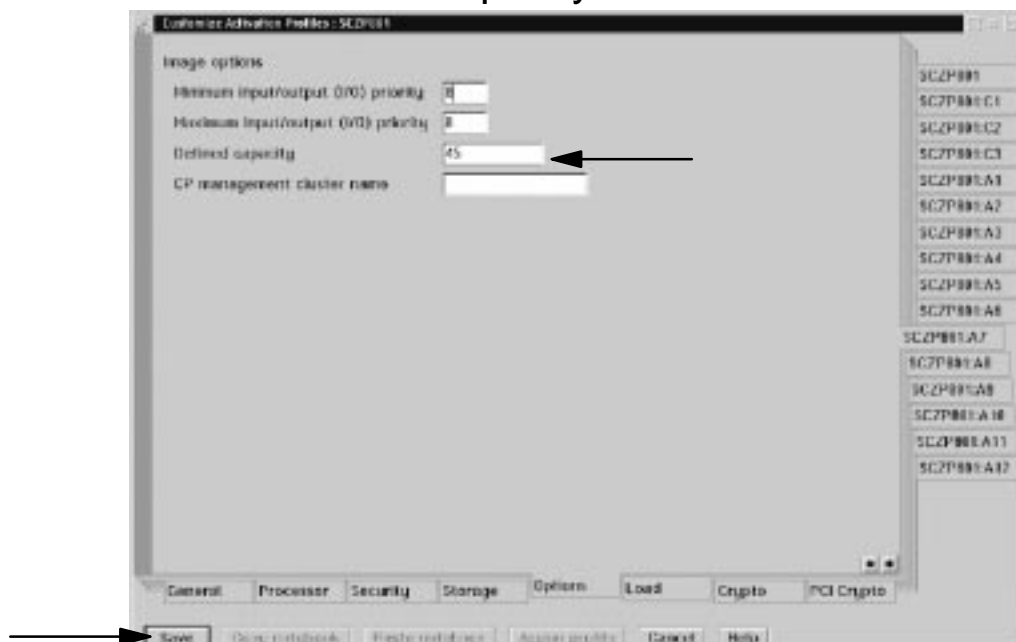
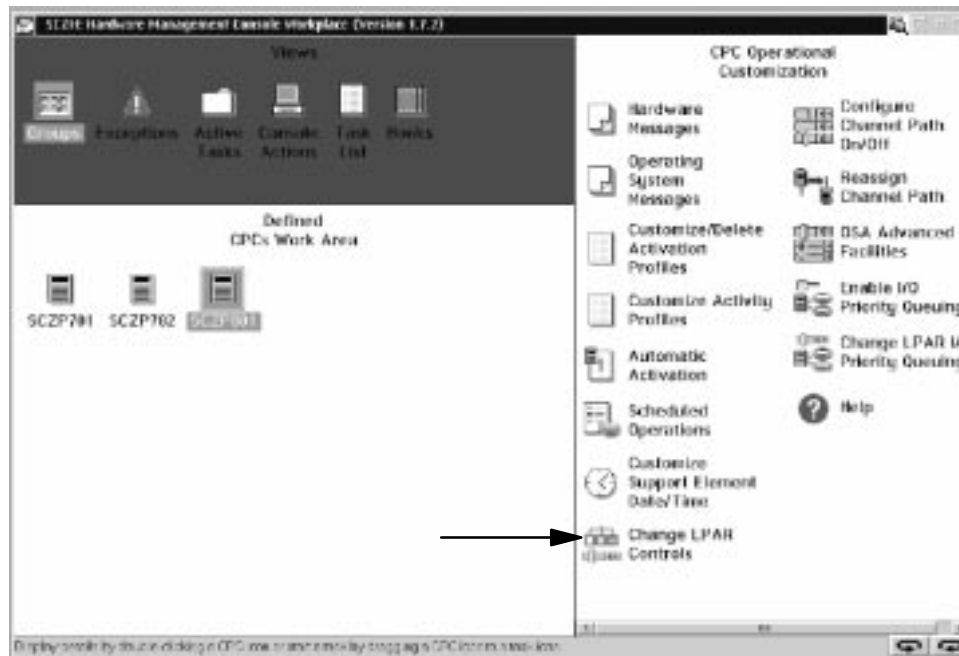


Image Options

Defined capacity - 45 MSUs



Changing a Defined Capacity



Change Logical Partition Controls



Changing Defined Capacity



Change recorded by SMF

Change Logical Partition Controls

Last reset profile attempted: SCZP801
Input/output configuration data set (IODS): A2 IODF 26

Logical Partition	Active	Defined Capacity	Current Weight	WLM Managed	Initial Processing Weight	Minimum Processing Weight	Maximum Processing Weight	Initial Capping	Current Capping
A1	Yes	0							No
A2	Yes	0							No
A3	Yes	0							No
A4	Yes	0							No
A5	Yes	0	300		300	10	0		No
A6	Yes	0	300		300	10	0		No
A7	Yes	55	300		300	10	0		No
A8	Yes	0	300	<input checked="" type="checkbox"/>	300				No
A9	Yes	0	300	<input checked="" type="checkbox"/>	300				No

Save to profiles Change running system Save and change Reset Cancel Help

SMF 70 Records in z/OS



- ▲ SMF70 in z/OS contains the LPAR MSU values
 - RMF Post Processor Partition Data Report will show:
 - Capacity of an LPAR in MSUs
 - CPU usage of an LPAR in MSUs
 - Percentage of time an LPAR was soft capped

RMF Report



```

----- PARTITION DATA ----- -- LOGICAL PARTITION PROCESSOR DATA --

NAME      S  WGT  DEF  ACT  DEF  WLM%  NUM  TYPE  -----DISPATCH TIME DATA-----
                                EFFECTIVE          TOTAL
NP1        A   400   0    5  NO    0.0   4   CP   00.02.27.649  00.02.30.388
NP2        A   200   0    5  NO    0.0   4   CP   00.02.28.330  00.02.30.449
NP3        A   200   0   65  NO    0.0   4   CP   00.31.47.073  00.31.47.881
NP4        A   400  50   54  NO   86.7   4   CP   00.26.46.161  00.26.45.617
NP5        A   850  50    5  NO    0.0   5   CP   00.02.14.117  00.02.16.743
CB88       A    10   0    0  NO    0.0   2   CP   00.00.00.000  00.00.00.000
CFC1       A   DED   0   30    0.0   1   CP   00.14.59.839  00.14.59.862
CFC2       A   DED   0   30    0.0   1   CP   00.14.59.945  00.14.59.963
*PHYSICAL*
TOTAL                                     01.35.43.117  01.36.41.158
  
```

Data Collection Environments



	z900	non z900 hardware	multiple mainframe machines
z/OS	analyze data, produce report		analyze data, produce report for 1st z900 in input dataset
mixed z/OS and OS/390	analyze data, produce report		analyze data, produce report for 1st z900 in input dataset
OS/390			
MVS			

Software Set-up



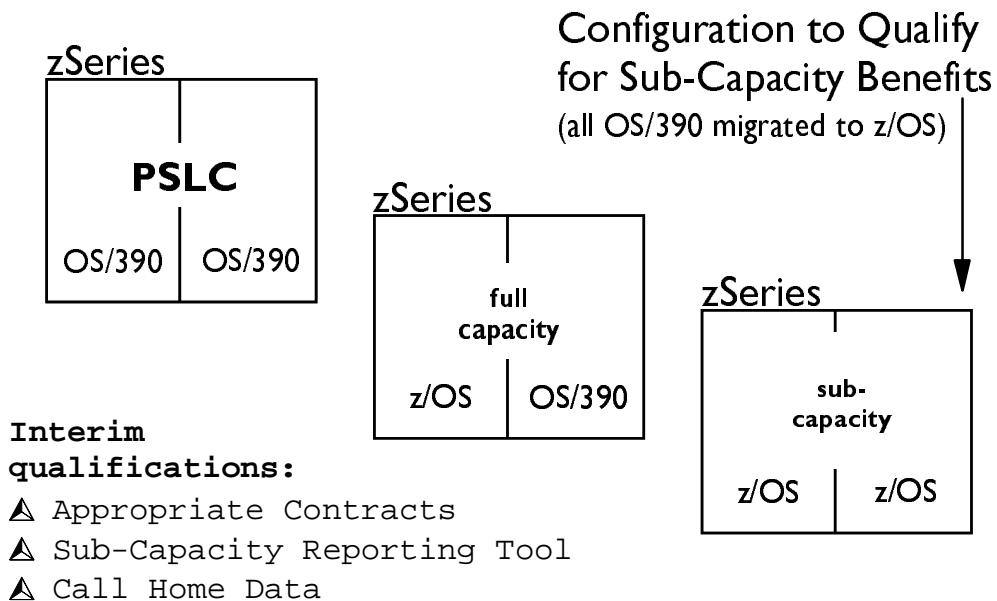
- ▲ SMF Requirements
 - Collect SMF 70 and 89 records
 - All z/OS images in the machine
- ▲ Data collection requirements
 - A full month of data
- ▲ SMF 70 records considerations
 - Requires RMF
 - Other softwares (BMC's CMF)

Sub-capacity Pricing

Implementing Sub-Capacity Pricing



Qualifying for Sub-Capacity Pricing



zSeries Sub-Capacity Technology



z/Architecture

Unique Technology

- ▲ Defined Capacity
- ▲ Softcapping
- ▲ Rolling 4-Hour Average

Function Available

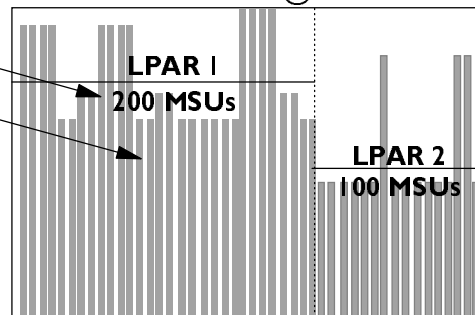
30 March 2001 with

- ▲ z900 Hardware
- ▲ z/OS Operating System

Implemented Through

- ▲ z/OS Workload Manager
- ▲ z900 LPAR Technology

zSeries Model III rated @ 350 MSUs



50 MSUs of White Space to Support Spikes or Incremental Growth

Tools for Planning and Monitoring



Planning

- △ Download WLC Tool from WLC Web site
 - as-is, no-charge tool which analyzes SMF70s
 - runs on any OS/390 or z/OS environment
- △ Ask your IBM Rep about CP2000, the IBM Capacity Planning Tool

Real-Time Monitoring

- △ RMF Monitor III for z/OS V1R2+
- △ Vendor Tools

After-the-Fact Monitoring

- △ RMF Post-Processor, Partition Data Report for z/OS V1R1+
- △ Vendor Tools

Implementing LPAR Defined Capacity



Washington Systems Center FLASH!

- △ Any z/OS partition on a z900 with a defined capacity will be managed by WLM to that defined capacity
 - WLM calculates the rolling four hour average and apply soft cap if capacity exceeds the defined capacity
- △ This support is active whether or not sub capacity pricing is used
 - Including CECs which have both OS/390 and z/OS partitions active
 - Eligibility for WLC requires all active MVS partitions to be running z/OS
 - RMF PP in z/OS can be used to see the potential impacts of WLM soft capping on system capacity (CPU Activity via PDR report)

Recommendation: Do not specify a defined capacity for any z/OS partition unless the installation wants to enable the defined capacity support

ibm.com/support/techdocs/atmastr.nsf/PubAllNum/Flash10099

How Many MSUs for a Product



▲ WLC tool on the Web

- www-1.ibm.com/servers/eserver/zseries/wlc_lm/
- WLCTOOL.exe ==> WLCTOOL.bin
- Upload WLCTOOL.bin to host

▲ Run this tool against your RMF data - (1 Months data)

- View output with any spreadsheet
 - .csv file format

Workload License Charge Example



zSeries 900	LPAR1	LPAR2	LPAR3
z/OS	200	80	50
CICS	200		50
IMS	200	80	50
COBOL			50

IBM Price Based On:

z/OS - 330 MSUs
CICS - 250 MSUs
IMS - 330 MSUs
COBOL - 50 MSUs

Excel Workbook Showing Results



	A	B	C	D	E
1	Customer Name	ILLINOIS			
2	System Name	A1HO			
3	Serial Number	10A8E			
4	Machine Description	2064-110			
5	Capacity (MSUs)	327			
6			LPAR ILIO01	LPAR ILIO01	LPAR MNRO22
7	Date of RMF Interval	Time of RMF Interval	Avg MSUs/interval	Rolling 4-Hr Avg	Avg MSUs/interval
8	2-Apr-01	1:30	69** (Not Available)		72** (Ni
9	2-Apr-01	2:00	80** (Not Available)		48** (Ni
10	2-Apr-01	2:30	63** (Not Available)		43** (Ni
11	2-Apr-01	3:00	29** (Not Available)		13** (Ni
12	2-Apr-01	3:30	21** (Not Available)		18** (Ni
13	2-Apr-01	4:00	28** (Not Available)		17** (Ni
14	2-Apr-01	4:30	20** (Not Available)		14** (Ni
15	2-Apr-01	5:00	11	40	10
16	2-Apr-01	5:30	12	33	12
17	2-Apr-01	6:00	15	25	11
18	2-Apr-01	6:30	21	19	23
19	2-Apr-01	7:00	27	19	35
20	2-Apr-01	7:30	45	22	21
21	2-Apr-01	8:00	46	25	20
22	2-Apr-01	8:30	73	31	45
23	2-Apr-01	9:00	86	41	56
24	2-Apr-01	9:30	96	51	72
25	2-Apr-01	10:00	105	63	69
26	2-Apr-01	10:30	116	74	96

Sub-capacity Pricing

Sub-Capacity Reporting Tool (SCRT)



WLC Sub-Capacity Terms and Conditions



Prerequisites

- △ z900 with z/OS, no other MVS-based operating system
- △ New WLC attachment signed, Z125-6516 (US only)
- △ Revised WLC Exhibit, Z125-6324-05(US)
- △ Customer provides call home and other required information
 - Frequency as set by IBM

Required process

- △ Obtain Sub-Capacity Reporting Tool (SCRT)
- △ Install any required service
- △ Collect SMF data required by SCRT
- △ Retain SMF data for a minimum of 6 months
- △ Use SCRT to process SMF data
- △ Provide an initial Sub-Capacity Report for the first full reporting period, to qualify for sub-capacity for the next reporting period

WLC Sub-Capacity T's and C's, continued



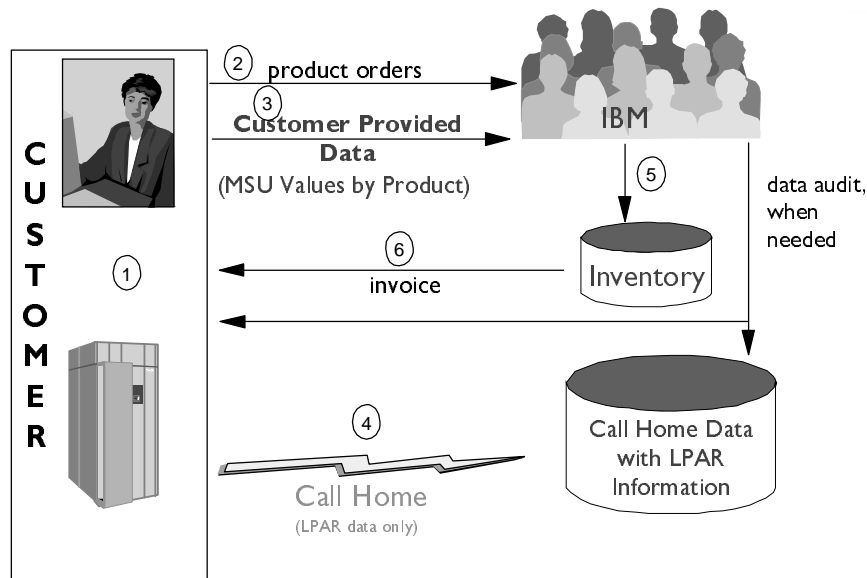
Required information process, continued

- △ Submit a Sub-Capacity Report to IBM each month if the highest product defined capacity MSU value has changed from the previous month; or for the last reporting period of a calendar quarter, if there were no changes in the first two months of the quarter
 - Sub-Capacity Reports are considered to be orders, resulting in billing increases or decreases
- △ Configure systems to send data via z900 call home facility

IBM Reserves the Right To.....

- △ Ask for explanations of the data on the Sub-Capacity Reports
- △ Ask to see up to 6 months of SMF data
- △ Compare the call home data to Sub-Capacity Reports
- △ Compare z/OS values on Sub-Capacity Reports to IPLA Tool orders

End to End: Sub-Capacity Process



Sub-Capacity Reporting Process



▲ Submit Data to IBM:

- Sub-Capacity Report
- Call Home Data

▲ Sub-Capacity Report

- Customer to Provide Required Data
- Planned Sub-Capacity Reporting Tool Will:
 - Analyze and Report on 30 days of SMF data on z900 Machine
- Tool Planned to be Available for Download Tool from WLC Website
- Send Data Once per Month, if Environment Changes
- Send Data Once per Calendar Quarter, if Environment Does Not Change

▲ Call Home Data

- Utilize Existing Call Home Facility (no change to facility)
- Send Data Once per Week

Sub-Capacity Reporting Tool (SCRT)



- ▲ SCRT is a reporting tool
 - Compiles and reports customer data
 - Highest MSU level per product, LPAR data
 - Notes some errors
 - Does not enforce WLC T's and C's
- ▲ Instructions and User Guide available on the SCRT site

SCRT Overview,continued



- ▲ Download SCRT from the WLC Website
 - http://www.ibm.com/zseries/wlc_lm/tool.html
- ▲ Run SCRT for each zSeries Machine
 - tool outputs a flat, comma-separated-value, text file
- ▲ View and Edit Sub-Capacity Report Output
- ▲ Output includes information on LPAR Capacities and VWLC Products
 - host: use XEDIT or other text editor
 - desktop: use Microsoft Excel, Lotus 1-2-3 or text editor

Using the Sub-Capacity Reporting Tool



Expected Elements:

preparation:

- ✓ collect SMF70
- ✓ collect SMF89
- ✓ download tool

execution:

- ✓ segregate and concatenate one month of SMF70/SMF89
- ✓ run tool against data, producing Data Delimited text Output File

submission:

- ✓ view/update Output File using spreadsheet package
- ✓ e-mail Output File to IBM

Planned Output: Sub-Capacity Reporting Tool



Update Fields
Marked with
"XXXXXX" in the
Sub-Capacity
Reporting Tool
Output Data File.

===== SUB-CAPACITY REPORT =====			
Run Date/Time	05 Sept 2001 - 12:46		
Name of Person Submitting Report:	XXXXXX		
E-Mail Address of Report Submitter:	XXXXXX		
Phone Number of Report Submitter:	XXXXXX		
Customer Name	THEBIBANK		
Machine Serial Number	12345		
Machine Type and Model	2064-111		
Machine Rated Capacity (MSUs)	350		
Purchase Order Number	XXXXXX		
Customer Comments	XXXXXX		
The data supplied in this sheet will be used to adjust your billing for all VWLC Programs on this machine. In accordance with our agreement, IBM will treat a change in product licensed capacity as an order. If the MSUs have increased since the last report, your billing will increase. For any VWLC Program, the total number of MSUs should not exceed the rated machine capacity. Note: This report is expected to provide a "% data collected" > 95% and data reporting period beginning on the 2nd of the previous month and ending on the 1st of the current month.			
===== TOOL INFORMATION =====			
Tool Release Date	14 Sept 2001		
Data Start Date	02 Sept 2001		
Data End Date	01 Oct 2001		
% Data Collected	99% for 30 days		
Any MVS or OS/390?	NO	<- If yes, ineligible for sub-CEC	
Any z/OS running as VM guest?	NO	<- If yes, manual calc req'd	
===== PRODUCT SUMMARY INFORMATION =====			
VWLC Product Name	VWLC Prod Tool MSUs	Cust MSUs	Customer Comments
z/OS V1	5694-A01	300	XXXXXX
DB2 for MVS/ESA V4	5695-DB2	0	XXXXXX
DB2 UDB for OS/390 V7	5675-DB2	0	XXXXXX
DB2 UDB for OS/390 V6	5645-DB2	200	XXXXXX
IBM DB2 for OS/390 Version 5	5655-DB2	0	XXXXXX
QMF MVS Version 3	5706-254	0	XXXXXX
CICS TS for OS/390 V2	5697-E93	0	XXXXXX
CICS TS for OS/390	5655-147	300	XXXXXX

Product Summary Information



PRODUCT SUMMARY INFORMATION				
VWLC Product Name	VWLC Product I	Tool MSUs	Customer MSUs	Customer Comments
z/OS V1	5694-A01	332	XXXXX	
DB2 for MVS/ESA V4	5695-DB2	0	XXXXX	
DB2 UDB for OS/390 V7	5675-DB2	0	XXXXX	
DB2 UDB for OS/390 V6	5645-DB2	132	XXXXX	
IBM DB2 for OS/390 Version 5	5655-DB2	0	XXXXX	
QMF MVS Version 3	5706-254	0	XXXXX	
CICS TS for OS/390 V2	5697-E93	0	XXXXX	
CICS TS for OS/390	5655-147	132		100 relocated CICS
CICS/ESA V4	5655-018	0	XXXXX	
MQSeries MVS/ESA	5695-137	0	XXXXX	
MQSeries for OS/390	5655-F10	0	XXXXX	
MQSERIES FOR OS/390 V2.1	5655-A95	200	XXXXX	
IMS V7	5655-B01	0	XXXXX	
IMS/ESA V6	5655-158	200	XXXXX	
IMS/ESA V5	5695-176	0	XXXXX	
Netview Perf Mon	5655-043	N/A	XXXXX	
Tivoli NetView	5697-B82	N/A	XXXXX	
OPC	5697-OPC	N/A	XXXXX	
Lotus Domino for S/390	5655-B86	N/A	XXXXX	
System Automation for OS/390	5645-005	N/A	XXXXX	
System Automation OS/390 V2	5645-006	N/A	XXXXX	
COBOL for OS/390 & VM V2	5648-A25	N/A	XXXXX	
VA PL/I for OS/390	5655-B22	N/A	XXXXX	
IBM Enterprise PL/I for z/OS and OS/390	5655-G31	N/A		100 From LPAR A
IBM Enterprise Cobol for z/OS and OS/390	5655-G53	N/A		32 From LPAR B

N/A for no
SMF 89s

Customer Verification Sections



DETAIL DATA SECTIONS - FOR CUSTOMER ANALYSIS PURPOSES ONLY					
DETAIL LPAR DATA SECTION (Only Intervals with Changes Are Shown)					
Interval	LPAR A	LPAR B	LPAR C		
02 Sept 2001 - 00:00	75	32	175		
10 Sept 2001 - 00:00	100	32	175		
15 Sept 2001 - 00:00	100	32	200		
01 Oct 2001 - 23:45					
MAX ==>>>	332				
MAX Interval ==>>	15 Sept 2001 - 00:00				
PRODUCT SUMMARY DRILL DOWN					
VWLC Product Name	VWLC Product	HIGHEST	DATE/TIME	2nd HIGHEST	DATE/TIME
z/OS V1	5694-A01	332	15 Sept 2001 - 00:00	307	10 Sept 2001 - 00:00
DB2 for MVS/ESA V4	5695-DB2	0		0	
DB2 UDB for OS/390 V7	5675-DB2	0		0	
DB2 UDB for OS/390 V6	5645-DB2	132	10 Sept 2001 - 00:00	107	02 Sept 2001 - 00:00
IBM DB2 for OS/390 Version 5	5655-DB2	0		0	
QMF MVS Version 3	5706-254	0		0	
CICS TS for OS/390 V2	5697-E93	0		0	
CICS TS for OS/390	5655-147	132	12 Sept 2001 - 00:00	100	12 Sept 2001 - 00:00
CICS/ESA V4	5655-018	0		0	
MQSeries MVS/ESA	5695-137	0		0	
MQSeries for OS/390	5655-F10	0		0	
MQSERIES FOR OS/390 V2.1	5655-A95	200	15 Sept 2001 - 00:00	175	02 Sept 2001 - 00:00
IMS V7	5655-B01	0		0	
IMS/ESA V6	5655-158	200	15 Sept 2001 - 00:00	175	02 Sept 2001 - 00:00
IMS/ESA V5	5695-176	0		0	

z900 Sub-capacity Pricing and VM



z900 - 325 MSUs

LPAR A 100 MSUs	LPAR B 50 MSUs	LPAR C 150 MSUs			LPAR D linux
SYS1 CICS DB2	SYSA DB2 z/OS	SYSB IMS z/OS	SYSC IMS z/OS	linux	
z/OS	z/VM	z/VM			

Using the MSU values calculated by the SCRT, the following licenses are required:

z/OS LPAR A (100) + LPAR B (50) + LPAR C (150) = 300 MSUs

CICS LPAR A (100) = 100 MSUs

DB2 LPAR A (100) + LPAR B (50) = 150 MSUs

IMS LPAR C (150) = 150 MSUs

z/VM Flat, regardless of placement on z900 (not covered by SCRT)

SCRT Summary - z/VM



LPAR A

PRODUCT SUMMARY INFORMATION							
VWLC Product Name	VWLC Product ID	Tool MSUs	Customer MSUs	Customer Comments	*SYSA	*SYSB	*SYSC
z/OS V1	5694-A01	100	XXXX		50	150	150
DB2 for MVS/ESA V4	5695-DB2	0	XXXX				
DB2 UDB for OS/390 V7	5675-DB2	0	XXXX				
DB2 UDB for OS/390 V6	5645-DB2	100	XXXX		50		
IBM DB2 for OS/390 Version 5	5655-DB2	0	XXXX				
QM/FP MVS Version 3	5706-254	0	XXXX				
QICSTs for OS/390 V2	5697-E93	0	XXXX				
QICSTs for OS/390	5655-147	100	XXXX				
QIC/ESA V4	5655-018	0	XXXX				
MQSeries MVS/ESA	5695-137	0	XXXX				
MQSeries for OS/390	5655-F10	0	XXXX				
MQSeries for OS/390 V.2.1	5655-A95	0	XXXX				
IMS V7	5655-B01	0	XXXX			150	150
IMS/ESA V6	5655-158	0	XXXX				
IMS/ESA V5	5695-176	0	XXXX				

VM guests *SYSA, *SYSB, and *SYSC

Customer Updated Report Manually



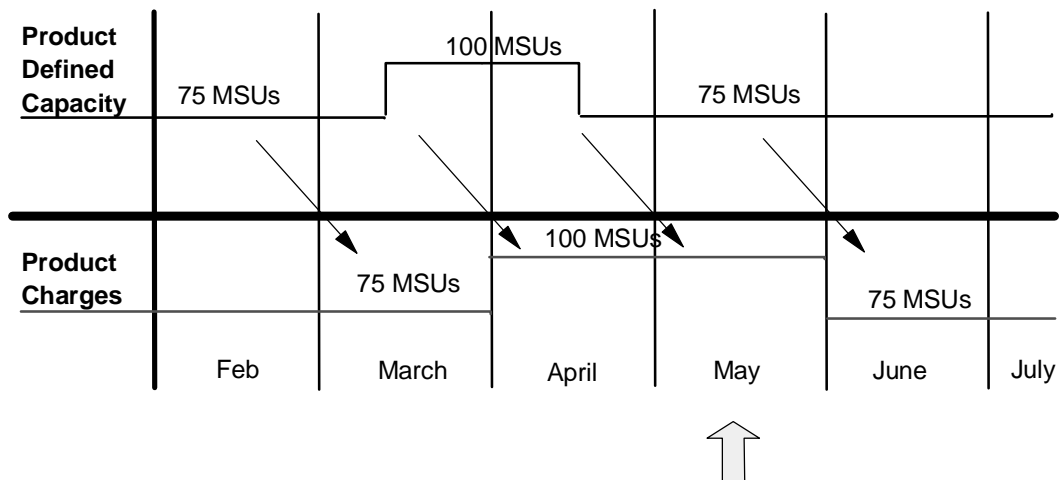
Updates

PRODUCT SUMMARY INFORMATION											
WWLC Product Name	WWLC Product ID	Tool MSUs	Customer MSUs	Customer Comments		*SYSA	*SYSB	*SYSC			
z/OS V1	5694-A01	100	300	added VM guests		50	150	150			
DB2 for MVS/ESA V4	5695-DB2	0									
DB2 UDB for OS/390 V7	5675-DB2	0									
DB2 UDB for OS/390 V6	5645-DB2	100	150	added VM guests		50					
IBM DB2 for OS/390 Version 5	5655-DB2	0									
QM/ MVS Version 3	5706-254	0									
QCS TS for OS/390 V2	5697-E93	0									
QCS TS for OS/390	5655-147	100									
QCS/ESA V4	5655-018	0									
MQSeries MVS/ESA	5695-137	0									
MQSeries for OS/390	5655-F10	0									
MQSERIES FOR OS/390 V.2.1	5655-A95	0									
IMS V7	5655-B01	0	150	added VM guests			150	150			
IMS/ESA V6	5655-158	0									
IMS/ESA V5	5695-176	0									

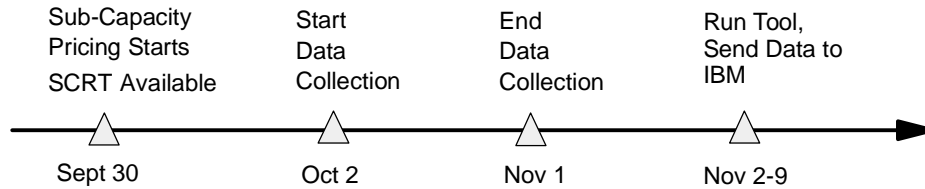
Monthly Charges



Charges For the Next Month Are Based on the Highest MSU Value In the Reporting Period



Timing for WLC Sub-Capacity Pricing

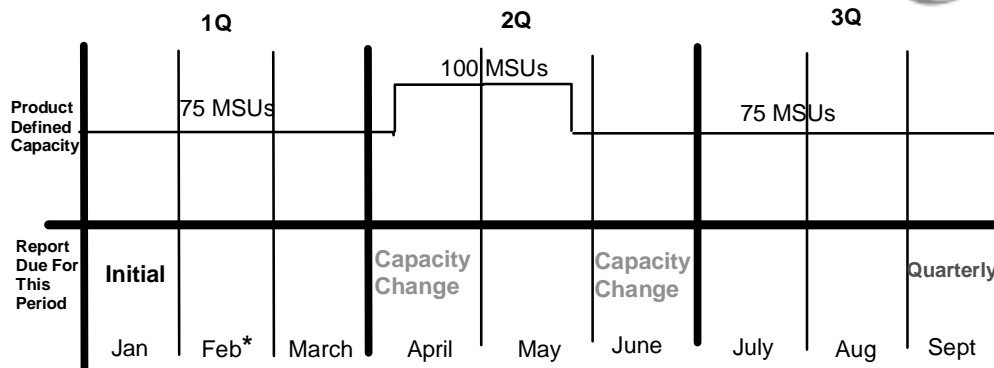


Sub-Capacity Prices Used *

November 1 if Monthly Charge or
Next Transition Program Calculation or
Next Software Contract Calculation

* If data is sent between November 2 & 9

Sending Reports to IBM



Rules:

To start: send an initial report

Changes: send a report when the peak MSU number changes (product defined capacity change)

No changes: send a report for the third reporting period in a calendar quarter if a report has not been sent for the first two reporting periods

* First month of sub-capacity charges

SCRT Report Checklist



- ▲ Was the report generated using the most current level of the SCRT?
- ▲ Was the report generated using the minimum set of SMF data as input?
- ▲ Did you supply the required information not generated by the tool?
- ▲ Have you reviewed all PDCs generated by the SCRT, and provided alternate values where appropriate?

SCRT Report Checklist (*continued*)



- ▲ Have you provided PDCs for any VWLC products that do not generate SMF type 89 records?
- ▲ Are you licensed for all the products for which a PDC is specified on this report?
- ▲ Have you already submitted a report for this reporting period?
- ▲ Have any conditions been detected by the SCRT that would indicate this machine is not eligible for sub-capacity charges?

AD and DM Tool Sub-Capacity Process



- ▲ Customer must qualify for WLC sub-capacity
 - z900, z/OS (no other MVS-based operating systems), signs WLC attachment, collects SMF data and runs Sub-Capacity Report
- ▲ Customer submits tool order
 - Determine the MSUs needed for each machine on which the tool will run
 - Full capacity: non-z900 machines, z900 machines with multiple MVS-based operating systems, z900 machines with only z/OS that do not qualify for sub-capacity
 - Sub-capacity: z900 machines with z/OS that do qualify for sub-capacity - use the z/OS product defined capacity

AD and DM Tool Sub-Capacity Process



- ▲ IBM converts the ordered MSUs to Value Units
- ▲ Each month the customer may check the z/OS product defined capacity, using the SCRT report, for machines where the tool is priced at sub-capacity
 - z/OS capacity increase - check entitlement, order more MSUs if necessary
 - z/OS capacity decrease - use extra entitlement elsewhere

AD and DM Tool Sub-Capacity Process



- ▲ Customer checks tool licenses on other machines, and orders additional capacity if necessary
- ▲ Orders are aggregated with previous entitlement, for pricing for the IPLA product

Overview: S/390 IPLA Charges



License:

- ▲ Provides Right to Use the Product
- ▲ Products not Licensed to a Specific Machine
- ▲ Products can be Moved By Customer
- ▲ One Time Charge
- ▲ Priced with Value Units, Based on MSUs
- ▲ Orders Aggregated

Subscription and Support:

- ▲ Provides Future Releases and Versions, Level 1/2/3 Support
- ▲ Annual Recurring Charge, Automatically Renewed
- ▲ Priced with Value Units, Based on MSUs
- ▲ Orders Aggregated

	MSUs	Value Units/MSU
Base	1-3	1.0
Tier A	4-45	.45
Tier B	46-175	.36
Tier C	176-315	.27
Tier D	316+	.20

Order Example for IPLA Tools



60	60	27
CICS TS DB2	DB2 PM	
z/OS	z/OS	VM

2064-104 147 MSUs

25	75	100	83
	CICS TS DB2	DB2 PM	Linux
VM	z/OS	z/OS	

2064-109 283 MSUs

109
CICS TS DB2 DB2 PM
z/OS

9672-R66 109 MSUs

Machine DB2 PM MSUs

2064-104	120
2064-109	175
9672-R66	109

Total Required Capacity: 404 MSUs

Sub-capacity Pricing

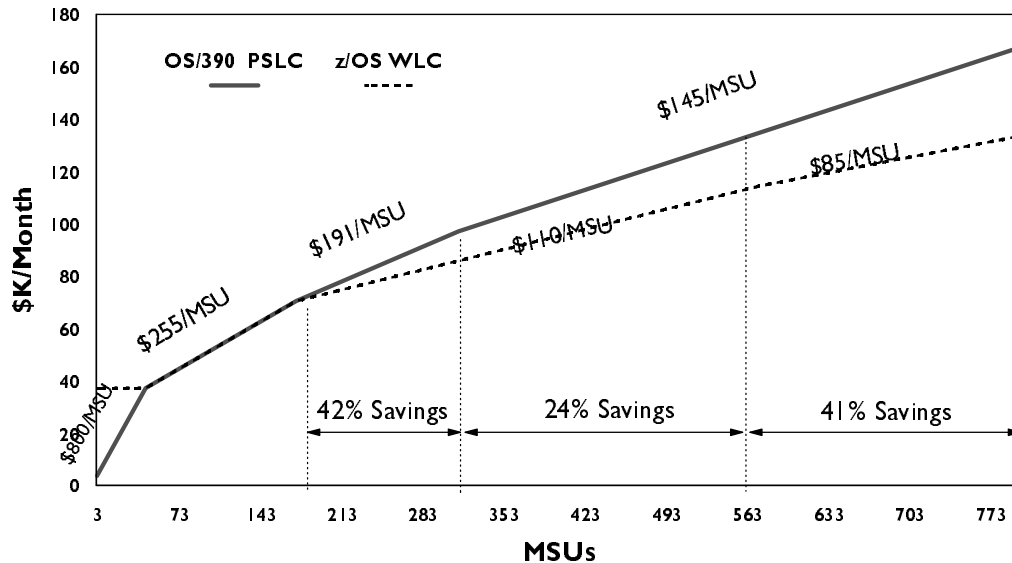
Workload License Charges Financial Overview



z/OS WLC Pricing



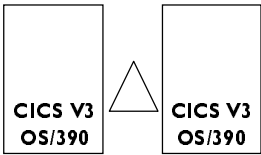
Potential Financial Benefit



Flat WLC Pricing



Potential Financial Benefit

Starting Point: 9672-X67 148 MSUs 9672-X67 148 MSUs 		CICS V3	WLC <i>about 350 MSUs</i>	WLC Growth <i>about 450 MSUs</i>
PSLC Pricing: CICS V3 296 MSUs \$27K/month		Case One Consolidation	One 2064-111 350 MSUs \$15K/month	One 2064-116 441 MSUs \$15K/month
		Case Two Vertical Growth	Two 2064-105s 346 MSUs \$30K/month	Two 2064-107s 450 MSUs \$30K/month
		Case Three Horizontal Growth	Three 2064-103s 336 MSUs \$45K/month	Four 2064-103s 448 MSUs \$60K/month
			hypothetical PSLC \$31K/month	hypothetical PSLC \$37K/month

WLC Defined Capacity



Potential Financial Benefit

zSeries Model 108

245 MSUs

25 MSUs of White Space

LPAR 1 110 MSUs				LPAR 2 110 MSUs			
DB2 V6				CICS TS			
Operating System				DB2 V6			
1	2	3	4	5	6	7	8

	PSLC MSUs	PSLC Bill	WLC MSUs	WLC Bill
CICS	245	\$28K	110	\$20K
DB2 V6	245	\$25K	220	\$26K
OS	245	\$82K	220	\$75K
total		\$135K		\$121K
	OS/390 = PSLC		z/OS = WLC	

CICS 29% decrease based on Defined Capacity

DB2 .5% increase based on new VWLC price point

Operating System 9% decrease based on z/OS Price Point Decrease & Defined Capacity

Potential WLC Financial Benefits



Summary

z/OS Operating System Price Points

- Under WLC, z/OS is less expensive than OS/390 above 1000 MIPS

Flat Product Pricing

- Flat WLC Structure Allows Machine Growth without an increase in Software Costs
- Depending on Configuration, Machine Consolidation may potentially drive additional Flat WLC Savings

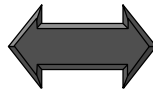
Defined Capacity

- Once you are running only z/OS on a zSeries machine with the IBM License Manager or the interim Sub Capacity Reporting Tool (subject to terms), you can take advantage of defined capacity pricing for Variable WLC products

Sub-capacity Pricing

Sub-Capacity End-to-End Details

Vendors, Transition Program, Price Assurance, Roadmap



Vendors Participate in WLC?



IBM Strategy

- △ Re-Engage in Tools Market by Developing Competitively priced Data Management and Application Development Tools
- △ Leverage and Utilize Open Standards in the Marketplace
- △ Provide technology to Vendors

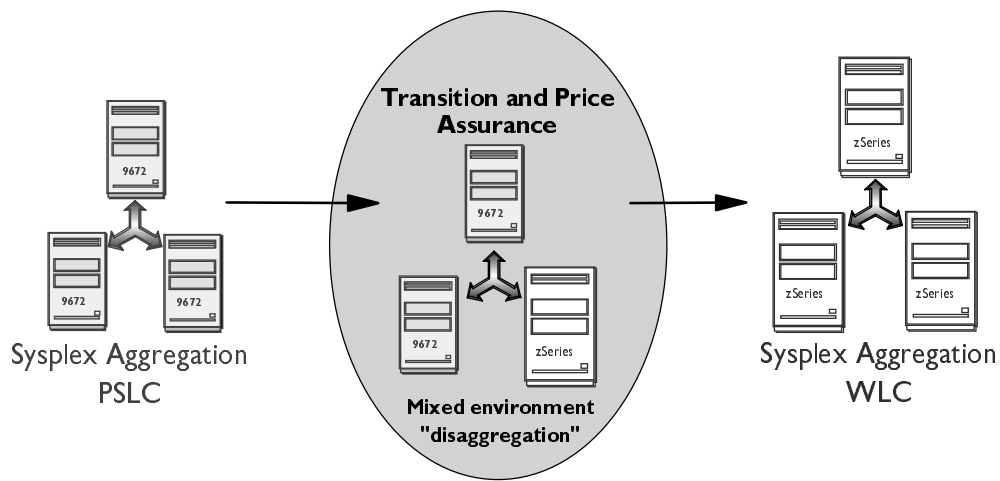
Technologies for Vendors

- △ **Both Phases:** Vendors May Utilize Virtual Server Callable Service (QVS)
- △ **Phase One:** Vendors May Leverage Sub-Capacity Report
- △ **Phase Two:** Vendors May Utilize License Manager (Open Standards)

ISVs with Announced Support for Sub-Capacity

- △ Allen Systems Group
- △ BMC Press Release
- △ Candle Press Release
- △ Isogon Press Release
- △ Compuware Press Release

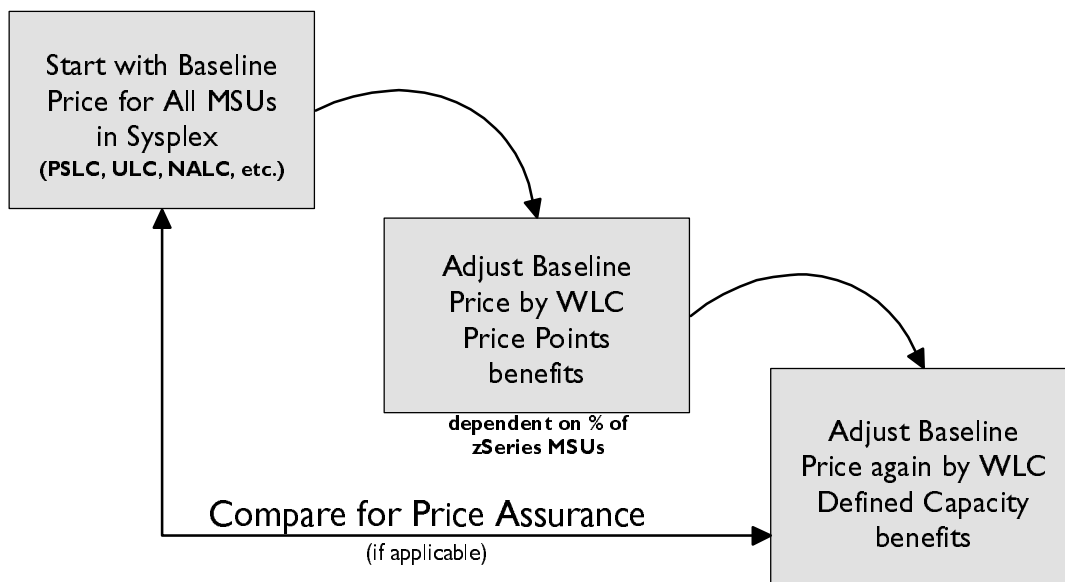
Transition Program



Transition Program/Price Assurance



One Transition Plan, One Price Assurance per Sysplex



Price Assurance Example



Purpose: Ensure zSeries Customers Benefit From WLC
If Not, Customers Revert to Existing Pricing Models

2 x G6 Model ZZ7 1 x zSeries Model 105	z/OS and OS/390
Transition Program @ 749 MSUs (24% zSeries MSUs)	\$500K
Existing Models @ 749 MSUs (PSLC, Usage, NALC) referred to as "Ceiling"	\$475K
Price Assurance Applies?	YES

1 x G6 Model ZZ7 2 x zSeries Model 108	z/OS
Transition Program @ 803 MSUs (65% zSeries MSUs)	\$600K
Existing Models @ 803 MSUs (PSLC, Usage, NALC) referred to as "Ceiling"	\$675K
Price Assurance Applies?	NO

Qualification:

- ▲ Implemented through Transition Program
- ▲ zSeries standalone machine or sysplex (zSeries Model 102 or larger)
- ▲ Lasts until earliest of:
 - End of Transition Program
 - December 31, 2003
 - WLC charges are equal to or lower than 'Ceiling' charges

Summary: Pricing Models Reviewed



	z/OS and Key Middleware	Legacy zSeries Products	Database Management and Application Development Tools
Structure	Variable WLC	Flat WLC	Value Unit
Billing	Monthly License Charge	Monthly License Charge	One Time Charge plus S&S
Licensing Capacity	based on LPAR configuration	price per Server	based on z/OS licensed capacity
Product Examples	z/OS, DB2, CICS, IMS, MQSeries	Older Middleware, Compilers and Tools plus VM & VSE	DB2 and IMS Tools, AD Tools

Where to Get More Information



WLC Web site

ibm.com/servers/eserver/zseries/wlc_lm

ILM Web site

ibm.com/servers/eserver/zseries/zos/ilm

z/OS Publications

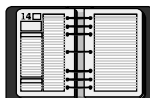
ibm.com/servers/eserver/zseries/zos/bkserv/

ILM Forum

www.listserv.uga.edu/archives/ibmlm-l.html

Sub-capacity Pricing

Reference Materials



Variable WLC Products



z/OS V1	MQSeries V1 MVS/ESA
DB2 Database Server V4	MQSeries for OS/390 V2.1
DB2 Database Server V5	MQSeries for OS/390 V5R2
DB2 UDB for OS/390 V6	Cobol for OS/390 & VM V2
DB2 UDB for OS/390 V7	VA PL/I for OS/390 V2
CICS V4	QMF V3 MVS
CICS Transaction Server V1	TME I/O NetView for OS/390
CICS Transaction Server V2	TME I/O OPC V2
IMS V5	NetView PM V2 MVS
IMS V6	System Automation for MVS V1
IMS V7	System Automation for OS/390 V2
	Domino V5 for S/390

Sub-Capacity Workload License Charges apply to
Variable Workload License Charge Products.

Value Unit Products



** AD Tools **

IBM Fault Analyzer
IBM File Manager
IBM Breeze for SCLM
IBM Cloud 9 for SCLM

** DB2 Tools **

IBM DB2 Administration
IBM DB2 Archive Log Compression Tool
IBM DB2 Automation Tool
IBM DB2 Bind Manager
IBM DB2 Change Accumulation Tool
IBM DB2 DataPropagator
IBM DB2 Diagnostic and Recovery Utilities
IBM DB2 Forms
IBM DB2 High Performance Unload
IBM DB2 Log Analysis Tool
IBM DB2 Object Comparison Tool
IBM DB2 Object Restore Tool
IBM DB2 Operational Utilities
IBM DB2 Path Checker
IBM DB2 Performance Monitor
IBM DB2 Query Monitor
IBM DB2 Recovery Manager
IBM DB2 Row Archive Manager
IBM DB2 SQL Performance Analyzer
IBM DB2 Table Editor
IBM DB2 Utilities Suite
IBM DB2 Web Query Tool



** IMS Tools **

IMS Library Management Utilities
IMS Advanced ACBGEN
IMS Image Copy Extensions
IMS Sequential Randomizer Generator
IMS High Performance Unload
IMS High Performance Load
IMS High Performance Prefix Resolution
IMS High Performance Pointer Checker
IMS Data Base Repair
IMS HD Compression- Extended
IMS ETO Support
IMS Program Restart Facility
IMS Performance Analyzer
IMS Recovery Saver
IMS Index Builder
IMS Connect
IMS Queue Control Facility
IMS Fast Path Basic Tools
IMS Fast Path Online Tools
IMS Data Base Integrity Control Facility
IMS High Performance Sysgen
IMS Command Control Facility
IMS MFS Reversal Utilities

Flat Workload License Charge Products



5655-007 - NETVIEW V3R1	5688-121 - TPNS V3
5688-197 - AD/C COBOL/370 V1	5695-013 - IBM COMPILER FOR REXX
5668-958 - VS COBOL II V1	5655-002 - ASF V3 FOR MVS
5685-111 - NETVIEW V2 MVS/ESA-CS	5695-101 - E.P.D.M.
5685-083 - CICS V3 MVS/ESA	5695-014 - IBM LIBRARY FOR REXX
5695-007 - OPC/A MVS/ESA V1	5655-A17 - IBM SMARTBATCH FOR OS/390
5685-DB2 - DB2 V3	5688-228 - APL2 MVS/VM V2
5685-016 - NETVIEW DM V1 MVS/XA	5688-216 - C/370 AD/C COMP.
5688-235 - AD/C PL/I MVS/VM V1	5688-188 - C/370 LIBR.
5685-093 - IMS/VS DB TOOLS V2	5685-106 - OV/MVS V1
5688-218 - CSP/370 AD V4	5695-010 - CICS VSAM RECOVERY /ESA V2
5665-366 - SDF/II	5688-206 - CSP/370RS V4
5648-092 - APPLICATION SYSTEM V	5648-142 - INFO V7 MVS
5685-108 - NETVIEW FTP V2 MVS	5685-013 - IMS/ESA TM V4
5668-806 - FORTRAN/390	5688-087 - VS FORTRAN COMP & LIBR
5695-171 - INFO V6 MVS	5655-102 - DB2 PM V4
5655-103 - DITTO/ESA FOR MVS V1	5695-041 - FAF V2
5688-008 - ESCON	5665-290 - DISOSS V3 MVS
5668-910 - OS PL/1 V2R1 COMP.&L	5685-151 - AOC V1 V1
5668-909 - OS PL/I V2	5695-042 - IODM/2 V2
	5648-A12 - IXFP SNAPSHOT
	5655-A23 - DPROPR Capture for MVS V5.1
	5685-101 - DW/370 MVS CICS V2
	5695-081 - CICSplex SM/ESA V1
	5688-132 - COMM SUBSYS FOR INTER

Web Sites



WLC Web site

▲ http://www.ibm.com/zseries/wlc_lm

Database Tools Web site

▲ <http://www.ibm.com/software/data/db2imstools>

Application Development Tools Web site

▲ <http://www.ibm.com/zseries/zos/pdpak/>

IBM License Manager Web site

▲ <http://www.ibm.com/zseries/zosilm>

z/OS Publications

▲ <http://www.ibm.com/servers/eserver/zseries/zos/bkserv/>

▲ "Planning for Workload License Charges" - revision available now

WLC Sales Information

▲ <http://w3.ibm.com/sales/systems/libmsm.nsf/docnames/s3skwlc>

Implementation of Sub-Capacity



	Phase One Interim Sub-Capacity Reporting Process	Phase Two IBM License Manager
Leveraging zSeries Sub-Capacity Technology	Defined Capacity Rolling 4-Hour Average Softcapping	Defined Capacity Rolling 4-Hour Average Softcapping
Submitting Sub-Capacity Data to IBM	Sub-Capacity Reporting Tool	IBM License Manager Reconciliation Process
Enforcing/Managing Software Terms and Conditions	Limited, based on reported data (IBM may audit)	IBM License Manager License Server & Agents

Sub-Capacity Example



Sub-Capacity Available only on z900 Servers Running z/OS

✓ Where **MVS** or **OS/390** are Not Running

✓ However, **z/VM, VM, VSE, Linux, TPF** permitted

zSeries Model 114 rated @ 410 MSUs

LPAR 1 200 MSUs	LPAR 2 80 MSUs	LPAR 3 50 MSUs	LPAR 4
File Manager DB2 V6 z/OS V1	File Manager IMS V6 z/OS V1	IMS V6 z/OS V1	Linux

Variable WLC:
z/OS - 330 MSUs
DB2 - 200 MSUs
IMS - 130 MSUs

Sub-Capacity Tools:
File Manager - 330 MSUs

Key Advantage:
Grow Hardware and
Software Independently

* Customer Must Provide Required Data for Sub-Capacity Eligibility