

# IBM Enterprise2013

## zOS036 – zBC12 and z/VSE V5

### Features, Functions, and Software Pricing



# Enterprise2013

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## Agenda

- ➔ § **IBM zEnterprise System**
- § **z/VSE Strategy and how it relates to zEnterprise**
- § **z/VSE Exploitation of zEnterprise**
- § **Pricing Strategy**



# IBM zEnterprise System - Best in Class Systems and Software Technologies: *A system of systems that unifies IT for predictable service delivery*



## Unified management for a smarter system: **zEnterprise Unified Resource Manager**

- § Part of the IBM System Director family, provides platform, hardware and workload management
- § Unifies management of resources, extending IBM System z® qualities of service across the infrastructure

The world's fastest and most scalable system:  
**IBM zEnterprise™ 196**  
**IBM zEnterprise™ 114**  
**IBM zEnterprise™ EC12**  
**IBM zEnterprise™ BC12**

- § Ideal for large-scale data and transaction serving and mission critical applications
- § Most efficient platform for large-scale Linux® consolidation
- § Leveraging a large portfolio of z/OS®, z/VSE™, and Linux on System z applications
- § Capable of massive scale up, 26 MIPS to more than 70 BIPS



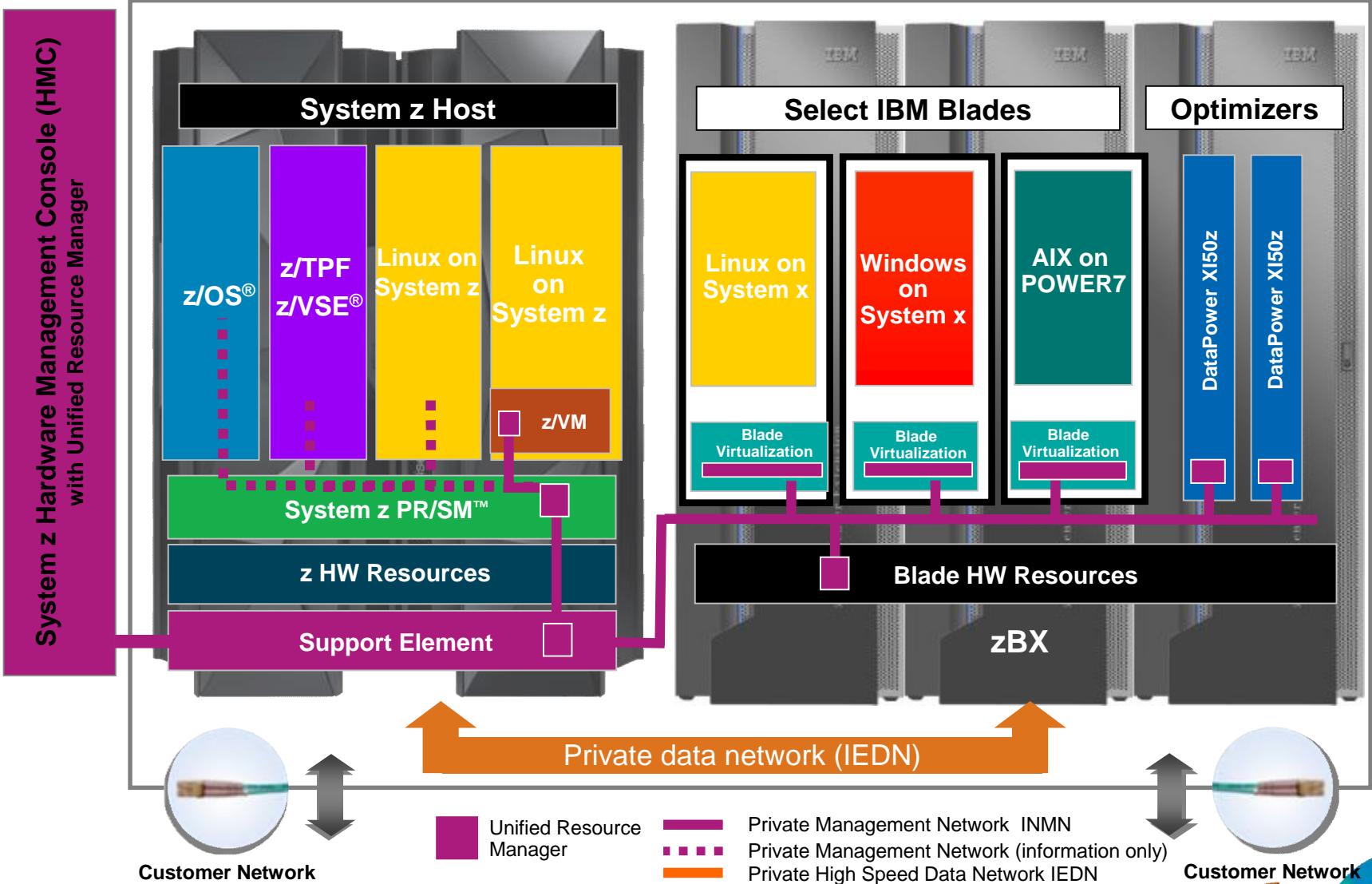
Scale out to a trillion instructions per second:  
**IBM zEnterprise BladeCenter® Extension (zBX)**

- § Selected IBM POWER7™ blades and IBM System x® Blades for tens of thousands of AIX®, Linux, and Windows applications
- § High performance optimizers and appliances to accelerate time to insight and reduce cost
- § Dedicated high performance private network

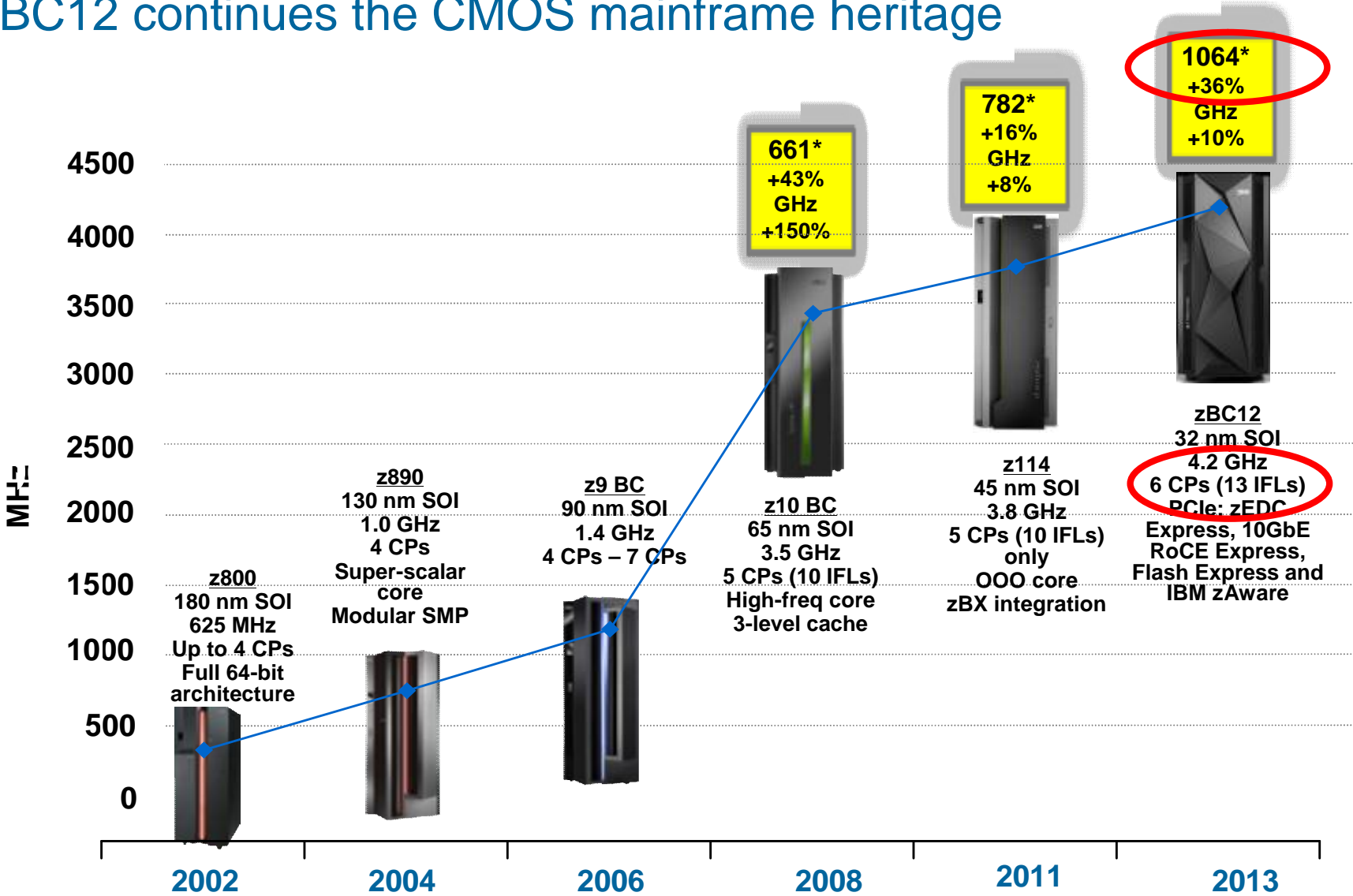


# Putting zEnterprise System to the task

*Use the smarter solution to improve your application design*



# zBC12 continues the CMOS mainframe heritage



\* MIPS Tables are NOT adequate for making comparisons of System z processors.





# IBM System z Business Class configuration comparisons

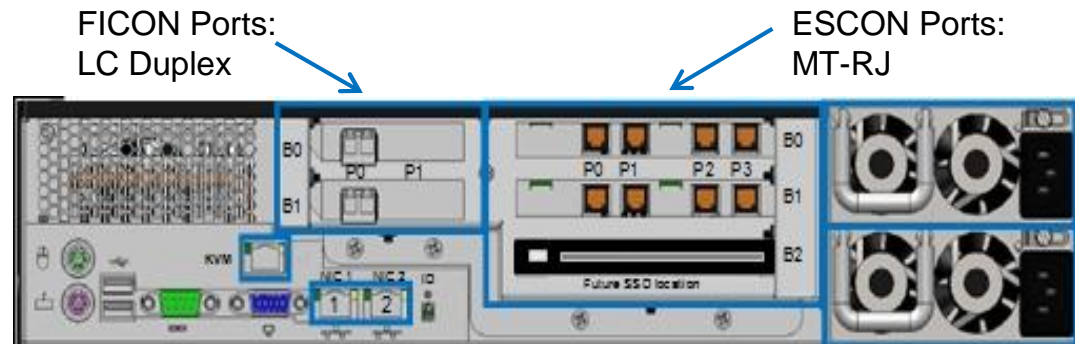
	z10 BC™ E10	z114 M05	z114 M10	zBC12 H06	zBC12 H13
Uniprocessor Performance	673 MIPS	782 MIPS		1064 MIPS	
z/OS Capacity	26-2760 MIPS	26 - 3139 MIPS		50 – 4958 MIPS	
Total System Memory	248 GB	120 GB	248 GB	240 GB	496 GB
Configurable Engines	10	5	10	6	13
Configurable CPs	0-5	0-5		0 – 6	
LPARS/LCSS	30/2	30/2		30/2	
HiperSockets	16	32		32	
I/O drawers/ PCIe I/O drawers	Up to 4	Up to 4	Up to 3	Up to 3 <sup>(1)</sup>	Up to 3 <sup>(1)</sup>
I/O slots per I/O drawer/ PCIe I/O drawer	8	8/32		8/32 <sup>(2)</sup>	
FICON® Channels	128	128		128 <sup>(3)</sup>	
OSA Ports	96	96		96	
ESCON® Channels	480	240		0 <sup>(4)</sup>	
IFB host bus Bandwidth PCIe Gen2 Bandwidth	6.0 GB/sec(IFB)	6.0 GB/sec (IFB) 8.0 GB/sec (PCIe)		6.0 GB/sec (IFB) 8.0 GB/sec (PCIe)	
ICB-4/ISC-3 <sup>(8)</sup> /PSIFB	12/48/12	0/48/8 -16	0/48/16 - 32	0 <sup>(5)</sup> /32/8 -16 <sup>(6)</sup>	0 <sup>(5)</sup> /32/16 - 32 <sup>(7)</sup>
zIIP/zAAP Maximum Qty	5	2	5	4 (with Max of 2 CPs)	8 (with Max of 4/5 CPs)
IFL Maximum Qty	10	5 (3139 MIPS)	10 (5390 MIPS)	6 (4958 MIPS)	13 (8733 MIPS)
ICF Maximum Qty	10	5	10	6	13
Capacity Settings	130	130	130	156	156
Upgradeable	Upgrade to z114 or zBC12	Upgrade to zBC12 H06, H13	Upgrade to zBC12 H06, H13	Upgrade H06 to H13, H13 to zEC12 Model H20 (Radiator-based air cooled only)	





## Optica PRIZM basics

- § A purpose-built appliance designed exclusively for IBM System z; enables ESCON devices to be connected to FICON channels or fabrics
- § Allows ESCON devices to connect to FICON channels and FICON fabrics/networks
  - Prizm also supports attachment of parallel (bus/tag) devices to FICON channels via ESBT module
- § Converts FICON channels (CHPID type FC) into ESCON channels:
  - § Available configurations: 1:2 (new), 1:4, and 2:8 [FICON : ESCON]
  - § 1:2 configuration available for customers with 1-4 legacy device ports (in single or dual Prizm design)
  - § Replace aging ESCON Directors with PRIZM (maintenance savings, and ESCD's announced as EOS)
- § Qualified by the IBM Vendor Solutions Lab in POK for all ESCON devices; qualified for connectivity to Brocade and Cisco FICON switching solutions
  - Refer to: <http://www.ibm.com/systems/z/hardware/connectivity/index.html>
    - Products -- > FICON / FCP Connectivity -- > Other supported devices
- § PRIZM is available via IBM Global Technology Services: ESCON to FICON Migration offering (#6948-97D)



# New innovations available on zBC12 (and zEC12)

<p>↗ SoD for z/VM, no support w/ z/VSE</p> <p><b>zEDC and zEDC Express</b></p>	<p>↗ SoD for z/VM, no support w/ z/VSE</p> <p><b>SMC-R and 10GbE RoCE Express</b></p>	<p>↗ No support w/ z/VM, no support w/ z/VSE</p> <p><b>Flash Express</b></p>	<p>↗ z/OS only</p> <p><b>IBM zAware</b></p>	<p>↗ Support w/ z/VM, support w/ z/VSE</p> <p><b>Hybrid Computing</b></p>
<p>Compress your data <b>4X*</b> (efficient system data compression)</p> <p>Up to <b>118X</b> reduction in CPU and up to <b>24X</b> throughput improvement when zlib uses zEDC **</p>	<p>Network latency reduced up to <b>80%</b> to improve service levels on web based claims and payment systems workloads***</p> <p>Up to <b>50%</b> CPU savings for FTP file transfers across z/OS systems versus standard TCP/IP ****</p> <p>Up to <b>48%</b> reduction in response time and <b>10%</b> CPU savings for a sample CICS workload exploiting IPIC using SMC-R versus TCP/IP *****</p> <p>Up to <b>40%</b> reduction in overall transaction response time for WAS workload accessing z/OS DB2 *****</p>	<p><b>19%</b> Reduction in total dump time for 36 GB standalone dump</p> <p><b>10x</b> Faster response time and <b>37%</b> increase in throughput compared to disk for morning transition</p> <p><b>28%</b> Improvement in DB2™ throughput leveraging Flash Express with Pageable Large Pages (PLP)</p>	<p>Difficult or unusual problems can be found in <b>2 clicks</b> not hours</p>	<p><b>240</b> Hybrid units shipped since inception</p> <p><b>84%</b> Lower TCA with fit for purpose cloud architectures</p> <p><b>35%</b> Lower infrastructure management costs</p>

\* The amount of data sent to an SMF logstream can be reduced by up to 75% using zEDC compression – reducing logger overhead

\*\* These results are based on projections and measurements completed in a controlled environment. Results may vary by customer based on individual workload, configuration and software levels

\*\*\* Based on internal IBM benchmarks of modeled z/OS TCP sockets-based workloads with request/response traffic patterns using SMC-R vs TCP/IP. The actual throughput that any user will experience will vary

\*\*\*\* Based on internal IBM benchmarks in a controlled environment using z/OS V2R1 Communications Server FTP client and FTP server, transferring a 1.2GB binary file using SMC-R (10GbE RoCE Express feature) vs standard TCP/IP (10GbE OSA Express4 feature). The actual CPU savings any user will experience may vary.

\*\*\*\*\* Based on internal IBM benchmarks using a modeled CICS workload driving a CICS transaction that performs 5 DPL (Distributed Program Link) calls to a CICS region on a remote z/OS system via CICS IP interconnectivity (IPIC), using 32K input/output containers. Response times and CPU savings measured on z/OS system initiating the DPL calls. The actual response times and CPU savings any user will experience will vary.

\*\*\*\*\* Based on projections and measurements completed in a controlled environment. Results may vary by customer based on individual workload, configuration and software levels.



# Agenda

§ IBM zEnterprise System

→ § z/VSE Strategy and how it relates to zEnterprise

§ z/VSE Exploitation of zEnterprise

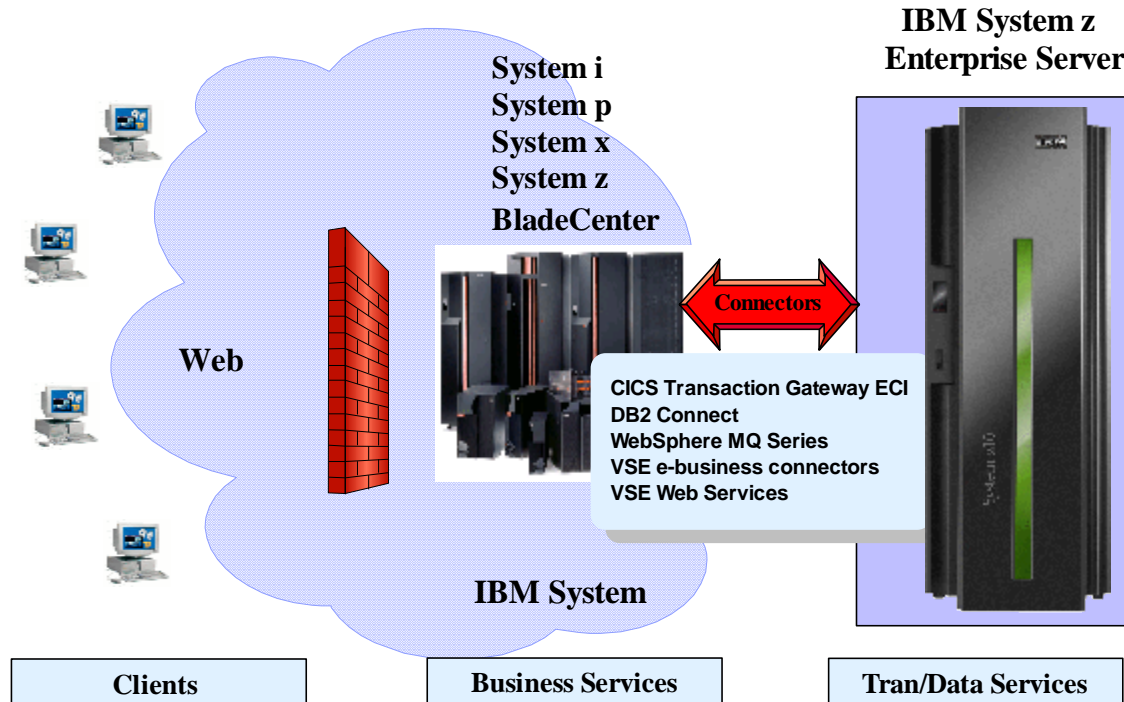
§ Pricing Strategy



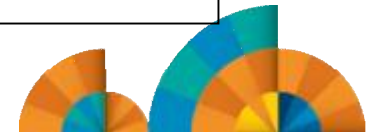
# z/VSE strategy - invented in year 2000

**alias**

- § 3-tier Strategy
- § **Hybrid Strategy**
- § Connector Strategy
- § Migration Strategy
- § Coexistence Strategy
- § Linux Surround Strategy
- § **PIE Strategy**



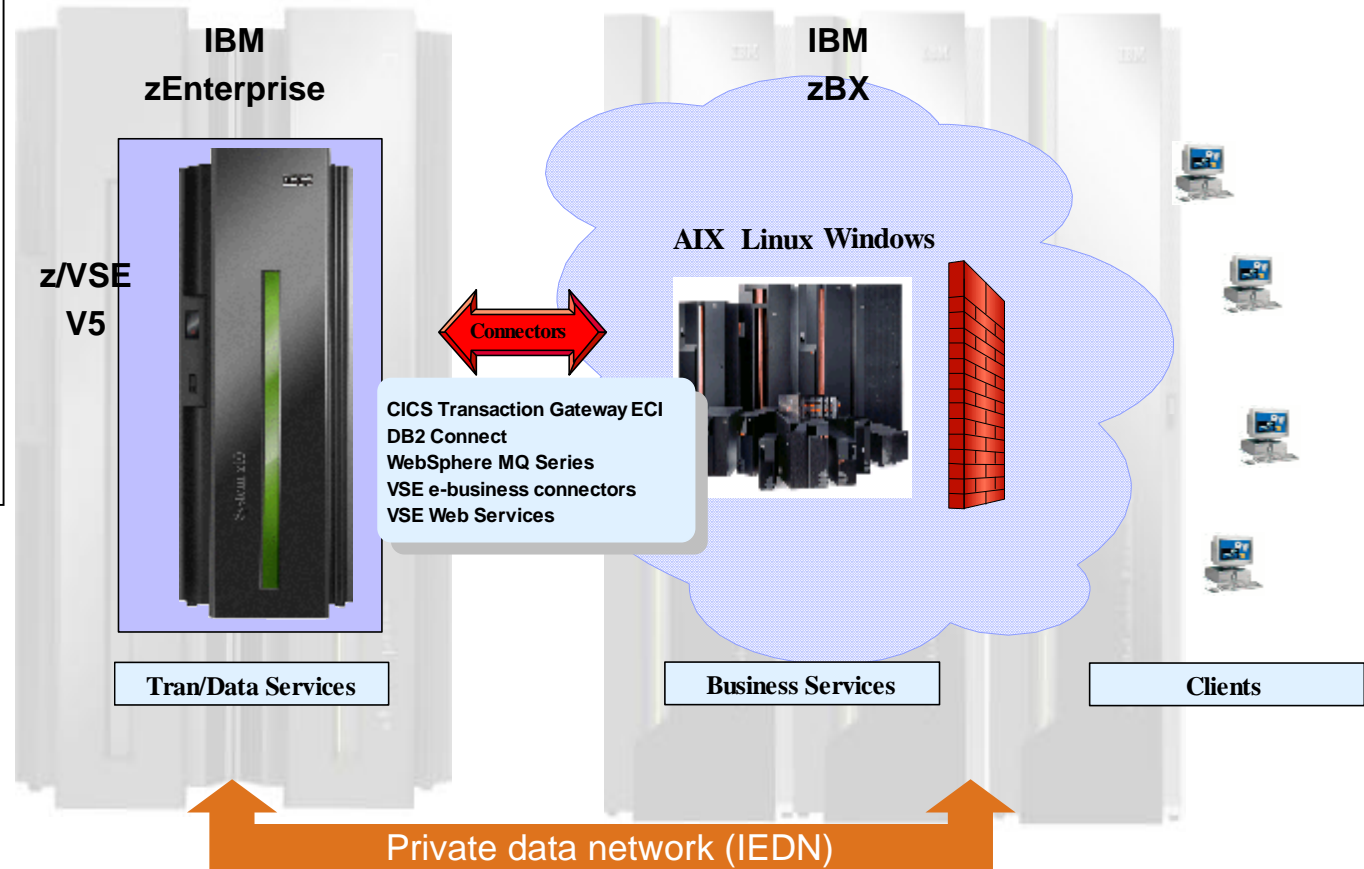
**P**rotect existing z/VSE investments  
**I**ntegrate using middleware and z/VSE connectors  
**E**xtend with another platform to access new applications & solutions



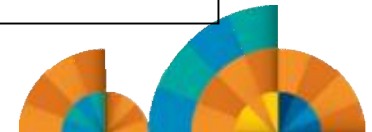
# z/VSE V5 strategy with zEnterprise - more options, highly integrated

**alias**

- § 3-tier Strategy
- § **Hybrid Strategy**
- § Connector Strategy
- § Migration Strategy
- § Coexistence Strategy
- § Linux Surround Strategy
- § **PIE Strategy**



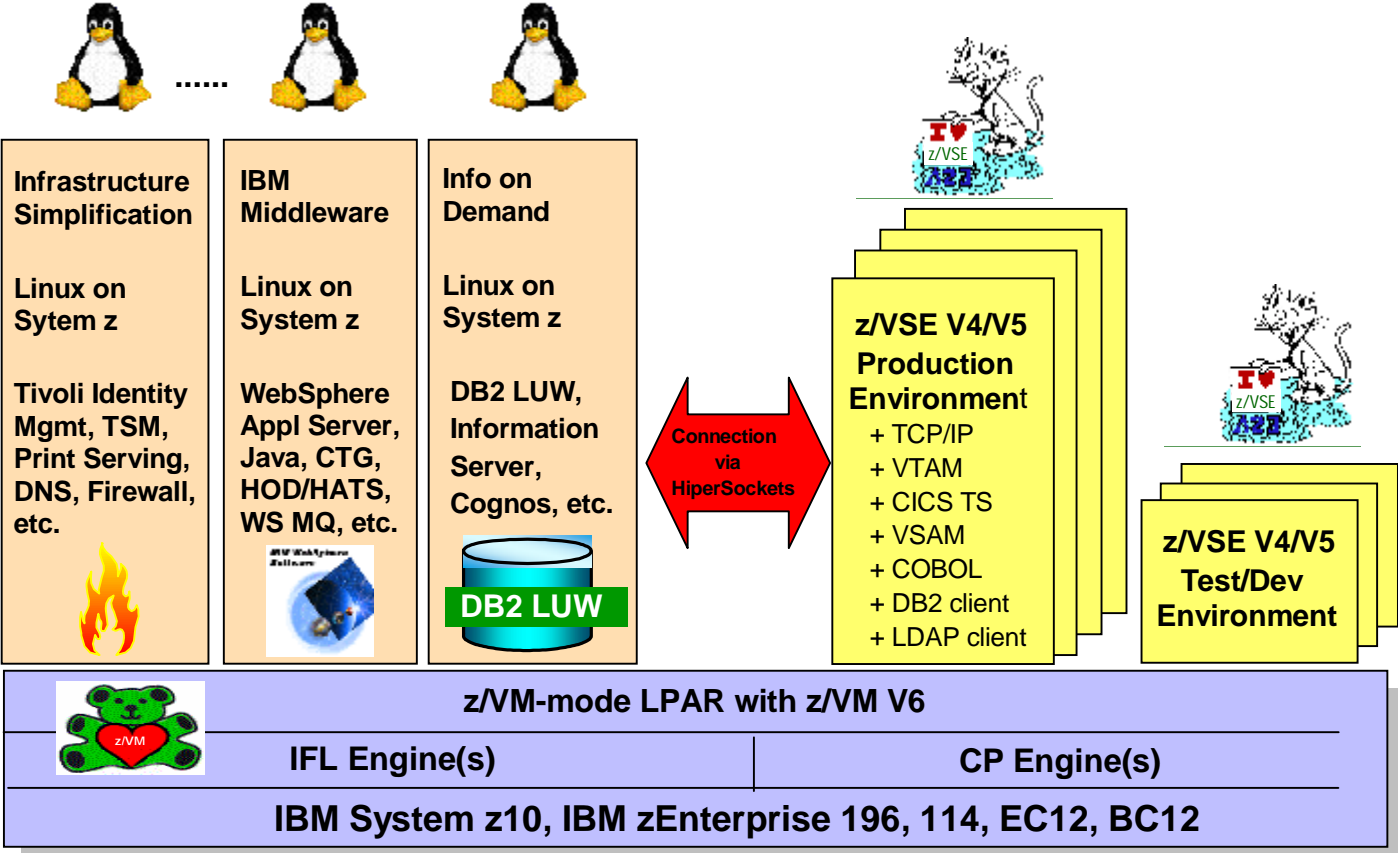
**P**rotect existing z/VSE investments  
**I**ntegrate using middleware and z/VSE connectors  
**E**xtend with zBX or with Linux on z to access new applications & solutions



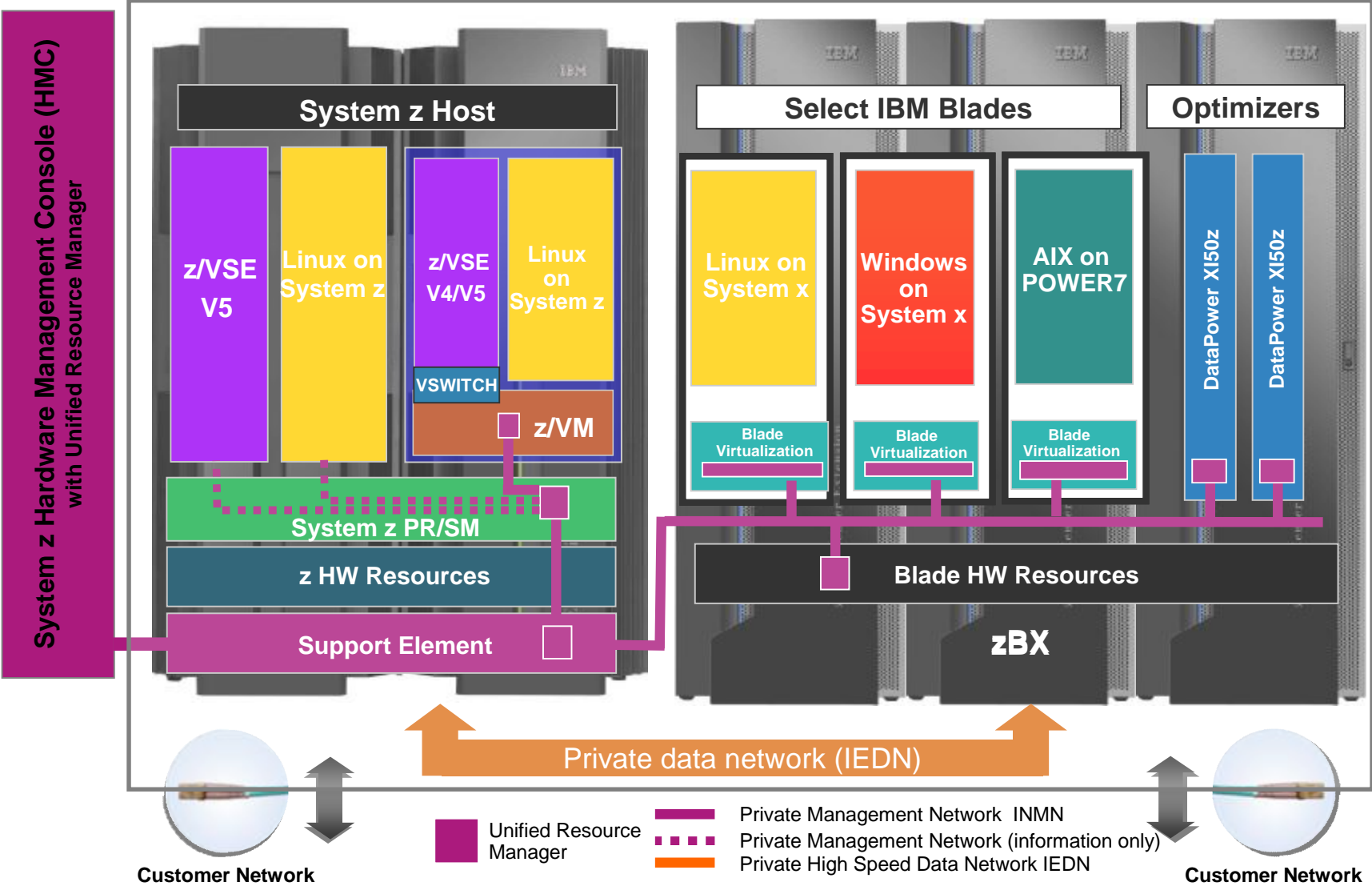
# z/VSE strategy with Linux on System z

Hybrid Environment leveraging z/VSE, z/VM, and Linux on System z

- P**rotect existing VSE investments
- I**ntegrate using middleware and VSE connectors
- E**xtend with Linux on IBM System z technology & solutions



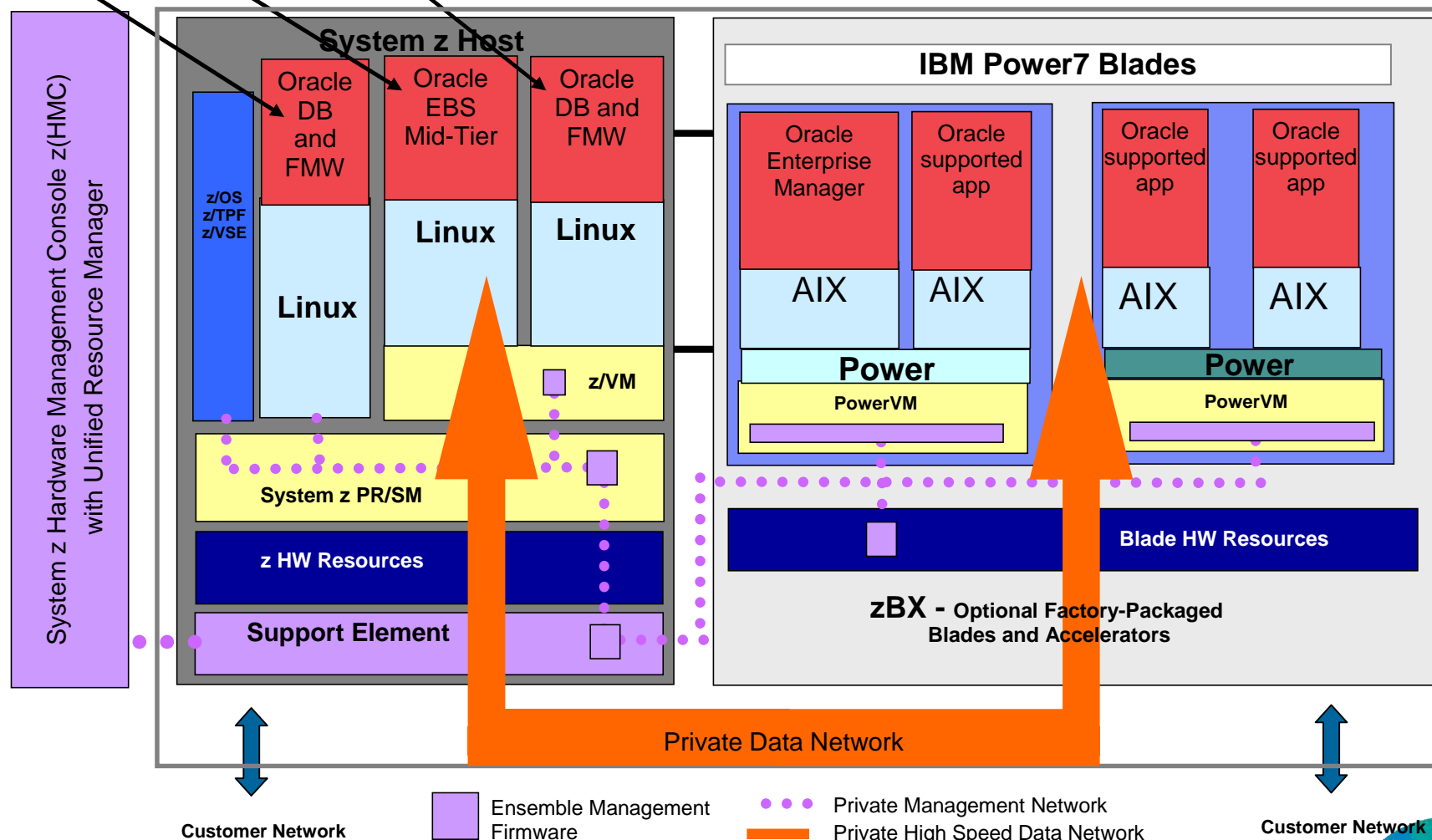
# z/VSE support of Intra Ensemble Data Network (IEDN) to zBX



## Example: Oracle e-business suite

Supported as native port

Applications not certified on LoZ can be run on AIX blades





## Agenda

§ IBM zEnterprise System

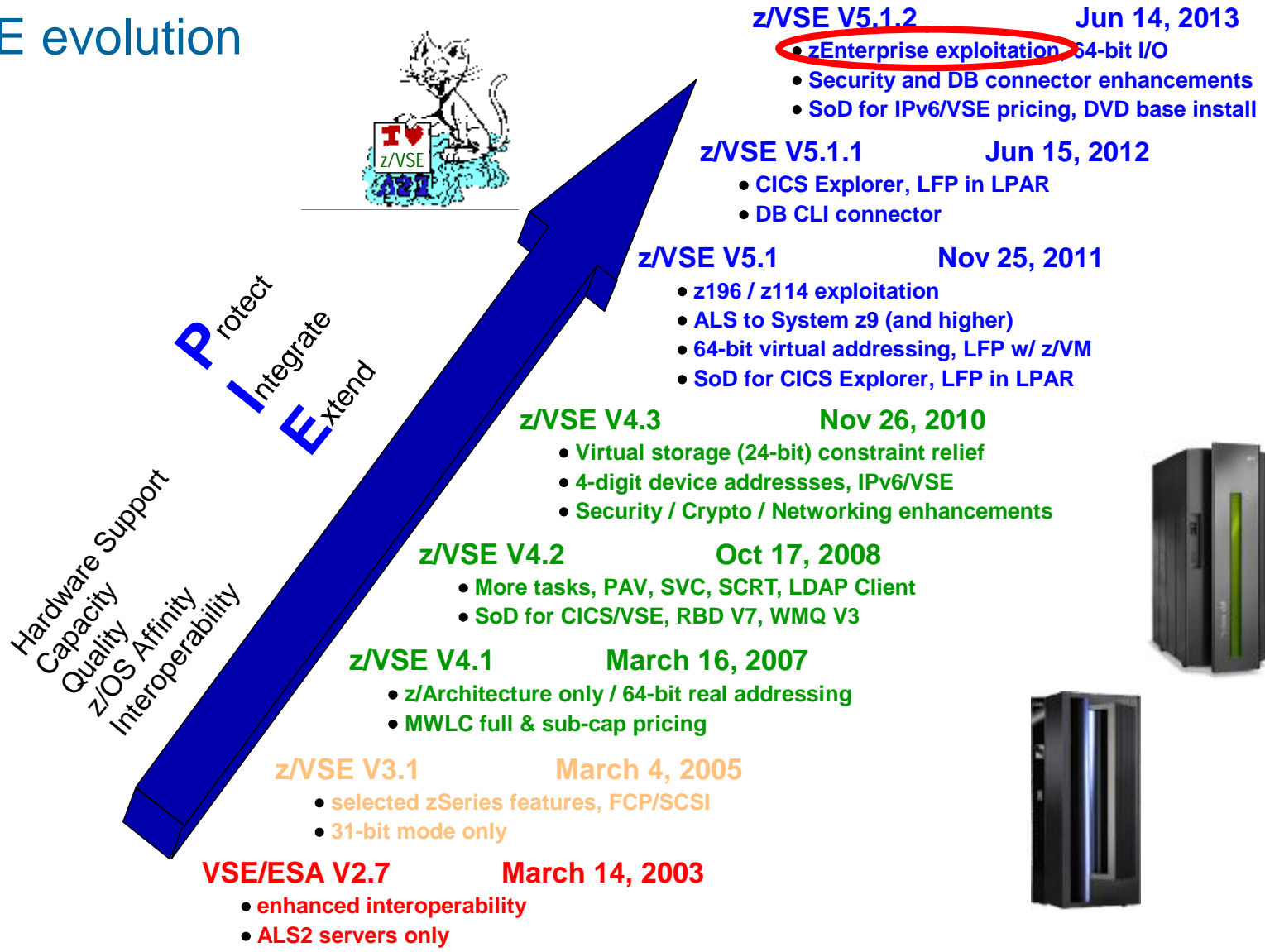
§ z/VSE Strategy and how it relates to zEnterprise

→ § z/VSE Exploitation of zEnterprise

§ Pricing Strategy



# z/VSE evolution



1) z/VSE V3 is 31-bit mode only. It does not implement z/Architecture, and specifically does not implement 64-bit mode capabilities. z/VSE is designed to exploit select features of IBM System z10, System z9, and zSeries hardware.  
2) z/VSE V4 is designed to exploit 64-bit real memory addressing, but will not support 64-bit virtual memory addressing

\* IPv6/VSE is a registered trademark of Barnard Software, Inc.



## z/VSE support of IBM zEnterprise EC12 and zBC12

### § z/VSE Release Support

- z/VSE supports the zEC12 and zBC12 with z/VSE V4.3 and V5.1
  - No PTFs are required
  - For IOCP, EREP and HLASM PTFs, see PSP (subset 2827/ZVSE of 2827DEVICE, or subset 2828/ZVSE of 2828DEVICE, respectively)



### § OSA-Express5s 1000BASE-T – new with zBC12

- No z/VSE PTF required
  - 1000BASE-T supported with existing z/VSE functionality
  - Allow to configure OSA-Express5S with OSA/SF in HMC



### § Configurable Crypto Express4s – new with zEC12

- z/VSE toleration PTF required to use Crypto Express4s
  - Toleration PTF (DY47414) provided for z/VSE V5.1 only
- Crypto Express4s supported with existing z/VSE cryptographic functionality
  - Supported modes: (CCA) coprocessor and accelerator
  - PKCS #11 (EP11) coprocessor not supported



## z/VSE support of IBM zEnterprise z196, z114, zEC12, zBC12

### § Features / Functions

- **Fast Path to Linux on System z in a z/VM-mode LPAR**
  - also available on z10 BC/EC
- **Fast Path to Linux on System z in an LPAR environment**
  - exclusively on zEnterprise
- **z/VSE z/VM IP Assist (VIA)**
  - exclusively on zEnterprise
- **Dynamic add of logical CPs**
  - also available on z10 BC/EC
- **Large page (1 MB frames) support for data spaces**
  - also available on z10 BC/EC
- **Dynamic add / remove of cryptographic processors**
  - also available on z10 BC/EC
- **Crypto Adjunct Processor (AP) Queue interrupt facility**
  - also available on z10 BC/EC
- **4096-bit RSA key support with configurable Crypto Express3**
  - also available on z10 BC/EC



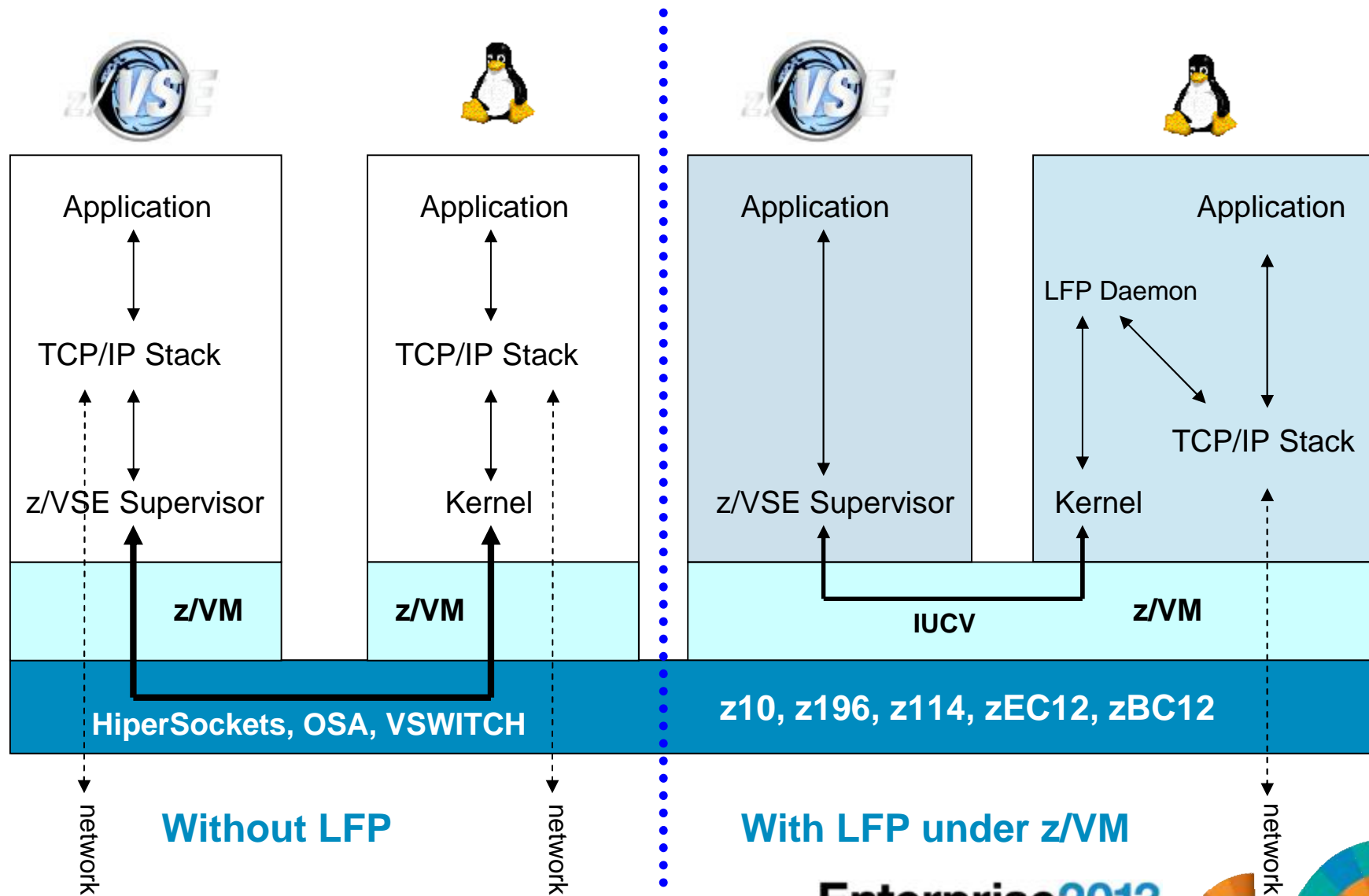
### § zBX environment

- **z/VSE V5 provides native Intra Ensemble Data Network (IEDN) support**
  - z/VSE V4 can participate in an IEDN data network using z/VM's V6 VSWITCH support



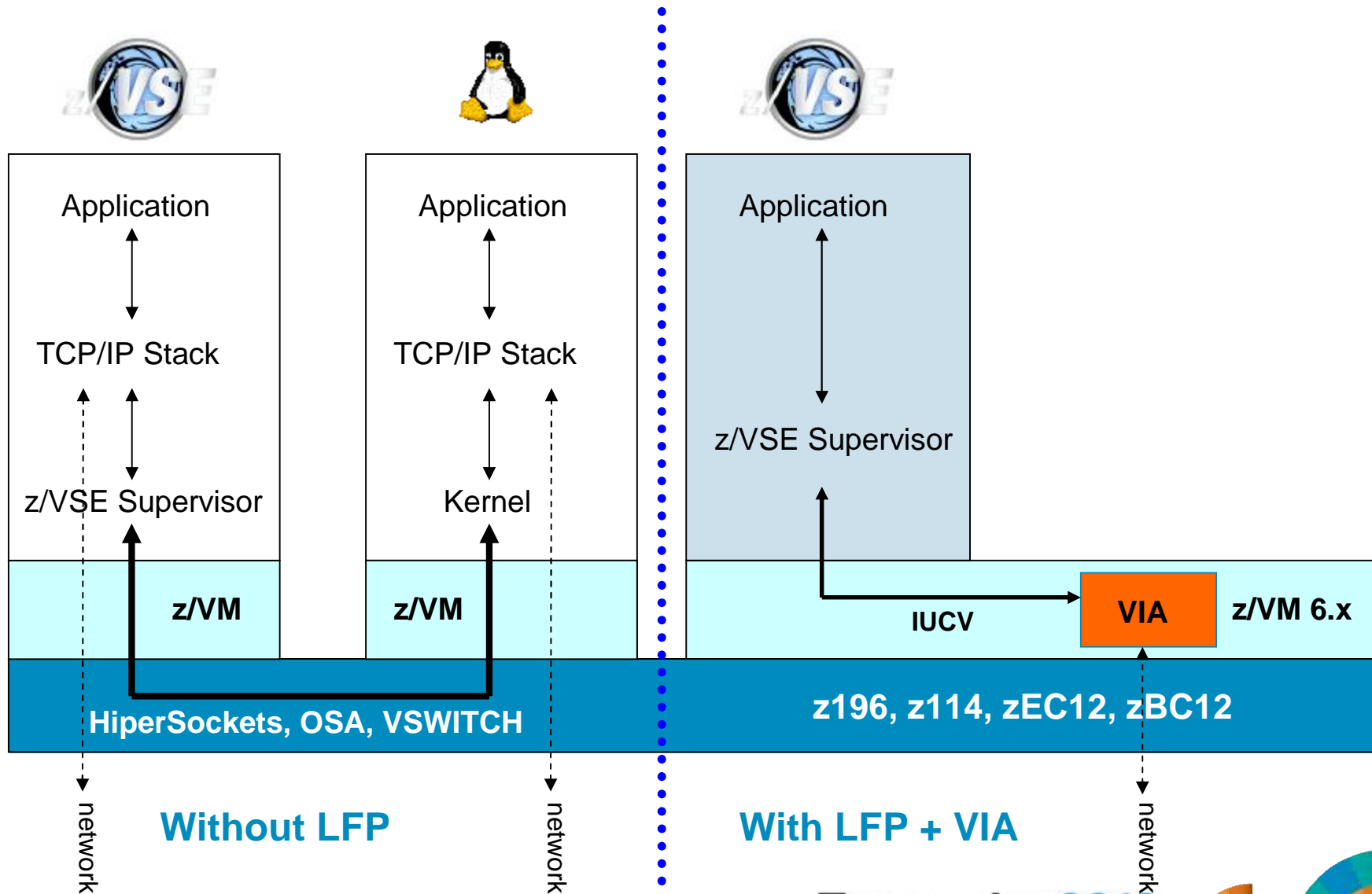
# Linux Fast Path in a z/VM environment - Supported by z/VSE 4.3

*Faster communication between z/VSE and Linux applications*



# z/VSE z/VM IP Assist (VIA) - Supported by z/VM 6.x with z/VSE 5.1

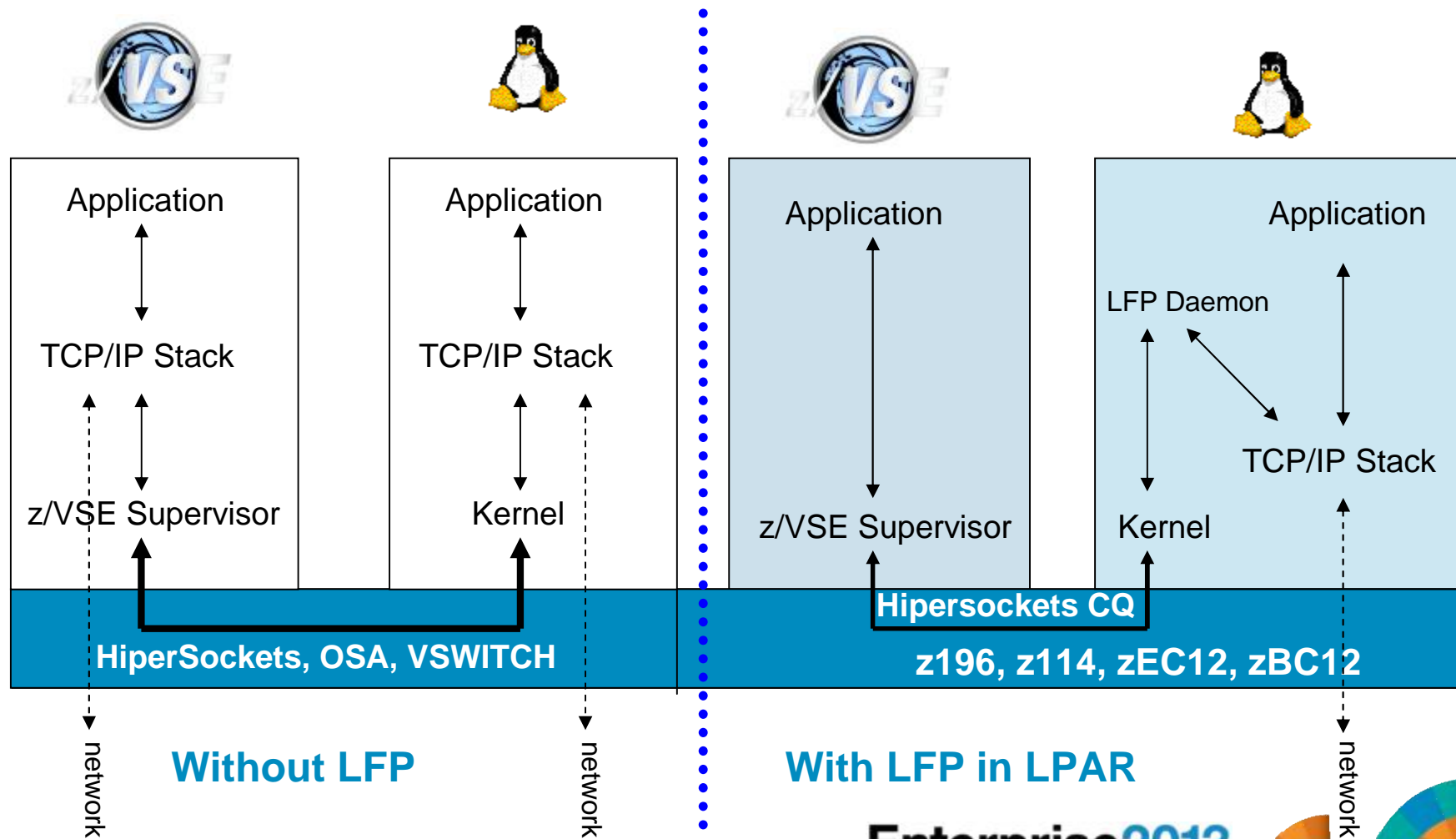
*With VIA, no Linux on System z is needed to utilize the LFP advantage*



# Linux Fast Path in an LPAR environment - Supported by z/VSE 5.1.1

*Faster communication between z/VSE and Linux applications*

à Exploits the HiperSockets Completion Queue support of IBM zEnterprise



## Dynamic add of CPs and large pages - Supported by z/VSE 4.3

### § Dynamic add of logical CPs\*

- Ability to dynamically add logical CPs without preplanning
- Allows adding central processors (CPs) to LPAR without re-IPL of the z/VSE system
- Clients can increase (and decrease) the capacity of their z/VSE system dependent on workload needs

### § Large page (1 megabyte page) support for data spaces\*

- Better exploitation of large processor storage
- Might result in better performance for long-running applications
- Transparent to applications



*\*) Not available in a z/VM guest environment*





## Dynamic add / remove of crypto engines - Supported by z/VSE 4.3

### § System z10, z196, z114, zEC12

- **Add / Remove of an AP (Crypto card) without having to reactivate the LPAR**
- Dynamically adding an AP to an LPAR for the first time
- Dynamically adding an AP to an existing LPAR already using crypto
- Dynamically removing an AP from an LPAR when it is no longer needed
- Dynamically changing the AP queue number

```
msg FB,data=apadd ap=1  
AR 0015 1I40I READY  
FB 0011 1J025I AP 1 ENABLED SUCCESSFULLY.
```



## Crypto AP-Queue interrupt facility - Supported by z/VSE 4.3

### § Crypto Adjunct Processor (AP) Queue Interrupt Facility

- Exploitation of the z10 and zEnterprise functionality
- **Reduced CPU consumption and elapsed job time** dependent on workload
- New AP Interrupt commands provided by the z/VSE crypto device driver
- AP-Queue status displayed via the crypto STATUS command:

```

msg FB,data=status=cr
AR 0015 1I40I  READY
FB 0011 BST223I CURRENT STATUS OF THE SECURITY TRANSACTION SERVER:
FB 0011 ADJUNCT PROCESSOR CRYPTO SUBTASK STATUS:
FB 0011   AP CRYPTO SUBTASK STARTED ..... : YES
FB 0011   MAX REQUEST QUEUE SIZE ..... : 1
FB 0011   MAX PENDING QUEUE SIZE ..... : 1
FB 0011   TOTAL NO. OF AP REQUESTS ..... : 40065
FB 0011   NO. OF POSTED CALLERS ..... : 40065
FB 0011   AP-QUEUE INTERRUPTS AVAILABLE ..... : YES
FB 0011   AP-QUEUE INTERRUPTS STATUS ..... : DISABLED
FB 0011   AP CRYPTO POLLING TIME (1/300 SEC).. : 0
FB 0011   AP CRYPTO WAIT ON BUSY (1/300 SEC).. : 75
FB 0011   AP CRYPTO RETRY COUNT ..... : 5
FB 0011   AP CRYPTO TRACE LEVEL ..... : 3
FB 0011   TOTAL NO. OF WAITS ON BUSY ..... : 0
...

```



## 4096-bit RSA key support with Crypto Express3 - Supported by z/VSE 5.1

### § 4096-bit RSA Key Support (previously up to 2048-bit)

- **Enhanced SSL network security** for AES-128 encryption
- **Enhanced data security** for DISK and TAPE with Encryption Facility support

Encryption strength equivalent	
Asymmetric key size (bits)	Symmetric key size (bits)
1024-bit RSA	80
2048-bit RSA	Triple DES (112)
3072-bit RSA	AES-128
<b>4096-bit RSA</b>	n/a

### § z/VSE Crypto Express3 exploitation in coprocessor mode (CEX3C)

- New z/VSE crypto device driver allows to generate RSA keys directly on the mainframe
- Higher Security by generation of “**true random numbers**”



## z/VSE exploitation of IBM System Storage options

- § IBM System Storage **TS7700** Virtualization Engine Release 3.0
  - Copy Export function can be used for disaster recovery purposes
  - Multi-Cluster Grid Support enables disaster recovery or high availability solutions

- § **FCP-attached SCSI disks** can be used with:

- IBM Storwize® V7000 Midrange Disk System
- IBM XIV® Storage System
- IBM San Volume Controller
- IBM FlashSystem™

- § IBM System Storage **DS8870**

- Newest member of the IBM System Storage DS8000 series
- Supports FICON-attached ECKD and FCP-attached SCSI

- § IBM System Storage **TS1140**

- Tape Drive Model E07 – fourth generation
- Designed to provide higher levels of performance, reliability and capacity



TS7700



XIV



TS1140



FlashSystem 720 / 820



Storwize V7000

Midrange size system with great high-end features

High-end system with grid architecture



# Agenda

§ IBM zEnterprise System

§ z/VSE Strategy and how it relates to zEnterprise

§ z/VSE Exploitation of zEnterprise

→ § Pricing Strategy



## z114 pricing strategy

<i><b>Our customers are focused on ...</b></i>	<i><b>IBM taking action ...</b></i>
<i><b>Price performance on the stack, pricing linked to increased capability and performance</b></i>	<ul style="list-style-type: none"> <li>§ <b>Deliver price performance on Hardware, Software, and Maintenance</b></li> <li>§ Introduce <b>\$75k z114 Hardware Entry Price</b> (down 25% from z10 BC)</li> <li>§ z114 Unified Resource Manager priced per connection</li> </ul>
<i><b>TCA and short term ROI and cost savings</b></i>	<ul style="list-style-type: none"> <li>§ Memory - <b>Cutting prices by 75%</b> versus z10 BC, and <b>instituting upgrade charge</b></li> <li>§ Specialty Engines - <b>Cutting IFL prices by 27%</b> (zIIP's/zAAP's by 16%) versus z10 BC, and <b>instituting upgrade charge</b></li> </ul>
<i><b>MLC software savings and unit cost improvement</b></i>	<ul style="list-style-type: none"> <li>§ Announcing new metric <b>“Advanced Entry Workload License Charges” (AEWLC)</b></li> <li>§ Providing price performance of up to 18% versus z10 BC for z/OS workloads, and <b>up to 5% versus z10 BC for z/VSE workloads</b></li> </ul>
<i><b>Competitive pricing for new workloads versus off-platform alternatives</b></i>	<ul style="list-style-type: none"> <li>§ Continue <b>Solution Edition</b> strategy to aggressively compete for new workloads &amp; applications</li> </ul>
<i><b>Financial benefit when growing capacity on the platform</b></i>	<ul style="list-style-type: none"> <li>§ Providing incremental <b>stack savings for stack capacity growth</b></li> </ul>

Note: Items marked in 'blue' are of relevance to z/VSE, z/VM, and/or Linux on System z. All prices are US prices, will vary by GEO.



## z114 pricing strategy – changes with zBC12

<i>Our customers are focused on ...</i>	<i>IBM taking action ...</i>
<b><i>Price performance on the stack, pricing linked to increased capability and performance</i></b>	<ul style="list-style-type: none"> <li>§ Deliver price performance on Hardware, Software, and Maintenance</li> <li>§ Introduce <b>\$75k z114 Hardware Entry Price</b> (down 25% from z10 BC) – flat w/ zBC12, up from 26 to 50 MIPS</li> <li>§ z114 Unified Resource Manager priced per connection</li> </ul>
<b><i>TCA and short term ROI and cost savings</i></b>	<ul style="list-style-type: none"> <li>§ Memory - <b>Cutting prices by 75%</b> versus z10 BC, and instituting upgrade charge – flat w/ zBC12</li> <li>§ Specialty Engines - <b>Cutting IFL prices by 27%</b> (zIIP's/zAAP's by 16%) versus z10 BC, and instituting upgrade charge – flat w/ zBC12, 36% more capacity</li> </ul>
<b><i>MLC software savings and unit cost improvement</i></b>	<ul style="list-style-type: none"> <li>§ Announcing new metric “<b>Advanced Entry Workload License Charges</b>” (AEWLC) – same metric w/ zBC12</li> <li>§ Providing price performance of up to 18% versus z10 BC for z/OS workloads, and <b>up to 5% versus z10 BC for z/VSE workloads</b> – add'l up to 5% versus z114</li> </ul>
<b><i>Competitive pricing for new workloads versus off-platform alternatives</i></b>	<ul style="list-style-type: none"> <li>§ Continue <b>Solution Edition</b> strategy to aggressively compete for new workloads &amp; applications – <b>new VSE/Linux growth offering with zBC12</b></li> </ul>
<b><i>Financial benefit when growing capacity on the platform</i></b>	<ul style="list-style-type: none"> <li>§ Providing incremental <b>stack savings for stack capacity growth</b> – flat w/ zBC12</li> </ul>

Note: Items marked in 'blue' are of relevance to z/VSE, z/VM, and/or Linux on System z. All prices are US prices, will vary by GEO.



## zBC12 pricing strategy

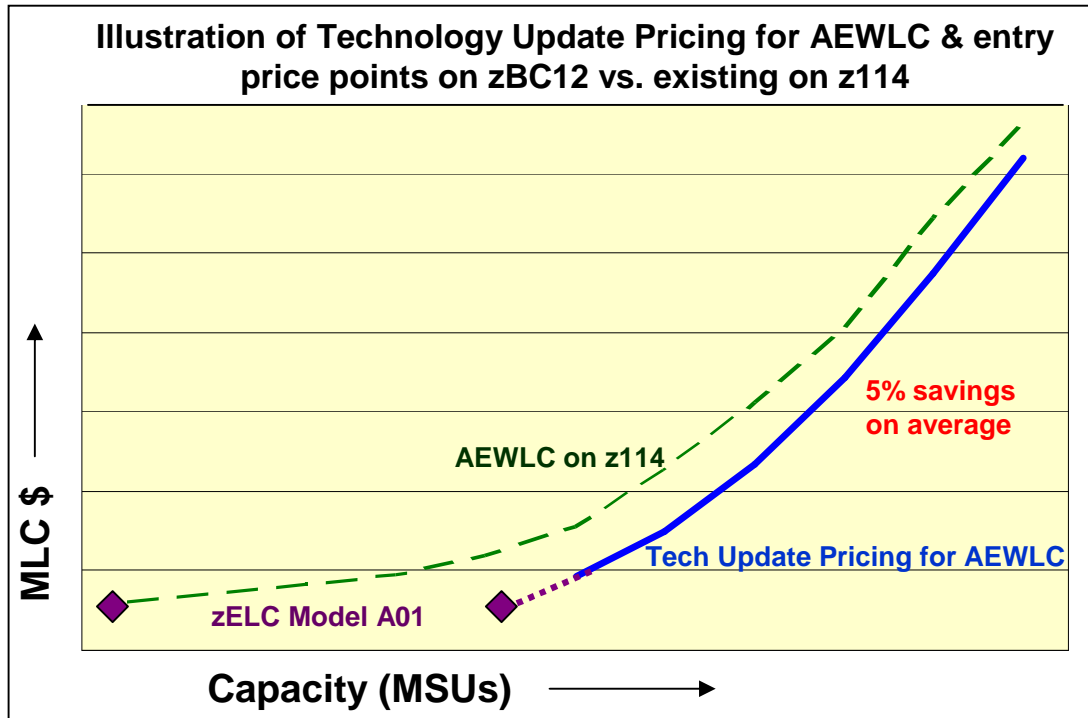
- § **Gain MLC price performance (p/p) for zBC12 via enhanced AEWLC pricing**
  - *“Technology Update Pricing for AEWLC”*
  - Maintain existing AEWLC software metric, prices and existing AEWLC contract
  
- § **Deliver 4% - 5% MLC p/p on average coupled with targeted GPA (General Price Action) on EWLC metric**
  - Price performance compared to AEWLC on z114 (flat capacity assumed)
  - Targeted price performance tied to capacity
  
- § **EWLC GPA +3% increase effective January 1, 2014**
  - GPA will impact z10 BC and older machines only
  
- § **Increased p/p at very low-end aligned with new HW entry point of 50 MIPS**
  - Historical mainframe entry point was 26 MIPS, is now 50 MIPS with zBC12
  - Maintain zELC model A01 pricing for zBC12 entry machine
  
- § **Hold Linux engine (IFL) PVU rating flat at 100 PVUs**
  - Projected engine performance improvement approximately 36%

Note: Items marked in 'blue' are of relevance to z/VSE, z/VM, and/or Linux on System z. All prices are US prices, will vary by GEO.





# Technology Update Pricing for AEWLC leverages the existing AEWLC pricing metric while offering price performance for zBC12



**Technology Update Pricing for AEWLC zBC12 Pricing**

Machine Rated MSU Range	Reduction to AEWLC
1-7 MSU	5.0%
8-17 MSU	5.0%
18- 30 MSU	5.0%
31-45 MSU	5.0%
46-87 MSU	4.0%
88-175 MSU	4.0%
176-260 MSU	4.0%
261 - 315 MSU	4.0%
316 - 390 MSU	4.0%
390 + MSU	4.0%

\* Reductions to AEWLC calculated using the Full Capacity MSUs of zBC12 machines. Sample stack includes z/OS, DB2, CICS and WMQ.

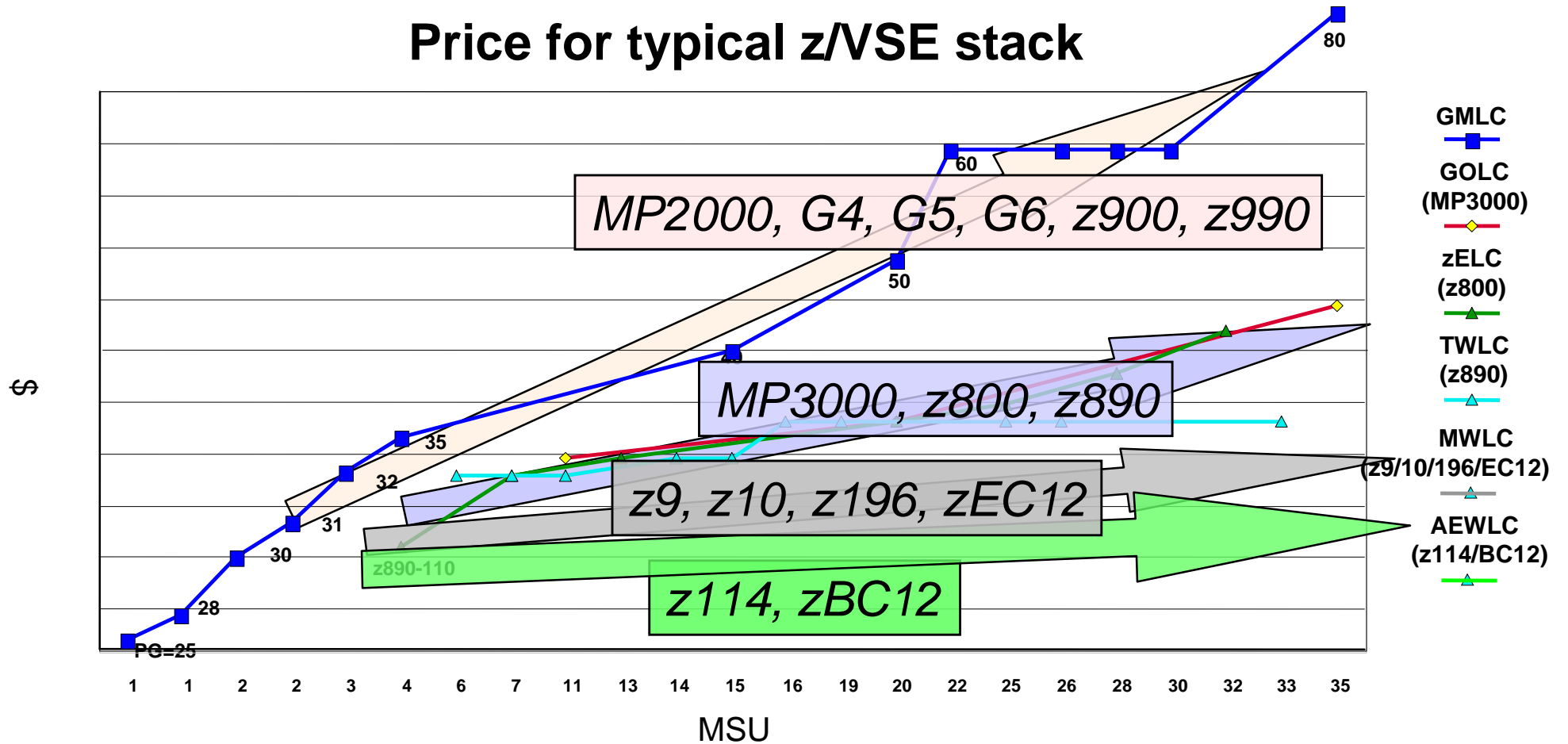
### Benefits of the Technology Update Pricing for AEWLC:

- § Technology Update Pricing for AEWLC provides visible customer savings
- § Enables very targeted price performance aligned to capacity
- § Applies to MLC pricing only with no impact to OTC price points
- § Delivers with reduced complexity – no new pricing metric to learn
- § Same AEWLC agreement as already used for z114
- § Extending zELC A01 pricing to zBC12 entry also provides increased p/p at zBC12 entry model



## MWLC on z9/z10/z196 and zEC12, AEWLC on z114 and zBC12

### Price for typical z/VSE stack



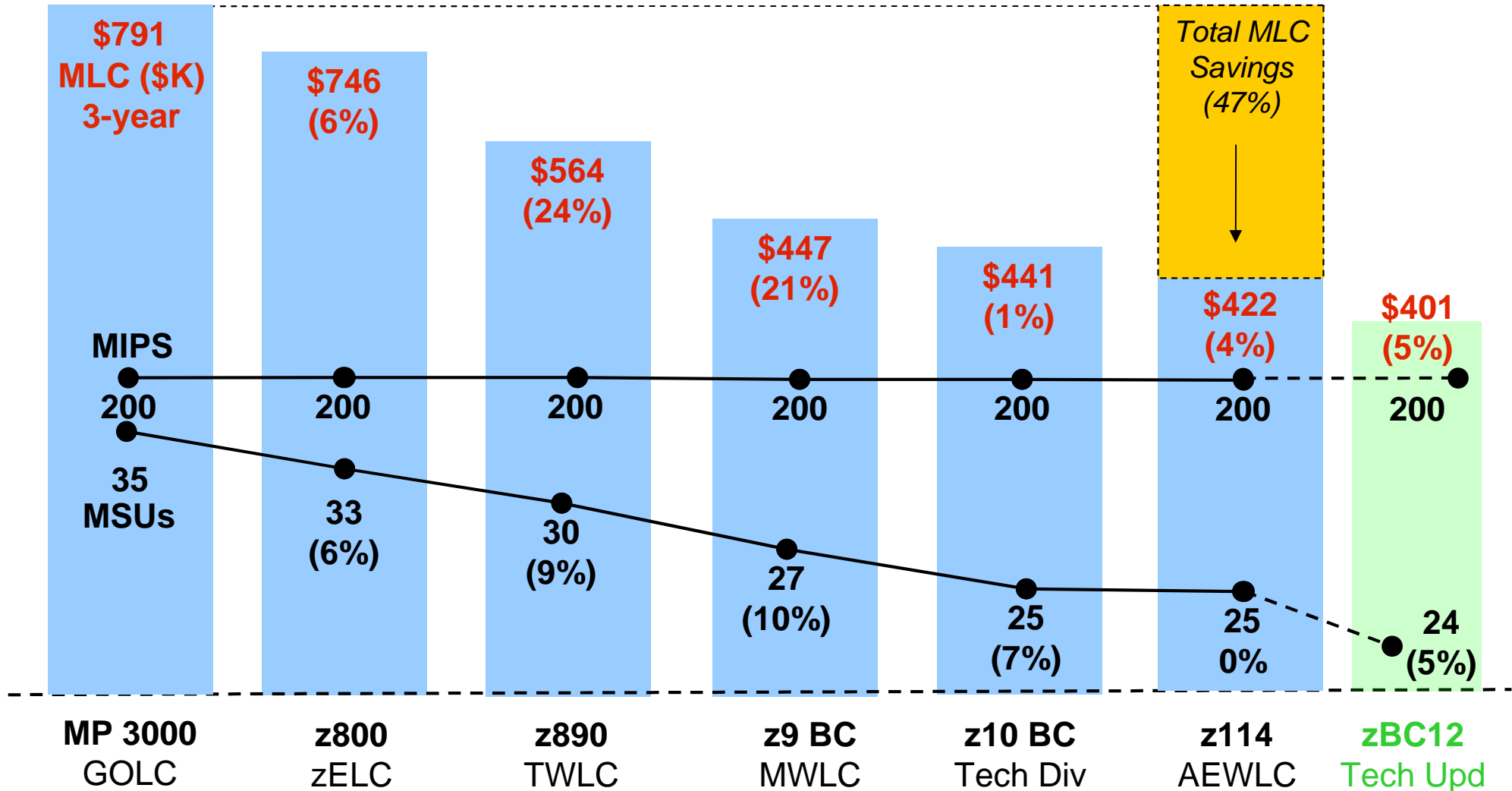
Typical z/VSE stack consists of z/VSE Operating System, LE, CICS TS, VTAM, TCP/IP, DB2



# MLC price performance across HW generations for z/VSE

\* 200 MIPS example for a typical z/VSE stack

\* All prices are US prices, will vary by GEO.



\* MLC savings will vary significantly by customer - actual customer configuration must be priced out to be accurate.

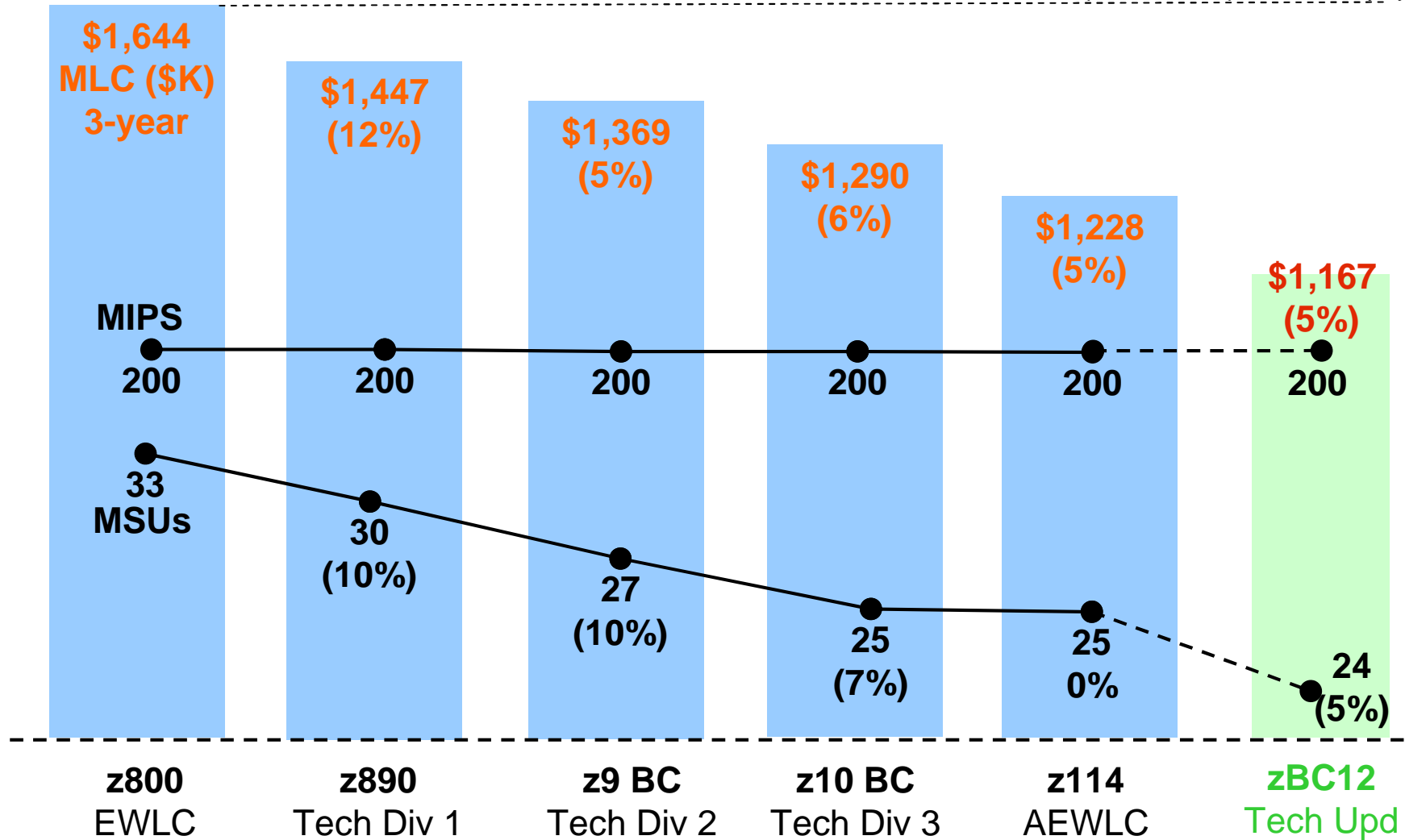
\* A typical z/VSE stack includes z/VSE CF, CICS TS, VTAM, TCP/IP, DB2, Ditto, Cobol, HLASM



# MLC price performance across HW generations for z/OS

\* 200 MIPS example for a typical z/OS stack

\* All prices are US prices, will vary by GEO.



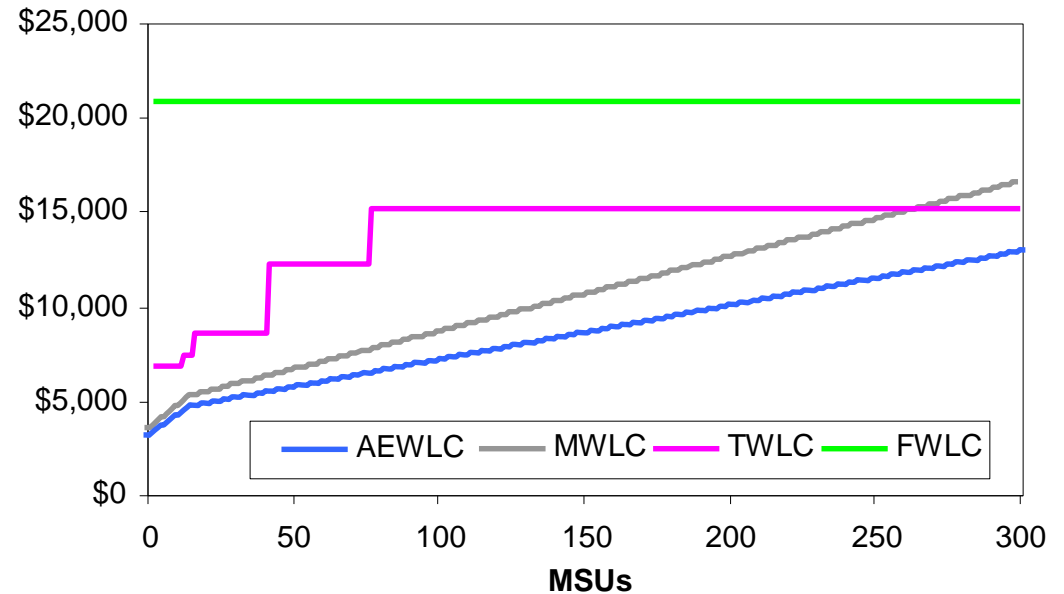
\* MLC savings will vary significantly by customer - actual customer configuration must be priced out to be accurate.



## Additional MLC savings are possible through sub-capacity pricing

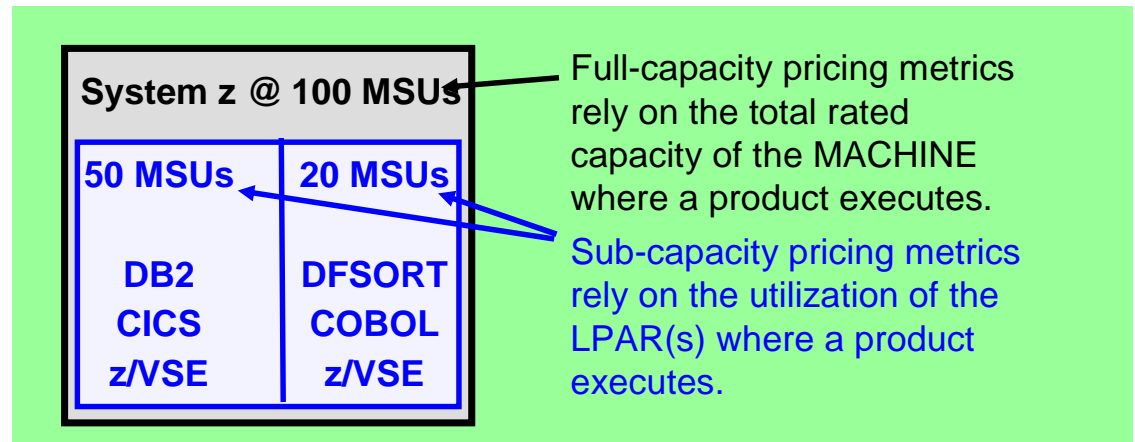
### § z/VSE price/performance through new pricing metric

- Advanced Entry Workload License Charge (**AEWLC**)
- AEWLC requires z114 or zBC12 and current z/VSE software (i.e. z/VSE V4 or V5)



### § Additional price/performance through sub-capacity option

- Some hardware footprint **consolidations** more attractive now
- Presence of z/VSE V3 or VSE/ESA™ forces full-capacity pricing



(\*) z9 BC A01, z10 BC A01, z114-A01, zBC12 entry model are priced zELC.





# PVU Table – RISC + System z Processor Value Units

PVU Table per Core (section 1 of 2 - RISC and System z)

PVU Website Link:  
[click here](#)

[http://ibm.com/software/lotus/passportadvantage/pvu\\_licensing\\_for\\_customers.html](http://ibm.com/software/lotus/passportadvantage/pvu_licensing_for_customers.html)

Notes:

- 1) Each Integrated Facility for Linux (IFL) or Central Processor (CP) engine is equivalent to 1 processor core.
- 2) Refers to System z9, eServer zSeries, or System/390 servers.
- 3) Entitlements required for Power Processor Element (PPE) cores only.
- 4) The PVU requirement for the POWER7/7+ processor technology is dependent on the maximum possible number of sockets on the server.
- 5) z196 refers to IBM zEnterprise 196, zEC12 refers to IBM zEnterprise EC12.
- 6) z114 refers to IBM zEnterprise 114

Processor Technologies												
Processor Brand				Processor Type								
Processor Vendor	Processor Name	Server model numbers	Maximum number of sockets per server	Cores per socket					IFL Engine	Proc. Model Number	PVUs per Core	
				(1)	(2)	(4)	(6)	(8)				(16)
IBM	POWER7 4	770, 780, 795	> 4			■	■	■			All	120
		750, 755, 760, 775 PS704, p460	4			■	■	■			All	100
		PS700-703, 710-740, p260, p270, 7R1, 7R2, p24L	2			■	■	■			All	70
	POWER6	550, 560, 570, 575, 595	All		■						All	120
		520, JS12, JS22, JS23, JS43	All		■						All	80
	POWER5, POWER4	All	All		■					All	100	
	POWER5 QCM	All	All			■				All	50	
	zEC12, z196, System z10 1,5	All	All						■	All	120	
	zBC12, z114, System z9, z990, S/390 1,2,6	All	All						■	All	100	
	PowerPC 970	All	All		■					All	50	
PowerXCell™, Cell/B.E.™ 8i <sup>3</sup>	All	All		■					All	30		



## Benefit from the security, performance and scalability of both technologies and save 50% on Red Hat Enterprise Linux on IBM System z Business Class servers

- § Consolidate workloads and save on software license costs
- § Bring Data closer to the Application
- § Explore Big Data and Analytics under Linux on System z
- § Extra security with SELinux and platform independent Management with RHN Satellite

### **Rules:**

- **Discount of 50% on MSRP**
- **Applicable for Business Class (BC) machines only**
- **New workloads\* (Net New Customers)**
- **Limited to 28<sup>th</sup> February 2014**

For more information - contact Red Hat's local Alliance Manager or:

WW	Filipe Miranda	<a href="mailto:fmiranda@redhat.com">fmiranda@redhat.com</a>
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BRAZIL	Samuel Masini	<a href="mailto:samuca@redhat.com">samuca@redhat.com</a>

**\*Not valid for renewals of regular Subscriptions**

[www.redhat.com/products/enterprise-linux/for-ibm-system-z/promotions/](http://www.redhat.com/products/enterprise-linux/for-ibm-system-z/promotions/)





## SLES for System z Business Class Multi-IFL Promotion (USD)

Basic Subscription Pricing*	1 IFL	2-5 IFLs	6-11 IFLs	12+ IFLs
1 year	\$6,000	\$5,700	\$5,600	\$5,500
3 year	\$16,200	\$15,400	\$15,100	\$14,800
5 year	\$24,000	\$22,800	\$22,400	\$21,900

**Basic Subscription:**  
includes Code Maintenance, such as patches, fixes and security updates.  
Can be combined with IBM GTS services

Standard Subscription Pricing*	1 IFL	2-5 IFLs	6-11 IFLs	12+ IFLs
1 year	\$7,500	\$7,200	\$7,000	\$6,900
3 year	\$20,300	\$19,300	\$18,900	\$18,500
5 year	\$30,000	\$28,500	\$27,900	\$27,300

**Standard Subscription:**  
includes Basic Subscription deliveries plus 12x5 Support services delivered by SUSE Technical Services

Priority Subscription Pricing*	1 IFL	2-5 IFLs	6-11 IFLs	12+ IFLs
1 year	\$9,000	\$8,600	\$8,400	\$8,200
3 year	\$24,300	\$23,100	\$22,600	\$22,200
5 year	\$36,000	\$34,200	\$33,500	\$32,800

**Priority Subscription:**  
includes Basic Subscription deliveries plus 24x7 Support services delivered by SUSE Technical Services



\* Per IFL. Get more details on subscription and support service levels [here](#) !

### ATTENTION:

- Offer is restricted to new System z Business Class purchases only
- Promotion Period: September 2013 (with availability of zBC12) through December 31<sup>st</sup>, 2014
- Get a 50% discount compared to regular Multi-IFL pricing – plus volume discount!



# Thank You

