

# SellingEssentials

## Software Licensing Overview

### Acronym Dictionary

<b>CRA</b>	Client Relationship Agreement (CRA) IBM's newest agreement is simple and concise in an effort to enhance the over-all Client experience, particularly for those clients new to IBM, covering the entire portfolio of IBM products and services
<b>CSA</b>	Cloud Services Agreement (a simple, stand-alone agreement for Clients purchasing only SaaS and other cloud-based offerings, such as Cloud Services)
<b>IAASM</b>	International Agreement for Acquisition of Software Maintenance (defines the terms under which IBM will provide S&S to programs licensed under the IPLA, like zOTC)
<b>Fixed Term</b>	A definite period of time specified by IBM in a Transaction Document, for example, in a Program's PoE (Proof of Entitlement)
<b>ICA</b>	IBM Customer Agreement (governs z Systems software that is typically charged on a monthly basis and runs on an IBM mainframe)
<b>IFL</b>	Integrated Facility for Linux (a Specialty Engine or Processor dedicated to running the Linux operating system on z Systems that allows PA Distributed Software to run on z)
<b>IPLA</b>	International Program Licensing Agreement (governs all z Systems and Distributed software for which the Client typically pays a one-time licensing fee)
<b>IPAA</b>	International Passport Advantage Agreement (an agreement for Software and Appliances covered by Passport Advantage, which supersedes the IPLA); also covers some SaaS offerings.
<b>LI</b>	License Information (sets out the terms of a specific software product –typically OTC), similar to ToU's and SD's for SaaS offerings*
<b>MLC</b>	Monthly License Charge
<b>OTC</b>	One-Time Charge
<b>PA</b>	Passport Advantage (a volume purchasing model used by IBM to license Distributed software)
<b>PoE</b>	Proof of Entitlement (document in which IBM specifies an Eligible Product's level of authorized use for PA software)

# SellingEssentials

## Software Licensing Overview

<b>RSVP</b>	Relationship Suggested Volume Price (used to determine the point value for your Client's volume discount under Passport Advantage)
<b>SaaS</b>	Software-as-a-Service – a bundling of software functionality that is managed and maintained in the IBM Cloud. Clients access the software-as-a-service over the Internet.
<b>SD</b>	Service Descriptions (sets out the terms of a specific SaaS offering purchased under the Cloud Services Agreement (CSA)), similar to LI's and ToU's*
<b>S&amp;S</b>	Subscription and Support (authorized access for clients to receive software updates and technical support)
<b>Term</b>	The period that begins either on the date IBM accepts Customer's initial order (in the case of the initial Term) or on the Anniversary (in the case of subsequent Terms), and ends on the day immediately prior to the next Anniversary
<b>ToU</b>	Terms of Use (sets out the terms of a specific SaaS offering purchased under Passport Advantage), similar to LI's and SD's*
<b>zOTC</b>	One-time charge for brand software that only runs on z Systems. Examples include Middleware, Monitoring Tools, DB2 Tools, IMS Tools, CICS Tools and Application Development Tools.

---

\*Every software product or offering you sell has terms and conditions, in addition to the PA and CSA, focused on only those offerings being purchased by your Client.

- For OTC software using IPLA, they are called "LI's," or "License Information."
- For SaaS using PA, they are called "TOU's" or "Terms of Use."
- For SaaS using CSA, they are called "SD's" or "Service Description."