



IBM Software Partner Academy

Tivoli Brand

## **Tivoli Monitoring- Vorstellung unserer neuen Bundles**

3. Tag, Donnerstag der 09.10.2008

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# Simplify Your Life - ITM & ITCAM

## Neue Produkte - Packaging

### ITCAM for Transactions

ITCAM for RT - ITCAM for RTT - ITCAM for ISM

#### ITM for Microsoft App's

ITM (Windows only)  
 Universal Agent/Agent Builder  
 ITM for Database (SQL)  
 ITM for Msg & Coll (Exchange)  
 ITM for Active Directory  
 ITCAM for Web Resources (IIS)  
 OMEGAMON for .NET

#### ITCAM for SOA Platform

ITM  
 Universal Agent/Agent Builder  
 ITM for Virtual Servers  
 ITCAM for Web Resources  
 OMEGAMON XE for Messaging  
 ITCAM for SOA

#### ITCAM for Applications

ITM  
 Universal Agent/Agent Builder  
 ITM for Virtual Servers  
 ITM for Databases (DB2, Oracle...)  
 ITM for Msg & Coll (Domino)  
 ITCAM for Web Resources  
 ITM for Applications  
 OMEGAMON XE for Messaging

#### ITM for Servers (ITM)

ITM    ITM for Virtual Servers    ITM Universal Agent/Agent Builder

#### ITM for Green Energy

ITM

#### ME for AIX

ITM/TADDM  
 IUAM/p



Visibility  
 Control  
 Automation

TADDM

TBSM

Netcool

Service  
 Request Manager



# Simplify Your Life with ITM & ITCAM

## Neu Produkte – Pricing

### ITCAM for Transactions

323€/Client-Client Response Time, 76,07€/PVU - Web, Robotic, Transaction Tracking

#### ITM for Microsoft App's

Entry Pricing (157€ per Server)  
Advanced Pricing (81,14€ 10/PVU)

Trade Up Pricing  
Von ITM: 40,57€ 10/PVU  
Von ITCAM for Applications:  
40,57€ 10/PVU

#### ITCAM for SOA Platform

(76,07€ PVU)

Trade up Pricing  
Von ITCAM for Applications three pack: (57,05e PVU)

#### ITCAM for Applications

Three Agent Pack (31,45€ PVU)  
Full Agent Pack (59,85€ PVU)  
Trade up Pricing  
Von ITM to 3 Agent Pack (23.58€ – PVU)  
To ITM for Microsoft Apps (40,57€ 10/PVU)

### ITM for Servers (ITM)

ITM  
(75.31€ 10/PVU)

ITM for Virtual Servers  
(108€ 10/PVU)

ITM Universal Agent/Agent Builder  
(270€/Client)  
(37,52€ 10/PVU Server)

ITM for Green Energy

345

ME for AIX

(\$49 10/PVU)



Visibility Control Automation

TADDM

TBSM

Netcool

Service Request Manager



## Überblick - ITCAM for Applications *Applikations und Applikations Infrastruktur Management*

“Out of the Box” Management der gesamten Applikations Infrastruktur

- ✓ Datenbank Monitoring – DB2, Oracle, etc.
- ✓ Betriebssystem Monitoring
- ✓ Virtual Server Monitoring

The screenshot displays the Tivoli Enterprise Portal interface. The main window shows an 'Application Health Summary' table with columns for Application Name, Application Status, Application Health, Client Tier Health, Application Tier Health, Backend Tier Health, and Start Date/Tier. Below this is a 'Situation Event Console' table with columns for Severity, Status, Owner, Situation Name, Display Name, Source, and Impact.

Application Name	Application Status	Application Health	Client Tier Health	Application Tier Health	Backend Tier Health	Start Date/Tier
PlantsBy/WebSphere	Running	Bad	Good	Bad	Good	02/14/07 08:1
PetStore	Running	Good	Good	Good	Good	02/14/07 08:1
HR App	Running	Bad	Good	Bad	Good	02/14/07 08:1
Trading App	Running	Good	Good	Good	Good	02/14/07 08:1
Dev App	Running	Fair	Good	Good	Fair	02/14/07 08:1

Severity	Status	Owner	Situation Name	Display Name	Source	Impact
Critical	Open	csmith	WASOutOfHeapSpace	System	Primary:WASD05.NT	System
Critical	Open	csmith	WASSlowResponseTime	System	Primary:prod-01	Response
Warning	Open	csmith	DBConnectionPoolsMaxed	System	Primary:WASD05.NT	System

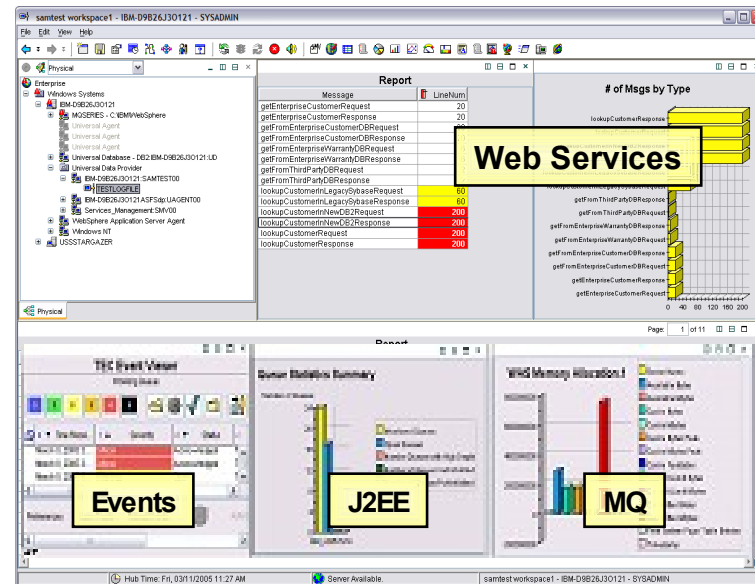
**J2EE application performance and Health**

**ITCAM for Applications**  
**Broad application and application infrastructure capabilities**  
**Products Included: ITM OS, ITM DB, ITM VS, ITM Applications, ITM Msg & Collaboration, ITCAM WR, OM XE for Msg,**

## Überblick - ITCAM for SOA Platform

*Visualisiert und managed die Services Umgebung*

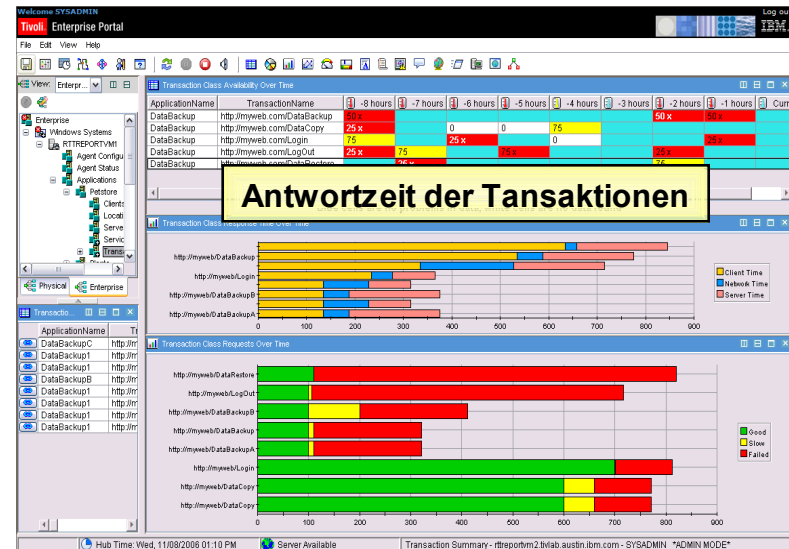
- ✓ Schnelle Discovery von Service Beziehungen und Abhängigkeiten
- ✓ “Out of Box” Verlinkung von Topology Ansicht und der dazugehörigen Infrastruktur
- ✓ Monitoring support for MQ, Broker, ESBs, OS, Application Server and virtual components



**ITCAM for SOA Platform**  
**Unternehmensweites integriertes Service, Middleware und SOA Management**  
**Beinhaltete Produkte: ITCAM for SOA, ITCAM for WR, OM XE for Msg, ITM OS**  
**und ITM for VS**

## Überblick - ITCAM for Transactions Ganzheitliche Antwortzeitüberwachung

- ✓ Performance Management von Transaktionen im gesamten Unternehmen
- ✓ Roboter und Real Time Antwortzeiten
- ✓ Schnelle Identifizierung und Drill down bei Performance Problemen, inclusive Protokoll (z.B. HTTP/S, SNMP) Themen



### ITCAM for Transactions

Antwortzeitmessung für unterschiedliche Anwendungsfälle

**Beinhaltete Produkte:** ITCAM for RT, ITCAM for RTT und ITCAM for ISM

## Überblick - ITM for Microsoft Applications Überwachung der gesamten Microsoft Umgebung

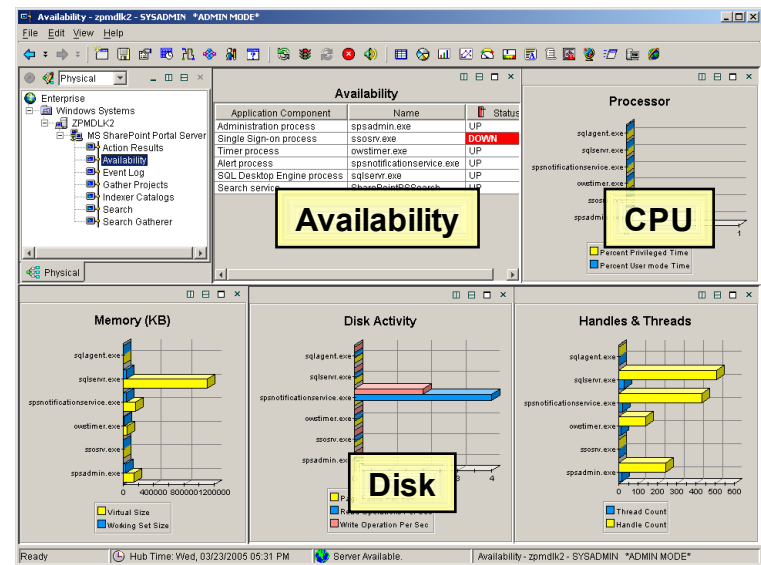
### Monitoring von Microsoft Applikationen

✓ Exchange / SQL

### Monitoring der gesamten Microsoft Umgebung

- ✓ Content Manager
- ✓ Host Integration Server
- ✓ ISA Server 2004
- ✓ .NET Framework
- ✓ Sharepoint Portal
- ✓ UDDI Server

- ✓ Windows Server
- ✓ Windows NT
- ✓ Windows 2003
- ✓ Biztalk Server
- ✓ Commerce Server
- ✓ ISA Server



## ITM for Microsoft Applications Comprehensive Microsoft management solution.

**Beinhaltete Produkte:** ITM (Windows only), Universal Agent/Agent Builder, ITM for Database (SQL), ITM for Msg & Collaboration (Exchange), ITM for Active Directory, ITCAM for WR (IIS), OM XE for .NET

## Neue ITM & ITCAM Produkte

### ITCAM for Transactions

2Q, 2008

ITM for  
Microsoft App's

1Q, 2008

ITCAM  
for SOA Platform

2Q, 2008

ITCAM for  
Applications

2Q, 2008

ITCAM for  
WebSphere

ITCAM for  
J2EE

### ITM for Servers (ITM)

3Q, 2008\*

ITM for  
Green  
Energy

3Q, 2008\*

ME for  
AIX 

1Q, 2008

\* All forward looking dates are subject to change.

 Wird mit neuen System p Maschinen verkauft



# Überblick - ITM for Energy Management

## Neues Produkt für Energie Mangement

Beinhaltete Produkte:  
ITM Agent

The screenshot displays the ITM for Energy Management software interface. The main window is titled "ocean4SOCKdp:UAGENT00 - OCEAN4 - SYSADMIN". The interface includes a navigation tree on the left, a central area with several monitoring charts, and a bottom status bar.

**Navigation Tree:**

- Enterprise
  - Windows Systems
    - OCEAN4
      - Power\_Management
        - dyn9002027240:POWER\_MANAGEMENT
          - PERFORMANCE
          - POWER
          - TEMPERATURE
        - ocean4SOCKdp:UAGENT00
        - Windows OS

**Monitoring Charts:**

- System Response Time (ms):** A bar chart showing response times over time. A callout box highlights a value of 594 (04/20/07 15:10:56) with the text "Antwortzeit der Tansaktionen".
- Goldenbridge Power Cap and Power Use...:** A bar chart showing power cap and power used. A callout box highlights the text "Energieverbrauch".
- Pleasantville Power Cap and Power Used (Watt):** A bar chart showing power cap and power used.
- Goldenbridge Processor Temperature (C):** A bar chart showing processor temperature.
- Pleasantville Processor Temperature (C):** A bar chart showing processor temperature. A callout box highlights the text "Temperatur".

**System Performance Table:**

avRT	qLen	LocalTimeStamp
600	10261	04/20/07 15:05:11
595	10730	04/20/07 15:05:26
600	10720	04/20/07 15:05:44

**Power Table:**

Machine Name	Power cap	Power used	LocalT
goldensbridge	120	110	04/20/07 15:17:38

**Processor Temperature Table:**

Machine name	Processor Temperature	LocalTi
goldensbridge	53	04/20/07 15:17:38
pleasantville	40	04/20/07 15:17:38

**Status Bar:**

- Hub Time: Fri, 04/20/2007 03:30 PM
- Server Available
- ocean4SOCKdp:UAGENT00 - OCEAN4 - SYSADMIN

## Überblick - ITM for Servers

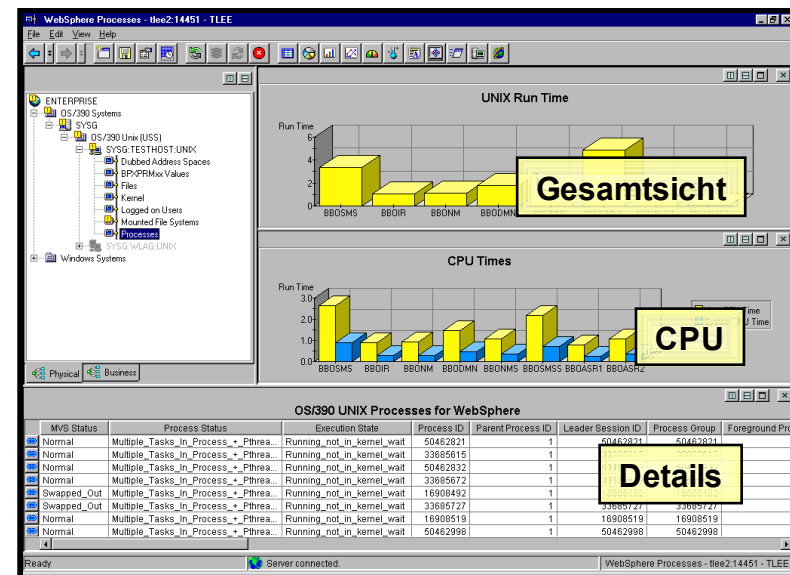
Ganzheitliche Infrastrukturüberwachung Physik / Virtuell

z.B. "Out of the Box" Management für AIX

Integrationsansichten für zOS mit HTML und 3270 Protokollen

Schnelle Gesamtübersicht über die Server

Zeigt sowohl die Betriebssysteme als auch die virtuellen Server



## ITM for Servers

Monitoring für physikalische und virtuelle Infrastrukturen

Products Included: ITM, ITM VS, ITM UA

## Simplify Your Life - ITM & ITCAM

Entitlement Flow, Effective Dates und End of Marketing

**Entitlement ist der Transfer von Lizenzen auf ein neues Produkt.**

Aktuelles Kunden Entitlement	Neues Produkt Entitlement	Entitlement Effective Date	End Of Marketing (EOM) Effective Date
ITCAM for RT	ITCAM for Transactions	6/6/08	8/15/08
ITCAM for RTT			
ITCAM for ISM			
ITM for Applications	ITCAM for Applications (Three Agent Pack)	6/20/08	10/10/08
ITM for Databases			
ITM for Messaging & Collaboration			
OMEG. XE for Messaging (dist only)			
ITCAM for Web Resources	ITM for Microsoft Applications	5/13/08	8/15/08
OMEGAMON XE for .NET			
ITM for Active Directory		Geplant 4Q	Geplant 4Q

## Simplify Your Life - ITM & ITCAM

### Flexibilität bei nicht genutzter Software

- Ein Kunde hat 100 Lizenzen ITM for Databases und 50 Lizenzen ITCAM for Web Resources. Er nutzt nur 70 der 100 Datenbank Lizenzen, aber benötigt 30 zusätzliche Lizenzen ITCAM for Web Resources. Was soll er machen?
    - Bisher mußte der Kunde 30 ITM for Database Lizenzen kündigen und 30 neue ITCAM for Web Resources Lizenzen kaufen.
    - Mit der neuen Entitlement Struktur, erhält der Kunde 150 Lizenzen ITCAM for Applications “three agent pack” die er für jede ITCAM for Applications Ressource verwenden kann. Das bietet ihm mehr Flexibilität und spart Geld.
- 
- IBM Business Partner
    - Potential für ITCAM for Application Ressourcen erkennen und zusätzlich ITCAM for Applications Lizenzen verkaufen.
    - End User Response Time Monitoring (ITCAM for Transactions) und Monitoring für SOA Umgebungen (ITCAM for SOA Platform) vorschlagen.



IBM Software Partner Academy

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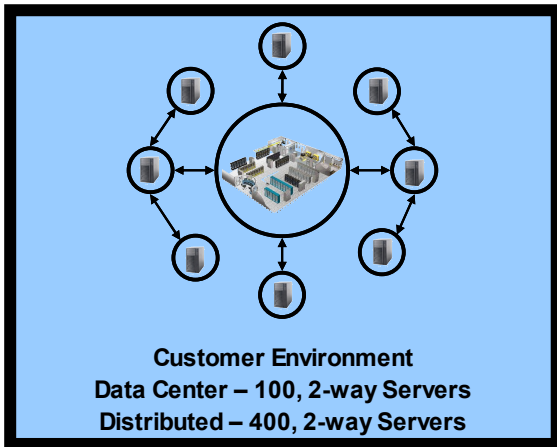
Email: [hans.lorenz@de.ibm.com](mailto:hans.lorenz@de.ibm.com)

Happy Selling!

# Simplify Your Life with ITM & ITCAM

Penetrate General Business (SMB) and Large Enterprise Departments

## Previous ITM Microsoft Proposal



**1 Year Price = \$ 800,000 \***  
**Subscription = \$ 160,000**  
**5 Year Cost = \$ 1,440,000**

Propose  
ITM for Microsoft Applications  
“Entry” Pricing



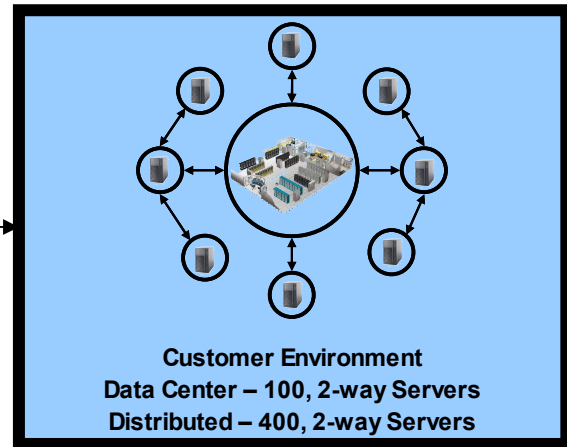
**65%+ More Competitive**

**\$155.00 per server  
pricing helps deals**

**Microsoft does not include  
maintenance in their \$ 155  
price!**

**Microsoft charges for managing  
servers, database and reporting**

## New “ITM for Microsoft Applications” Proposal



**1 Year Price = \$ 284,000 \***  
**Subscription = \$ 56,800**  
**5 Year Cost = \$ 511,200**

### ITM for Microsoft Applications does not have the contractual limitations of ITM Express

- No limit on number of servers
- No limit on the number of processors
- No limit on integration/exploitation of the Tivoli Software Portfolio

[Click here for more details on ITM for Microsoft Applications](#)

\* Pricing Details in PowerPoint Notes – Print as “Notes Pages”

## Simplify Your Life with ITM & ITCAM

### ITM for Microsoft Applications “Entry” Pricing

1Q, 2008

**I need simple, basic operating system monitoring for my Microsoft servers.**

IBM Tivoli Monitoring for Microsoft Applications “Entry” Pricing	
Monitored Environment	ITM for Microsoft Applications
Base ITM <ul style="list-style-type: none"> <li>▪ Windows Operating System <sup>1</sup></li> <li>▪ ITM Technology (TEP, TDW, TCR)</li> </ul>	<b>\$155 per server <sup>1</sup></b>

**ITM for Microsoft Applications Entry Edition most applicable for customers that**

- In situations where operating system status is “good enough”
- In distributed server environments such as remote branch banking, retail, remote branches and distribution

<sup>1</sup> Does not include Universal Agent/Agent Builder

## Simplify Your Life with ITM & ITCAM

### ITM for Microsoft Applications “Advanced” Pricing

1Q, 2008

**I need to manage my Microsoft environment.**

Monitored Environment	ITM for Microsoft Apps
<b>Base ITM</b> <ul style="list-style-type: none"> <li>▪ Microsoft Windows Operating System</li> <li>▪ Includes ITM Universal Agent/Agent Builder <sup>1</sup></li> <li>▪ ITM Technology (TEP, TDW, TCR)</li> </ul>	<p><b>\$80 10/PVU</b> (includes ITM Universal Agent/Agent Builder <sup>1</sup>)</p>
<b>ITM for Databases</b> <ul style="list-style-type: none"> <li>▪ Microsoft SQ</li> </ul>	
<b>ITM for Messaging and Collaboration</b> <ul style="list-style-type: none"> <li>▪ Microsoft Exchange</li> </ul>	
<b>ITM for Active Directory</b> <ul style="list-style-type: none"> <li>▪ Microsoft Active Directory</li> </ul>	
<b>Omegamon XE for .NET</b> <ul style="list-style-type: none"> <li>▪ Microsoft .NET</li> </ul>	
<b>ITCAM for Web Resources</b> <ul style="list-style-type: none"> <li>▪ Microsoft IIS</li> </ul>	
<b>ITM Universal Agent/Agent Builder <sup>1</sup></b>	

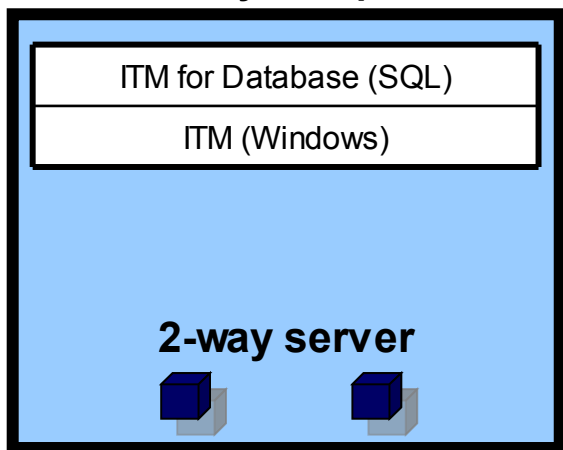
<sup>1</sup> Universal Agent/Agent Builder entitled for use on systems monitored by ITM for Microsoft Applications



# Simplify Your Life with ITM & ITCAM

Drive Revenue from the Tivoli Install Base – Add SQL Support

## Previous ITM “upgrade to SQL only” Proposal



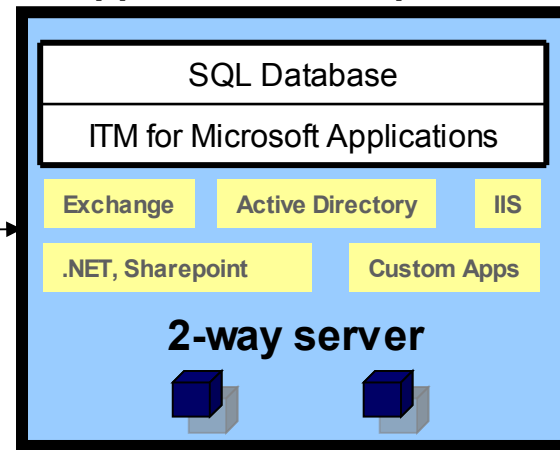
Price = \$ 2220 \*  
Subscription after Year 1 = \$ 740  
5 Year Cost = \$ 5480

Propose  
ITM for Microsoft Applications  
“Trade up” Pricing



\$40.00 10/PVU  
Trade up

## New “ITM for Microsoft Applications” Proposal



Price = \$ 800 trade up \*  
Subscription after Year 1 = \$ 320  
5 Year Cost = \$ 2080

### Additional Customer Benefits

- Windows OS, Exchange, Active Directory, IIS and .NET included with Sharepoint and Biztalk coming soon

Opens the discussion to “What else do you have that we can help with?”

### Propose IT Performance Analyzer and ITCAM for Transactions

- Identify low server utilization and proactively prevent server outages from high server utilization
- Take the first step to align IT and the Business by monitoring end user environments

[Click here for more details on ITM for Microsoft Applications](#)

\* Pricing Details in PowerPoint Notes – Print as “Notes Pages”

# Simplify Your Life with ITM & ITCAM

## ITM for Microsoft Applications Trade-up Example

1Q, 2008

I need to manage my Microsoft environment.

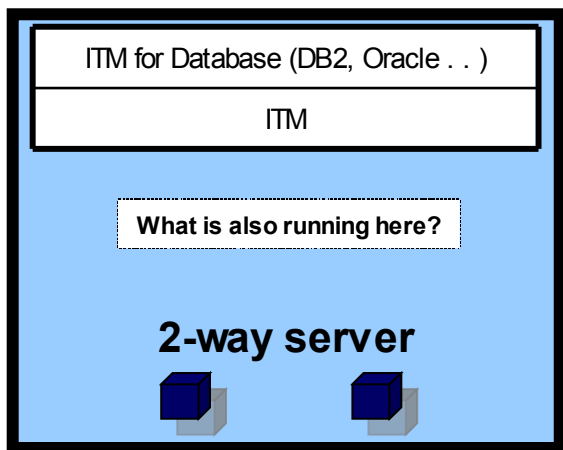
Monitored Environment	ITM for Microsoft Apps
<b>Base ITM</b> <ul style="list-style-type: none"> <li>▪ Microsoft Windows Operating System</li> <li>▪ Includes ITM Universal Agent/Agent Builder <sup>1</sup></li> <li>▪ ITM Technology (TEP, TDW, TCR)</li> </ul>	<p><b>Trade-up Part Number \$40.00 10/PVU (includes ITM Universal Agent/Agent Builder <sup>1</sup>)</b></p> <p><b>Discontinue maintenance - ITM license was a prerequisite.</b></p> <p><b>Discontinue maintenance - ITM license was NOT a prerequisite. If no ITM license call Tony Spina/Pete Greulich</b></p> <p><b>Automatic Entitlement</b></p>
<b>ITM for Databases</b> <ul style="list-style-type: none"> <li>▪ Microsoft SQL</li> </ul>	
<b>ITM for Messaging and Collaboration</b> <ul style="list-style-type: none"> <li>▪ Microsoft Exchange</li> </ul>	
<b>ITCAM for Web Resources (+ ITM)</b> <ul style="list-style-type: none"> <li>▪ Microsoft IIS</li> </ul>	
<b>ITM for Active Directory</b> <ul style="list-style-type: none"> <li>▪ Microsoft Active Directory</li> </ul>	
<b>Omegamon XE for .NET</b> <ul style="list-style-type: none"> <li>▪ Microsoft .NET</li> </ul>	
<b>ITM Universal Agent/Agent Builder <sup>1</sup></b>	

<sup>1</sup> Universal Agent/Agent Builder entitled for use on systems monitored by ITM for Microsoft Applications

# Simplify Your Life with ITM & ITCAM

## Drive Revenue from the Tivoli Install Base with Flexibility

### Customer doing "business as usual"



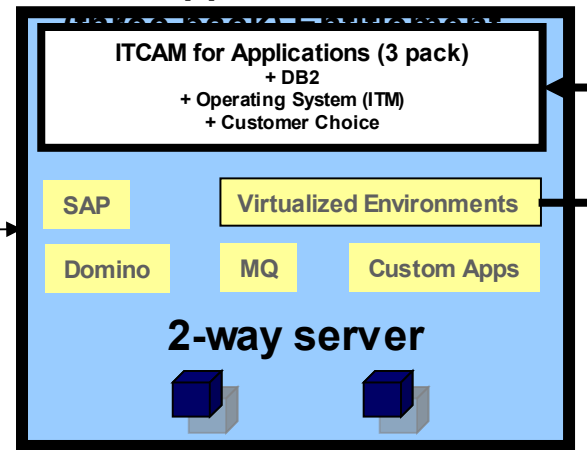
Licensed for ITM and ITM for Databases  
 Subscription = \$ 740  
 5 Year Cost = \$ 3700

Discuss  
 ITCAM for Applications  
 (three pack) Entitlement



100%+ More Flexible

### New "ITCAM for Applications"



ITCAM for Applications (3 pack) Entitlement  
 Subscription = \$ 1240  
 5 Year Cost = \$ 6200

### Increased customer software value through entitlement

- Extend the value of their existing licenses as "entitlement" becomes effective
- Flexibility to change licensing
- Maintenance costs increase

### Opens additional sales opportunities with the discussion of additional management needs

Opens the discussion to "What else do you have that we can help with?"

[Click here for more details on ITM for Microsoft Applications](#)

\* Pricing Details in PowerPoint Notes – Print as "Notes Pages"

## Simplify Your Life with ITM & ITCAM

### ITCAM for Applications Pricing Example

2Q, 2008\*

## I need to manage my application environment.

Monitored Environment	ITCAM for Applications
Base ITM <ul style="list-style-type: none"> <li>All Non-Microsoft Operating System</li> <li>ITM Universal Agent/Agent Builder <sup>1</sup></li> <li>ITM Technology (TEP, TDW, TCR)</li> </ul>	Three Agent Pack - \$31 PVU Full Agent Pack - \$59 PVU*  Trade up Pricing From ITM to 3 Agent Pack - \$23.25 PVU To ITM for Microsoft Applications (license swap) - \$40.00 10/PVU
ITM for Databases <ul style="list-style-type: none"> <li>Non-Microsoft Databases (DB/2, Oracle, Sybase)</li> </ul>	
ITM for Messaging and Collaboration <ul style="list-style-type: none"> <li>Lotus Domino</li> </ul>	
ITM for Applications <ul style="list-style-type: none"> <li>SAP (Microsoft and non-Microsoft)</li> </ul>	
ITM for Virtual Servers <ul style="list-style-type: none"> <li>VMware, Citrix</li> <li>No Microsoft Virtual Server support</li> </ul>	
OMEGAMON XE for Messaging <ul style="list-style-type: none"> <li>Distributed Messaging (MQ)</li> </ul>	
ITCAM for Web Resources <ul style="list-style-type: none"> <li>Health and Availability Monitoring for Web Resources</li> <li>No IIS Support (now included in ITM for Microsoft Applications)</li> </ul>	

\* Sub-Capacity Pricing available for Customers using ITCAM for Applications Full Agent Pack

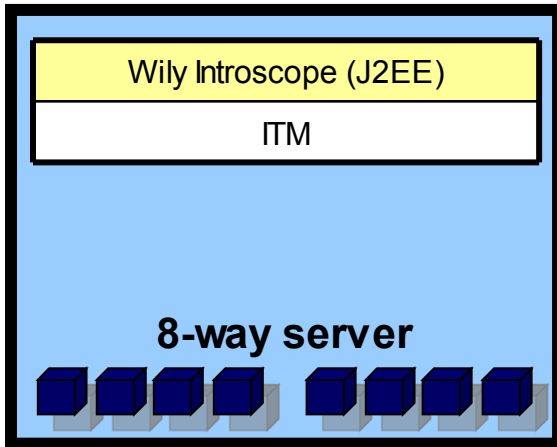
<sup>1</sup> Universal Agent/Agent Builder entitled for use on systems monitored by ITM for Microsoft Applications

\* All forward looking dates are subject to change.

# Simplify Your Life with ITM & ITCAM

## Drive Revenue Displacing the Competition

### Customer doing "business as usual"



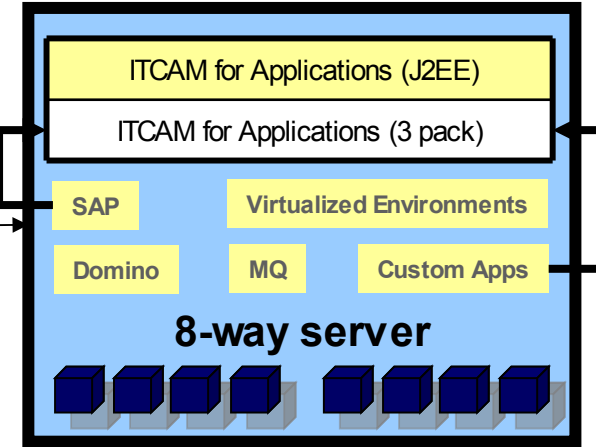
**5 Year Cost of doing "Business As Usual" = \$ 71940**

Propose ITCAM for Applications (3 Agent Pack) as solution



**47%+ Savings - 5 years**

### New "ITCAM for Applications" Trade-up Proposal



**5 Year Cost of trade-up = \$38440**

#### Additional Benefits

- On-going annual software subscription savings
- Improved hardware savings as customer consolidates to only one systems mgmt infrastructure, data warehouse, reporting
- Labor savings - single administration, common data and reporting model

**Opens the discussion to "What else do you have that we can help with?"**

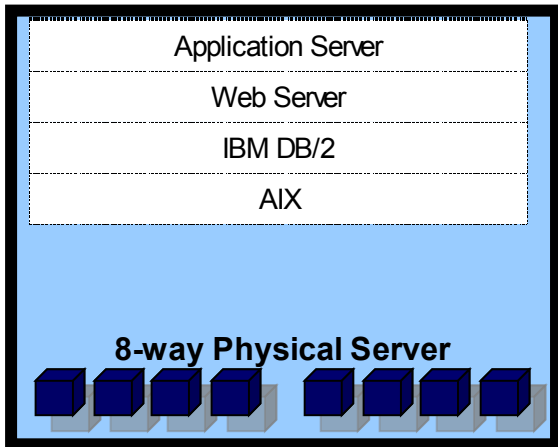
**Sell ITPA and ITCAM for Transactions**

\* Pricing Details in PowerPoint Notes – Print as "Notes Pages"

# Simplify Your Life with ITM & ITCAM

## ITCAM for Applications Sub-Capacity Pricing Example

### Full Capacity Pricing 8 processor cores

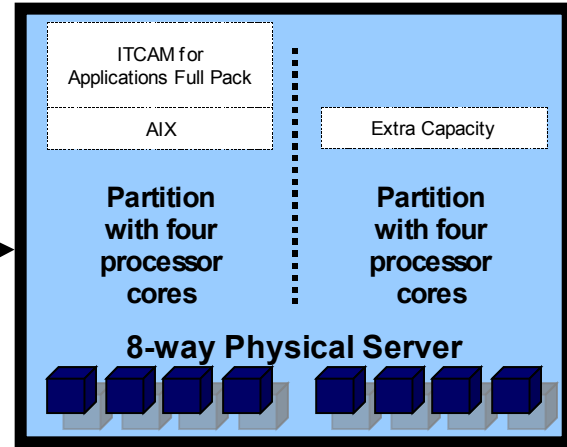


**1 Year Price = \$ 47,200 \***  
**Subscription = \$ 9,440**  
**5 year Cost = \$ 84,960**

Propose  
 ITCAM for Applications (full pack)  
 Sub-Capacity Pricing



### Sub-Capacity Pricing 4 processor cores



**1 Year Price = \$ 23,600 \***  
**Subscription = \$ 4,720**  
**5 year Cost = \$ 42,480**

**Especially beneficial to support STG Hardware proposals**

### Additional Customer Benefits

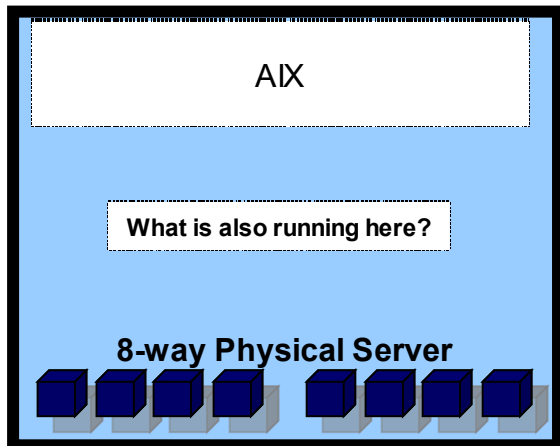
- Operating System, Virtual Server, Lotus Notes, SAP, MQ, Web Servers included
- No charge for any additional management servers, data warehouse or reporting

[Click here for more details on sub-capacity pricing information](#)

\* Pricing Details in PowerPoint Notes – Print as “Notes Pages”

# Simplify Your Life with ITM & ITCAM Management Edition for AIX (ME for AIX)

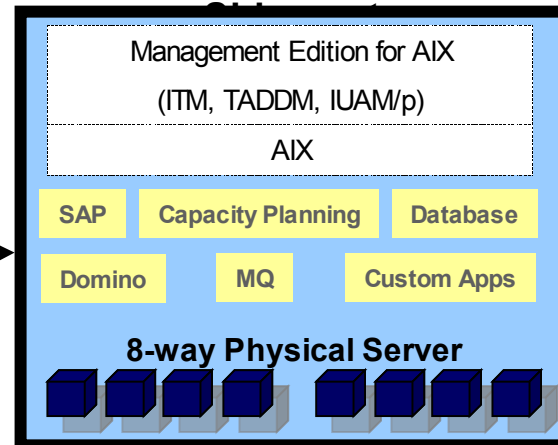
## New System p Shipment



Propose  
ME for AIX



## Proposed System p



[Click here for more details on Management Edition for AIX](#)

3Q, 2008\*

## Simplify Your Life with ITM & ITCAM

### ITM for Servers (ITM) Pricing Example

**I need operating system monitoring for my heterogeneous server environment or any custom environment not supported by ITM today.**

Monitored Environment	Price
Base ITM <ul style="list-style-type: none"> <li>▪ All Supported Operating Systems <sup>1</sup></li> <li>▪ IBM Tivoli Universal Agent/Agent Builder <sup>2</sup></li> <li>▪ ITM Technology (TEP, TDW, TCR)</li> </ul>	\$74.25 10/PVU
ITM for Virtual Servers <ul style="list-style-type: none"> <li>▪ Microsoft Virtual Server</li> <li>▪ VMWare</li> <li>▪ Citrix</li> </ul>	\$103.00 10/PVU
ITM Universal Agent/Agent Builder <sup>2</sup>	\$266/client \$37 10/PVU server

 **Nothing has changed continue to sell ITM!**

<sup>1</sup> ITM IBM AIX and SUN Solaris support includes Virtual Server support

<sup>2</sup> Universal Agent/Agent Builder entitled for use on systems monitored by ITM only



## Simplify Your Life with ITM & ITCAM

### ITCAM for Transactions Pricing Example

2Q, 2008\*

**I need to monitor my user's experience with my applications**

Monitored Environment	ITCAM for Transactions
Base ITM <ul style="list-style-type: none"> <li>▪ Limited Usage License</li> <li>▪ ITM Technology (TEP, TDW, TCR)</li> </ul>	<b>\$318/Client for Client Response Time</b> <b>\$75 PVU – Web and Robotic Transaction Tracking</b>
ITCAM for RT	
ITCAM for RTT	
ITCAM for ISM	

\* All forward looking dates are subject to change.

## Simplify Your Life with ITM & ITCAM

### ITCAM for SOA Platform Pricing Example

2Q, 2008\*

## I need to manage my Services Oriented Architecture environments

Monitored Environment	ITCAM for SOA Platform
Base ITM <ul style="list-style-type: none"> <li>▪ All Operating System</li> <li>▪ ITM Universal Agent/Agent Builder <sup>1</sup></li> <li>▪ ITM Technology (TEP, TDW, TCR)</li> </ul>	<p>\$75.00 PVU</p> <p>Trade up pricing from ITCAM for Applications (three pack) \$56.25 PVU</p> <p>For existing ITCAM for SOA customers contact Khiem Bui or Janina Ross</p>
ITCAM for SOA	
ITCAM for Web Resources <ul style="list-style-type: none"> <li>▪ (Health and Availability Monitoring for Web Resources)</li> <li>▪ No IIS Support (now included in ITM for Microsoft Applications)</li> </ul>	
OMEGAMON XE for Messaging	
ITM for Virtual Servers <ul style="list-style-type: none"> <li>▪ (VMware, Citrix)</li> <li>▪ No Microsoft Virtual Server support</li> </ul>	

<sup>1</sup> Universal Agent/Agent Builder entitled for use on systems monitored by SOA Platform monitors only

\* All forward looking dates are subject to change.