- Websphere MQ, Integrator, Business Process Manager and Business Integrator

Family Pricing - July 2001

Family Pricing - July 2001

- Brief Overview of Websphere MQ (MQSeries) pricing

- Recent product announcements (May 8th)

- Development Licenses/Standby - Back up Lic.

- NIM announcement and WS MQ

- Common pricing metrics

- Web pages updated!

Family Pricing - July 2001

- Common 5 Tier pricing model across all MQSeries Family members

Tier	Description	CUs Required
1	Intel Uniprocessor machines AS/400 Processor group P05	2(4 PAM)
2	Intel 2-way SMP machines + RISC 1-2 processors per box/SP node AS/400 Processor groups P10 and P20	4
3	Intel/RISC 3-8 processors per box/SP node AS/400 Processor groups P30 and P40	8
4	Intel/RISC 9-23 processors per box/SP node AS/400 Processor group P50	16
5	Intel/RISC > 24 processors per box/SP node	30

Family Pricing - July 2001

Tier	Description	CUs Required
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4	Intel/RISC 9-23 processors per box/SP node AS/400 Processor group P50	16
5	Intel/RISC > 24 processors per box/SP node	30

- Base MQSeries $1800 per Capacity Unit
- MQSeries Workflow $35000
- MQSeries Integrator $55000 - named 4 Tier list
- MQSeries Everyplace $1800/$180 - see later
- Websphere Partner Agreement Manager - $37500
- Websphere Bi Enterprise - $45000 (see later)
- Websphere Bi Entry - $25000 (see later)

Family Pricing - July 2001

- ■ Recent Product Announcements (May 8th)
  - ► MQSeries Everyplace
  - ► Websphere Business Integrator
  - ► Websphere Partner Agreement
  - ► MQSeries For Compaq NSK V5.1
  - ► MQSeries Integrator V2.0.2
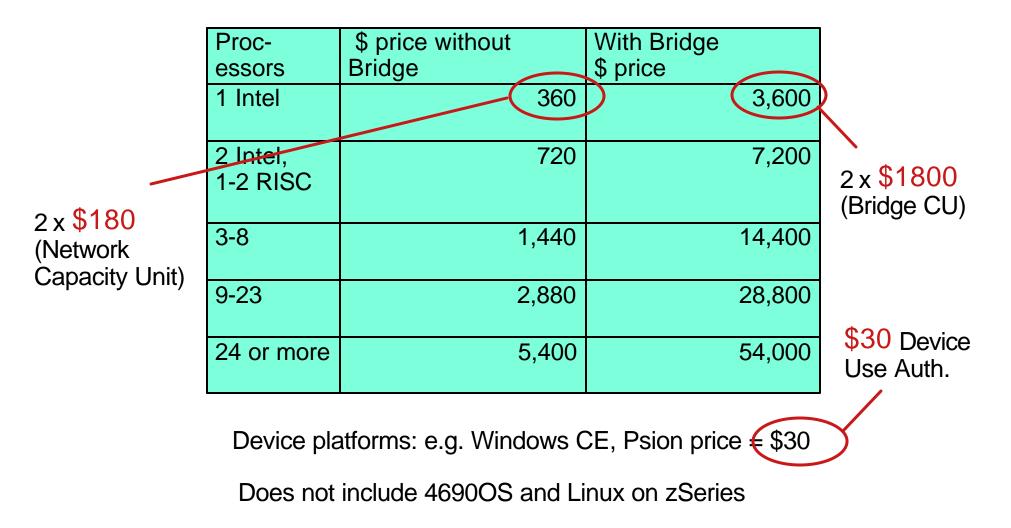
MQSeries Everyplace Pricing - July 2001

Four Offerings :-

- MQSeries Everyplace Network incl. Bridge to MQSeries
- MQSeries Everyplace Network w/o Bridge to MQSeries
- MQSeries Everyplace Device w/o Bridge
- MQSeries Everyplace Retail Edition for 4690

MQSeries Everyplace on Server Platforms - US Price per machine

Server platforms: e.g. Windows 95, 98, Me, NT, 2000, AIX, Linux, iSeries.

Proc-essors	$ price without Bridge	With Bridge $ price
1 Intel	360	3,600
2 Intel, 1-2 RISC	720	7,200
3-8	1,440	14,400
9-23	2,880	28,800
24 or more	5,400	54,000

2 x $180
(Network Capacity Unit)

2 x $1800
(Bridge CU)

$30 Device Use Auth.

Device platforms: e.g. Windows CE, Psion price = $30

Does not include 4690OS and Linux on zSeries

MQSeries Everyplace Pricing - July 2001

- ■ MQSeries Everyplace incl. Bridge to MQSeries

Band	T1	T2	T3	T4	T5
Proc.	1 Intel	1 or 2	3 to 8	9 to23	Over 24
CUs	2	4	8	16	30
Price	$3600	$7200	$14400	$28800	$54000

1. Uses the standard 5 tier mode
2. Transferable between "big" MQSeries and MQe
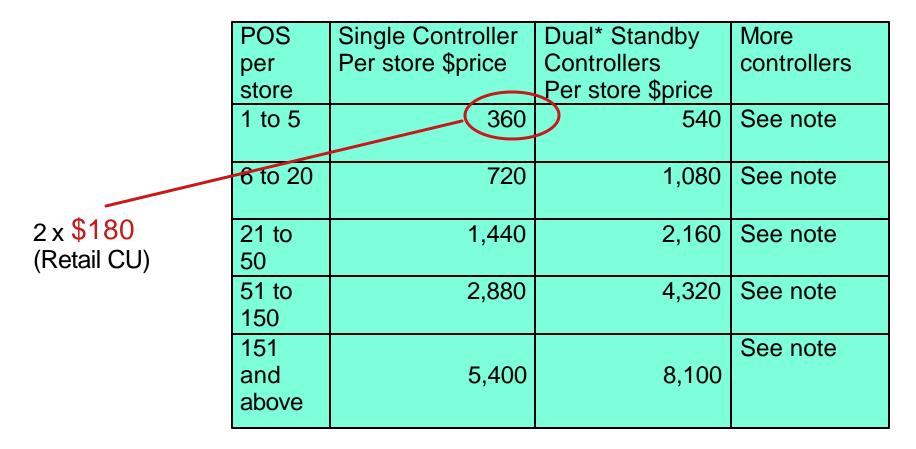3. Named Platforms

MQSeries Everyplace Pricing - July 2001

■ **MQSeries Everyplace w/o Bridge to MQSeries**

Band	T1	T2	T3	T4	T5
Proc.	1 Intel	1 or 2	3 to 8	9 to23	Over 24
CUs	2	4	8	16	30
Price	$360	$720	$1440	$2880	$5400

1. Uses the standard 5 tier mode
2. Non transferable between "big" MQSeries and MQe
3. Named Platforms

MQSeries Everyplace on 4690OS -
Price per store

Capacity unit requirements for the use of dual* 4690 machines on "warm standby" are 50% of those for machines in production use.

POS per store	Single Controller Per store $price	Dual* Standby Controllers Per store $price	More controllers
1 to 5	360	540	See note
6 to 20	720	1,080	See note
21 to 50	1,440	2,160	See note
51 to 150	2,880	4,320	See note
151 and above	5,400	8,100	See note

2 x $180 (Retail CU)

Note: More controllers can be handled by splitting price across POSs. e.g. 3 controllers with 30 POS = 3 x (1 controller with 10 POS) = $2160 or special bid.

MQSeries Pricing - July 2001

MQSeries Link for R/3

- For Non 390 - single price per SAP server - $11995 each
- For 390 - single price per SAP server - $20000 each.

Family Pricing - July 2001

MQSeries Adapter Builder - Refresh

- Adapter Kernel priced at $12000 flat priced per Server. No proof of entitlements required.
- Adapter Builder priced at $3000 flat price per install.

Family Pricing - Business Process Management - July 2001

- New Pricing

Band	T1	T2	T3	T4	T5
Proc.	1 Intel	1 or 2	3 to 8	9 to23	Over 24
CUs	2	4	8	16	30
Price	$70K	$140K	$280K	$560K	$1050K

Price per CU $35K -

Registered Users - no need to count anymore, they are rolled into the Server price.

BPM for s/390 V3.3 - reannouncing in July with Value Units Uses the PSLC slopes with MSUs in bands with a VU per MSU in each band.

OTC only - mlc is not an option!

MQSeries Pricing July 2001

- **MQSeries Integrator for Non390**

Structure

MQSI currently uses the 4 Band pricing model that originated from the original NEON charging structure.

Workgroup	$110K	2 Cap units
Departmental	$220K	4 Cap units
Enterprise	$330K	6 Cap units
Super Large	$440K	8 Cap units

License requirement dependent on machine list.
Each Capacity unit $55000

MQSeries Pricing - July 2001

MQSeries for Compaq NSK V5.1

- Priced at $18000 entry and on named compaq (Tandem)machines over 4 Tiers.
- 4 Tiers priced at $18K, $36K, $54K and $72K

Cap Group 10 Machine Type $18K	Cap Group 20 Machine Type $36K
CLX/R1100	Cyclone and /R
CLX/R1200	CLX2000
CLX800	K1000 Series
K100 Series	K2000 Series
K200 Series	S74 and S740 Series
Cap Group 30 Machine Type $54K	Cap Group 40 Machine Type $72K
K10000 Series	S72000 Series
K20000	S74000 Series
S7400 Series	Other Compaq
S70000 Series	Himalaya machines

Websphere Business Integrator

Websphere Business Integrator V2.1

- **This announcement Comprises :-**
  - ▶ **Websphere Business Integrator V2.1**
    - ● **Enterprise - full function solution**
    - ● **Entry - simple, pilot application**
    - ● **Development and Test licenses for both**
  - ▶ **Websphere Partner Agreement Manager V2.1**
  - ▶ **Websphere Partner Agreement View V2.1**
  - ▶ **Websphere Partner Agreement Connect V2.1**

Websphere Business Integrator V2.1

- **WS Bi Entry Comprises :-**
  - ▶ **Websphere Integration Core**
    - **Base MQSeries**
    - **MQ Adapter Kernel**
    - **Business Partner Managers (5)**
    - **LDAP**
    - **WAS Advanced Server**
  - ▶ **Solution Studio Bi Extension**
    - **W/S Studio**
    - **VA for Java Enterprise**
    - **MQSeries Adapter Builder**

Websphere Business Integrator V2.1

■ **WS Bi Enterprise Comprises :-**
- ►**Websphere Integration Core**
- ►**Webshpere Studio Bi Extension V2.1**
- ►**Websphere Personalization Server**
- ►**MQSeries Integrator**
- ►**MQSeries Workflow**
- ►**DataInterchange EDI gateway**
- ►**Tivoli Secureway Directory and Policy Director V3.7**

with Partner Agreement Manager

Websphere Business Integrator V2.1

- **Pricing**
  - ▶ **Uses the MQSeries 5 Tier structure with Capacity Units (CUs) as the License use authorization.**
  - ▶ **As a "hard bundle", CUs are required for EVERY machine on which ANY component contained in the product media package is installed, with the exception of the proxy component.**
  - ▶ **Capacity Units are required based on the following table. This is a multi server product, the chart below is per server!**

Product	T1	T2	T3	T4	T5
Processors	1 Intel	1 or 2 Way	3 to 8 Way	9 to 23 Way	24 Way
Cap. Units	2	4	8	16	30
Entry Edition	$50K	$100	$200K	$400K	$750K
Enterprise Edition	$90K	$180K	$360K	$720K	$1350K

Websphere Business Integrator V2.1

- **Pricing**
  - ►WS Bi V2.1 Enterprise Capacity Unit $45000 each.
  - ►WS Bi V2.1 Entry Capacity Unit $25000 each.
  - ►WS Bi V2.1 Development and Test Capacity Unit for for both Entry and Enterprise $15000 ea.

  - ►Websphere Partner Agreement Manager needs to be purchased in addition to WS Business Integrator

Websphere Business Integrator V2.1

Websphere Partner Agreement Manager V2.1

Product	T1	T2	T3	T4	T5
Processors	1 Intel	1 or 2 Way	3 to 8 Way	9 to 23 Way	24 Way +
Cap. Units	4	4	8	16	30
WS PAM	$150K	$150K	$300K	$600K	$1125K

WS PAM Capacity Unit - $37500

Websphere Partner Agreement View V2.1
Single price irrespective of size of Server - $55000

Websphere Partner Agreement Connect V2.1
Single price irrespective of size of Server - $7000

Development Licenses

Back up/Standby Licenses

Development Licenses

MQSeries family of products do not have formally published development license prices, with the exception of the recently announced Websphere Business Integrator and Partner Agreement Manager products.

Development Licenses

For customers wishing to use the products for development, test, Q&A, can request a reduced license fee of 50% of the equivalent full production license. This is normally handled through the adjustment of the number of capacity units required - for example, running in Tier 2 which normally requires 4 CUs to be correctly licensed, in a development environment would only require 2 CUs.
"Converting" those development CUs to production would require the purchase of two additional CUs

Details will be published on the MQSeries internal pricing page
No formal announcement
No need to go through the special bid process
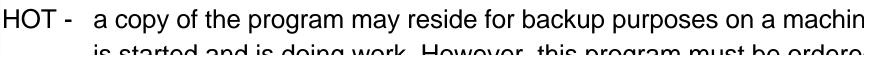For customers requiring documentation - then the details on

Back up/Standby Licenses

Licensing MQSeries Servers as Back Up Servers

For some time MQSeries has had a policy for licensing back up Servers that has been out of line with the SWG guidelines. As of now we will follow the directions as issued with particular reference to WARM back ups. The guide are reproduce below for your convenience.

All programs running in backup mode must be under the customer's control, if running at another enterprise's location.

COLD - a copy of the program may be stored for backup purposes on a machine as long as the program has not been started. There is no charge for this copy.

WARM-a copy of the program may reside for backup purposes on a machin and is started but is "idling" and is not doing any work of any kind. There is no charge for this copy.

HOT - a copy of the program may reside for backup purposes on a machin is started and is doing work. However, this program must be ordere

Back up/Standby Licenses

Licensing MQSeries Servers as Back Up Servers

"Doing Work", includes for example, production, development, program maintenance, and testing. It also could include other activities such as mirroring of transactions, updating of files, synchronization of programs ,data or other resources (e.g. active linking with another machine, program, data base or other resource, etc) or any activity or configurability that would allow an active hot-switch or other synchronized switch-over between programs, data bases, or other resources to occur.

Full write ups concerning use of software in backup situations can be found by searching CPINFO on the C&N website:

http://d02dbl51.southbury.ibm.com/i dir/isis/globalcp.nsf

NIM (New IPLA Model)

Announces : July 10th

Effective in Passport Advantage : September 4th

New IBM Software Model and MQSeries

- What's new and how will it effect MQSeries

    ► Common volume licensing offering for all SW products
    ► Industry accepted annuity offering - Maintenance (Subscription and Support)
    ► New Transaction incentive to encourage ongoing deals

New IBM Software Model and MQSeries

- What's new and how will it effect MQSeries

  - ► Single offering - no VPO/CO with a continuou
    discount slope from Bands A to J
  - ► Subscription and SW Support bundled as
    Software Maintenance
    - – Bundled with license
    - – Subscription and support not available
      separately
  - ► No forecast option - all commit (money up fro

New IBM Software Model and MQSeries

- What's new and how will it effect MQSeries

    - ▶ Discount slopes flattened
        - Published prices in the deeper bands G & H increased 5 to 17% due to slope changes
        - Unpublished prices, I & J increased 8 to 16% due to slope changes

New IBM Software Model and MQSeries

- How will it effect MQSeries

  - ► Maintenance to be "mandatory" with the licen
    purchase - automatic maintenance renewal
  - ► Maintenance set at 25%
    - Today   Base MQSeries   27%   - 2%
    -                MQSeries W'Flow   23%   +2%
    -                MQSeries Intergr.   30%   - 5%

  - ► Note:
    Subscription only customers will go from
    20% to the new 25%

New IBM Software Model and MQSeries

■ How will it effect MQSeries

▶ Slopes to be flattened

 – Steep Slope   Band A   to H
         Base MQSeries   Current 0% to 39%
     MQSeries Workflow New   0% to 29%

          MQSeries Integrator
 – Shallow Slope   Current 0% to 30%
                                             New   0% to 19%

New IBM Software Model and MQSeries

- How will it effect MQSeries

  ▶ Forecast option eliminated and replaced with new Transaction incentive

    − Relationship discount set by size of original deal

    − Transactional discount moves the discount band based on size of ongoing deals in 12 month contract period

New IBM Software Model and MQSeries

- Specific impact to MQSeries Customers

  - ► Nearly ALL will pay more based on the new prices - ALL larger customer will see higher prices!!

New IBM Software Model and MQSeries

- Specific impact to MQSeries Customers

  - ▶ MQSeries Workflow

	A	B	C	D	E	F	G	H	I	
s	<==100	100-249	250-499	500-999	1000-2499	2500-4999	5000-9999	10000-24999	25000 - 49999	>!
	<$20K	$20-50K	$50-100K	$100-200K	$200-500K	$500-1M	$1 - 2M	$2 - 5M	$5 - 10M	>!
nt %	0%	5%	11%	17%	22%	28%	34%	39%	44%	
%	0%	3%	8%	12%	18%	22%	26%	29%	32%	:

Effect of new slopes and bundled maintenance

From	TO	C	D	E	F	G	H	I	J
Lic+Sub	Lic+Mtnce.	-1%	+1%	8%	11%	15%	19%	26%	34%
Lic+Sub+Spt	Lic+Mtnce.			4%		11%	16%	23%	32%
S+S Ren.	Mtnce Ren	4%		13%	17%	21%	25%	33%	43%
Sub Ren.	Mtnce Ren	21%	24%	31%	36%	40%	46%	55%	66%

New IBM Software Model and MQSeries

- **Specific impact to MQSeries Customers**

  - ▶ Base MQSeries

	A	B	C	D	E	F	G	H	I	
s	<==100	100-249	250-499	500-999	1000-2499	2500-4999	5000-9999	10000-24999	25000 - 49999	>5
	<$20K	$20-50K	$50-100K	$100-200K	$200-500K	$500-1M	$1 - 2M	$2 - 5M	$5 - 10M	>5
nt %	0%	5%	11%	17%	22%	28%	34%	39%	44%	4
%	0%	3%	8%	12%	18%	22%	26%	29%	32%	3

Effect of new slopes and bundled maintenance

From	TO	C	D	E	F	G	H	I	J
Lic+Sub	Lic+Mtnce.	-1%	+1%	8%	11%	15%	20%	26%	34%
Lic+Sub+Spt	Lic+Mtnce.			1%	4%	7%	12%	18%	25%
S+S Ren.	Mtnce Ren			-4%	-2%	2%	5%	12%	19%
Sub Ren.	Mtnce Ren	21%	24%	31%	36%	40%	46%	54%	64%

New IBM Software Model and MQSeries

- ## Specific impact to MQSeries Customers

	A	B	C	D	E	F	G	H
ts	<==100	100-249	250-499	500-999	1000-2499	2500-4999	5000-9999	10000-249
	<$20K	$20-50K	$50-100K	$100-200K	$200-500K	$500-1M	$1 - 2M	$2 - 5M
ent %	0%	4%	9%	13%	17%	21%	25%	30%
%	0%	1%	2%	4%	10%	13%	16%	19%

Effect of new slopes and bundled maintenance

From	TO	C	D	E	F	G	H	I	J
Lic+Sub	Lic+Mtnce.	-4%	-1%	11%	13%	15%	18%	21%	25%
Lic+Sub+Spt	Lic+Mtnce.	-4%		2%	3%	5%	8%	11%	14%
S+S Ren.	Mtnce Ren	-15%		-10%	-8%	-7%	-4%	-1%	2%
Sub Ren.	Mtnce Ren	28%	32%	36%	38%	40%	45%	48%	52%

AIM Common Pricing Metrics

AIM Common Pricing Metrics

Common Tiering for IPLA OTC Products

Proposal

Value Units as a common metric defined by Tier Table
  Distributed Value Units based on type and # of processors
  zSeries Value Units based on #of MSUs to SWG
  Standard Structure

VU prices to be set at Product Owner discretion - some
  flexiblity within product to price to different platforms
VU weighting perTier for Non390 to be controlled centrally -
    new "SWG Standard structure"

To be in line with the current NIM work

AIM Common Pricing Metrics

Common Tiering for IPLA OTC Products

5-Tier Definitions

Hardware Platform	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
	Number of Processors				
Distributed Non zSeries	1-2	3-7	8-11	12-23	24+
Other 1 (not in use)	1	2	3-7	8-23	24+
Other 2 (not in use)			1-2	3-7	8+
Value Units per tier Server	**2**	**10**	**20**	**28**	**48**
	Number of MSUs				
zSeries	3 MSUs	4-45 MSUs	46-175 MSUs	176-315 MSUs	316+ MSUs
Value Units per tier MSU	**1**	**0.45**	**0.36**	**0.27**	**0.20**
Value Units per tier MSU	**5.25**	**0.83**	**0.35**	**0.26**	**0.20**
	Number of Users				
All	1-5,000	5,001-15,000	15,001-50,000	50,001-500,000	500,000 +
	Number of POS Terminals				
All	1-7	8-14	15-21	22-28	29+
Value Units per tier User	**1**	**0.45**	**0.36**	**0.27**	**0.20**

Input in BLUE

Price Server	$5,000	per Value Unit
Price User	$250	

Family pricing - July 2001

Web Pages

Pricing and licensing Information is available on

http://www.ibm.com/software/mqseries/messaging/
      calculator/
and
http://www.ibm.com/software/mqseries/

http://w3.software.ibm.com/sales/aim/prod/mqseries/
      pricing.html