



Tivoli software

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# Information about the IBM Tivoli Price Estimator

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# Tool Overview

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- Updated to reflect new pricing where applicable
- Allows for a complete bid by including those offerings that have been re-priced as well as those which have not
- This means that we are dealing with two models in one tool – Value-based pricing and Enhanced Value-Based Pricing
  - For Value-Based pricing, enter data in terms of Tier 1, Tier 2, Tier 3 servers, etc., for a total TMP quantity
  - For Enhanced Value-Based pricing, enter the number of distributed server processors (column 1), z-Series processors (column 2), etc. There is no server tiering in the Enhanced Value-based Pricing model – purely per processor for the distributed servers
- The black font with orange shading (for the product family) indicates new pricing. Use the headers that are black with orange backgrounds
- The grey font with the grey shading (for the product family) indicates old pricing. Use the headers that have the grey font.



## Additional Info

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- Prices calculated are customer SVP, both published and unpublished, NOT the prices to the channel
- Levels I & J are not published to customers, but are published internally and to business partners
- Tool can be used by IBM Sales or business partners
- Updates will be made available at [mot.tivoli.com/pricing](http://mot.tivoli.com/pricing) for internal users.
- Tivoli business partners can get updates from the Business Partner zone>Tivoli Highlights>Tivoli Marketing & Sales Tools or from their Tivoli Channel Account Manager
- Products with the name starting “IBM Tivoli” have been re-packaged and/or re-priced
  - Re-priced products based on users or MSUs continue to use Tivoli Management Points
- Products with the name starting “Tivoli” have not been changed

# Configuration Tab - Initial Columns

An "x" here means it won't disappear when you filter if there are no entries in the quantities to the right.

Ignore these two columns

NEW offerings are in black with an orange background.  
Offerings that have NOT been re-priced/re-packaged (e.g., tiered servers, TMPs, etc.) are grey with a grey background.

What you're counting.

The offerings in black are new, the ones in grey are old.

X	R	WWPC	Family	Program	Metric
		TMONIT	Monitoring	IBM Tivoli Monitoring	Processor
		TMSECEDG	Monitoring	IBM Tivoli Monitoring Active Directory	Processor
		TMONITTP	Monitoring	IBM Tivoli Monitoring for Transaction Performance	Processor
		TMGSYBAS	Monitoring	IBM Tivoli Manager for Sybase	Processor
		TMGMSQLS	Monitoring	IBM Tivoli Manager for MS SQL	Processor
		TMGMEXC	Monitoring	IBM Tivoli Manager for MS Exchange	Processor
		TMSMSSQL	Monitoring	IBM Tivoli Management Solution for MS SQL	Processor
		TMGSOLEX	Monitoring	IBM Tivoli Management Solution for MS Exchange	Processor
		TWBAPSVR	Monitoring	Tivoli Manager for WebSphere Application Server	Tier Srv
		TMGDB2	Monitoring	Tivoli Manager for DB2/UDB	Tier Srv

New Offering  
Existing Offering

# Configuration Tab - Pricing Metrics columns

For products which have NOT been re-priced, the metrics are still Tiered servers, etc. This row would apply to those products in the grey font.

Products which HAVE been re-priced will use these headings. Distributed processor totals would go in the "proc" column, and z-series processor totals would go in the zRev Proc column

Black Font – New Pricing  
Grey Font – old pricing

		Initial Configuration					
		Tier 1 Srv	Tier 2 Srv	Tier 3 Srv	Client	Device/App Srv	TMP's
Program	Metric	Proc	z Rev Proc	Node/Prt	Client	MSU's /Reg User	Required
IBM Tivoli Monitoring	Processor						
IBM Tivoli Monitoring Active Directory	Processor						
IBM Tivoli Monitoring for Transaction Performance	Processor						
Tivoli Manager for WebSphere Application Server	Tier Srv						
Tivoli Manager for DB2/UDB	Tier Srv						

While all old offerings under value-based pricing used TMPs, only those priced per MSU or per user have TMPs in the new model.

# Configuration Tab - Notes columns

This column flags if any of the special requirements in the notes column are not met (minimum order quantities, etc).

This column is for product specific notes, including minimum initial order quantities or any other product-specific licensing details.

Device/App Srv	TMP's
MSU's /Reg User	Required

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Notes
Systems running Synthetic Transaction Investigator player require 2 processor entitlements

# Quote Tab – Left-hand side

WWPC	Part #	Long Description

Product name, part numbers, etc – populated from the Configuration tab

Submit purchase order to your IBM Representative.

Orders are subject to the IBM International Passport Advantage Agreement.

Prices are suggested prices only and are subject to change in IBM's sole discretion.

Products are subject to withdrawal or modification by IBM at any time in IBM's sole discretion

Select the offering type here (e.g., renewal, license + maintenance, etc.)

Make selections to **GET** the entitled price

1 License & Maintenance to 1st Anniversary ▼

2 Existing Relationship SVP Level None ▼

3 Currency US Dollar - US ▼

Where a customer has an existing Passport Advantage SVP level, select that SVP level here

Select the currency here

# Quote Tab – right-hand side

Quantity	Unit PA Pts	Extended PA Points	SVP	Unit SVP Price	Extended SVP Price	Discounted Unit Price	Net Price
1,000	4.00	4000.00	H	476.00	476,000.00	476.00	476,000.00

4000.00

Total 476,000.00  
US Dollar - US

Net Price 476,000.00

Discount  
Percent

Quote details by product with totals here

i.

Use these settings to **SPECIAL BID** the entitled price

4 Select Override SVP Level (If required) None

5 Select Discount Method None

6 Enter percent/amount for discount -

Allows for manual override of entitled SVP level where required

Input type for incremental % off or bottom-line bidding

List Price 700,000.00  
Discount Off List 32.00%

Shows total discount off of "list" (Level A), even if just due to PA entitled pricing

Enter the info for additional discount (%) or amounts here

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## Pillar-specific examples

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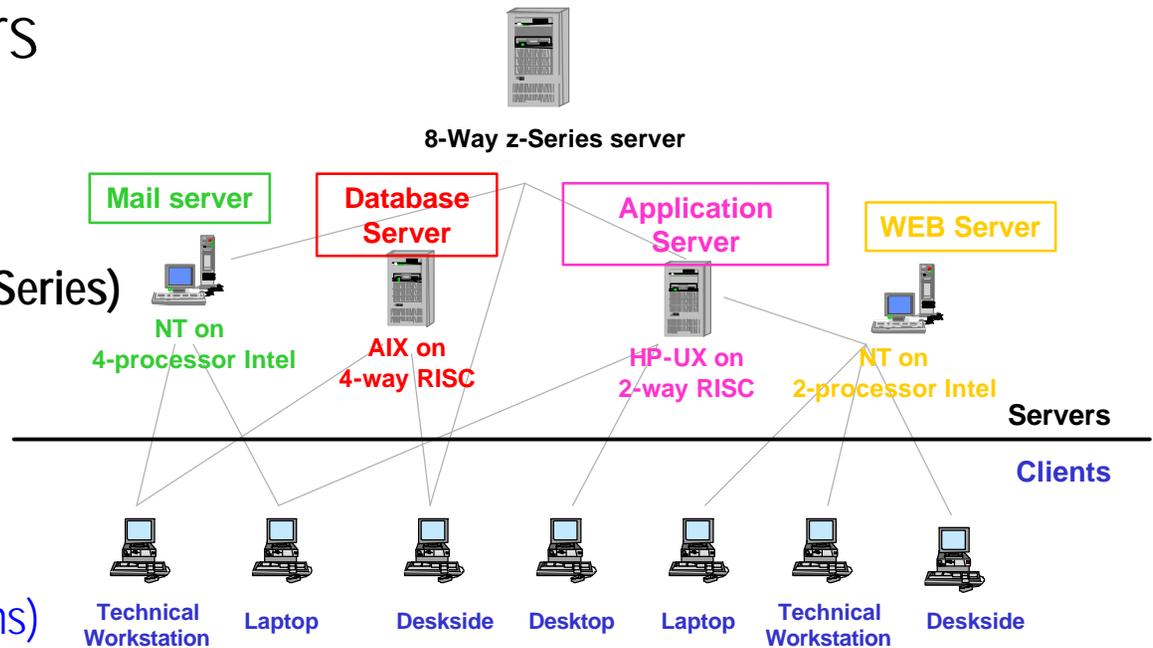
# Price Estimator Input view – Storage Example

- Server processors managed

- Total – 20  
(12 Distributed, 8 z-Series)
- Mail – 4
- Databases – 4

- Clients – 7

(includes technical workstations)



	Family	Program	Metric	Initial Configuration			
				Tier 1 Srv	Tier 2 Srv	Tier 3 Srv	Client
New Offering				Proc	z Rev Proc	Node/Prt	Client
Existing Offering							Client
	Data Mgmt	IBM Tivoli Storage Manager Enterprise Edition	Proc/Clt	12	8		7
	Data Mgmt	IBM Tivoli Storage Manager for Mail	Processor	4			
	Data Mgmt	IBM Tivoli Storage Manager for Databases	Processor	4			

# Workload Scheduling Example

Customer wants to schedule the following servers

- z-Series server (z-800-003, 84 MSUs)
- 5 LINUX images in an IFL on a 7060 (20 MSUs, 1 processor)
- 8-way p-Series server (with SAP/R3)
- SAP specific scheduling on the IFL (1 processor) and the 8-way p-Series server

Program	Metric	Initial Configuration					
		Tier 1 Srv Proc	Tier 2 Srv z Rev Proc	Tier 3 Srv Node/Prt	Client Client	Device/App Srv MSU's /Reg User	TMP's Required
IBM Tivoli Workload Scheduler	Processor	8					
IBM Tivoli Workload Scheduler	MSU					104	10,584
IBM Tivoli Workload Scheduler for Applications	Processor	9					

8 processors for the p-Series

8 processors for the p-Series  
plus 1 for the IFL

84 MSUs for the z-800 plus  
20 for the IFL

# Monitoring Example (with TEC and Service Level Advisor)

Customer wants to monitor the following servers:

- 50 Intel 2-way servers (file and print servers)
- 5 Intel 4-way servers with Exchange
- 5 4-way p-Series servers with Oracle

They want to use TEC and manage the service levels of all servers

Tivoli Manager for Oracle not yet re-priced – 5 Tier 2 servers – order 1,100 Tivoli Management Points

Program	Metric	Initial Configuration					TMP's Required
		Tier 1 Srv Proc	Tier 2 Srv z Rev Proc	Tier 3 Srv Node/Prt	Client Client	Device/App Srv MSU's /Reg User	
IBM Tivoli Monitoring	Processor	140					
IBM Tivoli Manager for MS Exchange	Processor	20					
Tivoli Manager for Oracle	Tier Srv		5				1,100
IBM Tivoli Service Level Advisor	Processor	140					
IBM Tivoli Enterprise Console	Processor	140					

50 2-way Intel -> 100  
 5 4-way for Exchange -> 20  
 + 5 4-way for Oracle -> 20  
 Total processors 140

5 x 4-Way for Exchange = 20 Processors



# Risk Manager Example

Customer wants to secure the following systems:

- 2 ISS RealSecure UNIX Network Engine (4-way)
- 8 NT Web Servers (1-way)
- 2 UNIX CheckPoint FW-1 Firewalls (2-way)
- 4 Host IDS running on AIX Servers (2-way)
- 200 Cisco Routers

Program	Metric	Initial Configuration			
		Tier 1 Srv Proc	Tier 2 Srv z Rev Proc	Tier 3 Srv Node/Prt	Client Client
IBM Tivoli Risk Manager	Proc/Clt	<b>28</b>		<b>200</b>	

2 ISS 4-ways	->	8
8 NT uniprocessor	->	8
2 CheckPoint 2-way	->	4
+ 4 Host IDS 2-way	->	<u>8</u>
Total processors		28

# Access Management Family Example

Customer wants to use do the following:

- Secure all of their distributed servers with MQSeries installed (20 Uniprocessor, 65 2-way, 12 4-way, one 8-way, one 14-way, & one 24-way)
- Secure all systems with UNIX operating systems (one 8-way, one 14-way, one 24-way, and 50 clients (technical workstations, each with 2 processors) )
- Secure access for 150,000 users

Program	Metric	Initial Configuration					
		Tier 1 Srv Proc	Tier 2 Srv z Rev Proc	Tier 3 Srv Node/Prt	Client Client	Device/App Srv MSU's /Reg User	TMP's Required
IBM Tivoli Access Manager for e-business <=500,000 user	Reg Users					150,000	24,750
IBM Tivoli Access Manager for Business Integration	Processor	244					
IBM Tivoli Access Manager for Operating Systems	Processor	146					

20 Uniprocessor	->	20
65 2-way	->	130
12 4-way	->	48
1 8-way	->	8
1 14-way	->	14
+ 1 24-way	->	24
<b>Total processors</b>		<b>244</b>

1 8-way	->	8
1 14-way	->	14
+ 1 24-way	->	24
+ 50 2-way workstations	->	100
<b>Total processors</b>		<b>146</b>

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