

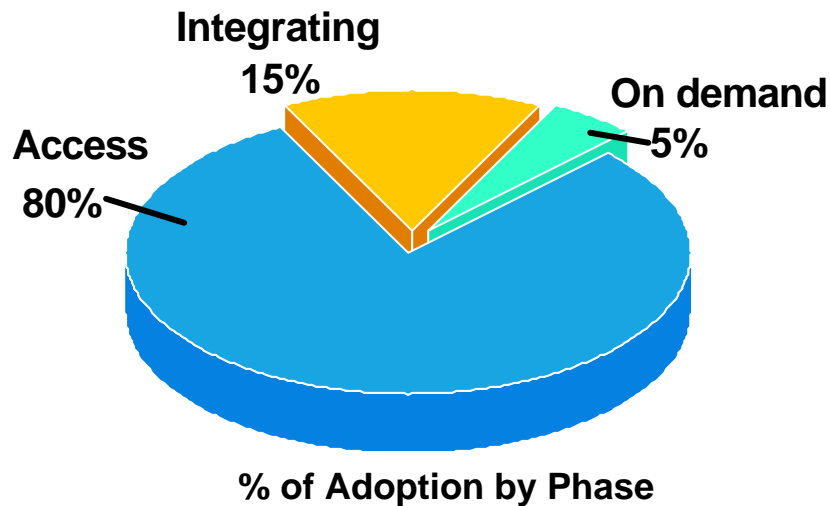
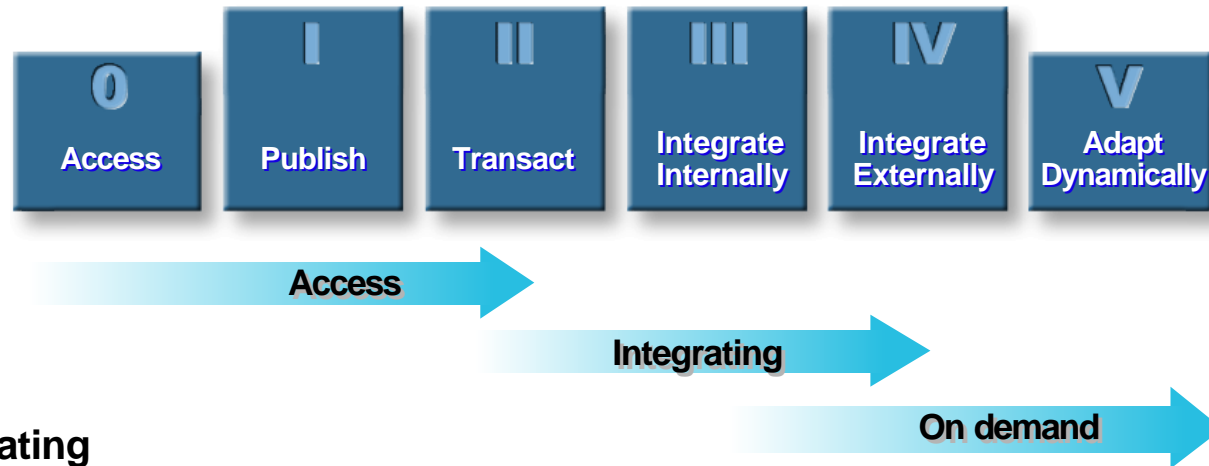


IBM eServerJ iSeriesJ

# iSeries January 2003 Announcements

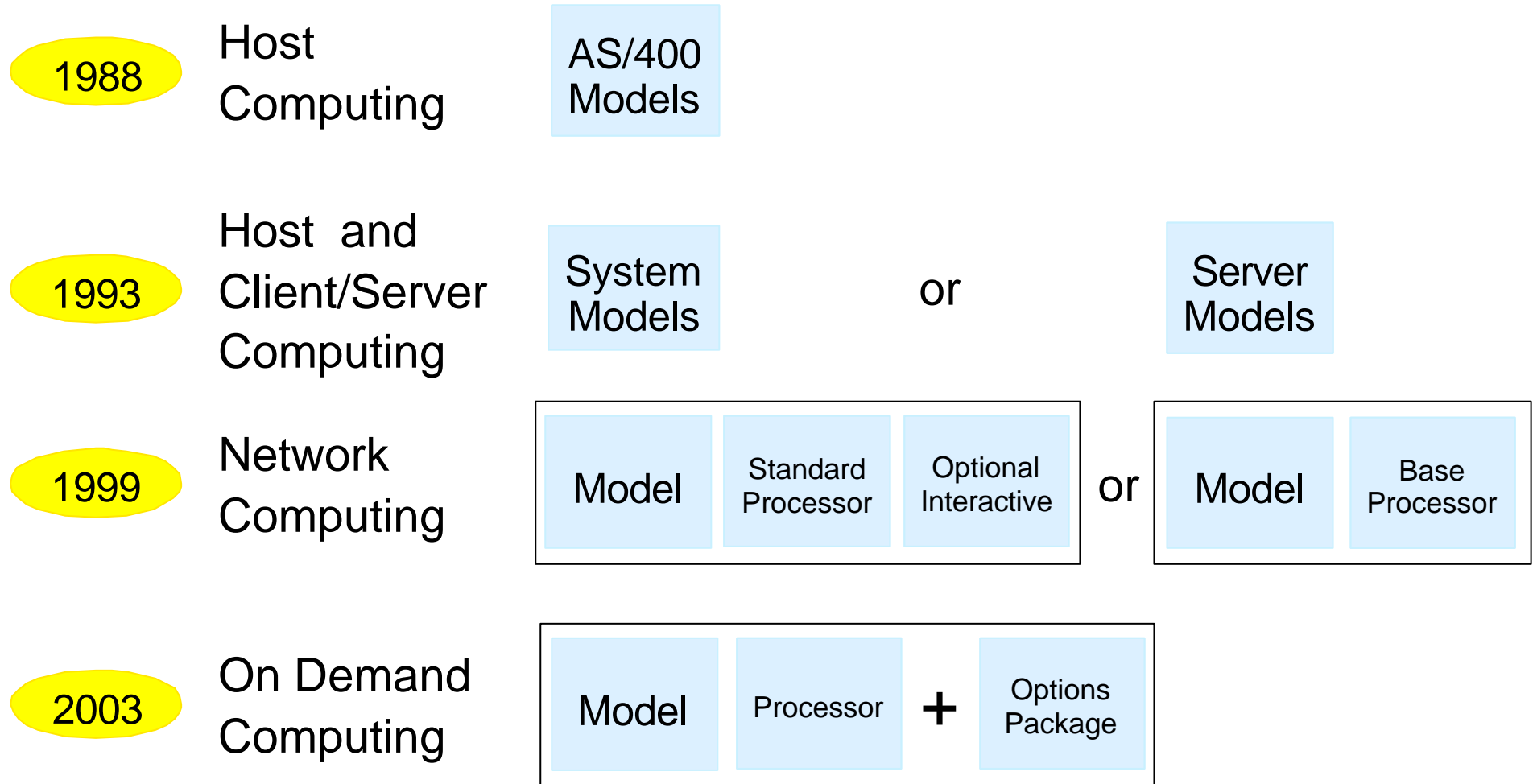
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iSeries Product Manager  
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# Phases of e-business adoption



- ▶ Build new e-business applications
- ▶ Extend existing applications to the Web
- ▶ Buy new e-business solutions from ISV's
- ▶ Consolidate workloads

# Product Structure Evolution - Major Milestones

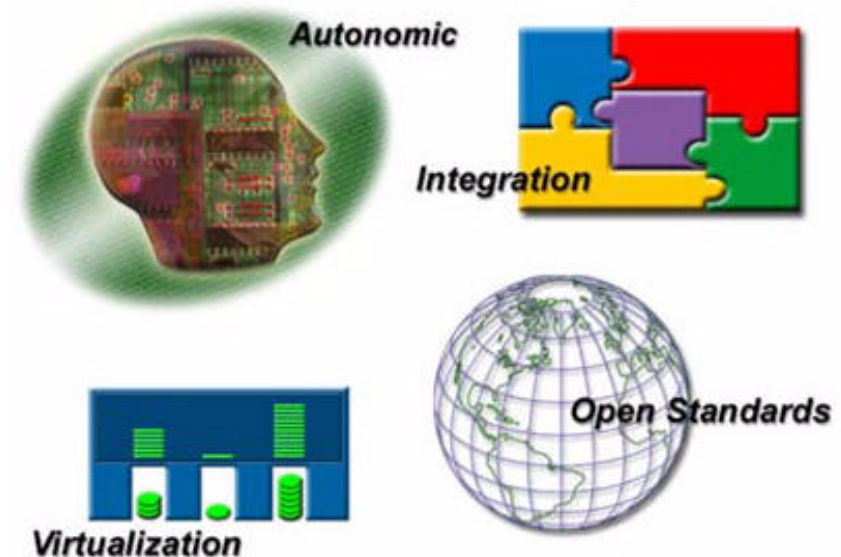


# The next generation iSeries...

## ... simplicity in an on demand world

- e-business adoption
  - ▶ Access
  - ▶ Enterprise integration
  - ▶ On demand
- On demand business
  - ▶ Responsive in real-time
  - ▶ Require variable cost structures
  - ▶ Focused on core competencies
  - ▶ Resilient to change

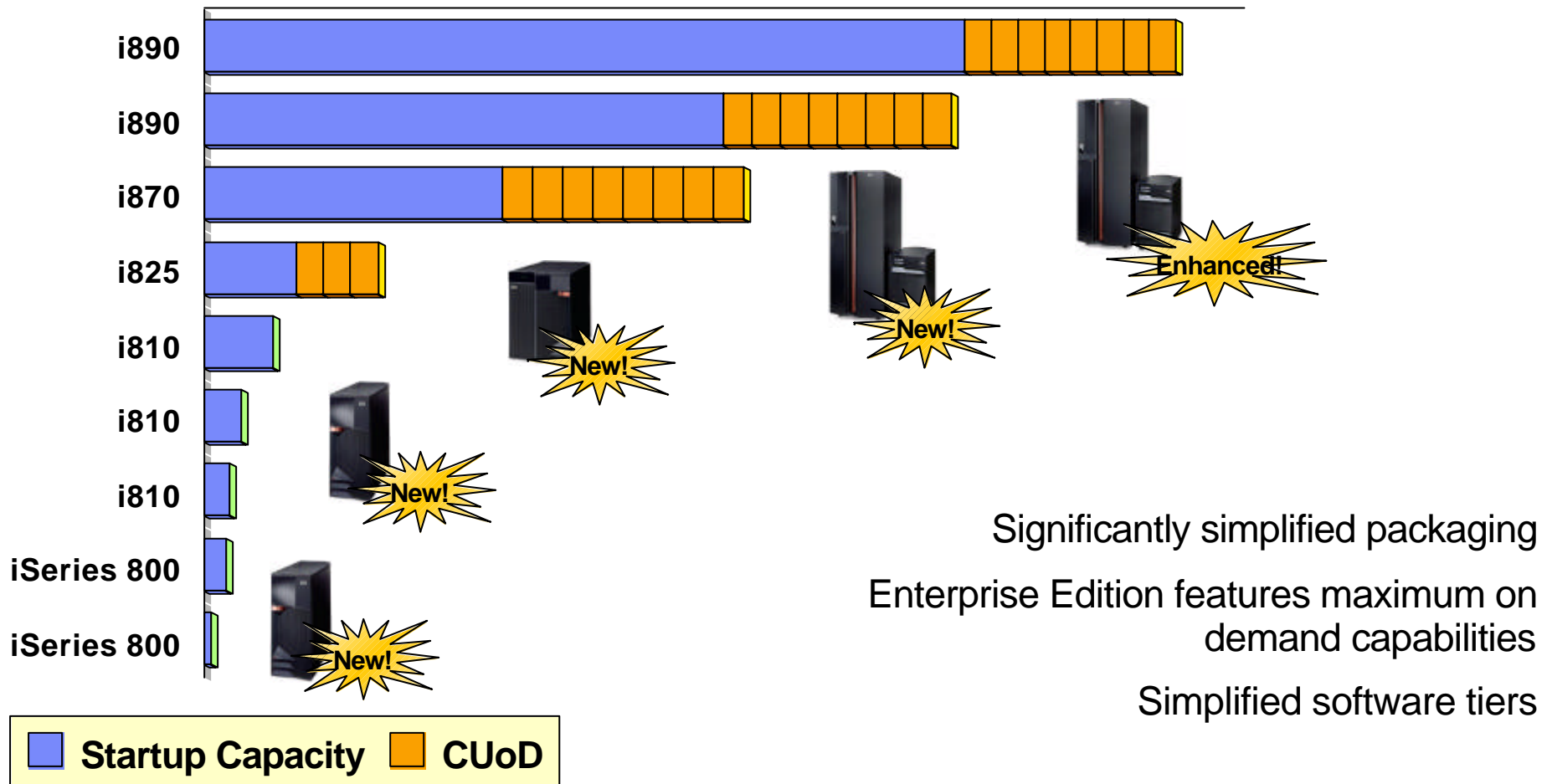
## on demand Operating Environment



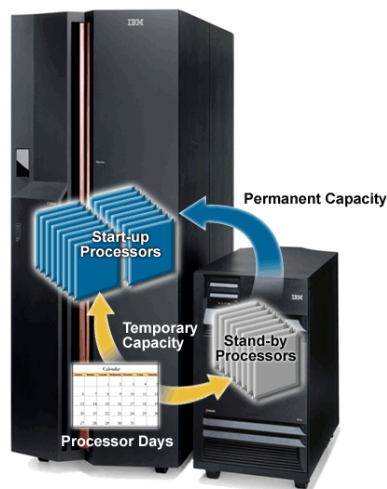
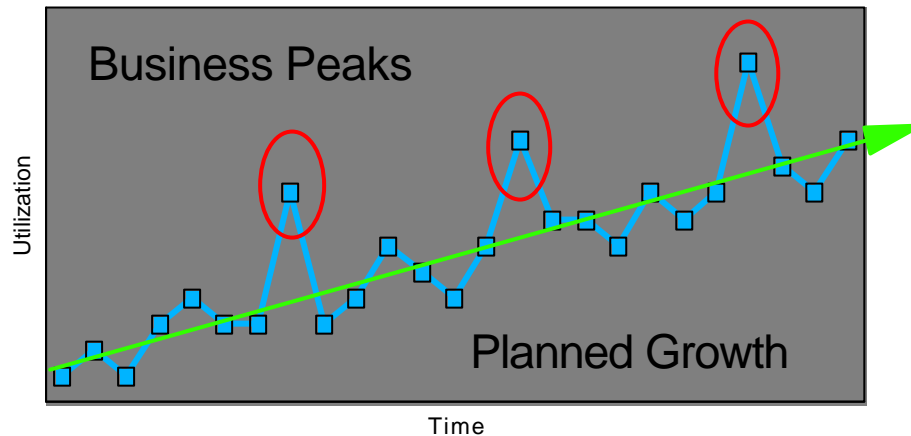
## iSeries 2003 Announcement Highlights

iSeries	<ul style="list-style-type: none"> <li>■ An on demand operation environment for an e-business</li> </ul>
New servers	<ul style="list-style-type: none"> <li>■ New iSeries server deliver up to 80% price performance               <ul style="list-style-type: none"> <li>- New Small to Medium Enterprise servers: i810 and iSeries 800</li> </ul> </li> <li>■ New POWER4-based servers for medium to large enterprises               <ul style="list-style-type: none"> <li>- i825, i870, i890 (feature On/Off Capacity Upgrade on Demand)</li> </ul> </li> <li>■ New high performance PCI-X I/O</li> </ul>
New packaging	<ul style="list-style-type: none"> <li>■ Dramatically simplified product choice with Standard and Enterprise Editions               <ul style="list-style-type: none"> <li>- Unrestricted interactive 5250 CPW with Enterprise Edition</li> </ul> </li> <li>■ Designed for the exploitation of multiple e-business workloads</li> <li>■ Enhanced integration with WebSphere<sup>®</sup>, Lotus<sup>®</sup>, Linux<sup>™</sup> and Windows<sup>™</sup></li> <li>■ Simplified software pricing tiers</li> </ul>
New capabilities	<ul style="list-style-type: none"> <li>■ On/Off Capacity Upgrade on Demand (temporary and permanent)</li> <li>■ WebSphere Application Server - Express for iSeries</li> <li>■ WebFaced applications run without interactive 5250 CPW</li> </ul>
Key dates	<ul style="list-style-type: none"> <li>■ Announcement January 20, 2003, General Availability February 21, 2003</li> </ul>

# IBM eServer iSeries - New, Simplified Product Line



## On/Off Capacity Upgrade on Demand



- Adjust to unpredictable demand without interrupting operations or applications
- Affordable processor activation price simplified upgrade procurement
- Activate a processor for Linux without paying for OS/400
- Permanent Capacity  
Planned growth, Pay when purchased
- On/Off Temporary Capacity  
Business peaks, Pay after activation  
14 bonus processor days

## CUoD permanent

- Permanent capacity is offered on these combinations of Model / Processors

Model	Processor Feature	Startup Processors	Standby Processors	Installed Processors
825	2473	3	3	6
870	2486	8	8	16
890	2497	16	8	24
890	2498	24	8	32

- Standby processors can be permanently activated <sup>1</sup> by placing an order for a quantity of POD Activation Features.

Model	Processor Feature	POD Activation Feature	UK Prices
825	2473	1609	£15,204
870	2486	1611 <sup>2</sup>	£19,005
890	2497	1612 <sup>2</sup>	£22,806
890	2498	1613 <sup>2</sup>	£22,806

- Additional operating system licensing is required if using an OS that is licensed by processor. Additional software licensing is required if using SW that is licensed by processor
- FC 9603 is used to activate a processor for Linux use -- Enterprise Package (no charge)

- The POD Activation Code will be mailed to you and also posted at this web site:  
<http://www.ibm.com/servers/eserver/series/hardware/ondemand>



## CUoD temporary

- **Enable -- server is enabled for temporary capacity**
  - Customer signs a contract with IBM
  - Sales Channel places customer order for a TCOD Enablement Feature
  - Customer enters the resulting TCOD Enablement Code on the server
- **Use -- temporary capacity is requested and used**
  - Electronically report temporary capacity activity (minimum of once per month)
  - Request temporary capacity via server screen (specify units)
- **Bill -- temporary capacity is monitored, billed, and paid for**
  - IBM consolidates reported information
  - IBM notifies the Sales Channel about customer activity related to temporary capacity
  - Sales Channel places an "after-the-fact" configurator order for TCOD Billing Features
  - Sales Channel bills their customer

Model	Processor Feature	Options Package	TCOD Enablement Feature	TCOD Billing Feature	UK Prices
825	2473	7416 (standard)	1773	1782	£855
		7418 (enterprise)	1773	1783	£855
870	2486	7419 (standard)	1776	1785	£934
		7421 (enterprise)	1776	1786	£934
890	2497	7422 (standard)	1777	1788	£1,013
		7424 (enterprise)	1777	1789	£1,013
890	2498	7425 (standard)	1778	1791	£1,013
		7427 (enterprise)	1778	1792	£1,013

\* TCOD Enablement Features are no charge MES features

\* UK Prices represent IBM's list price for a TCOD Billing Feature (one Processor Day of temporary capacity)

\* Additional operating system licensing may be required if using an OS that is licensed by processor (NOT required for OS/400)

\* Additional software licensing may be required if using SW that is licensed by processor

# On demand - The Right Level for Your Business<sup>1</sup>

## ■ Enterprise Edition

Includes maximum on demand capabilities



Multiple operating environments  
Web modernisation (WebFacing)

## ■ Standard Edition

Aggressively priced for e-business workloads



Multiple operating environments  
Web modernisation (WebFacing)

On/Off CUoD  
Dynamic LPAR  
OS/400 and DB2 licenses

On/Off CUoD  
Dynamic LPAR  
OS/400 and DB2 licenses

License for popular e-business & datacenter management software

Maximum interactive 5250 CPW

Processor activation for Linux  
Integrated xSeries Server

Education and Services to accelerate deployment of WebSphere, Linux and Windows



Note: <sup>1</sup> Edition contents vary by model. Example shown here is for i870 or i890

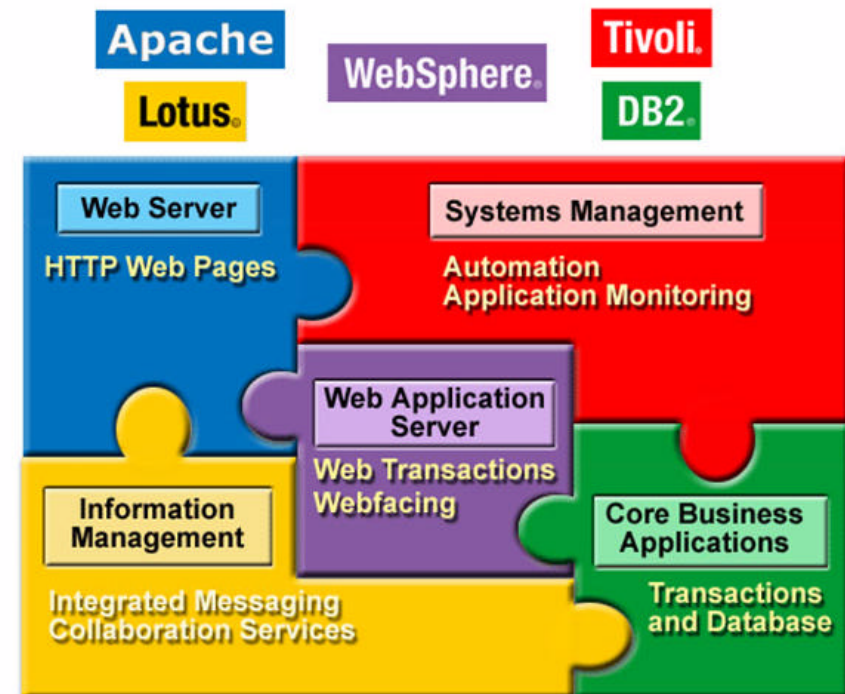
## Enterprise Edition Software Value (i825, i870, i890)

- **IBM e-business software**

Choice of WebSphere Application Server  
 Lotus Sametime  
 Lotus Quickplace  
 DB2 Query Mgr and SQL Toolkit  
 DB2 SMP  
 DataPropagator for iSeries  
 DB2 Extenders -- XML and Text

- **IBM Datacenter Management Tools**

Performance Tools  
 HA Cluster Resources  
 Media and Storage Extensions  
 Backup Recovery and Media Services  
 Tivoli Monitoring -- PAC for Web  
 Tivoli Storage Manager Extended Edition



Notes: Licensing includes one server license for software charged by software tiers, or one license for each startup processor for software by processor.

## i890 and i870

- Deliver mainframe-class performance with unmatched iSeries growth for large enterprises
- On/Off CUoD (temporary and permanent)
- Up to 32 dynamic logical partitions

i890	Standard	Enterprise
24-32-way Up to 37,400 CPW	P50	P50
16-24-way Up to 29,300 CPW	P50	P50
i870	Standard	Enterprise
8-16-way Up to 20,000 CPW	P40	P40

