

## Software Maintenance Strategy

- Provide consistent terms across IBM
- Ensure comprehensive base solution
- Prepare customers to take advantage of the on demand era

***"At this time (July 10, 2001), the new software acquisition model does not extend to... OS/400 operating systems and their licensed program products. IBM intends to announce a similar offering for the other... iSeries software."***

- **Software Maintenance for iSeries announce and availability  
January 28, 2003**
- **Software Subscription for iSeries to be withdrawn from marketing effective  
July 31, 2003**
- **Support for the OS/400 group of products in Support Line will be withdrawn  
from marketing effective July 31, 2003**

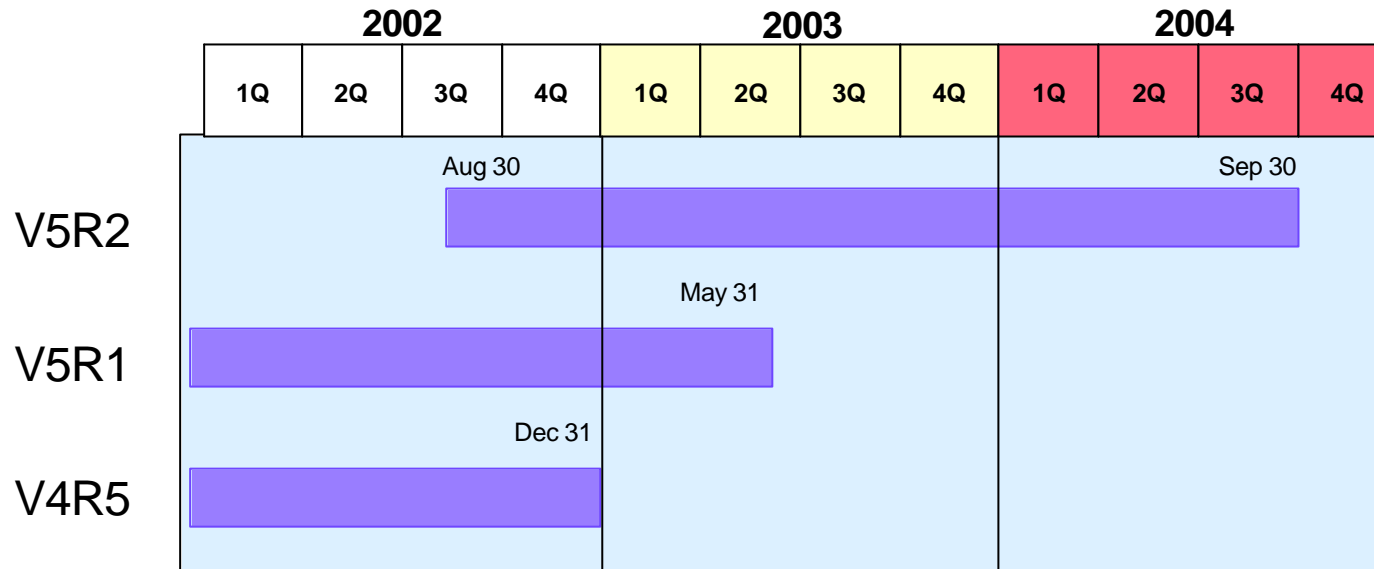
## What the offering includes?

- **Software upgrade entitlement and remote technical support in a single offering**
- **Fee-based leveraging of customers' technology investments**
  - ▶ Coverage is for a defined period
  - ▶ Upgrade entitlement coverage provides
    - Right to install most current version/release
    - Right to install future versions/releases
  - ▶ Remote technical support
    - Right to voice and electronic (where available) support
    - Right to defect and routine usage assistance
- **Most cost-effective way for customers to manage and deploy software upgrades and acquire technical support**
  - ▶ Enables customer to budget and plan ahead
  - ▶ Eliminates expense justification for acquisition of upgrades or remote technical support
  - ▶ Assures ongoing software technical support coverage

## Software Maintenance for iSeries - Pricing

SW Group	P05	P10	P20	P30	P40	P50	P60
1 Year Prepay	£842.55	£2,881	£8,108	£18,593	£30,661	£40,417	£50,869
3 Year Prepay	£2,274.22	£7,780	£21,893	£50,201	£82,785	£109,126	£137,340
Maintenance After Licence	£788.70	£2,638	£9,407	£22,045	£37,249	£49,698	£62,051

# OS/400 Software Support



Program Services for V5R1 end on May 31, 2003, as previously announced. However, full usage and defect support for V5R1 OS/400 and selected LPPs will continue to be available via Software Maintenance Agreement, Support Line contract, or special bid until a minimum of May 31, 2004. Notice of termination of support for V5R1 under the Software Maintenance Agreement or Support Line contract will be announced a minimum of 12 months prior to the effective date.

.....V5R2.....September 30, 2004.....September 30, 2005.....

Dates subject to change

## iSeries Strategy



*"People come up to me and say 'iSeries is an AS/400 with a new name.' And I say, 'you're wrong, absolutely wrong.'*

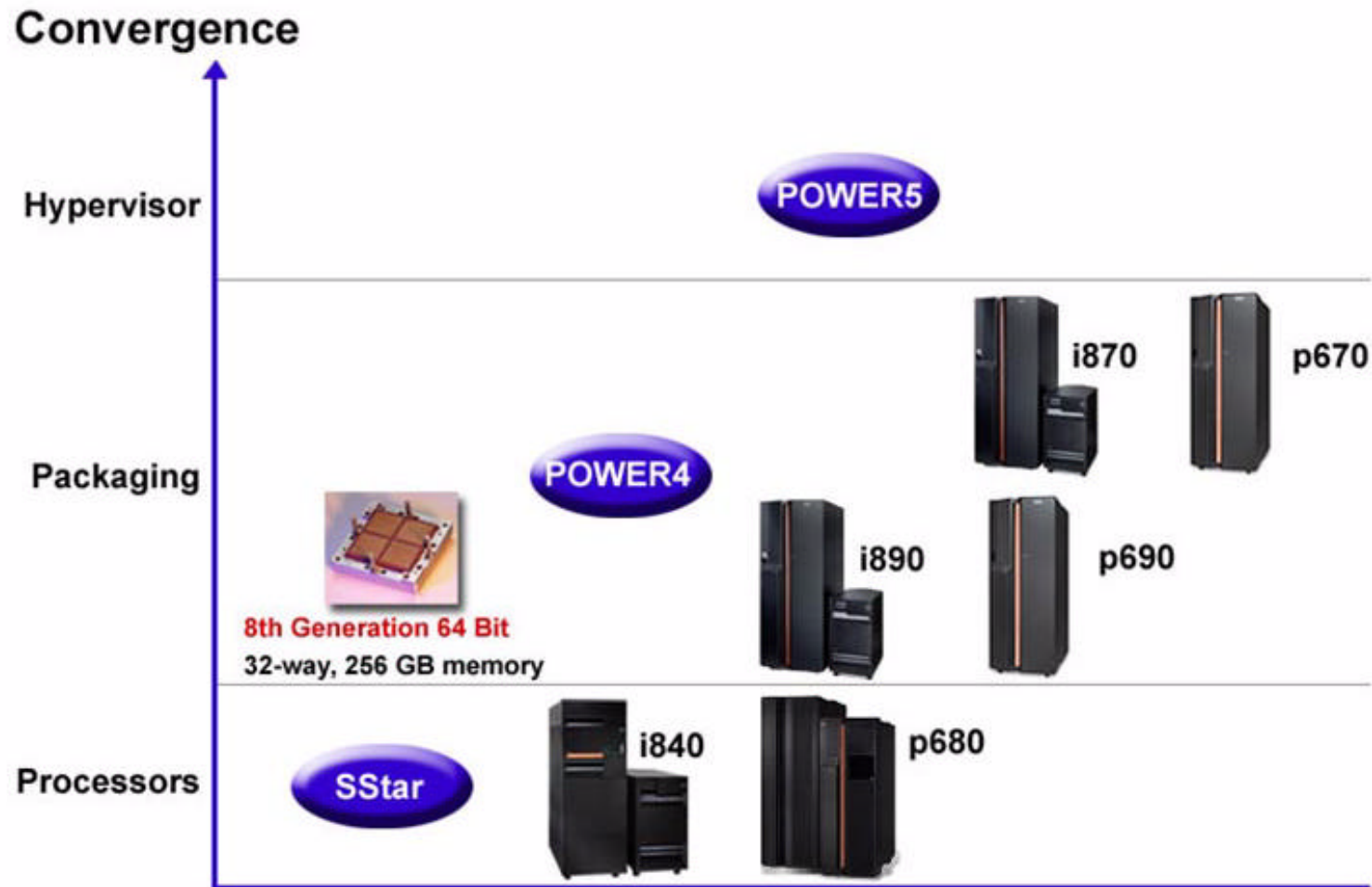
*We've had people put together lists of new features and say you get all these on iSeries, and none of them on AS/400, and that's the difference.*

*But to me, that's not the difference.*

*To me, the difference is really the mission, the direction, the strategy."*

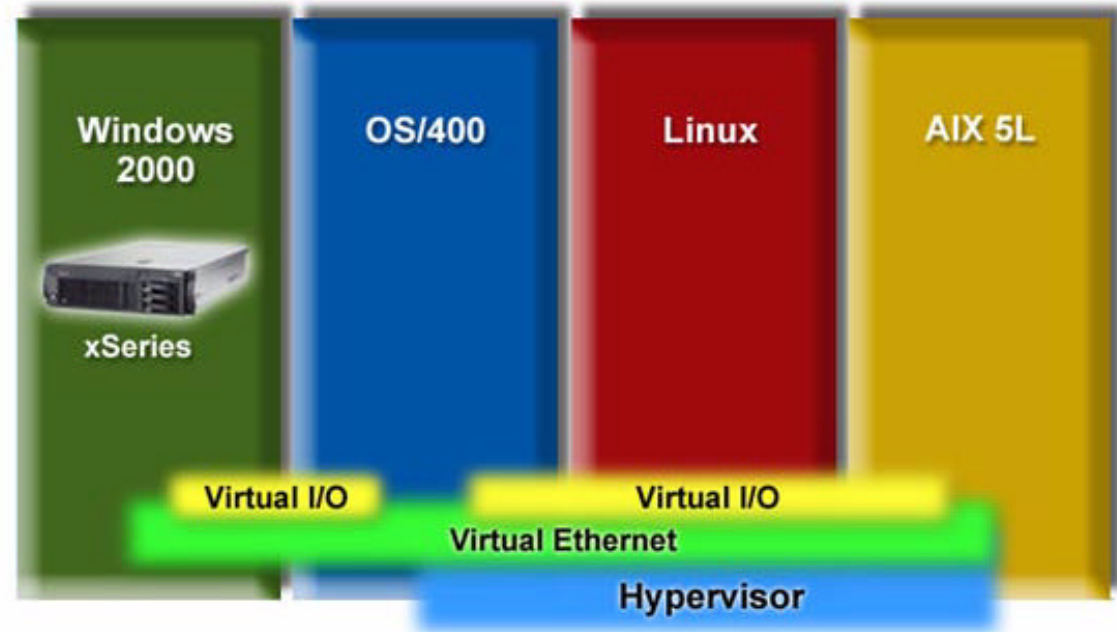
Frank Soltis, iSeries Chief Scientist  
Speaking at COMMON Denver 2002

# iSeries and pSeries Convergence



## eServer On Demand Management Environment

- Convergence based on proven, scalable 64-bit POWER processors
- Runs today's OS/400 applications
- Runs today's Linux applications
- Run today's Windows IA32 applications and ready for .NET
- Will run AIX in 2004\*
- Seamless application and hardware upgrade from today's iSeries servers



\* Statement of Direction: IBM plans to support AIX in logical partition in the future.

This presentation contains information about IBM's plans and directions. Such plans are subject to change without notice.

## iNation Symposium

- Stratford Moat House Hotel, March 27/28
- Joint COMMON UK/IBM Event
- Speakers include:
  - ▶ Ian Jarman, IBM iSeries Product Manager
  - ▶ Henrick Schlegel, Vice-President of iSeries for EMEA
  - ▶ Alison Butterill, IBM Toronto Labs WebSphere and RPG Expert
  - ▶ Malcolm Haines, IBM iSeries Evangelist
  - ▶ Top Names From The UK iSeries Industry
- UK's biggest iSeries exhibition
- In-Depth details of iSeries announcements
- One-to-one sessions with IBM management
  - ◆ (Subject to availability)



## iNation Symposium

- Sessions include:
  - ▶ SQL on iSeries
  - ▶ WebSphere case studies and practical sessions
  - ▶ WebFacing
  - ▶ Web Services
  - ▶ Operational Management Stream
  - ▶ Security
  - ▶ RPG Updates
- Full details on <http://www.common-uk.org> or <http://www.ibm-cua.org.uk>
- Or contact the IBM CUA Office 020 8518 5110

## 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>

## The next generation iSeries...



...simplicity in an on demand world

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Application System/400	DB2 OLAP Server	e-business on demand	MQSeries	SecureWay	WebSphere
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