



## **Introducing Partner Express Pack**

- **Accelerating Partner return on WebSphere-Express offerings**
  - "Life-cycle" support taking partners from porting to product placement
- **Fast-start technical support**
  - From tutorial to technical proficiency
  - eLearning and eLabs - education available anywhere, any time
  - On-line mentoring and Porting Assistance
- **Access to advanced e-mail marketing services**
  - Business Partners can quickly conduct multiple e-mail campaigns
  - CO-branded with IBM WebSphere and customizable by the partner
  - Campaign results can be viewed online
- **IBM web presence and telesales skill extend Partners' reach**
  - Partner solutions posted in the IBM Solutions Directory
  - Partner and IBM demand generation drives customers to the web
  - "Call-me" buttons link Partner solutions to IBM telesales specialists
- **Five for Free**
  - 5 no-charge licenses partners can sell to their customers
  - Perfect for customer pilots and intranet production applications
  - Available to partners when their solution is Powered by WebSphere
- **A \$10,000 value at a fraction of the cost**

## **Important URL's For WebSphere & iSeries Partners**

### **WebSphere Roadshows & Early Enablement Programs**

- <http://cgse3.cgselearning.com/websphere/roadshows/>

### **On-line Training For Developers**

- <http://cgse2.cgselearning.com/>

### **WebSphere Innovation Connection On-Line**

- [http://www-3.ibm.com/software/info1/websphere/partners/index.jsp?S\\_TACT=102BBW01&S\\_CMP=campaign](http://www-3.ibm.com/software/info1/websphere/partners/index.jsp?S_TACT=102BBW01&S_CMP=campaign)

### **PartnerWorld for Developers**

- <http://www.developer.ibm.com/>
- iSeries - <http://www-919.ibm.com/developer/>

### **WebSphere Brand Home Page**

- [www.ibm.com/websphere](http://www.ibm.com/websphere)

## Early Enablement to Get Partners Started

*Any solution provider or developer can start now with education, product code and support -- all at no cost to Partners*

### IBM-sponsored education (valued at \$5,000)

- WAS - Express for Programmers
- WAS - Express for Technical Sales Enablement
- Marketing and sales training
- e-mentoring program

### Access to product code

- Receive porting assistance
- Collaborate on the direction of WebSphere - Express

### Self-service Support

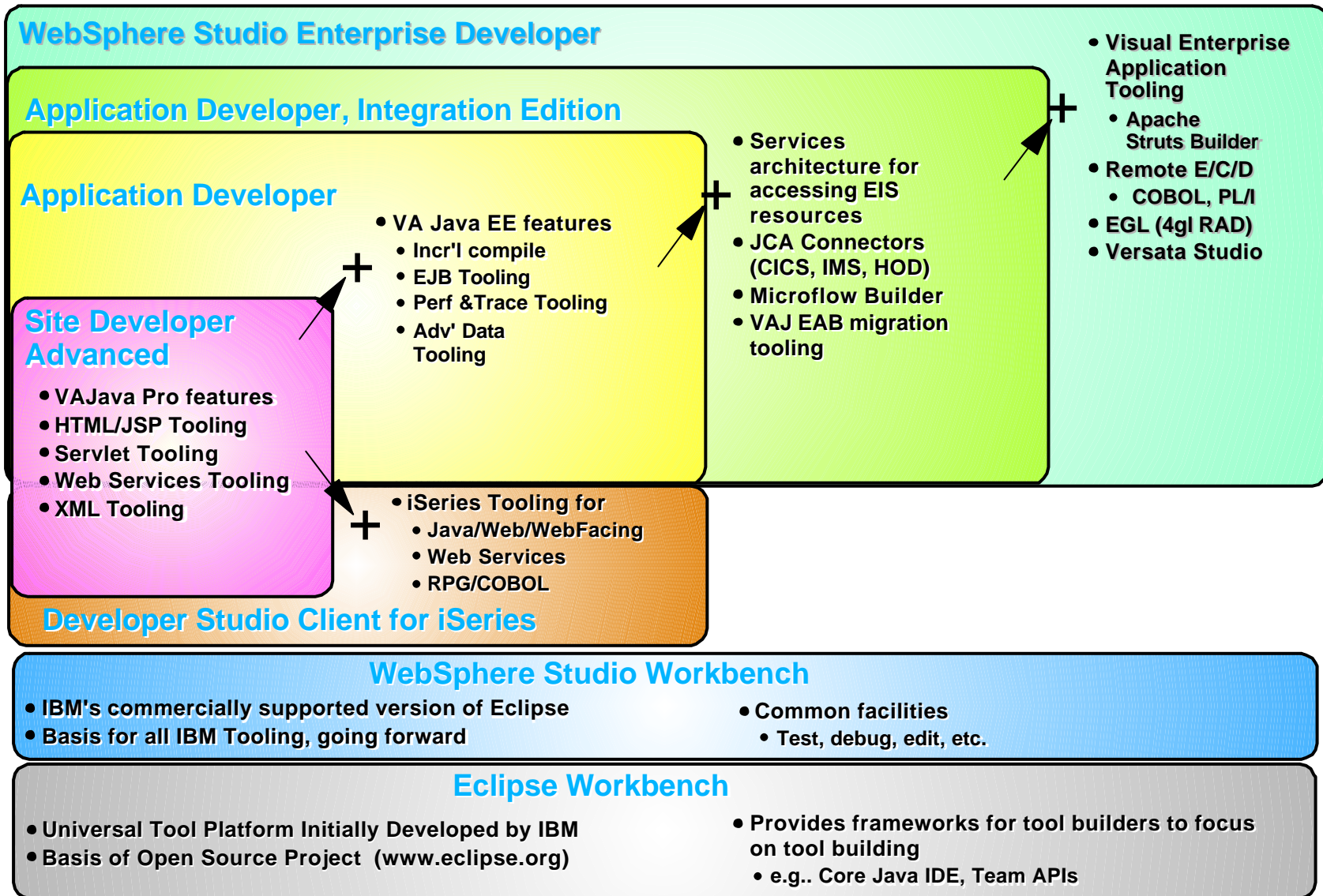
- 24X7 Electronic Support
- Escalation procedures for critical issues
- Live Chat Rooms

### Targeted co-marketing



The screenshot shows the 'Virtual IBM WebSphere Innovation Center' website. The header includes 'THE VIRTUAL IBM WEBSHERE INNOVATION CENTER' and 'EARLY ENABLEMENT FOR IBM WEBSHERE SOFTWARE'. A navigation menu on the left lists: 'Early Enablement Home', 'Roadshows', 'What is Early Enablement?', 'EEP Registration', 'WebSphere for the midmarket', and 'VWC Homepage'. The main content area features the 'WebSphere software' logo, a 'Business Partner' badge, and the heading 'Early Enablement for IBM WebSphere Software - midmarket'. Below this, it states 'Be a key player in the IBM WebSphere midmarket strategy.' and 'Get in on the ground floor'. A 'Powered by' section mentions 'WebSphere e-business software'. The footer contains 'Privacy Statement | Contact' and the 'CCS' logo.

# WebSphere Studio Configurations



# **e-business (Services) Partners focused on WebSphere**

To be on this list, the Partner must have:

- Certified in WAS (Std and/or Adv v3.5 or above) or WCS v5.1
- Have an iSeries ebiz/ecom VAE
- Have iSeries references (native)

## **Eastern Region**

- Application Design Services, Inc - [www.adsapps.com](http://www.adsapps.com)
- Bridan Technologies - [www.bridan.com](http://www.bridan.com)
- Computer Applications Specialists, Inc. - [www.comappspec.com](http://www.comappspec.com)
- CommerceQuest - [www.commercequest.com](http://www.commercequest.com)
- CrossLogic Development Corp. - [www.crosslogic.com](http://www.crosslogic.com)
- DyComp, Inc - [www.dycompinc.com](http://www.dycompinc.com)
- Sky Solutions, LLC. - [www.skysolutions.com](http://www.skysolutions.com)
- Softwrite Computer Systems - [www.softwrite.com](http://www.softwrite.com)

## **Western Region**

- Chouinard and Myhre, Inc, [www.cm-inc.com](http://www.cm-inc.com)
- Kalos Group, Inc. - [www.kalos.com](http://www.kalos.com)
- MMI Internetworking - [www.mmi-internetworking.com](http://www.mmi-internetworking.com)
- MSI System Integrators - [www.msinet.com](http://www.msinet.com)
- Pacific Software Associates, Inc. - [www.psateam.com](http://www.psateam.com)
- RyTE Consulting - [www.ryte.com](http://www.ryte.com)
- Symatrix Technology - [www.symatrix.com](http://www.symatrix.com)
- The TAM Group - [www.tamgroup.com](http://www.tamgroup.com)
- Zobrist Consulting - [www.zobristinc.com](http://www.zobristinc.com)

## **Central Region**

- Advanced System Designs - [www.asd.net](http://www.asd.net)
- Altier Technologies, LLC - [www.AltierTech.com](http://www.AltierTech.com)
- Andrews Consulting Group - [www.andrewscg.com](http://www.andrewscg.com)
- Computech Resources, Inc. - [www.compures.com](http://www.compures.com)
- DigiTerra - [www.digiterra.com](http://www.digiterra.com)
- DPS, Inc. - [www.dpmlink.com](http://www.dpmlink.com)
- Foresight Technology Group - [www.foretek.com](http://www.foretek.com)
- Haverstick Consulting - [haverstickconsulting.com](http://haverstickconsulting.com)
- Keller Shroeder & Associates, Inc. - [www.KSAinc.com](http://www.KSAinc.com)
- Strategies & Solutions - [www.Strategies-LLC.com](http://www.Strategies-LLC.com)
- 3X Corporation - [www.3x.com](http://www.3x.com)

## **North Region**

- Group Present - [Present.ca](http://Present.ca)
- SilverBlaze Solutions Inc. - [www.silverblaze.com](http://www.silverblaze.com)

## **Show these products to your customers...**

**You can demo iSeries Access for Web and WebSphere Host Publisher to your customers by:**

Access the following web site through your browser:

<http://iseriesd.dfw.ibm.com/webaccess/iWAHome> (case sensitive)

Use the following User ID and password to sign into the EXPERIENCED USER page:

User ID of WUSER

Password of GUEST1 (a one, not an L)

This shows the basic look of Access for Web as we ship it. You can try various functions -- including working with printer output and the options we provide. You can click on the 5250 tab, sign onto the iSeries, then start an RPG application calls BOATS and run it.

Use the following User ID and password to sign into the Access for Water INEXPERIENCED USER page:

User ID of WUSER

Password of GUEST1 (a one, not an L)

Then start up another browser session to the same url. This is an example of how a customer might design a web page for their use. You will see that an end user could start the same BOATS application by clicking on the 5250 session -- or if they had used WebFacing or Host Publisher they could run the application with them. So click on all 3 links and see the same application in different views. You will also see other links that would let a user work with spoolfile information, work with IFS, run database requests, etc..

## Existing Customers: Sizing for an "on demand" world PM eServer iSeries\* Integration with the IBM Workload Estimator (WLE)

### PM eServer iSeries

- "Helps you plan / manage growth and performance"
- Integrated OS/400 function
  - Free and fee capacity graphs on the web
  - Utilization, capacity, basic config. data ----> IBM

### IBM WLE

- Web tool to help you size new systems or upgrades for specific workload types
- Traditional capacity / growth
  - WebSphere, Domino, Java™, etc.
  - Multiple PM eServer iSeries wrklds (SCON)

### "Click of the mouse"

Merge PM eServer iSeries data with the IBM WLE \*\*



Size iSeries system requirements to **"enhance, modernize and exploit"**

### Scenario 1: System has excess capacity

- PM/400e-WLE: ---> combines current workload growth and proposed Domino, WebSphere, SCON, etc workload onto your current system and recommends needed feature upgrades

Also Sizes  
LPAR Partitions

### Scenario 2: System short on capacity

- PM/400e-WLE--> recommends upgrade needed to handle current workload growth and the proposed Domino, WebSphere, SCON workload

Make PM activation  
Step 1 in Sales Cycle

\* PM eServer iSeries was formally known as PM/400e

\*\* PM/400e workloads on existing LPAR and DSD systems are not supported in WLE at this time

## **Getting Started - PM eServer iSeries**

**\* No charge for customer to activate PM eServer iSeries**

- **Must have IBM Hardware Maintenance or processor warranty**
- **Activation instructions: [www.ibm.com/eserver/series/pm400](http://www.ibm.com/eserver/series/pm400)**
- **Additional info on WLE : [www.ibm.com/eserver/series/support/estimator](http://www.ibm.com/eserver/series/support/estimator)**

**\* Access to PM eServer iSeries - Workload Estimator Integration:**

**IBMer / Business Partner: via PMiSeriesIS (PM400IS) sales tool**

**Customers: option when viewing PM eServer iSeries graphs**

**\* PMiSeriesIS (PM400IS) sales tool for IBMer and BP access to customer data and other tips / techniques**

- **IBM: [w3.ibm.com/sales/systems/series](http://w3.ibm.com/sales/systems/series)  
See PMiSeriesIS (PM400IS) under Hot Tools**
- **BP: [www.ibm.com/partnerworld/sales/systems](http://www.ibm.com/partnerworld/sales/systems)  
See geo, servers, iSeries, PMiSeriesIS under Hot Tools**



## **First Install Customer Assistance**

First Install Customer Assistance for Websphere Application Server Standard or Advanced Edition for iSeries or AS/400.

- We would like to welcome new customers to the Websphere arena and provide them with assistance that may be needed to install and configure Websphere Application Server, either Standard or Advanced Edition. By starting with a working instance of Websphere Application Server and reviewing the sample programs provided, your time spent with Websphere Application Server will be more productive and enjoyable. Through your application and acceptance into this program, the Rochester Support Center will provide you with 8:00AM - 5:00PM Central Standard Time phone support assistance in setting up a Websphere Application Server test environment.
  - Above & beyond 1 year supportline contract
  - Insure a positive 1st impression
  - America's-only program - iTC provides a similar service for EMEA & AP for approx. \$1K

This assistance includes:

1. Documentation clarification
2. Verify you have all Prerequisites available: Software, Hardware, PTF's, and Communication configurations
3. Creation of a default Websphere instance
4. Configuration and enablement of Websphere for an HTTP server
5. Installation and use of Websphere Client based Admin Console (excluded Firewall configuration)
6. Validate the above by running of a sample servlet.

<http://www.iseries.ibm.com/developer/websphere/assistance.html>

## **Sub-Capacity Pricing T's & C's**

The flexibility of subcapacity pricing continues to be available for WebSphere Application Server V5 for iSeries and WebSphere Application Server Network Deployment V5 for iSeries. You can pay for software based on the number of processors in each logical partition where the program is defined (runs) rather than the total number of processors in the machine.

Subcapacity licensing lets you license a product for use on less than the full capacity (in processors) of the machine. WebSphere Application Server V5 for iSeries and WebSphere Application Server Network Deployment V5 for iSeries can be optionally subcapacity licensed if they are used in an iSeries logical partition and the following additional requirements are met for all machines that you choose to subcapacity license this program. Subcapacity license customers must:

Configure their iSeries or AS/400 machines using iSeries Navigator to enable the collection of software inventory data every 30 days or fewer. Use the Electronic Service Agent™ for iSeries to send the software inventory to IBM every 30 days or fewer. This data is used by IBM to audit for compliance to the license terms and conditions.

Customers who use subcapacity licensing and fail to send software inventory data to IBM may be subject to additional charges.

Software inventory data must be sent to IBM for every iSeries machine that has WebSphere Application Server V5 for iSeries and WebSphere Application Server Network Deployment V5 for iSeries licensed under subcapacity terms. You may choose to use iSeries Navigator and Service Agent to collect software inventory from several machines and use a Service Agent on a central system to send the data to IBM.

For additional information on iSeries Navigator, visit - [www.ibm.com/servers/eserver/iseries/navigator/index.htm](http://www.ibm.com/servers/eserver/iseries/navigator/index.htm)

For additional information on the Service Agent, visit - [www.ibm.com/support/electronic/](http://www.ibm.com/support/electronic/)

## **Sub-Capacity Pricing T's & C's (Continued)**

You can choose to license the eligible products either for full capacity (as in the past) or subcapacity of the machine, depending on your requirements.

With subcapacity pricing, the number of processors that need to be licensed is the aggregation of all processors, including partial shares of a processor, across all partitions of a single machine (where the program is defined), rounded up to the next highest whole number.

The licensing and pricing of these products is based on the whole number of processors. On iSeries hardware, processor units are used by the system to size partitions. One processor unit is equal to the size of one dedicated processor. (Processor units are not licensed or priced; they are only used to define the size of a partition.) For example, if a four-way iSeries machine has WebSphere Application Server V5 for iSeries and WebSphere Application Server Network Deployment V5 for iSeries running in two partitions sized at 0.6 processor units and 0.7 processor units, the total number of processing units is 1.3. Because the product is priced and licensed based on the whole number of processors, this customer would need two processor licenses for WebSphere Application Server V5 for iSeries and WebSphere Application Server Network Deployment V5 for iSeries.

The number of processor units is independent of the number of physical processors running the logical partitions. For example, if you have either WebSphere Application Server V5 for iSeries or WebSphere Application Server Network Deployment V5 for iSeries in a partition sized at one processor divided equally across four physical processors of the machine (0.25 processor units of four physical processors), then you have one processor unit and you would need one processor license of such product (that is, either WebSphere Application Server V5.0 for iSeries or WebSphere Application Server Network Deployment V5.0 for iSeries). If you increase the number of processors in logical partitions running a subcapacity licensed product (by a quantity that makes it round up to a higher whole number), you must acquire additional license entitlements to cover the higher number of processors. For example, if you have a partition sized at 1.6 processor units and have licensed two processors of WebSphere Application Server V5 for iSeries, and you change the size of the partition (either dynamically or via operator involvement) to 2.6 processor units, then you need to acquire one additional processor license.

## *Electronic Technical Review Session (eTRS)*

### **What is an eTRS?**

- One on One Interactive Discussions with IBM Subject Matter Experts
- ISV Software Development Skills Transfer and Strategy Session
- Delivered Remotely Leveraging Web Technologies

### **What does the ISV gain?**

#### **Produce new and enhanced solutions on iSeries!**

- Understand IBM's Business and Technical Goals, Objectives, Opportunities, and Direction
  - ✓ Present and position relevant technologies and initiatives including WebSphere, DB2, Portal, WebSphere Commerce, IBM Tools, and many more
  - ✓ Make Recommendations utilizing Technology, IBM Tools and Middleware
- Establish and Solidify relationship with eServer Solutions Team
- Make decisions, assign action items, develop roadmaps, create milestones
  - ✓ Assign 1x1 Consulting with eServer Solutions Team

### **What does the ISV take away?**

- The Technical Knowledge to make Technical and Business Decisions!

## *Electronic Technical Review Session (eTRS)*

### **Example Topics Discussed during an eTRS**

#### **General Topics**

- Web Technology Development Roadmaps
- Tactical and Strategic methods to moving existing 5250 applications to the Web
- IBM Tooling Solutions
- WebSphere Overview and Future Directions

#### **Detailed Topics**

- Websphere Express Capabilities
- Webfacing your 5250 Applications
- Integrating Real Time Messaging and Collaboration
- Integrating with WebSphere Commerce Suite
- Enterprise Java Bean Development

#### **How do ISV's request an eTRS?**

- Contact the Websphere Sales Support Center
  - e-mail: [rchiroc@us.ibm.com](mailto:rchiroc@us.ibm.com) Tele: 507-253-7056

# Education, reference material, & demos

## Education:

- **IBM WebSphere Host Publisher Application for iSeries Development**
  - Course Code: S6232
  - See iSeries Technology Center website at: <http://www-3.ibm.com/services/learning/>
- **IBM WebSphere Host Publisher Application Development Workshop**
  - Course Code: SW910
  - See IBM Learning Services website at <http://www.ibm.com/services/learning/us/>
- **Web Enablement Workshop for iSeries**
  - Course Code: ITC08
  - See iSeries Technology Center website at: <http://www-3.ibm.com/services/learning/spotlight/iseries/>
- **iSeries WebFacing Tools**
  - CourseCode: AS043
  - <http://www-3.ibm.com/services/learning>
- **WebSphere Studio for iSeries plus WebFacing Tool**
  - CourseCode: S6185
  - <http://www-3.ibm.com/services/learning>
- **Web Strategy and Design Workshop**
  - Course Code: ITC12
  - hands on workshop intended to introduce a set of application development tools to customers that are creating Java-based applications for iSeries.
    - WebFacing, Host Publishere, Visual Age for RPG

## On-line Education - (<http://www-3.ibm.com/services/learning>)

- **Introduction to WebSphere on iSeries (1.5 hrs)**
  - Course Code: IK087
- **Implementing WebSphere Application Server on iSeries (1.5 hrs)**
  - Course Code: IK088
- **WebFacing Your iSeries Applications (1.0 hrs)**
  - Course Code: IK089

## Reference Material:

- **Building Integration Objects With IBM SecureWay Host Publisher Version 2.1, SG24-5385-00**
- **iSeries Access for Web InstallationGuide (SC41-5518)**
- **WebSphere Development Tools for iSeries Generating Web Front Ends to Existing Applications, REDP0516**
- **IBM WebSphere Development Tools for AS/400: An Introduction, REDP0503**
- **Web Enabling AS/400 Applications with IBM WebSphere Studio, SG24-5634-00**
- **Linux on the IBM eServer iSeries Server: An Implementation Guide, SG24-6232-00**
- **Building iSeries Applications for WebSphere .nced Edition 3.5, SG24-5691-00** 
- **Building A Java Adapter Over a 5250 Application to enable B-B transactions' article**
  - An example of taking an interactive 5250 order entry application running on an iSeries machine, and making it accessible via a web browser
  - <http://www.iseries.ibm.com/developer/java/topics/hostpubadapter.html>

### Demo iSeries Access for Web and WebSphere Host Publisher:

<http://iseriesd.dfw.ibm.com/webaccess/iWAHome> (case sensitive)

Use the following User ID and password to sign in:

User ID of **WUSER**

Password of **GUEST1**


**Beaver Creek Web Solutions Demo site...**

<http://www.piner.com/>

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CODE/400	Host on Demand	MQSeries	WebSphere Advanced Edition
DB2	Host Publisher	MQSeries Integrator	WebSphere Commerce Suite
Stylized	HTTP Server for AS/400	Net.Commerce	WebSphere Development Tools for AS/400
AIX	IBM	Net.Data	WebSphere Standard Edition
DB2 UDB for AS/400	IBM Logo	PowerPC	
Application Development	e-business logo	PowerPC AS	
APPN	Payment Manager	VisualAge for RPG	
AS/400	Integrated Language Environment	xSeries	
AS/400e	e(logo) Server	Operating System/400	
DB2 Universal	Screen Publisher	OS/400	
VisualAge for Java	iSeries		

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