



- MQSeries Base, Integrator and Workflow

Pricing and Licensing MQSeries





Topics to Cover

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- MQV5.1 Pricing under Passport Advantage
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 - MQSeries for OS/390 V2.1
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 - MQSeries Integrator for AS/400
 - MQSeries Integrator for OS/390
 - MQSeries Integrator V2.0
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-
- Pricing Tools and Support Assistance





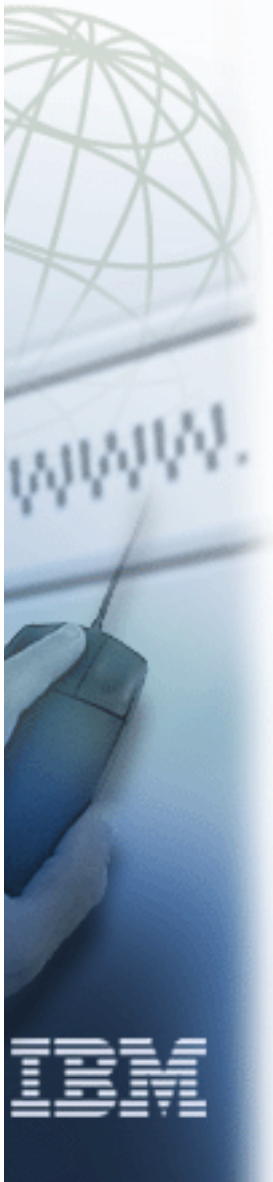
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Pricing Model

■ MQSeries distributed platforms

- ▶ MQSeries for AT&T (NCR) Unix V2.2
- ▶ MQSeries for Digital Open VMS AXP V2.2
- ▶ MQSeries for Digital Open VMS VAX V2.2
- ▶ MQSeries for SINIX and DC/OSx V2.2
- ▶ MQSeries for Sun OS V2.2
- ▶ MQSeries for UnixWare V2.2
- ▶ MQSeries for SCO Unix V2.2

- ▶ MQSeries for AIX V5.1
- ▶ MQSeries for HP -UX V5.1
- ▶ MQSeries for Windows NT V5.1
- ▶ MQSeries for Sun Solaris V5.1
- ▶ MQSeries for OS/2 V5.1



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Pricing Model

- Single charge unit - Capacity Unit (CU)
- Tiered model based on processors

Tier	Description	CUs Required
1	Intel Uniprocessor machines	2
2	Intel 2-way SMP machines + RISC 1-2 processors per box/SP node	4
3	Intel/RISC 3-4 processors per box/SP node	6
4	Intel/RISC 5-8 processors per box/SP node	10
5	Intel/RISC 9-16 processors per box/SP node	14
6	Intel/RISC 17-24 processors per box/SP node	16
7	Intel/RISC > 24 processors per box/SP node	30

- GC34-5519

Pricing Structure (Passport Advantage)

MQSERIES

PASSPORT ADVANTAGE PRICING STRUCTURE

Reference Tables

Level	A	B	C	D	E	F	G	H
Points	25	250	1,000	2,500	5,000	10,000	25,000	50,000
Minimum	\$5,000	\$50,000	\$200,000	\$500,000	\$1,000,000	\$2,000,000	\$5,000,000	\$10,000,000
Median	\$27,500	\$125,000	\$350,000	\$750,000	\$1,500,000	\$3,500,000	\$7,500,000	N/A

cense +SW Subscription to 1st Anniversary Date

Product Description	Level Part No	Points	A	B	C	D	E	F	G	H
			25	250	1000	2500	5000	10000	25000	50000
MQSERIES CAP UNIT	D01U2ML	10.0	1,518	1,432	1,347	1,261	1,175	1,089	1,003	918
MQSERIES DEC CAP UNIT	D01U1ML	10.0	1,518	1,432	1,347	1,261	1,175	1,089	1,003	918
MQSERIES LINK R/3	D046KML	50.0	10,924	10,307	9,690	9,072	8,455	7,838	7,220	6,602
MQSERIES NT CAP UNIT	D00VHML	10.0	1,518	1,432	1,347	1,261	1,175	1,089	1,003	918
MQSERIES TNDM NSK 10 CAP UNITS	D00VJML	80.0	15,180	14,322	13,464	12,606	11,748	10,890	10,032	9,174
MQSERIES WIN	D01U4ML	1.0	269	253	238	222	208	193	177	162



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PRICING STRUCTURE (Passport Advantage)

IBM Discount Curves

All MQSeries products within Passport Advantage are on the Steep Discount Curve, except for MQSeries Integrator

IBM Curve	A	B	C	D	E	F	G	H
Steep	0%	5%	11%	17%	22%	28%	34%	40%
Shallow	0%	4%	9%	13%	17%	21%	25%	30%

MQSeries Integrator is on the Shallow Slope. Although an H Band customer is entitled to 40% discount for the other family products, the discount against MQSI will be 30%





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Pricing Structure (Passport Advantage)

- **VPO (Volume Purchase Offering)**
 - ▶ "Pay as you go" - no commitments
 - ▶ Small purchases
 - ▶ Price band A - C (25 - 1000 points)

- **CO (Contract Offering)**
 - ▶ 2 year commitment
 - ▶ Forecast or Commit option
 - ▶ Price band C - H (1000+ points)

- **CEO (Complete Enterprise Offering)**
 - ▶ 2 year commitment
 - ▶ Enterprise-wide implementation
 - ▶ 9 product suites
 - ▶ Price per user





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MQ V2 to V5 Upgrade Pricing Example (VPO)

- SW Subscription After License 2 Yrs. under VPO
 - ▶ D02LLML VPO SW Sub MQSeries Capacity Unit 2 Years
 - ▶ SVP unit point value: 5
 - SVP level A price/unit: \$1,076
 - SVP level B price/unit: \$1,015
 - SVP level C price/unit: \$ 995

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MQ V2 to V5 Upgrade Pricing Example (CO)

- SW subscription and Support 1st Anniversary under CO (for the 1st year)
 - ▶ D02RXML CO SW Sub/Supt MQSeries Capacity
Unit 1st Anniv

 - ▶ SVP unit point value: 4
 - SVP level C price/unit: \$734
 - SVP level D price/unit: \$688
 - SVP level E price/unit: \$641
 - SVP level F price/unit: \$594
 - SVP level G price/unit: \$547
 - SVP level H price/unit: \$500





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MQ V2 to V5 Upgrade Pricing Example (CO)

- SW Subscription and Support Renewal under CO
(for the 2nd year)

- ▶ E0536ML CO SW Sub/Supt Rnwl MQSeries
Capacity Unit

- ▶ SVP unit point value: 2

- SVP level C price/unit: \$367
- SVP level D price/unit: \$344
- SVP level E price/unit: \$321
- SVP level F price/unit: \$297
- SVP level G price/unit: \$273
- SVP level H price/unit: \$250

- ▶ Special bid the Renewal





January Announcements

MQSeries V5.1

MQSeries for OS/390 V2.1

MQSeries Integrator V1.0

MQSeries Workflow for OS/390 V3.0

Other ongoing products





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January Announcements

MQSeries V5.1

Main pricing points

1. Uses the \$1500 SRP Generic Capacity Unit
2. Now three CU Transfer Groups
 - a. Version 1 and 2
 - b. Version 5.0
 - c. Version 5.1
3. Uses the established 7 Tier structure
4. No price change since October 1997





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MQSeries Pricing

- **MQSeries for OS/390 V2.1**
- - ▶ ULC (MULC)
 - ▶ PSLC
 - ▶ No GMLC
 - ▶ OTC via Special Bid only
 - ▶ Client Attach feature optional

Available February 26th

MSU Calculator to be provided on MQSeries Home page
Pricing based on machine capability or usage

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MQSeries Pricing

MQSeries for OS/390 V2.1

Parallel Sysplex Licence Charges

Program Number: 5655-A95

Feature Number	Usage Level	MLC
1200	PSLC 1 MSU	648
1201	PSLC 2 MSU	1095
1202	PSLC 3 MSU	1726
1203	PSLC A(1MSU)	79
1204	PSLC A(42MSU)	3318
1205	PSLC B(1MSU)	39
1206	PSLC B(10MSU)	390
1207	PSLC B(50MSU)	1950
1208	PSLC C(1MSU)	29
1209	PSLC C(10MSU)	290
1210	PSLC C(50MSU)	1450

Usage Licence Charge

Program Number 5655-A95

Feature	Description	MLC
1223	0.00 - 0.25 MSU Base	1595
1224	0.26 - 0.50 MSU Base	1715
1225	0.51 - 1.00 MSU Base	1840
1226	Level A (2 to 11 MSUs)	335
1227	Level B (12 to 44 MSUs)	135
1228	Level C (above 44 MSUs)	101

Client Attachment feature per 50 clients - \$249

Feature Number 1231



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MQSeries Pricing

■ MQSeries Integrator

Replaces MQIntegrator(NEON) - Jan 29th(Feb 26th in EMEA)

AIX and DB2, or Oracle, or Sybase

Sun Solaris and DB2, or Oracle or Sybase

HP-UX and DB2, or Oracle or Sybase

Windows NT and DB2, or Oracle, or Sybase, or SQL Server

Templates still available under MQIntegrator part numbers

MQSeries for OS/390 due to be announced mid year -

MQIntegrator for OS/390 still available

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MQSeries Pricing

MQSeries Integrator Capacity Units

MQSI Uses a 4 Tier capacity unit structure

- # WorkGroup - 2 Capacity Units
- # Departmental - 4 Capacity Units
- # Enterprise - 6 Capacity Units
- # Super Large - 8 Capacity Units

Priced at \$55000 each

Development Licence requires 1 CU based on NT.





MQSeries Pricing

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■ MQSeries Integrator

Program Number	Feature Number	Part Number	Description	OTC
5807-AAR	1290	04L1905	1 MQSI Capacity Unit Pack	55000
5807-AAR	1291	04L1906	10 MQSI Capacity Unit Pck	550000
5801-AAR	3978	04L1904	MQSI AIX/DB2 PP(2CUs)	110000
5801-AAR	3998	04L1908	MQSI AIX/Oracle PP(2CUs)	110000
5801-AAR	4003	04L1912	MQSI AIX/Sybase PP(2 CUs)	110000
5801-AAR	4995	11L3366	MQSI Sun/DB2 PP (2CUs)	110000
5801-AAR	4007	04L1916	MQSI Sun/Oracle PP(2CUs)	110000
5801-AAR	4012	04L1920	MQSI Sun/Sybase PP(2CUs)	110000
5801-AAR	4996	11L3362	MQSI HPUX/DB2 PP(2CUs)	110000
5801-AAR	4017	04L1939	MQSI HPUX/Oracle PP(2CU)	110000
5801-AAR	4021	04L1943	MQSI HPUX/Sybase PP(2CU)	110000
5801-AAR	4025	04L1947	MQSI NT/DB2 PP (2CUs)	110000
5801-AAR	4033	04L1949	MQSI NT/Oracle PP (2CUs)	110000
5801-AAR	4038	04L1951	MQSI NT/SQL PP (2 CUs)	110000
5801-AAR	4097	04L1959	MQSI NT/Sybase PP (2CUs)	110000
5801-AAR	4988	04L1909	MQSI NT/DB2 Dev Licence	55000
5801-AAR	4989	04L1910	MQSI NT/Oracle Dev Licence	55000
5801-AAR	4990	04L1911	MQSI NT/SQL Dev Licence	55000
5801-AAR	4991	04L1913	MQSI NT/Sybase Dev Licence	55000





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MQSeries Pricing

- MQSeries Workflow for OS/390 V3.0

Parallel Sysplex Licence Charge only

Available - March 26th

Uses the existing \$600 Registered Users

Note: MQSeries Workflow for Non390 uses the same Capacity Unit tiering model as MQSeries. The capacity unit price for MQWF is \$7000

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MQSeries Pricing

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- MQSeries Workflow for OS/390 V3.0 pricing

Parallel Sysplex Licence Charges

Program Number: 5655-A96

Feature Number	Usage Level	MLC
0001	PSLC 1 MSU	1343
0002	PSLC 2 MSU	2270
0003	PSLC 3 MSU	3573
0004	PSLC A(1MSU)	187
0005	PSLC A(42MSU)	7854
0006	PSLC B(1MSU)	80
0007	PSLC B(10MSU)	800
0008	PSLC B(50MSU)	4000
0009	PSLC C(1MSU)	60
0010	PSLC C(10MSU)	600





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MQSeries Pricing

■ MQSeries for AS/400, V4.2.1

▶ V3.6, 3.7 and 4.1

- server \$1495 / each
- concurrent user \$299 / each

▶ V4.2.1

- stack tape and shrinkwrap

- P05 \$3,000 2 Cus
- P10 \$4,500 3 CUs
- P20 \$6,000 4 CUs
- P30 \$9,000 6 CUs
- P40 \$12,000 8 CUs
- P50 \$15,000 10 Cus

Program Pack 04L1281 \$310

▶ Media Pac 11L3348

\$10

▶ Doc Pac

11L3349

\$20

Version 5 - Shrinkwrap

<p style="text-align: center;">Only - Standardised Tiering</p>
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MQSeries Pricing

■ MQSeries for Tandem

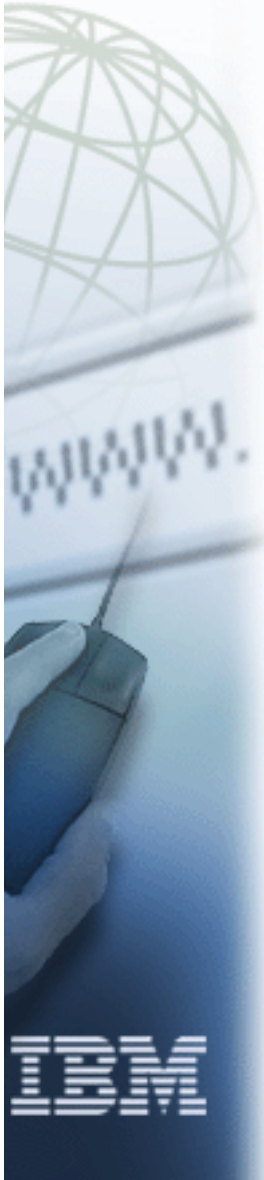
- ▶ Tier 1 \$15,000 (10 CUs)
- ▶ Tier 2 \$30,000 (20 CUs)
- ▶ Tier 3 \$45,000 (30 CUs)
- ▶ Unlimited user access included

■ MQSeries link for SAP/R3

- ▶ **AIX, HP-UX, Win NT, Sun Solaris, AS/400**
 - **Server** \$11,995
 - **Add'l Server** \$10,795

■ MQSeries for Windows (MQWIN)

- ▶ **Server** \$295
- ▶ **Add'l Server** \$265



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MQSeries Pricing



■ MQSeries PRPQs

- ▶ Single CU \$ 1,500
- ▶ Minimum order (20 CUs) \$30,000
 - MQSeries for Sun OS - 7J0401
 - MQSeries for Dec Alpha NT - 7J0388
 - MQSeries for SCO OpenServer V1 - 7J0400
 - MQSeries for SCO UnixWare - 7J0405
 - MQSeries for Dec Unix port - 7J0408 (no minimum)
 - MQSeries for Solaris on Intel V5 - 7J0413(no minimum)
 - MQSeries for SCO OpenServer V2 - Willow Technologies
 - Single CU \$1,650
 - Media \$ 200
 -





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MQSeries Pricing

■ MQSeries for VSE V2.1

▶ GMLC

• Group 10	\$ 69
• Group 15	\$ 78
• Group 18	\$ 86
• Group 20	\$ 125
• Group 25	\$ 162
• Group 28	\$ 222
• Group 29	\$ 288
• Group 30	\$ 375
• Group 31	\$ 461
• Group 32	\$ 590
• Group 35	\$ 679
• Group 38	\$ 781
• Group 40	\$ 898
• Group 50	\$1,125
• Group 60	\$1,405
• Group 70	\$1,755
• Group 80	\$2,195

▶ Client Attach feature optional \$99 / 50 attachments / month

▶ OTC via Special Bid only





June Announcement

MQSeries V5.1 for AS/400

MQSeries Integrator for AS/400

MQSeries Integrator for OS/390 V1.1

MQSeries Integrator for V2.0

MQSeries Workflow for V3.2





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June Announcement

MQSeries Version 5.1 for AS/400

Main pricing points

1. Uses the \$1500 SRP Generic Capacity Unit
2. Included in the Version 5.1 transfer group
3. Uses the established 7 Tier structure
4. Program Pack (PN 0704923) priced at \$3100
5. MQSeries for AS/400 continues to be dual pipe ie. Shrinkwrap and Stack tape



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June Announcement

MQSeries Integrator for AS/400

Main pricing points

1. Uses the \$55000 SRP MQSI Capacity Unit
2. Uses the 400 Processor Grouping to match the standard 4 MQSI tiers
 - o WorkGroup - P05 and P10
 - o Departmental - P20
 - o Enterprise - P30 and P40
 - o Super Large - P50
3. Program Pack (PN 0764248) priced at \$110000
4. 400 Processor group details on MQSeries Homepage





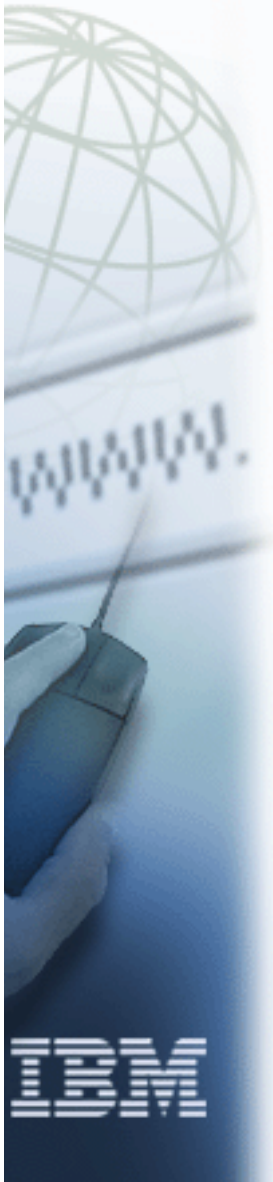
June Announcement

MQSeries Integrator for OS/390 and DB2, V1.1

Parallel Sysplex Licence Charges

Program Number: 5697-F45

Feature Number	Usage Level	MLC	Feature Number	Usage Level	MLC
0001	PSLC 1 MSU	4624	0009	PSLC C(1MSU)	87
0002	PSLC 2 MSU	4894	0010	PSLC C(10 MSU)	87
0003	PSLC 3 MSU	5165	0011	PSLC C(50MSU)	435
0004	PSLC A(1MSU)	270	0031	PSLC D(1MSU)	6
0005	PSLC A(42MSU)	11340	0032	PSLC D(50MSU)	325
0006	PSLC B(1MSU)	115			
0007	PSLC B(10MSU)	1150			
0008	PSLC B(50MSU)	5750			





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June Announcement

MQSeries Integrator for OS/390 and DB2, V1.1

Parallel System License Charge

Level A	4 to 45	MSUs
Level B	46 to 175	MSUs
Level C	176 to 314	MSUs
Level D	over 315	MSUs

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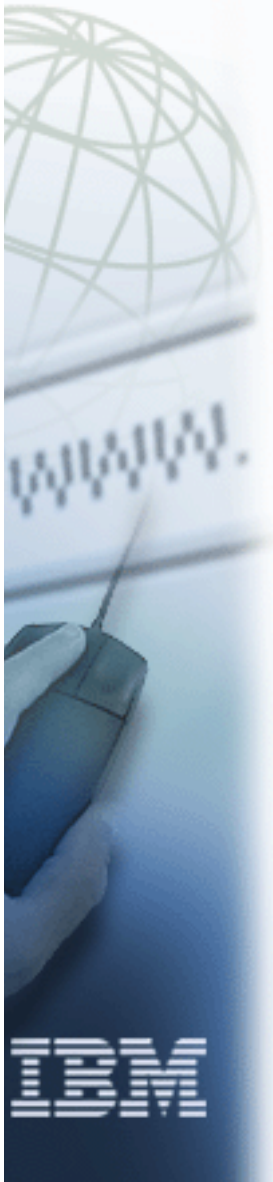
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June Announcement

MQSeries Integrator V2.0

Main pricing points

1. Uses the \$55000 SRP MQSI Capacity Unit
2. Uses the standard 4 MQSI tiers
 - o WorkGroup - 2 Capacity Units
 - o Departmental - 4 Capacity Units
 - o Enterprise - 6 Capacity Units
 - o Super Large - 8 Capacity Units
3. Program Pack (PN 0764249) for AIX priced at \$110000
4. Program Pack (PN 0764250) for Windows NT priced at \$110000
5. Development License (PN 0771429) for Windows NT priced at \$55000



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June Announcement

MQSeries Workflow V3.2

Main pricing points

1. Uses the \$7000 SRP MQWF Capacity Unit
2. Uses the standard MQSeries 7 tiers
3. Program Pack (PN 22L4429) priced at \$15200
4. Capacity Unit (PN 09L8192) priced at \$7000
5. Registered Unit (PN 09L8224) priced at \$600



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MQSeries Pricing Information

■ Sources

- ▶ <http://w3.lotus.com/passportadvantage>
- ▶ Announcement letters (Ts & Cs)
- ▶ MQSeries calculator
 - <http://www.software.ibm.com/ts/mqseries>
 -

■ Support

- ▶ Passport Advantage Helpdesk
 - Passport Advantage web-site
 - Regional Passport Advantage Coordinators (U.S.)
 - Techline
- ▶ Pre-sales Support team
- ▶ Country pricers

■ Special Bids

- ▶ North America Karen Wiley
- ▶ Latin America Mauricio Sucasas daCosta

