



Container Pricing for IBM Z

Executive Overview





At a glance

Greatly simplified software pricing for qualified solutions.

Flexible deployment options that support best technical fit.

Competitive economics that are directly relevant to each solution.



Problem

As an ultra-highly virtualized environment, IBM Z is an exceptional platform for enterprise workloads.

However, such a high level of virtualization can be a challenge when trying to isolate the price of specific individual workloads.



Container Pricing for IBM Z

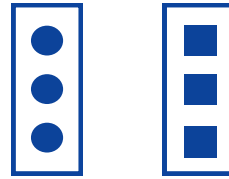
Container Pricing for IBM Z provides standalone workload pricing within the highly virtualized IBM Z environment.

Solutions are priced based on their business value, with no direct impact to the cost of unrelated workloads.

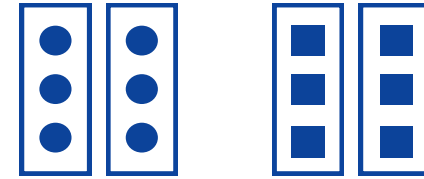
Simplicity via standardization



Same LPAR colocation



Dedicated LPAR solutions



Multiple LPAR solutions

Container Pricing scales from colocated solutions, to separate LPAR solutions, to multiple LPAR and multiple machine solutions.

There is no direct impact to the cost of unrelated workloads.



Key Concepts

the ‘**container**’

- the scope of a workload for pricing purposes
- the technical pricing and billing infrastructure
- containers do not require any additional virtualization

the ‘**solution**’

- the individual workload that is separately priced
- the price point that is specific to the solution
- three separately priced solutions are announced



The announced solutions

Application Development and Test Solution

Highly discounted DevTest

New Application Solution

Predictable costs at win prices

Payments Pricing Solution

Per-payment pricing



Application Development & Test

The following links direct you to the full announcement letters for the Application Development and Test Solution:

AP	<u>AP17-0478</u>
Canada	<u>A17-0752</u>
EMEA	<u>ZP17-0605</u>
Japan	<u>JP17-0588</u>
LA	<u>LP17-0601</u>
US	<u>US217-490</u>

Or visit <http://ibm.biz/cpssdevtest> for a ‘prettified’ version of all the key announcement text.



New Applications

The following links direct you to the full announcement letters for the New Application Solution:

AP	<u>AP17-0505</u>
Canada	<u>A17-0788</u>
EMEA	<u>ZP17-0634</u>
Japan	<u>JP17-0617</u>
LA	<u>LP17-0629</u>
US	<u>US217-519</u>

Or visit <http://ibm.biz/cpssnewapp> for a ‘prettified’ version of all the key announcement text.



Payments Pricing

The following links direct you to the full announcement letters for the Payments Pricing Solution:

AP	<u>AP17-0504</u>
Canada	<u>A17-0787</u>
EMEA	<u>ZP17-0633</u>
Japan	<u>JP17-0616</u>
LA	<u>LP17-0628</u>
US	<u>US217-518</u>

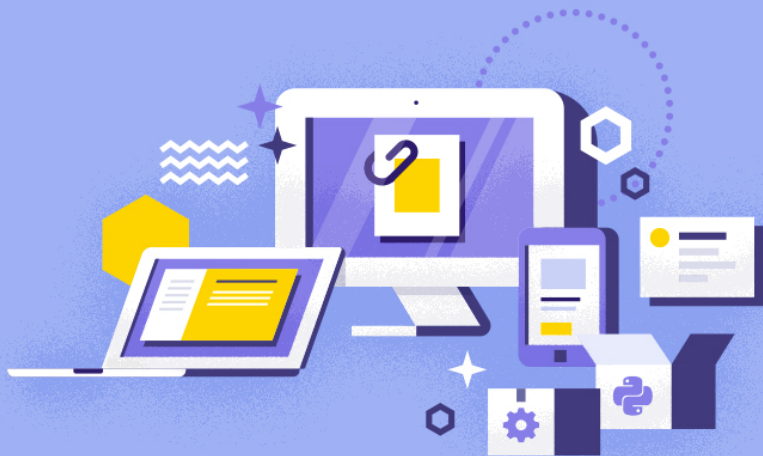
Or visit <http://ibm.biz/cpsspay> for a ‘prettified’ version of all the key announcement text.



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Questions?

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