IBM Cloud Services
DIR-TSO-3996

CLOUD SERVICES		
Category	**Service Description**	**DIR Customer Discount % off MSRP ***
IBM Cloud - IaaS	Formerly Bluemix IaaS	15.00%
IBM Cloud - Storage	Formerly Bluemix Cloud Object Storage	5.00%
IBM Private Cloud	IBM Blue Box	15.00%
Note: Hardware pricing / bill of materials not included.		
IBM Cloud - Vmware	Formerly Bluemix for Vmware	15%%
IBM Cloud - PaaS	Cloud Platform as a Service	10.00%
Bluemix Garage Services: Design Assessment Engagement Remotely Delivered Service	This service provides up to two people for 1 week, maximum 80 person-hours, of remote consulting, best practices, analysis, and recommendations for the identified use cases. The IBM Design Thinking Workshop use case is defined by discussion between Client and the IBM Solution Architect. Services are purchased per Engagement and expire 90 days from date of purchase, regardless of whether all hours have been used.	10.00%
Bluemix Garage Services: MVP Build-Up Project Execution Team Enagagement Remotely Delivered Service	Remote services include four or more persons, maximum of 144 hours, of remote consulting to assist the Client in using the IBM Bluemix Garage methodology to Design and Build a MVP application on Bluemix based on the jointly agreed list of user stories derived from the Client's MVP.	10.00%
Bluemix Garage Services: Prepare and Plan Enagagement Remotely Delivered Service	This service provides one person for 1 week, maximum of 40 person-hours, of remote consulting for the review, best practices, and recommendations for planning activities necessary to create applications based on PaaS or Non-PaaS services. The workshop does not involve the actual updating of the Bluemix Local or Dedicated environments. Services are purchased per Engagement and expire 90 days from date of purchase, regardless of whether all hours have been used.	10.00%
Bluemix Garage: Architectural Advisory Consultancy Enagagement Remotely Delivered Service	Remote services includes one person, maximum of 40 person-hours, of remote architectural advisory consulting in support with the deployment of Bluemix.	10.00%
Bluemix Enterprise Developer Education Enagagement Remotely Delivered Service	Remote services includes one person, maximum 40 person-hours, of training services at a Garage location focused on Bluemix Developer skills	10.00%
Bluemix Garage: Developer Bootcamp Enagagement Remotely Delivered Service	Remote services includes one person, maximum 80 person-hours, of training services at a Garage location focused on the Bluemix Garage Developer.	10.00%
Managed Hosting Cloud Services	Cloud Platform as a Services Include: - Complete managed application infrastructure platform - Managed Virtual Machines: Includes installation, OS licensing, Anti-virus sw, monitoring, alerting, patching and a service availability SLA of 99.9%, with proactive credits. Managed Applications above the OS optional. - Storage & Backup - Proactive security management, including primary and software based firewall, network intrusion prevention, anti-virus protection, two-factor authentication, compliance management, infrastructure SIEM, and file integrity monitoring and vulnerability scanning.	5.00%
IBM IDTES	IBM Development & Test Environment Service (IDTES) - IDTES help manage, import, deploy and decommission on-demand environments. - Accessible via a web browser, the solution is designed to deliver faster access to numerous production-caliber testing environments. - Includes robust tools, such as IBM UCD, that can accelerate the software development lifecycle while reducing unnecessary costs and project delays caused by manual configurations. - Allows development and test teams to self-provision labs and more easily share complex environments across SoftLayer cloud regions to support reduced latency and greater agility.	10.00%

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CMS for System Z	Cloud Managed Services for IBM System z * Characteristics for CMS for System z: - Customers are only billed for what they use (measured) - Customers can quickly automatically add capacity (10% soft cap) but more can quickly be added by coordinating with the IBM focal for that account. - IBM has a team and a process dedicated to helping customers with the definition and migration of the service. - IBM will develop a business case (at our expense and in out format) with the customer that uses the customer's information to determine the savings that may occur from the migration to CMS for System Z. Client input is critical. - If both parties agree, IBM will develop a detailed SOW that includes transition and steady state operation of the System Z in the IBM cloud. - During the SOW process, IBM will work with customers to determine if they want to include the transition costs in the monthly fee for the service or if wish to pay it as a one time cost or some other option we can mutually agree on.	3.00%
HPC Services	High Performance Computing (HPC) Cloud Offerings - Based on proven cluster, grid and HPC cloud technology, - Built on scalable, high-performance software and platforms with intuitive and versatile user interfaces, robust job scheduling, workload-aware and user-driven provisioning, and powerful management capabilities	3.00%
CMS4Oracle	Cloud Managed Services - Oracle PaaS Services - IBM Cloud Managed Services for Oracle Applications is designed to host Oracle environments through a security-rich, enterprise-class, managed cloud infrastructure that can offer faster provisioning, greater flexibility and improved service delivery quality.	10.00%
CMS4SAP	Cloud Managed Services - SAP PaaS Services - IBM Cloud Managed Services for SAP Applications is designed to host SAP environments through a security-rich, enterprise-class, managed cloud infrastructure that can offer faster provisioning, greater flexibility and improved service delivery quality.	10.00%
IBM Cloud Broker Services	Cloud Broker Services - Includes Multiple Providers - Establish initial required platform infrastructure to host and manage the cloudMatrix portal (including compute, storage, network) with an industry standard and recognized cloud hosting provider. - Deploy and configure one (1) dedicated instance of cloudMatrix within a single cloud region. - Enable approved providers (e.g., IBM Cloud (formerly Softlayer), Amazon, Azure) input provider contract terms, credentials and pricing, and support ongoing platform operations of cloudMatrix installation (as provided).	5.00%