

ISAT Enhancements Offering Iteration 19.3

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IBM Services



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Announcement Marketing Descriptions Offering Names

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Effective Friday, June 28, 2019 a total of three (3) new service offerings have been added to CHIS/ISAT and two (2) service offerings have been expired.

- The new offerings are listed in the "New Service Offerings" table.
- The expired offerings are listed in the "Expired Offerings" table.

Service offerings available to be sold by all sales channels are available on ServiceElite contract types SELBASIC, SELPLUS, SELPLUSBL, SELFOPNMKT, SELDIST, SELDISTINT, SELDISTRF, SELREM, SELREMINT, SELREMRF, FDOPSPBIL, SELSPBIL, and IGSSO.

CHIS Function "Type of Work" (TOW) is used to prevent similar offerings from billing for overlapping periods. The TOW group is listed in the comments column for the offerings using this function.

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IBM Proactive Support on IBM Z (Proactive Z)

- Two (2) new service offerings, Proactive Support on IBM Z per server and the associated Options are available in all sales channels.
- Proactive Z provides customized proactive remote technical support for System Z servers along with a single point of entry into IBM's support structure for reporting problems. The support includes quarterly status calls, a monthly service activity report, a technical account manager, enhanced response for severity 1 and 2 problems, and a SoftwareXcel type service. The Proactive Z offering is intended for net new clients and renewal of SoftwareXcel clients.
- Proactive Z and SoftwareXcel should not be contracted on the same server for an overlapping period. Proactive Z and SoftwareXcel Managed should not be contracted on the same customer number for an overlapping period.
- A client's designated point of contact (DPOC) is a corequisite for the Proactive Z per server offering. The per server offering is a corequisite for the Proactive Options offering.
- HWMA or warranty on the server is a prerequisite.
- The terms and conditions for the offering will be contracted in the form of an SOW and will be available in PartnerWorld for the Business Partner channel.

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Subscription for Red Hat® Enterprise Linux® (RHEL) Products

- One (1) new version of a one-time charge (OTC) subscription service offering to support Red Hat products is available in all sales channels. [SUB RHEL OTHER PRODUCTS v002](#), supports the [Business Partner standard discount](#).
- The Linux offering will allow IBM® to sell Red Hat Linux subscription Stock Keeping Units (SKUs) that are available in the marketplace but not defined in a standard CHIS/ISAT offering. IBM will assist the client in the ordering and receipt of eligible Linux subscription products.
- The client will identify a subscription coordinator (DPOC) who will be the focal point for all their Linux supplier-licensed subscription product orders and deliveries. The Linux supplier-licensed software is directly distributed and licensed to the client by the Linux supplier under the terms and conditions of the supplier's end user license agreement (EULA).
- The DPOC and Support Line Linux Support for Subscription xip or z are corequisites. The Vendor will deposit the subscription activation codes into the client's online Red Hat account for the DPOC.
- The client's Red Hat Network Login ID is a prerequisite. The client must provide their Red Hat Network Login ID for the client contact that will need access to the new subscription. The user must enter the Red Hat Network Login ID in the designated ISAT offering: "SUB LINUX REG ID/PART NUM".
- The offering is priced via an IBM special bid or the pricing is invalid.
- Service start and stop dates must be manually entered by the user to align with the dates in the PRL.
- The offering should not be allowed to auto-renew. A new PRL is required for the renewal.
- The terms and conditions are contracted in a SOW available in ISAT.

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Expired – Two (2) Offerings

- One (1) Linux Red Hat OTC offering, SUB RHEL OTHER PRODUCTS, was expired on June 27, 2019 and replaced by the version 002 offering. The new offering changed the Business Partner Standard discount. The expired offering should not be proposed after the expiration date.
- One (1) SoftwareXcel offering, SOFTWAREXCEL ENT z SYS MANAGED, was expired on June 27, 2019 and replaced by PROACTIVE SUPPORT FOR IBM Z. The expired offering should not be proposed on a new contract after the expiration date. Additional inventory can be added to the expired offering on an existing contract until the current term end date. Please transition to Proactive Support on IBM Z at the term end or renewal date.

Offering Iteration 19.3 – New Offerings

15 Character Nickname	Offering Version	30 Character Short Description	Comments
PROSPTIBM Z PROSPTIBM Z OPT	001 001	PROACTIVE SUPPORT FOR IBM Z PROACTIVE SPT FOR IBM Z OPT	<ul style="list-style-type: none"> • Available to all channels • Server is hardware linked and priced per server by MSU rating • OPTIONS is priced per option • DPOC and OPTIONS are corequisites for the server offering • Server offering is a corequisite for the options offering • Do not contract on the same customer number as SoftwareXcel Managed for an overlapping period. • Manual entitlement by customer number • In type of work group: SWXCEL Z • SOW is available in PartnerWorld
SLLXRH OTHER	002	SUB RHEL OTHER PRODUCTS	<ul style="list-style-type: none"> • Available to all channels • Plug-a-Price offering priced via special bid • Service start date and stop date are required • No type of work

Offering Iteration 19.3 – Expired Offerings

15 Character Nickname	Offering Version	30 Character Short Description	Comments
SWXCEL ENT MNG	001	SOFTWAREXCEL ENT z SYS MANAGED	<ul style="list-style-type: none"> • Expired effective 6/27/2019 • Replaced with PROACTIVE SUPPORT FOR IBM Z
SLLXRH OTHER	001	SUB RHEL OTHER PRODUCTS	<ul style="list-style-type: none"> • Expired effective 6/27/2019 • Replaced with version 002

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New Offerings

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IBM Proactive Support for System z™

- PROACTIVE SPT FOR SYSTEM Z
- PROACTIVE SPT FOR SYSTEM Z OPTIONS

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PROACTIVE SPT FOR SYSTEM Z

PROACTIVE SPT FOR SYSTEM Z OPTIONS

- The IBM Proactive Support
- Available to all sales channels : SELPLUS, SELSPBIL, SELPLUSBL, SELBASIC, SELFOPNMKT, IGSSO, FDOPSPBIL, SELREM, SELREMRP, SELREMINT, SELDIST, SELDISTRP, and SELDISTINT
- Server offering is priced per server by MSU group
- Full shift service level.
- Configure once per z server. Prereq: HWMA/Warr on the server. Service includes SWXCEL type support. Service cannot be combined with SWXCEL Prime, Full or Managed for the same customer number. Coreq: PREMIUM SERVICES DPOC & Options.
- Pre-requisites that are not system enforced: HWMA or Warranty on Server.
- SoftwareXcel offerings on the same server are mutually exclusive.
- Co-requisites that are system enforced: PREMIUM SERVICES DPOC & OPTIONS Offering.
- Type of work group : SWXCEL Z
- Component ID: 6942-15M
- The terms and conditions are contracted in a Statement of Work available in PartnerWorld
- Refer to [Announcement Letter 218-426 released September 11, 2018](#) and [Announcement Letter 618-007 released May 15, 2018](#).

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PROACTIVE SPT FOR SYSTEM Z PROACTIVE SPT FOR SYSTEM Z OPTIONS

- Offering name in ISAT

Description	Version
PROACTIVE SPT FOR IBM Z	001
PROACTIVE SPT FOR IBM Z OPT	001
PROACTIVE SPT GENERAL OPTIONS	001

- Proposal text:

Configure once per z server. Prereq: HWMAWarr on the server. Service includes SWXCEL type support. Service cannot be combined with SWXCEL Prime, Full or Managed for the same customer number. Coreq: PREMIUM SERVICES DPOC & Options. SOW in CLM & Partner World.

Option for Proactive z. Default: DCx. DC1, DC2, DC3 and DC4 must be on right. Coreq: PROACTIVE SPT FOR IBM Z.

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PROACTIVE SPT FOR SYSTEM Z PROACTIVE SPT FOR SYSTEM Z OPTIONS

Pricing

- Price per server serial number.
- The table includes the monthly price for each MSU Group.

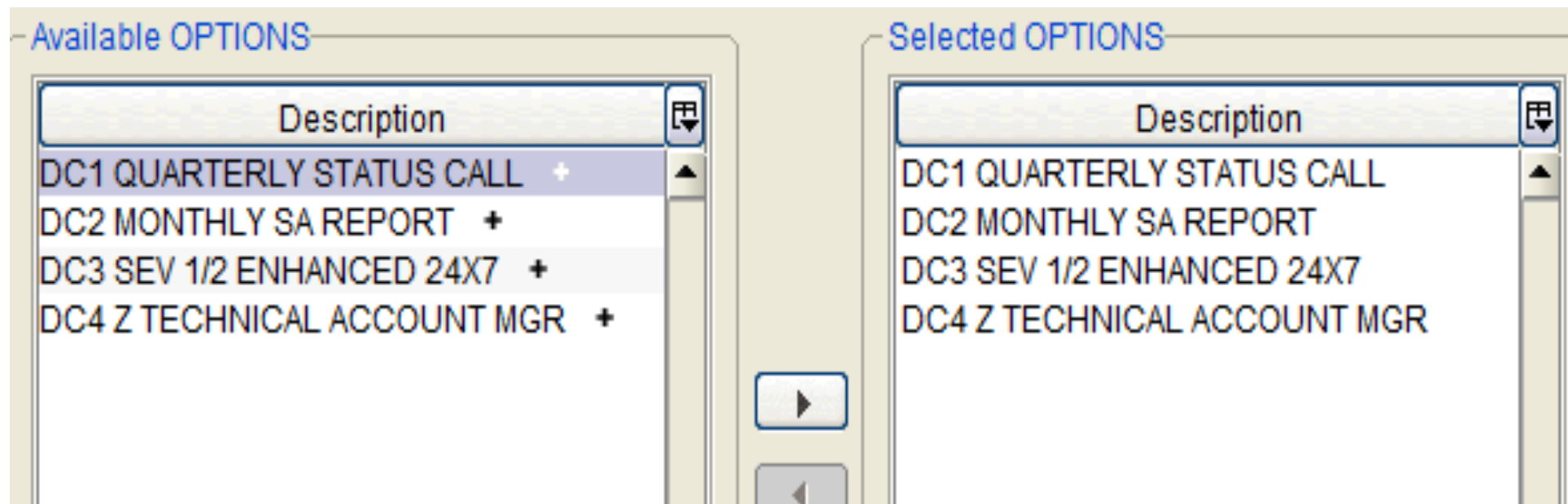
30 Character Short Name - ISAT	60 Character Name	Monthly Price	A F
PROACTIVE SUPPORT FOR IBM Z	PROACTIVE SUPPORT FOR IBM Z		
	0-5 MSU	\$ 5,771	
	6-10 MSU	\$ 6,689	
	11-15 MSU	\$ 7,063	
	16-20 MSU	\$ 7,716	
	21-30 MSU	\$ 8,122	
	31-45 MSU	\$ 8,672	
	46-60 MSU	\$ 8,758	
	61-90 MSU	\$ 9,048	
	91-120 MSU	\$ 11,115	
	121-180 MSU	\$ 12,033	
	181-240 MSU	\$ 12,380	
	241-360 MSU	\$ 13,025	
	361-480 MSU	\$ 13,556	
	481-720 MSU	\$ 13,972	
	721-960 MSU	\$ 14,060	
	961-1440 MSU	\$ 14,235	
	1441-1920 MSU	\$ 14,415	
	1921-2880 MSU	\$ 14,785	
	2881-3840 MSU	\$ 15,362	
	3841-6000 MSU	\$ 16,411	
	6001-8200 MSU	\$ 17,527	
	8201-10400 MSU	\$ 17,644	
	10401-99999 MSU	\$ 17,763	

Note: Pricing is as of 6/26/2019. The prices are non-binding and subject to change. Please refer to announcements or pricing table updates in the CLM Library

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PROACTIVE SPT FOR SYSTEM Z PROACTIVE SPT FOR SYSTEM Z OPTIONS

The options on the right are the default.
There is one group of options available. (No OCx Options available)
All DCx options are priced at \$00



Note: Pricing is as of 6/28/2019. The prices are non-binding and subject to change. Please refer to announcements or pricing table updates in the CLM Library

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PROACTIVE SPT FOR SYSTEM Z PROACTIVE SPT FOR SYSTEM Z OPTIONS

- Solution Summary - Example

Description	Type	Model / Feature	Serial Number	Services Start Date	Charge Start Date ⁵	Charge Stop Date ⁵	Qty	Product Group/Service Option	Code ⁴	Charges
PROACTIVE SPT FOR IBM Z										\$ 162,145.16
								361-480 MSU FULL SHIFT		
	3906	M03	0000CAT60				1			
PROACTIVE SPT FOR IBM Z OPT										\$ 0.00
								DC1 QUARTERLY STATUS CALL DC3 SEV 1/2 ENHANCED 24X7 DC2 MONTHLY SA REPORT DC4 Z TECHNICAL ACCOUNT MGR		
PREMIUM SERVICES DPOC										
								DESIGNATED POINT OF CONTACT Charles Brown		

- Schedule of Services - Example

-----Eligible Machine Description-----										
Type	Model	Serial/ Order Number	Support Service	Product Group / Service Option	Qty.	Charges ⁴	Services Start	Charges Start ⁵	Charges Stop ⁵	
			Specified Location: 00015503	City, State: ANCHORAGE AK 99512						
			PROACTIVE SPT FOR IBM Z	361-480 MSU FULL SHIFT		162,145.16				
3906	M03	0000CAT60	PROACTIVE SPT FOR IBM Z OPT	DC1 QUARTERLY STATUS CALL DC3 SEV 1/2 ENHANCED 24X7 DC2 MONTHLY SA REPORT DC4 Z TECHNICAL ACCOUNT MGR	1	0.00				
			PREMIUM SERVICES DPOC	DESIGNATED POINT OF CONTACT Charles Brown						
Subtotal						162,145.16				
Total Charge Period Charges for Services List						\$162,145.16				



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RED HAT ENTERPRISE LINUX SUB OTHER PRODUCTS

- **SUB RHEL OTHER PRODUCTS**

Offering Iteration 19.3

Subscription for Red Hat Enterprise Linux® (RHEL) Products

The Linux offerings will allow IBM to sell new RHEL Linux subscription Stock Keeping Units (SKUs). IBM will assist the client in the ordering and receipt of eligible Linux subscription products.

If client has existing subscriptions with Red Hat, the client must provide the Red Hat Network Login ID for the client contact that will need access to the new subscriptions. The user must enter the Red Hat Network Login ID in the Designated Point of Contact (DPOC) field.

The DPOC is a corequisite. The vendor will send the subscription activation codes to the email address specified in the DPOC.

Support Line Linux Support for Subscription xip is a corequisite for the new

The price is calculated based on the SKU price times the quantity times the number of months.

The terms and conditions are contracted in a Statement of Work available in CHIS/ISAT.

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SUB RHEL OTHER PRODUCTS

- Offering name in ISAT – Note the only change is there is a new version, all other requirements have not changed. Please refer to CLM for pricing.

Description	Version
SUB RHEL OTHER PRODUCTS	002

- Proposal Text

Use this offering to propose unique Linux Subscription SKUs and support for Linux HPC not available in CHIS/ISAT. Pricing for this offering is via a PRL. Input the quantity of subscriptions. Coreq: SUB LINUX DESIGNATE CONTACT and SL LINUX SUPPORT FOR SUB
xip

Offering Iteration 19.3

SUB RHEL OTHER PRODUCTS

■ Solution Summary

Description	Type	Model / Feature	Serial Number	Services Start Date	Charge Start Date ⁵	Charge Stop Date ⁵	Qty	Product Group/Service Option	Code ⁴	Charges
SUB RHEL OTHER PRODUCTS										
								RED HAT SUBSCRIPTION	0	\$ 0.00
SL LINUX SUPPORT FOR SUB xip										
								SERVERS AND NODES PRIME SHIFT		\$ 454.52
SUB LINUX DESIGNATE CONTACT										
								DESIGNATED POINT OF CONTACT Peter Rabbit III		

Schedule

-----Eligible Machine Description-----

Type	Model	Serial/ Order Number	Support Service	Product Group / Service Option	Qty.	Charges ⁴	Services Start	Charges Start ⁵	Charges Stop ⁵
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			SUB RHEL OTHER PRODUCTS	RED HAT SUBSCRIPTION		0.00	0		
			SL LINUX SUPPORT FOR SUB xip	SERVERS AND NODES PRIME SHIFT		454.52			
			SUB LINUX DESIGNATE CONTACT	DESIGNATED POINT OF CONTACT Peter Rabbit III					

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Withdrawn Offerings

Offering Iteration 19.3

Withdrawn Offerings

15 Character Nickname	Offering Version	30 Character Short Description	Comments
SWXCEL ENT MNG	001	SOFTWAREXCEL ENT z SYS MANAGED	<ul style="list-style-type: none">Expired effective 6/27/2019Replaced with PROACTIVE SUPPORT FOR IBM Z
SLLXRH OTHER	001	SUB RHEL OTHER PRODUCTS	<ul style="list-style-type: none">Expired effective 6/27/2019Replaced with version 002

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Offering Summary Charts

Offering Iteration 19.3

Service Offerings: CHIS Component IDs and Discounts

ISAT Offering Name	Maximum Delegated Discount Sales Rep	Revenue Code	Tax Code	CHIS Component ID
PROACTIVE SUPPORT FOR IBM Z	0% - 75%	1831 C8F	39S	6942-15M
PROACTIVE SPT FOR IBM Z OPT	0%	1831 C8F	39S	6942-15M
SUB RHEL OTHER PRODUCTS	0%	8377 C7G	98G	6948-B71

Note: Delegated Discount is as of 06/28/2019. They are non-binding and subject to change. Please refer to Pricing Delegation Letter in the CLM Library.

