

# Al Sherkow's Workload License Charges Seminar

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IBM announced a new pricing model named Workload License Charges (WLC), along with the first zMachine, the Intelligent Resource Director (IRD), z/Architecture and z/OS in October 2000. WLC is continually evolving, typically with one major change per year. There are no Rules of Thumb for WLC and each installation needs to analyze these new technologies carefully. WLC allows software prices for some of IBM's strategic products to be based on the rolling four hour average of the LPARs that use these products. You can limit the size of your LPARs, and therefore your software prices with a new LPAR parameter, "Defined Capacity". WLC has provided profound impacts on software licensing budgets at some installations and you do not want to miss this opportunity. As the evolution of WLC continues each installation needs to again assess when and if to use WLC and how to leverage WLC.

- Fact** — Not every installation can save money with WLC even with the most recent changes and evolution to date.
- Fact** — If you analyzed WLC in the past and it did not reduce your software charges, you need to repeat the analysis.
- Fact** — The sooner you begin using the IBM's Sub Capacity Reporting Tool, along with Defined Capacities for your LPARs, the sooner you will be able to take advantage of these announcements and further manage your software charges.

This seminar will give you the essential knowledge you need to plan for and leverage IBM's Workload License Charges.

Al Sherkow of I/S Management Strategies, Ltd. has been consulting for IBM on Workload License Charges since March 2000. Al has been helping installations understand WLC and assess the value of WLC for their data centers. Al is also the designer and developer of the LPAR Capacity And Software Usage Analysis (LCS) Software. As a capacity planning and performance consultant, he is an industry expert regarding the configuration and planning of PR/SM. Since 1988 he has been helping his clients make the most of their LPARs through onsite consulting, his logical partitioning seminars, magazine articles, papers and dozens of presentations.

## Pricing for an In-House Seminar

Please examine the attached outline, and choose the sections you would like to have presented, and then call for an estimate. Pricing is approximately \$3,000USD per day for the first 10 attendees, plus \$125USD for each additional person per day, plus expenses.



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# Workload License Charges Seminar

<b>Executive Briefing &amp; General Introduction</b>	1 Hour
<b>Part 1: Before the WLC Decision</b>	
IBM's New Pricing Model	
IBM's Implementation of WLC	
What Happened to the IBM License Manager	
WLC and the Other Pricing Plans	
Variable Products	
Fixed and Flat Products	
IPLA Products	
<b>Executive Briefing &amp; General Introduction</b>	2 Hours
<b>Part 2: After the WLC Decision</b>	
Whitespace and Defined Capacity	
Utilization of LPARs	
What Controls Does the Data Center Have Over Utilization	
New Capabilities of LPARs	
Recent Evolution of WLC	
WLC and the ISVs	
<b>Making the Big Decision to Switch to WLC</b>	1.5 Hours
Case Studies	
Your Complete IBM Software Inventory	
Largest Ongoing Financial Impact	
<b>Hardware MSUs, Software MSUs and MIPS</b>	1.5 Hours
What Are Hardware, Software and Announced MSUs	
Relating MSUs to MIPS	
System/390 Usage Pricing Compared to WLC	
<b>WLC Impact on Capacity Planning &amp; Performance</b>	2.5 Hours
Important Fields in the SMF data	
Monitoring 4HRA	
Reporting on LPARs, and LPAR Interactions	
Software Capacity Planning	
Month-to-Date Estimates of Software Charges	
<b>Defined Capacity, Group Capacity Limits and LPAR Weights</b>	2.5 Hours
LPAR Planning (the Three Capacity Specifications of Each LPAR)	
Importance of LPAR Weights	
Interaction of Defined Capacity and LPAR Weights	
<b>Intelligent Resource Director</b>	2 Hours
CPU Management — Dynamic Logical Engines	
CPU Management — Dynamic Processing Weights	
Channel Subsystem Priority	
Dynamic Channel Paths	
<b>Preparation for and Use of SCRT</b>	1 Hour
Recommendations for Downloading, Naming Conventions	
"Production" JCL	
Handling Your SMF Data	
How IBM Handles Your SCRT Report	
How You Must Audit SCRT and Your Invoices	
<b>Leveraging WLC</b>	2 Hours
Rearrange Products	
Rearrange Workloads/LPARs	
zAAPs, zIIPs and Your Workloads	
Reduce 4HRA	
Consolidation	
Separate LPARs	
Understanding Features	
<b>Applying What You Have Learned</b>	2 Hours
Discussion, Questions and Answers Related to Your Site	

*... .. the best class I have attended since my MVS Internals class back around 1982.  
— Attendee from Sydney May 2007*

*I think a class of this nature is the only way to get this kind of important new information out to management and others who are not inclined to read IBM manuals, or who are not motivated to seek the information out from the available sources.*