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 the “Defined Capacity” LPAR parameter. 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** — Today most installations, though not all, can save money with WLC.

**Fact** — If you analyzed WLC in the past and it did not reduce your software charges, you need to repeat the analysis.

**Fact** — IBM had been evolving so that additional sites would qualify. Recently IBM has begun evolving WLC to further reduce software charges for current WLC sites.

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 $6,000USD per day for the first 10 attendees, plus $300USD for each additional person per day, plus expenses.

Al Sherkow
al@sherkow.com
http://www.sherkow.com
+1 414 332-3062
Executive Briefing & General Introduction
Part 1: Before the WLC Decision
IBM's New Pricing Model
IBM's Implementation of WLC
What Happened to the IBM License Manager
WLC, VWLC, AWLC and the Other Pricing Plans
Variable Products
Fixed and Flat Products
IPLA Products

Part 2: After the WLC Decision
Whitespace and Defined Capacity
Utilization of LPARs
What Controls Does the Data Center Have Over Utilization
Recent Evolution of WLC
z196s, Newest Metrics: AWLC and IWP
WebSphere Brand Special Pricing: GSSP and IWP
WLC and the ISVs

Making the Big Decision to Switch to WLC
Case Studies
Your Complete IBM Software Inventory
Largest Ongoing Financial Impact

Hardware MSUs, Software MSUs and MIPS
What Are Hardware, Software and Announced MSUs
Relating MSUs to MIPS
System/390 Usage Pricing Compared to WLC

WLC Impact on Capacity Planning & Performance
Important Fields in the SMF data
Monitoring 4HRA
Reporting on LPARs, and LPAR Interactions
Software Capacity Planning
Month-to-Date Estimates of Software Charges

Intelligent Resource Director
CPU Management — Dynamic Logical Engines
CPU Management — Dynamic Processing Weights

Defined Capacity, Group Capacity Limits and LPAR Weights
LPAR Planning (the Three Capacity Specifications of Each LPAR)
Importance of LPAR Weights
Interaction of Defined Capacity and LPAR Weights
Interaction of Group Capacity Limits and IRD

Preparation for and Use of SCRT
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

Leveraging WLC
Rearrange Products
Rearrange Workloads/LPARs
zAAPs, zIIPs and Your Workloads
Reduce 4HRA
Consolidation
Separate LPARs
Opportunities with WebSphere Brand Products and GSSP and IWP
Understanding Features

Applying What You Have Learned
Discussion, Questions and Answers Related to Your Site