

zCost AutoSoftCapping

Part 4: How does ASC work

ASC: a z/OS cost control solution

- AutoSoftCapping (ASC)
 - ASC is a zCost product which allows customers to control their Software costs under a fixed level, while optimizing the performance of their system.
 - Runs on VWLC mode with the IBM Soft-Capping feature activated.
 - The aim of ASC is to make IBM Soft-Capping more flexible and therefore more able to control costs.

- AutoSoftCapping: General Concept
 - With ASC, the LPARs' DCs (Defined Capacity) are dynamically modified by taking into account the behavior and needs of all the LPARs.

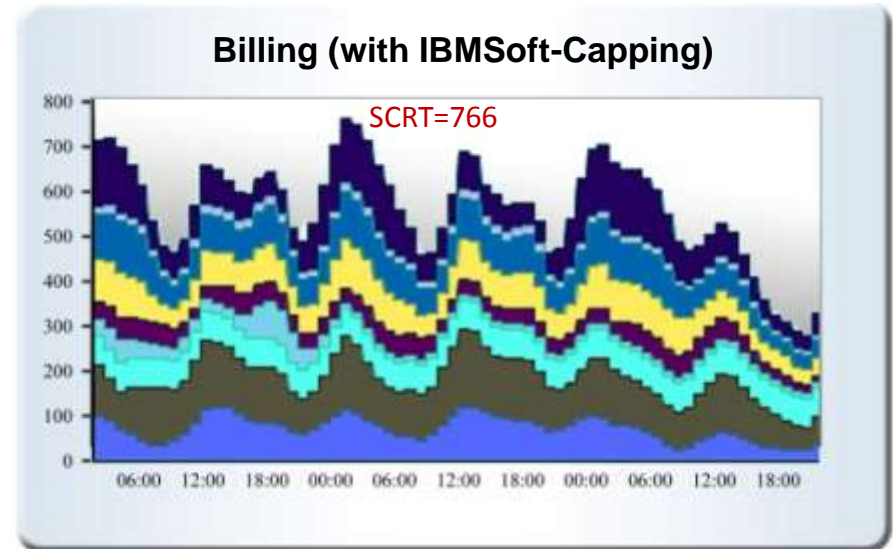
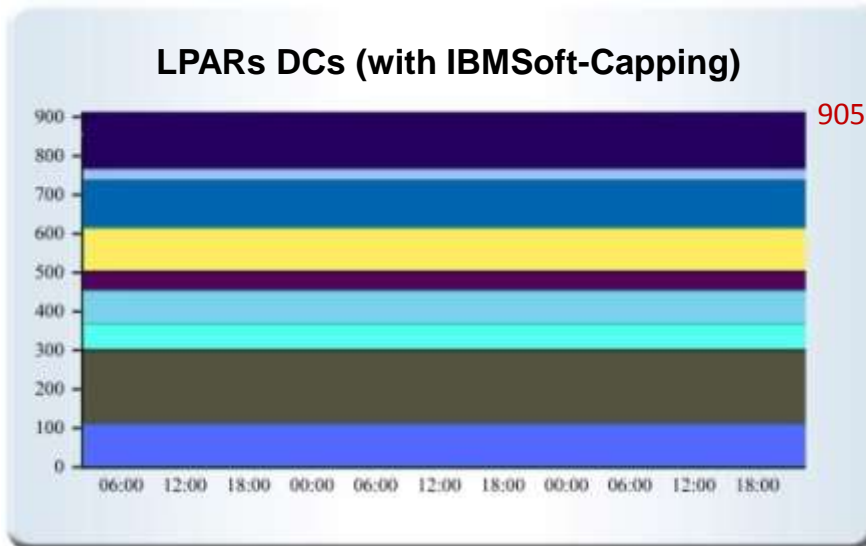
- AutoSoftCapping: The results
 - Direct impact on the SCRT → allows to control the bill.
 - ROI between 3 and 12 months
 - Between 6 and 11% of MSU saved

How does zCost AutoSoftCapping work?

■ With Standard IBM Soft-Capping

CPC	Mod	Cap	Σ DCs	SCRT
Z9-714	2094	843	905	766

- the LPARs' DCs are static
- the LPARs' DCs are set higher than the observed peaks to avoid capping.



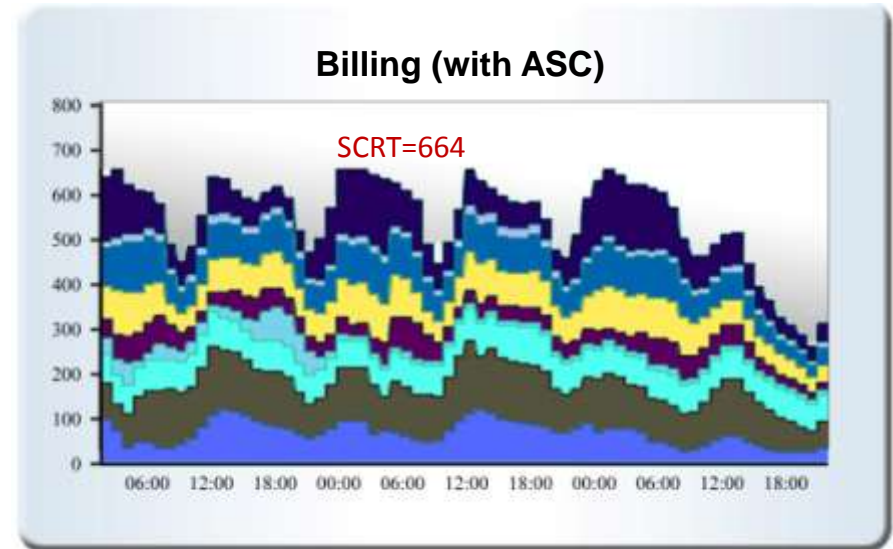
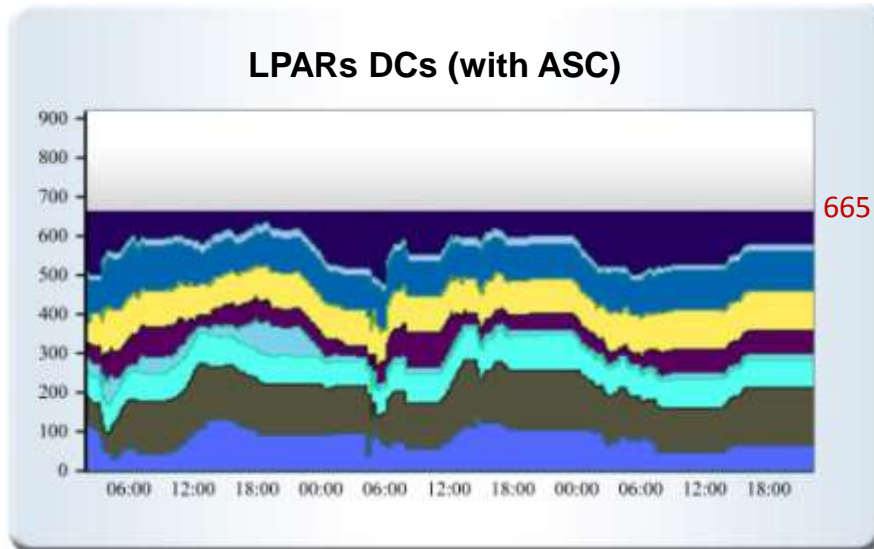
- The bill will be based on an SCRT of **766 MSU**

How does zCost AutoSoftCapping work?

■ With AutoSoftCapping

CPC	Mod	Cap	Σ DCs	SCRT
Z9-714	2094	843	665	664

- the LPARs' DCs are dynamically modified
- by taking into account the needs of all the LPARs
- while the sum of the LPARs' DCs remains constant



Example

RESULTS

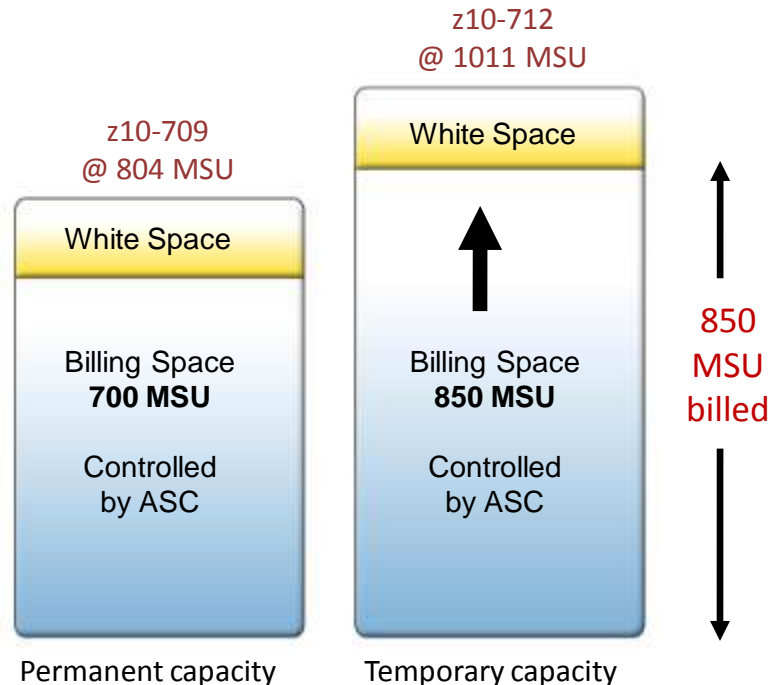
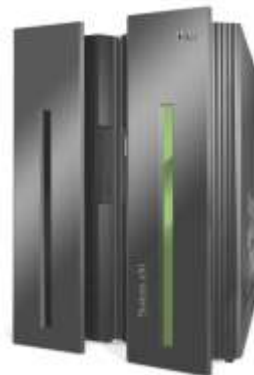
- The bill will be based on an SCRT of **664 MSU**
- $766 - 664 = 102$ **MSU saved**

ASC and IBM On Demand strategy

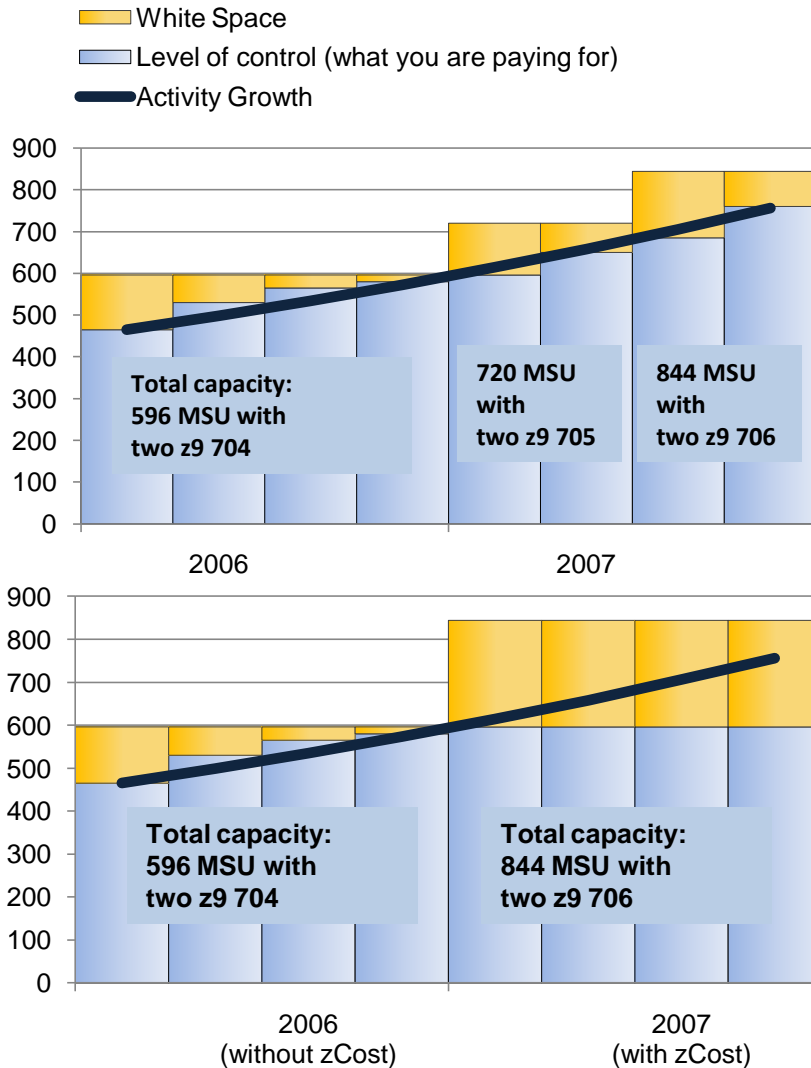
– On/Off Capacity On Demand (OOCoD)

- Hardware : The extra CPs are invoiced on a pro rata basis.
- Software : The total temporary capacity can be managed with zCost ASC in order to avoid a peak which would be directly reflected on the monthly bill.

WHEN USING CoD FUNCTIONS,
ASC CAN DETECT AND MANAGE ANY
TEMPORARY ADDED CAPACITY



Customer Experience



→ **CUSTOMER WITH FAST GROWING ACTIVITY (25%/YEAR)**

→ Without zCost ASC

- 1st quarter 2007 : purchase of 4CPs → two z9 706 downgraded to z9 705 in order to control the software bill.
- 3rd quarter 2007 : upgrade of the 2 CPs because of the increase in activity.
- Both the software and hardware costs are increasing with the activity.

→ With zCost ASC

- 1st quarter 2007: purchase of 4 CPs and zCost ASC.
- zCost ASC absorbs the 25% growth in 2007 WITHOUT increasing the software bill.
- End of 2007: a 307 MSU reduction in software costs.
- the ROI covered the costs of the 4 CPs and ASC.

zCost ASC – Key points

- ASC SAVES MONEY by controlling the z/OS license charge.
 - Very short ROI: All our current customers got an ROI between 3 and 12 months!
 - An average of saved MSU between 6 and 11%.
- ASC is a simple tool:
 - Easy to set up on the machine (can be installed and set up within 2 days).
 - Compatible with all existing System z servers.
 - A sophisticated Web Reporting interface allows more control of the system.
- ASC receives excellent customer feedback.





Next Steps

AutoSoftCapping

Step 1 : Analysis of your z/environment

- You provide us with:
 - SMF records 70 & 89 over a significant period
 - The SCRT of the last month for each CPC
- We process the data through our simulator.
- We carry out a study on the results of our AutoSoftCapping Software in your Datacenter.
- We schedule a meeting to present:
 - The technical aspects of AutoSoftCapping
 - The study with the estimated ROI
 - The results of the simulations
 - A financial proposal

Step 2 : Trial period

- We offer a 20-day trial period.
 - Cf : AutoSoftCapping Trial Agreement - Terms and Conditions.pdf
 - 6 days for the installation, setting up the parameters, and getting familiar with the product
 - 7 days to run ASC in simulation mode / generation of an SCRT report at the end.
 - 7 days to run ASC in real mode / generation of an SCRT report at the end.
 - End of the trial period:
 - Comparison between the two SCRT reports to validate the estimated ROI.
 - The client then has a business case for the product's purchase and can send us a Purchase Order.
 - Conclusion of the deal with the signature of the contracts and agreements.
- NB : The client can order the Implementation Services Package, then zCost Management would help to install, set up, and run ASC, and train your technical staff to use it properly.