Appendix C Pricing Index
DIR-TSO-3999 Amendment 9

IBM BRANDED PRODUCTS		
Product Category	**Machine Type or Model Number**	**DIR Customer Discount % off MSRP ***
IBM System z Family of Servers	All	22.00%
IBM System Storage Software	CB7, CBC, CS1-CS8, CT7	26.25%
	FS1, FS2, FSJ, FSK, FSL, FSM, FSN, FSP, FSQ, FSR, FSS, FST, FSU, FSV, FSW, FSX, FSY, FSZ	6.25%
	LT1-LT9, NA2-NA6, PTA-PTC, SF1-SF8, SM1-SM8, SV1-SV4, SVA-SVZ	16.25%
	TAB-TAI	36.25%
	TL2-TL9	21.25%
	VF1, X11-X12, SC3, XX1-XX9, XXC-XXT	26.25%
	YYB	59.35%
	YYE	16.25%
	CO1-CO5	6.25%
IBM System Storage Hardware	1747	24.25%
	1813	6.25%
	1818	31.25%
	2054	21.25%
	2071, 2072, 2831, 2832, 2833, 2834, 2836, 2838, 2839, 3401, 3403, 3957 (Switch connection only), 5331, 5332, 5333, 5334, 9835-9840, 9843, 9846-9849	6.25%
	2073, 2076, 2078, 4663, 4662	26.25%
	2077, 2147, 7226, 8960, 9105	16.25%
	2101, 2109, 3589, 3599	35.25%
	2145	28.25%
	2398, 2399, 3592, 3952	36.25%
	2417	20.25%
	2421, 2422, 2423, 2424, 3958	31.25%
	2498, 2499	28.25%
	2810, 2812	59.35%
	3572	24.25%
	3573, 3580	21.25%
	3576, 3584, 3956, 3957	51.25%
IBM Power Systems Software	5639, 5771 (G90, HGO, SWM), 5773 (G90, PVL, SM3, SWM)	16.25%

IBM Power Systems Software	5648 (U16, F16-F25, EGO, H23, H24, HMV, LLP, LLV, PAC, PED, PER, PES, PSE, PTS, PWO, VCS, PMV, LSF, PSA), 5765, 5771 (AEZ, ALS, EAL), 5771 (LNX, PVE, PVS), 5773 (WP7, AEZ, GLP, HGO, LNX, PVE, PVS),	27.25%
	5648 (F40-F62), 5724,	21.25%
	5692	1.25%
	5761 (AF1, AP1, B45, BR1, CM1, DB1, DE1, DFH, DP4, DS2, JS1, PT1, QU1, RDI, RDS, SS1, SSA, SSB, ST1, WDS, XW1), 5770 (BR1, DFH, HAS, MG1, PT1, QU1, JS1, SS1, SSA, SSB, SSC, ST1, WDS, XW1), 5722 (CM1, CR1, DE1, DFH, IP1, IVP, NLV, PD1, SSA, SSB, SSC, SVP, WE2), 5733 (CY3, EWM, ITL, MAL, OMF, QUB, RDS, SP3, SPE, SPM, SPO, SPP, SU3, SX3, WQE, WQM, WQS, XT2), 5798 (FN1, FNT), 5660 (HAS, WQE, WQS), 5661 (HAS, WQE), 5662 (HAS, WQE, WQS), 5664 (HAS, WQE) 5771 (RS1, RS3)	19.25%
IBM Power Systems Hardware	7779	6.25%
	7036, 7891, 7989, 7063	11.25%
	5639, 7042, 8202, 8205, 8231, 8284, 8286, 8408, 9009	16.25%
	1457, 7893, 1164, 7895, 9406	19.25%
	7120, 8001, 8246, 8247, 8335	21.25%
	7014, 7045, 7316, 9080	27.25%
	9117, 9119, 9179	33.25%
IBM Passport Software	Analytics - Platform, Social, Other	1.00%-23.91%

THIRD PARTY PRODUCTS*		
Brand	**Product Description**	**DIR Customer Discount % off MSRP ***
HCL	Software	14.50%
Redhat	Software	16.50%
Redhat	Support	16.50%
Redhat	Services and Training	5.00%

*Third Party Products can only be used as an attachment or embedded within an IBM Branded product to create, enhance or extend the functionality of IBM Branded product; or to create, enhance or extend the functionality of the Authorized Third Party Product which relies on an IBM Branded product platform to function.

RELATED SERVICES		
Service Description	Part Number	DIR Customer Discount % off MSRP *
Processor Installation and Replacement Services for IBM System z Full installation, replacement, or upgrade Best practices system planning Best practices configuration & tuning Migration from old system Documentation & Skill Transfer	*Per Statement of Work (SOW)	10.00%
z/OS Migration Services Assessment of current system levels Development of upgrade plan to current version & release levels Upgrade and tuning services Assistance with third party programs Documentation & Skill Transfer	*Per Statement of Work (SOW)	10.00%
Parallel Sysplex Design & Implementation Services Planning & Implementation of IBM Parallel Sysplex Best practices system planning Best practices configuration & Tuning Documentation & Skill Transfer	*Per Statement of Work (SOW)	10.00%
z/VM, z/VSE, VSE/ESA, DB2 Migration Services for IBM System z Assessment of current system levels Development of upgrade/migration plan to current version & release levels Upgrade and tuning services Assistance with third party programs	*Per Statement of Work (SOW)	10.00%
Enterprise CICS Tools and Utilities Implementation Feasibility Analysis Application Candidacy Report IFL Configuration IFL Proof of Consent	*Per Statement of Work (SOW)	10.00%
IBM System z Capacity Planning Services Overall Capacity Analysis Batch Workload Analysis Specialty Engine Sizing and Analysis IBM Sub-Capacity Licensing Analysis	*Per Statement of Work (SOW)	10.00%

Power Architectural Review Documents current IT Environment and builds a strategic future plan Uses a consistent proven methodology and best practices Includes Sirius SME's, technical specialists, and IT Consultants Establish an agreed upon Power Systems Future roadmap Provides a technology foundation, design alternatives, and TCO Analysis	*Per Statement of Work (SOW)	10.00%
Server Infrastructure Optimization Analysis and Design Services Comprehensive Analysis of Current State Future State Discussions, Interviews, and Requirements Gap Analysis Comprehensive Design, TCO, and Logical Layout Deliverables Bill of Materials for Future State Design	*Per Statement of Work (SOW)	10.00%
Operating System Upgrade Services for POWER Upgrade and installation to most current release of Operating Sys.	*Per Statement of Work (SOW)	10.00%
Installation Services for IBM Power Systems Per Scope of Work, best practices installation of HW, and System SW Installation, Configuration, and Skills Transfer	*Per Statement of Work (SOW)	10.00%
Logical Partitioning and Virtualization Implementation Services Planning, installation, and configuration of PowerVM, VIOS Live Partition Mobility, Workload Partitions, Micro Partitioning Best Practices	*Per Statement of Work (SOW)	10.00%
Performance Analysis and Tuning Services for Power Systems Install and configure performance assurance software Data Collection Data Analysis Interviews Formal recommendations for system tuning and capacity planning	*Per Statement of Work (SOW)	10.00%

Health Check Services for Power Systems Review and document servers configuration (HW, SW, Apps, LPARs) Complete Security Review Backup & Recover Review Storage Management Performance Review (Memory, Storage, CPU, Job) Formal Report on Findings and Recommendations	*Per Statement of Work (SOW)	10.00%
High Availability Assessment and Implementation Services for Power Installation Planning Session Software Installation Assistance and Knowledge Transfer Configuration of High Availability Environment Test Failover Scenario's Formal Documentation	*Per Statement of Work (SOW)	10.00%
Storage Optimization Review Analysis of system performance and utilization - hosts, subsystem, network Review cost / performance Develop procedures and processes to manage data growth Review retention and retrieval time Provide recommendations on tools, procedures, and processes	*Per Statement of Work (SOW)	10.00%
Enterprise Disk Planning and Implementation Services for IBM Storage Plan and execute physical and logical installation Skills transfer and documentation	*Per Statement of Work (SOW)	10.00%
Mid-Range Disk Planning and Implementation Services for IBM Storage Plan and execute physical and logical installation Skills transfer and documentation	*Per Statement of Work (SOW)	10.00%
Backup/Restore Heath Check for Tivoli/Spectrum Storage Manager Data collection on process logs, operations, configurations, system logs Evaluation of master and media servers Recommended tuning options Recommendations on policy and scheduling options Recommendations for disk and tape backup options	*Per Statement of Work (SOW)	10.00%

Design Review Services for Data Facility Storage Management System Analysis and review of DFSMS Best practice implementation of DFSMS system Skills transfer	*Per Statement of Work (SOW)	10.00%
Open Systems Migration Planning and Implementation Services Development of a volume migration and placement strategy Migration of data Initialization of old source volumes Verification of data migration	*Per Statement of Work (SOW)	10.00%
Mainframe Data Migration Planning and Implementation Services Installation of TDMF Software Development of volume migration and placement plan Initialization of old source volumes Verification of data migration	*Per Statement of Work (SOW)	10.00%
IBM PPA Software Services Installation, Assessments, Migration, Training, Implementation of IBM Software Products Maintenance and Support of IBM Software Products	*Per Statement of Work (SOW)	10.00%
IBM Hardware and Software Services Assessment of IBM Software and Hardware Products	*Per Statement of Work (SOW)	13.00%

VOLUME DISCOUNT- PRODUCTS AND RELATED SERVICES		
Per Dollar Volume Threshold	**PRODUCT CATEGORY OR SUBCATEGORY**	**Additional Discount**
$1,000,000 - $3,000,000	*Total Contract Value Hardware & New License Software ONLY	1.00%
$3,000,000+	*Total Contract Value Hardware & New License Software ONLY	1.50%
*Total Contract Value (TCV) applies to NEW hardware and NEW software license purchases ONLY. Volume discounts do not apply to maintenance renewals or consulting services. Shipping, tax, and fees are not applicable		