



xSeries Red Hat Enterprise Linux Offerings

IBM Training Presentation
July 28, 2004

Why listen and learn?

- **Increase your revenue for each Linux win**
 - Each RHEL subscription/server ranges \$179-\$2499
- **Improve your chances of winning!**
 - Many RFP's now expect hardware vendors to be capable of delivering Linux OS'es with hardware purchase
 - Red Hat licensing options not as mature as Microsoft
 - Not available through as many channels
 - Saves customer time = money
 - "One throat to choke"

Topics

- Value of buying the OS from IBM
- Terminology/Definitions
- Red Hat Enterprise Offerings from IBM
- How xSeries Red Hat Enterprise Linux offerings are sold
- What's available from IBM today and what is coming
- Reference sheets
 - Offerings by System type, Offerings by Red Hat Part number
- Red Hat Offerings in the marketplace
- IGS Red Hat Enterprise Linux Offerings
- Have an opportunity? 1st things to consider.

Time saved with xSeries Operating System offerings

- For Drop in the box: Average saved 6 1/2 days per order
 - Reduced/simplified ordering process. (average saved 1/2 day)
 - No delay waiting for delivery from two sources (average saved 1 week)
 - One throat to choke.

- Preloads - OS is already installed on the system. (average saved is at least 7 days)
 - Additional drivers required for xSeries are already included on the Linux image on the system. (average saved 1/2 day)
 - The process needed to maintain the OS is unchanged as compared to buying from the distribution vendor. (6 1/2 days)
 - IBM will also provide be able custom builds to Large Enterprise customers. The customer can define the specific configuration needed and IBM can deliver the xSeries servers with this custom image (time saved varies depending upon complexity)

Terminology/Definitions

- **Drop in the box = Customer Installed = Not Factory Installed**

Product CDs, registration, End User License, documentation is included in a “baggie” and shipped with the hardware. Customer will need to download drivers from the web.

- **Preload**

Product CDs, registration, End User License, documentation is included in a “baggie” and shipped with the hardware.

PLUS: OS is installed on the hard file. Most drivers are installed on the hard file.

- **Red Hat Enterprise Linux Subscription**

Entitles customer to access Red Hat Maintenance as well as the right to upgrade to different releases of Red Hat Enterprise Linux. Subscriptions sold by IBM are valid for either 1 year or 3 years. Upgrade example: Red Hat Enterprise Linux ES 2.1 to Red Hat Linux Enterprise Linux 3.

- **Red Hat Network**

Tool used to access Red Hat Maintenance and is included with every Red Hat Enterprise Subscription. Does not entitle customer to Red Hat Support. Some Red Hat Enterprise Subscriptions include Red Hat Support.

- Offering/Bundle Offerings include
 - Red Hat Enterprise Server AS
 - Red Hat Enterprise Server ES
 - Red Hat Enterprise Server WS
- Offerings with NO Support – *Red Hat Network Only*
 - Allows bundling of IBM Support – RECOMMENDED!
 - IBM Support Line may be purchased separately or,
 - IBM ServicePac can be added as an option
- Offerings with RH Support are available
 - Cannot add Red Hat Support later. Must be bought with or without.
- All offerings include Red Hat Network subscription
 - Maintenance and Free Upgrades during valid subscription
- All offerings must be renewed
 - Via Red Hat or through IBM
- **MUST BE SOLD WITH IBM HARDWARE**

Summary of Red Hat Enterprise offerings

Description	IBM Part # (Option)	Price
Red Hat Enterprise Linux AS 3 Standard with 1 year Red Hat support, Preloaded	x86 25K7966 1 year AMD64 25K7969 1 year	\$1499 for 1 year subscription
Red Hat Enterprise Linux AS 3 Standard with 1 year Red Hat Network, Preloaded	x86 25K7967 1 year 32P9578 3 year AMD64 25K7970 1 year 32P9580 3 year	\$799 for 1 year subscription \$2159 for 3 year subscription
Red Hat Enterprise Linux AS 3 Premium with 1 year Red Hat Support, Preloaded	x86 25K7968 1 year AMD64 25K7971 1 year	\$2499 for 1 year subscription
Red Hat Enterprise Linux ES 3 Standard with 1 year Red Hat support, Preloaded	X86 25K7972 1 year	\$799 for 1 year subscription
Red Hat Enterprise Linux ES 3 Standard with 1 year Red Hat Network, Preloaded	X86 25K7973 1 year 32P9577 3 year	\$349 for 1 year subscription \$999 for 3 year subscription
Red Hat Enterprise Linux WS 3 Standard with 1 year Red Hat support, Preloaded	x86 25K7974 1 year AMD64 25K7976 1 year	\$299 for 1 year subscription
Red Hat Enterprise Linux WS 3 Standard with 1 year Red Hat Network, Preloaded	x86 25K7975 1 year 32K7976 3 year AMD64 25K7977 1 year 32K7979 3 year	\$179 for 1 year subscription \$499 for 3 year subscription
Red Hat Enterprise Linux AS 2.1 Standard, with 1 year Red Hat support, Customer Installed	X86 90P2677 1 year	\$1,499 for 1 year subscription
Red Hat Enterprise Linux AS 2.1 Premium, with 1 year Red Hat support, Customer Installed	X86 90P2678 1 year	\$2,499 for 1 year subscription
Red Hat Enterprise Linux ES 2.1 Standard, with 1 year Red Hat support, Customer Installed or preloaded*	X86 90P2676 Customer Installed 25K8007 preloaded*	\$799 for 1 year subscription
Red Hat Enterprise Linux WS 2.1 Standard, with 1 year Red Hat support, Customer Installed or preloaded*	X86 90P2675 Customer Installed 25K8009 preloaded*	\$299 for 1 year subscription
Red Hat Enterprise Linux AS 2.1 Standard, with 1 year Red Hat Network, Customer Installed	X86 90P2679 customer Installed	\$799 for 1 year subscription
Red Hat Enterprise Linux ES 2.1 Standard, with 1 year Red Hat Network, Customer Installed or preloaded*	X86 90P2867 customer Installed 25K8008 preloaded*	\$349 for 1 year subscription
Red Hat Enterprise Linux WS 2.1 Standard, with 1 year Red Hat Network, Customer Installed or preloaded*	X86 90P2869 customer Installed 25K8010 preloaded*	\$179 for 1 year subscription

ibm.com – easy as 1, 2 3

1. Go to xSeries Server of choice
2. Customize it!
3. Select offering from OS drop down box

Similar ordering through PartnerChoice available

Not available through PartnerCommerce

8670M1X

Base price: *
\$2,319.00
Configured Price: *
\$2,319.00
Lease Price:
\$82.00
Per Month
[SuccessLease® for Small Business**](#)

Memory
Standard memory may be removed to accommodate memory options selected below. Use the 'Check Configuration' button to update the amount of 'Total Memory' that will be shipped with this machine.

Maximum Memory - 8GB
Total Memory Slots - 4
Base Memory - 512MB

Select Memory Configuration
Memory must be selected in multiples of - 2

LE Direct

- **Capability for Large Enterprise Customers**
- **Submit a custom model fact sheet designating RHEL offer desired**
- **Consult your xSeries Sales specialist for assistance**
- **Capability available to any IBM Business Partners**

xSeries Linux Offerings - Availability

Available (IBM.com in US, LE Direct)

- Red Hat Enterprise Linux 2.1 (1 year subscription)
 - Drop in Box across all Intel 32 bit offerings
 - Preload on x205, x225, x305, x335, and x345
- Red Hat Enterprise Linux 3 (1 year subscription)
 - Preload on xSeries including x206, x225, x235, x306, x335 and x345
 - Preload on IntelliStation A-Pro and M-Pro

Planned (IBM.com in US, LE Direct)

- Finish Red Hat Enterprise Linux 3 (1 year subscription)
 - Preload HS20, HS40, x365, x255, and e325 by Mid Aug
- Red Hat Enterprise Linux 3 three year subscription by mid Aug
- SUSE Linux Enterprise Server
 - SUSE Linux Enterprise Server 8 Drop in the box targeted Sept 2004
 - SUSE Linux Enterprise Server 9 Preload Targeted to rollout 4Q04

RHEL 3 Offerings – ALL PRELOAD!!!!



	Target GA	RHEL WS	RHEL ES	RHEL AS
IntelliStation A-PRO	Avail	IBM.com, LE Direct, Unique MTM WW	Not Available	Not Available
IntelliStation M-PRO	Avail	IBM.com, LE Direct, Unique MTM WW	Not Available	Not Available
x206	Avail	IBM.com , LE Direct	IBM.com, LE Direct	Not Available
x225	Avail	IBM.com , LE Direct	IBM.com, LE Direct	Not Available
x235	Avail	IBM.com , LE Direct	IBM.com, LE Direct	Not Available
x255	Mid Aug	Not Available	IBM.com, LE Direct	IBM.com, LE Direct
x306	Avail	IBM.com , LE Direct	IBM.com , LE Direct	Not Available
x335	Avail	IBM.com, LE Direct	IBM.com , LE Direct	Not Available
HS20	Mid Aug	LE Direct, IBM.com	IBM.com, LE Direct	IBM.com, LE Direct
HS40	Mid Aug	Not Available	IBM.com, LE Direct	IBM.com, LE Direct
x345	Avail	IBM.com , LE Direct	IBM.com, LE Direct	Not Available
x365	Mid Aug	Not Applicable	IBM.com , LE Direct	IBM.com , LE Direct
e325	Mid Aug	IBM.com , LE Direct	Not Available	IBM.com , LE Direct
X445	Avail	Not Applicable	Not Applicable	LE Direct

RHEL 2.1 Offerings – Drop in the Box unless noted otherwise



		RHEL WS	RHEL ES	RHEL AS
x205	Avail	IBM.com , LE Direct PRELOAD	IBM.com, LE Direct PRELOAD	LE Direct
x206	Avail	IBM.com , LE Direct	IBM.com, LE Direct	LE Direct
x225	Avail	IBM.com , LE Direct PRELOAD	IBM.com, LE Direct PRELOAD	LE Direct
x235	Avail	IBM.com , LE Direct	IBM.com, LE Direct	LE Direct
x255	Avail	LE Direct	IBM.com, LE Direct	IBM.com, LE Direct
x305	Avail	IBM.com , LE Direct PRELOAD	IBM.com , LE Direct PRELOAD	LE Direct
x306	Avail	IBM.com , LE Direct	IBM.com, LE Direct	LE Direct
x335	Avail	IBM.com, LE Direct PRELOAD	IBM.com , LE Direct PRELOAD	LE Direct
BladeCenter	Avail	IBM.com, LE Direct	IBM.com, LE Direct	LE Direct
x345	Avail	IBM.com , LE Direct PRELOAD	IBM.com , LE Direct PRELOAD	LE Direct
x365	Avail	Not Applicable	IBM.com, LE Direct	IBM.com, LE Direct
x445	Avail	Not Applicable	Not Applicable	LE Direct

xSeries - Red Hat Enterprise Linux 1 year Subscriptions



Offering Description	Odyssey Part #	SBB Part Number	Avai begin-ningl	Price	x205	x206	x225	x2235	x2355	x3005	x3306	x3335	x3345	H20	H40	x360	x365	x440	x445	e325
Red Hat Enterprise Linux WS 2.1 Standard with 1year Red Hat Support (Not Factory Installed)	90P2675	90P0402 Eng 90P2816 Jap	Yes	\$299	y	y	y	y		y	y	y	y	y						
Red Hat Enterprise Linux WS 2.1 Standard with 1 year Red Hat Network (No Support Included, Not Factory Installed)	90P2869	90P2870 Eng 90P3383 Jap	Yes	\$179	y	y	y	y		y	y	y	y	y						
Red Hat Enterprise Linux ES 2.1 Standard with 1 year Red Hat Support (Not Factory Installed)	90P2676	90P0403 Eng 90P2817 Jap	Yes	\$799	y	y	y	y		y	y	y	y	y		y				
Red Hat Enterprise Linux ES 2.1 Standard with 1 year Red Hat Network (No Support Included) Not Factory Installed)	90P2667	90P2868 Eng 90P3382 Jap	Yes	\$349	y	y	y	y		y	y	y	y	y		y				
Red Hat Enterprise Linux AS 2.1 Standard with 1 year Red Hat Support (Not Factory Installed)	90P2677	90P2671 Eng 90P2818 Jap	Yes	\$1499				y							y	y	y	y	y	
Red Hat Enterprise Linux AS 2.1 Premium with 1 year Red Hat Support (Not Factory Installed)	90P2678	90P2672 Eng 90P2819 Jap	Yes	\$2499				y							y	y	y	y	y	
Red Hat Enterprise Linux AS 2.1 Standard with 1 year Red Hat Network (No Support included, Not Factory Installed)	90P2679	90P2673 Eng 90P2820 Jap	Yes	\$799				y							y	y	y	y	y	
Red Hat Enterprise Linux ES 2.1 Standard with 1 year Red Hat Support Preload	25K8007	90P0403 Eng	Yes	\$799	y		y			y		y	y							
Red Hat Enterprise Linux ES 2.1 Standard with 1 year Red Hat Network (No Support Included) Preload	25K8008	90P2868 Eng	Yes	\$349	y		y			y		y	y							
Red Hat Enterprise Linux WS 2.1 Standard with 1 year Red Hat Support Preload	25K8009	90P0402 Eng	Yes	\$299	y		y			y		y	y							
Red Hat Enterprise Linux WS 2.1 Standard with 1 year Red Hat Network (No support included) Preload	25K8010	90P2870 Eng	Yes	\$179	y		y			y		y	y							
Red Hat Enterprise Linux AS 3 Standard x86 with 1 year Red Hat Support (No Support Included) Preload	25K7966	25K7978 Eng 25K7990 Jap	Aug 2004	\$1499						AUG					AUG	AUG		AUG		y
Red Hat Enterprise Linux AS 3 Standard x86 with 1 year Red Hat Network (No Support Included) Preload	25K7967	25K7979 Eng 25K7991 Jap	Aug 2004	\$799						AUG					AUG	AUG		AUG		y
Red Hat Enterprise Linux AS 3 Premium x86 with 1 year Red Hat Support Preload	25K7968	25K7980 Eng 25K8992 Jap	Aug 2004	\$2499						AUG					AUG	AUG		AUG		y
Red Hat Enterprise Linux AS 3 Standard AMD64 with 1 year Red Hat Support Preload	25K7969	25K7981 Eng 25K7993 Jap	Aug 2004	\$1499																AUG
Red Hat Enterprise Linux AS 3 Standard AMD64 with 1 year Red Hat Network (No Support Included) Preload	25K7970	25K7982 Eng 25K7994 Jap	Aug 2004	\$799																AUG
Red Hat Enterprise Linux AS 3 Premium AMD64 with 1 year Red Hat Support Preload	25K7971	25K7983 Eng 25K7995 Jap	Aug 2004	\$2499																AUG
Red Hat Enterprise Linux ES 3 Standard x86 with 1 year Red Hat Support Preload	25K7972	25K7984 Eng 25K7996 Jap	May 2004	\$799		y	y	y				y	y	y	AUG	AUG				
Red Hat Enterprise Linux ES 3 Standard x86 with 1 year Red Hat Network (No Support Included) Preload	25K7973	25K7985 Eng 25K7997 Jap	May 2004	\$349		y	y	y				y	y	y	AUG	AUG				
Red Hat Enterprise Linux WS 3 Standard x86 with 1 year Red Hat Support Preload	25K7974	25K7986 Eng 25K2998 Jap	May 2004	\$299		y	y	y				y	y	y	AUG	AUG				
Red Hat Enterprise Linux WS 3 Standard x86 with 1 year Red Hat Network (No Support Included) Preload	25K7975	25K7987 Eng 25K7999 Jap	May 2004	\$179		y	y	y				y	y	y	AUG	AUG				
Red Hat Enterprise Linux WS 3 Standard AMD64 with 1 year Red Hat Support Preload	25K7976	25K7988 Eng 25K7800 Jap	Aug 2004	\$299																AUG
Red Hat Enterprise Linux WS 3 Standard AMD64 with 1 year Red Hat Network (No Support Included) Preload	25K7977	25K7989 Eng 25K7801 Jap	Aug 2004	\$179																AUG

xSeries - Red Hat Enterprise Linux 3 year Subscriptions



IBM eServer xSeries Servers

Offering Description	Odyssey Part #	SBB Part Number	Avail	Price	x2055	x2066	x2225	x2235	x2255	x3005	x3006	x3035	x3035	x3045	HS200	HS240	x3660	x3665	x4440	x4445	e325
Red Hat Enterprise Linux AS 3 Standard x86 with 3 year Red Hat Network (No support included) Preload	32P9578 English	32P9573 English	Aug '04	\$2159					AUG						AUG	AUG		AUG		AUG	
Red Hat Enterprise Linux AS 3 Standard AMD64 with 3 year Red Hat Network (No support included) Preload	32P9580 English	32P9575 English	Aug '04	\$2159																AUG	AUG
Red Hat Enterprise Linux ES 3 Standard x86 with 3 year Red Hat Network (No Support included) Preload	32P9577 English	32P9572 English	Aug '04	\$999		AUG	AUG	AUG		AUG	AUG	AUG	AUG	AUG							
Red Hat Enterprise Linux WS 3 Standard x86 with 3 year Red Hat Network (No Support Included) Preload	32P9576 English	32P7971 English	Aug '04	\$499		AUG	AUG	AUG		AUG	AUG	AUG	AUG	AUG							
Red Hat Enterprise Linux WS 3 Standard AMD64 with 3 year Red Hat Network (No Support Included) Preload	32P9579 English	32P9574 English	Aug '04	\$499																	AUG

Other Linux offerings in the market

- **Red Hat**

Red Hat's offerings are very similar to xSeries with similar list pricing

All AS offerings are bundled with Red Hat Support; xSeries offers AS without Red Hat Support

WS and ES offerings are available either with Red Hat support or with maintenance via Red Hat Network only (same as IBM)

Where both IBM and Red Hat are bidding, communication between the sales team can help prevent bidding wars leaving money on the table for both companies....

- **HP**

Red Hat

HP has many part numbers for each Red Hat offering. Differences are what type of support is included.

Not all offerings are offered as preload. Usually one offering per server is sold as a preload. The rest are "CDs only."

Red Hat offerings that are preloaded are sometimes priced higher than just the "CDs only" offerings.

HP also sells Red Hat shrinkwrap without a server

SUSE Linux Enterprise Server

HP offers SUSE Linux Enterprise Server 8 as a "drop in the box". Wide choice of part numbers which vary according to the support included

HP also sells SUSE as shrinkwrap without a server.

- **Dell**

Dell has similar offerings compared to xSeries. As of July 2004, Dell's list prices in many cases were higher than IBM, but some, like RHEL 3 ES were priced lower.

Dell also sells shrinkwrap only. Usually these offerings include Red Hat Support.

IGS Offerings

- Delivered via separate shipments to customer
 - IBM takes order and bills customer
 - Red Hat delivers directly to customer
- Must be sold with IGS offering, but IGS can...
 - Sell with non-IBM hardware
 - Sell for existing servers
- Prices from IGS may be better than xSeries - for higher volumes

xSeries MSRP	IGS Pricing Estimates
No support WS – \$179 each No Support ES – \$349 each No support AS - \$799 each	No support WS over 1000 units - \$150 No Support ES over 1000 units - \$310 No support AS over 50 units - \$795

Have an opportunity – what are the 1st things to consider?

- **Selling with hardware = sell xSeries offering**
 - Else sell IGS
- **Ask about the customer's needs for support**
 - Lead with an IGS offering
- **Does the customer want one year or three year subscriptions?**
 - Three year subscriptions may line up nicely with hardware warranty timeframes
 - Customer may upgrade any time to newer releases without paying an upgrade fee
- **Know your competition's support offerings. Support offering included is the biggest variable.**

Contact Information

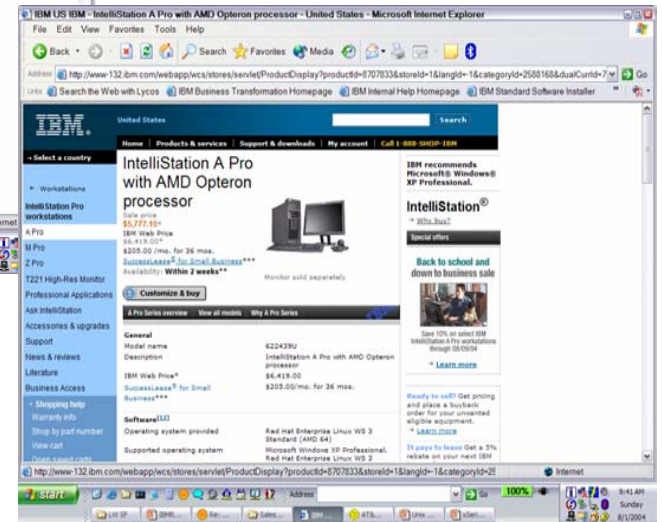
- **xSeries AG RHEL & SLES Offerings Marketing/Product Information**
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- **xSeries AG RHEL & SLES Offerings Sales support**
Scott Gay, 919-486-9088 t/l 526-9088, scottgay@us.ibm.com
- **xSeries WW RHEL & SLES Offerings**
Pat Byers, 305-442-3827, TL235-3827, pbyers@us.ibm.com
- **IGS AG RHEL and SLES Proposal/Quotations**
Larry Joiner 1-972-906-3708 (T/L: 906-3708), ljoiner@us.ibm.com
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IntelliStation Offerings Summary

- **Unique Machine Type Model Offerings are created with Red Hat Linux 3 WS Preloaded**
 - A Pro
 - M Pro
- **No Z Pro offering available with Red Hat Linux Preloaded**
- **May not add options like you do with xSeries servers**
 - What you see is what you get
- **Available through all channels, including PartnerChoice and PartnerCommerce**

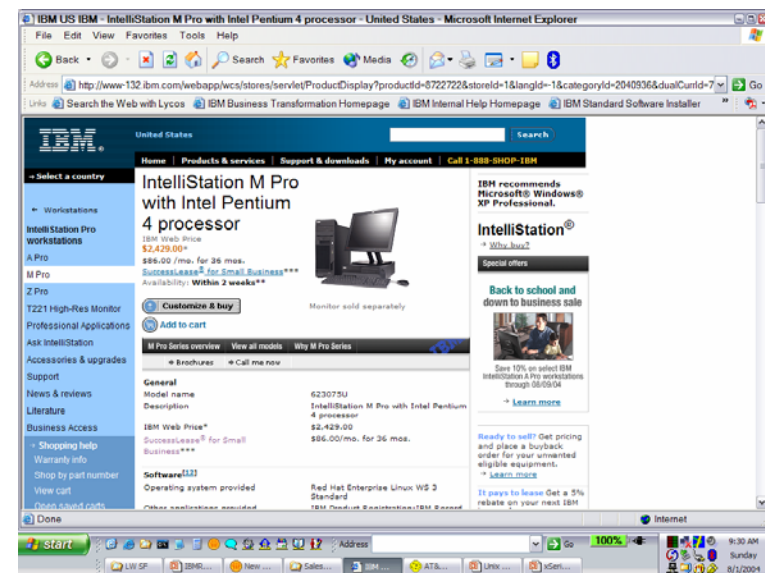
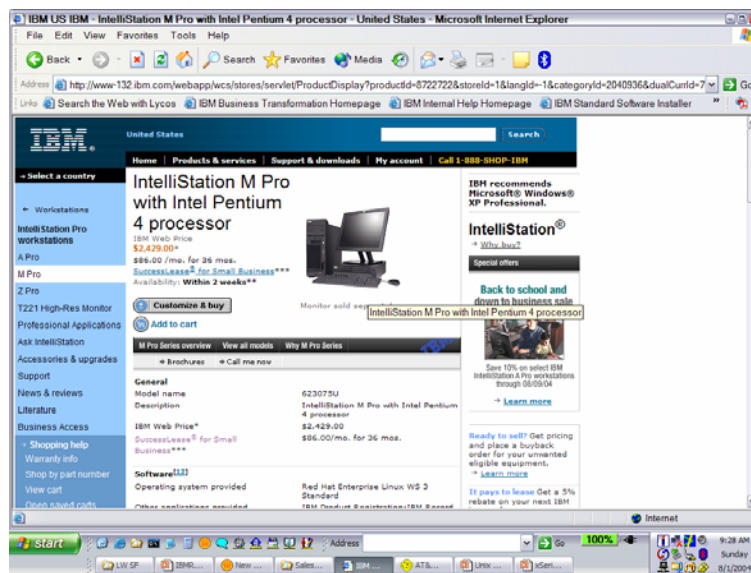
IntelliStation Offerings – A Pro

Specific Machine/Type/Models include Red Hat Enterprise Linux WS preloaded.
May be ordered by all channels including PartnerCommerce and PartnerChoice



IntelliStation Offerings – M Pro

Specific Machine/Type/Models include Red Hat Enterprise Linux WS preloaded.
May be ordered by all channels including PartnerCommerce and PartnerChoice



Backup

Product Positioning

Customer	Developers/ Technical	Small/Medium Business	Corporate	
Product	Red Hat Enterprise Linux WS	Red Hat Enterprise Linux ES	Red Hat Enterprise Linux AS	
Deployment	Commercial & technical workstation: EDA, targeted ISV applications, S/W development, HPC clustering	Entry-mid range server: web, mail, file/print serving, ISV/database applications, HPC clustering, SOHO	Mid/High-end server: large ISV/database applications, CRM, ERP, H/A clustering	
Pricing	IA32-No Support* -Full Support	\$179* \$299	\$349* \$799	\$799* \$1499-\$2499
	64 bit – full support only	\$792	Not Available	\$1992 - \$2988

Red Hat Enterprise Linux Market Segmentation

for more info: <http://www.redhat.com/software/rhel/comparison/>

		Target Hardware	Target Market
Red Hat Enterprise Linux AS	<i>"Advanced Server"</i>	>2 CPUs >8 GB memory (x86) >16 GB memory (Itanium/AMD64)	Large servers (e.g. database & enterprise applications)
Red Hat Enterprise Linux ES	<i>"Entry/Mid Server"</i>	1-2 CPUs Up to 8 GB memory	SOHO & departmental servers (e.g. small-medium web, file & print configurations)
Red Hat Enterprise Linux WS	<i>"Workstation/Desktop"</i>	1-2 CPUs	Corporate/home office productivity (e.g. Document creation, email, web, IM) Technical workstations (e.g. CAD/CAM, S/W development) HPC compute nodes

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MB, GB, and TB = 1,000,000, 1,000,000,000 and 1,000,000,000,000 bytes, respectively, when referring to storage capacity. Accessible capacity is less.; up to 3GB is used in service partition. Actual storage capacity will vary based upon many factors and may be less than stated. Some numbers given for storage capacities give capacity in native mode followed by capacity using data compression technology.

Maximum internal hard disk and memory capacities may require the replacement of any standard hard drives and/or memory and the population of all hard disk bays and memory slots with the largest currently supported drives available.

Telephone support may be subject to additional charges. For onsite labor, IBM will attempt to diagnose and resolve the problem remotely before sending a technician.

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