IAITAM ACE

May 7–9, 2024 The M Resort Las Vegas, NV

Unpaking IBM Cloud Pak Licensing

Will Stephans | Service Delivery Manager | ITAM Managed Services

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- 9 years as an ITAM practitioner & consultant
- Currently acting as a Service Delivery Manager
- Extensive knowledge & experience in Tier 1 vendors such as IBM, Oracle, Microsoft, & VMware
- Expert in ITAM tools such as Flexera, Snow, & Eracent
- Masters Degree in Chemistry from Washington University in St. Louis
- Enjoys: sports, fitness, cooking, & traveling!

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Who has heard of
IBM Cloud Paks?
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What is a Cloud Pak?

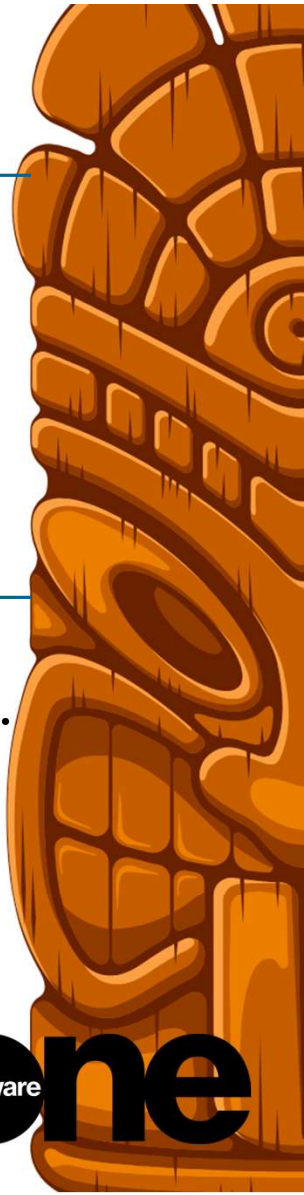
IBM's Definitions:

IBM® Cloud Pak is a system to help you manage resources in a cloud-computing environment.

IBM Cloud® Paks provide AI-powered software designed to accelerate application modernization with pre-integrated data, automation and security capabilities.

Translated Definition

Cloud Paks are a rebranding & repackaging of existing IBM software. They are built to be readily deployed to any technology, with a focus on containers *(read: OpenShift)*.



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Cloud Pak Background & Why is IBM Selling Them?

Acquired Red Hat in 2019 along with their OpenShift Kubernetes container platform

OPENSHIFT

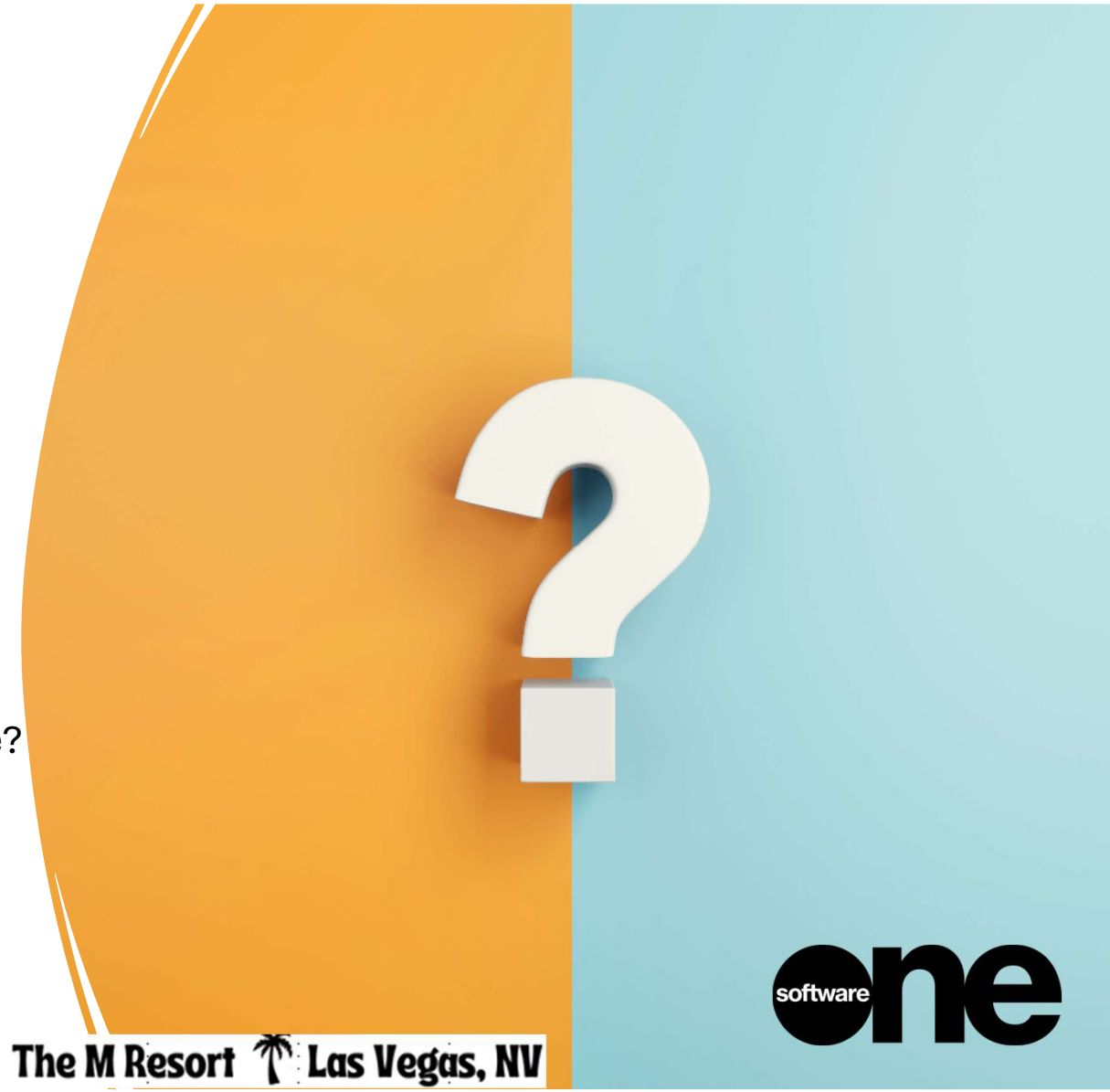
Repackaging their existing software solutions to be more “container friendly”

Cloud Paks boost IBM’s cloud revenue market share

(2%, per Synergy Research Group)

FAQs

- Can they only run in the cloud?
- Can they only run on containers?
- Are my existing licenses obsolete?
- Do I “have” to trade up to Cloud Paks?
- Do I have to re-deploy my IBM software?



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What Cloud Paks are IBM Selling?

- IBM Cloud Pak for Data (CP4D)
- IBM Cloud Pak for Business Automation (CP4BA)
- IBM Cloud Pak for AIOps
- IBM Cloud Pak for Integration (CP4I)
- IBM Cloud Pak for Network Automation (CP4NA)
- IBM Could Pak for Security (CP4S)
- IBM Cloud Pak for Applications (CP4Apps)

Licensing Concepts

Cloud Paks are “bundles” of individual, component products

Component products are what will be detected / reported by a SAM tool

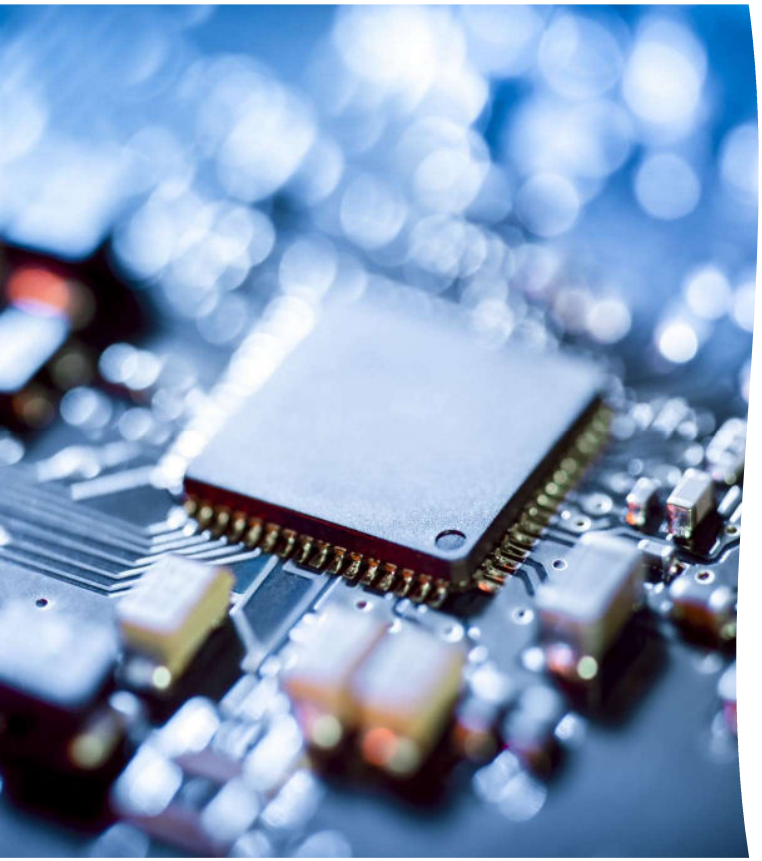
i.e. Cloud Pak for Applications is not something that will be installed / detected

Cloud Pak for Apps

Bundled Programs:
IBM WebSphere Application Server Liberty Core
IBM WebSphere Application Server Network Deployment
IBM WebSphere Application Server

Cloud Pak for Business Automation

Bundled Programs:
IBM FileNet Content Manager
IBM FileNet Content Manager for Non-Production Environment
IBM Datacap
IBM Datacap for Non-Production Environment
IBM Datacap Insight Edition Add-On
IBM Datacap Insight Edition Add-on for Non-Production Environment
IBM Datacap Accounts Payable Add-On
IBM Datacap Accounts Payable Add-on for Non-Production Environment
IBM Content Collector for Email
IBM Content Collector for File Systems
IBM Content Collector for Microsoft SharePoint
IBM Content Collector for SAP Applications
IBM Business Automation Workflow Enterprise
IBM Business Automation Workflow Enterprise for Non-Production Environment
IBM Operational Decision Manager Server
IBM Operational Decision Manager Server for Non-Production Environment
IBM Enterprise Records
Process Mining
IBM Robotic Process Automation
IBM FileNet Content Manager Connector for Salesforce



Licensing Concepts

- Most Cloud Paks are sold with a new license metric: Virtual Processor Core (VPC)
- This is a shift from IBM's traditional Processor Value Unit (PVU) metric.
- VPC: Based on the number of virtual cores (vCPUs) that are available to the product. No CPU weighting factor is used like the PVU model.

VPC is a Sub-Capacity Metric!

Customers are **contractually** required to use the IBM License Metric Tool (ILMT) or Flexera One ITAM to be eligible for sub-capacity licensing. 2 years of historical data must be kept.

Sub-capacity = lets you license less than the full CPU capacity of your server (i.e. based on vCPU)

! If IBM sells you a Cloud Pak trade up from licenses that were not licensed by a sub-capacity metric, you must now run ILMT / Flexera One and maintain reports.

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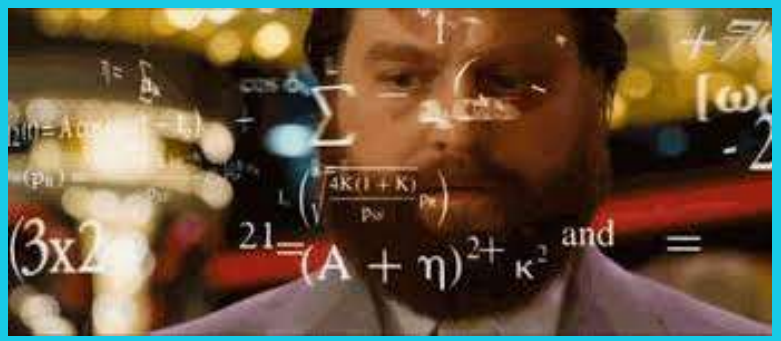
If only counting was easy...



Cloud Pak for Applications

Listed Program Entitlement Conversion Options:

1. IBM WebSphere Application Server Network Deployment
- Conversion Entitlement Ratio: 1 VPC /1 VPC

2. IBM WebSphere Application Server
- Conversion Entitlement Ratio: 4 VPCs / 1 VPC

3. IBM WebSphere Application Server Liberty Core
- Conversion Entitlement Ratio: 8 VPCs / 1 VPC

CPUs on the server / # VPC licenses required

Cloud Pak for Integration

Bundle Program Entitlement Conversion Options:

IBM App Connect Enterprise
- Conversion Entitlement Ratio: 1 VPC/ 3 VPCs

IBM App Connect Enterprise
- Conversion Entitlement Ratio: 2 VPC/ 3 VPCs
- Use Limitation: Non-Production

IBM MQ Advanced
- Conversion Entitlement Ratio: 2 VPC/ 1 VPC

IBM MQ Advanced
- Conversion Entitlement Ratio: 4 VPC/ 1 VPC
- Use Limitation: Non-Production

Pitfalls of Cloud Pak “Trade Ups”

- “Standard” conversion ratio
- Not understanding underlying infrastructure
- Not running ILMT or Flexera One
- Unable to ID prod vs. non-prod
- Over-estimating growth or move to cloud

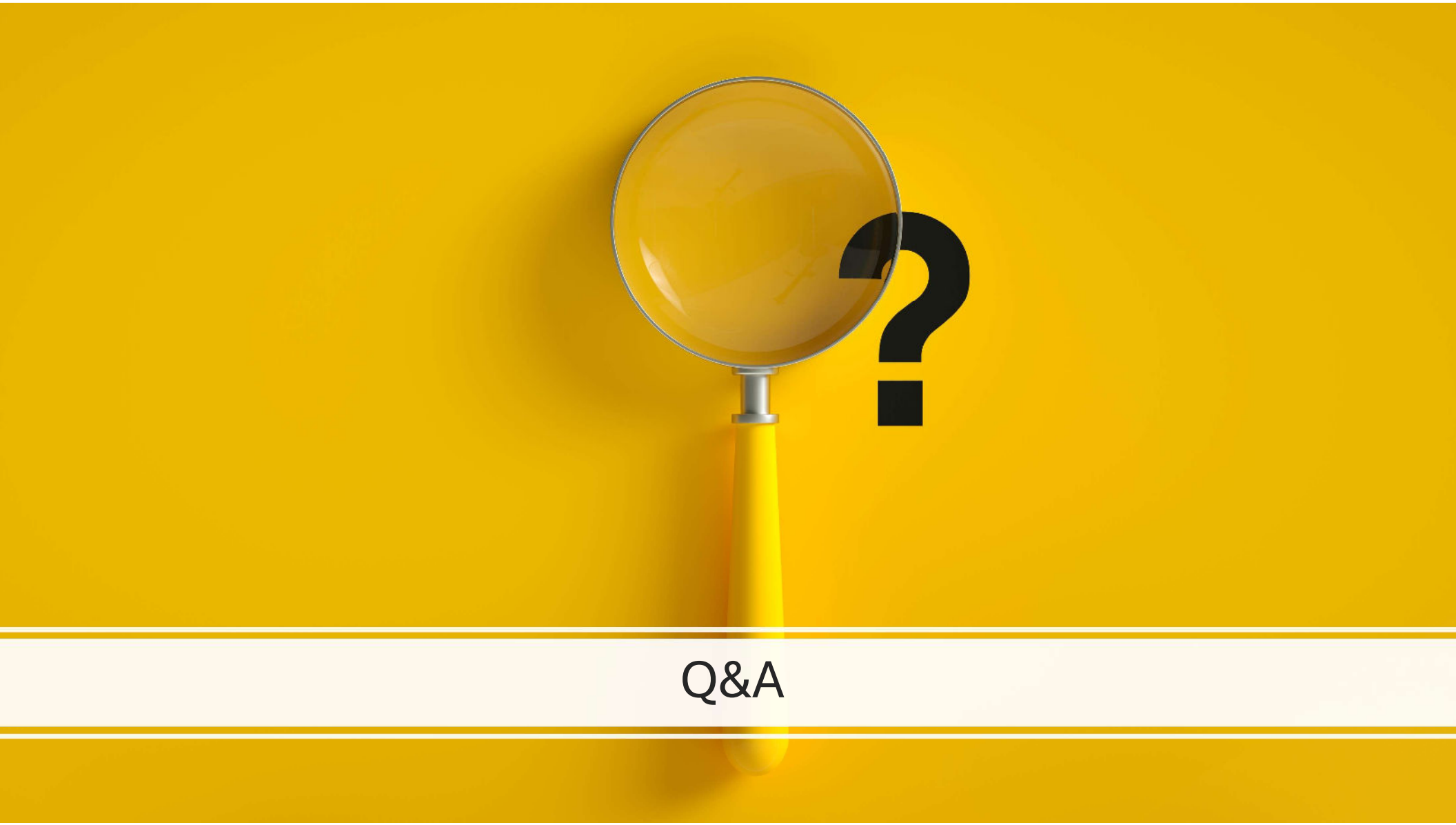
Asset Management Tools

Are you running ILMT or Flexera One ITAM?

Other tools require integration with ILMT

Does your tool contain server environment / role data?

Do you have visibility to containers?


Q&A

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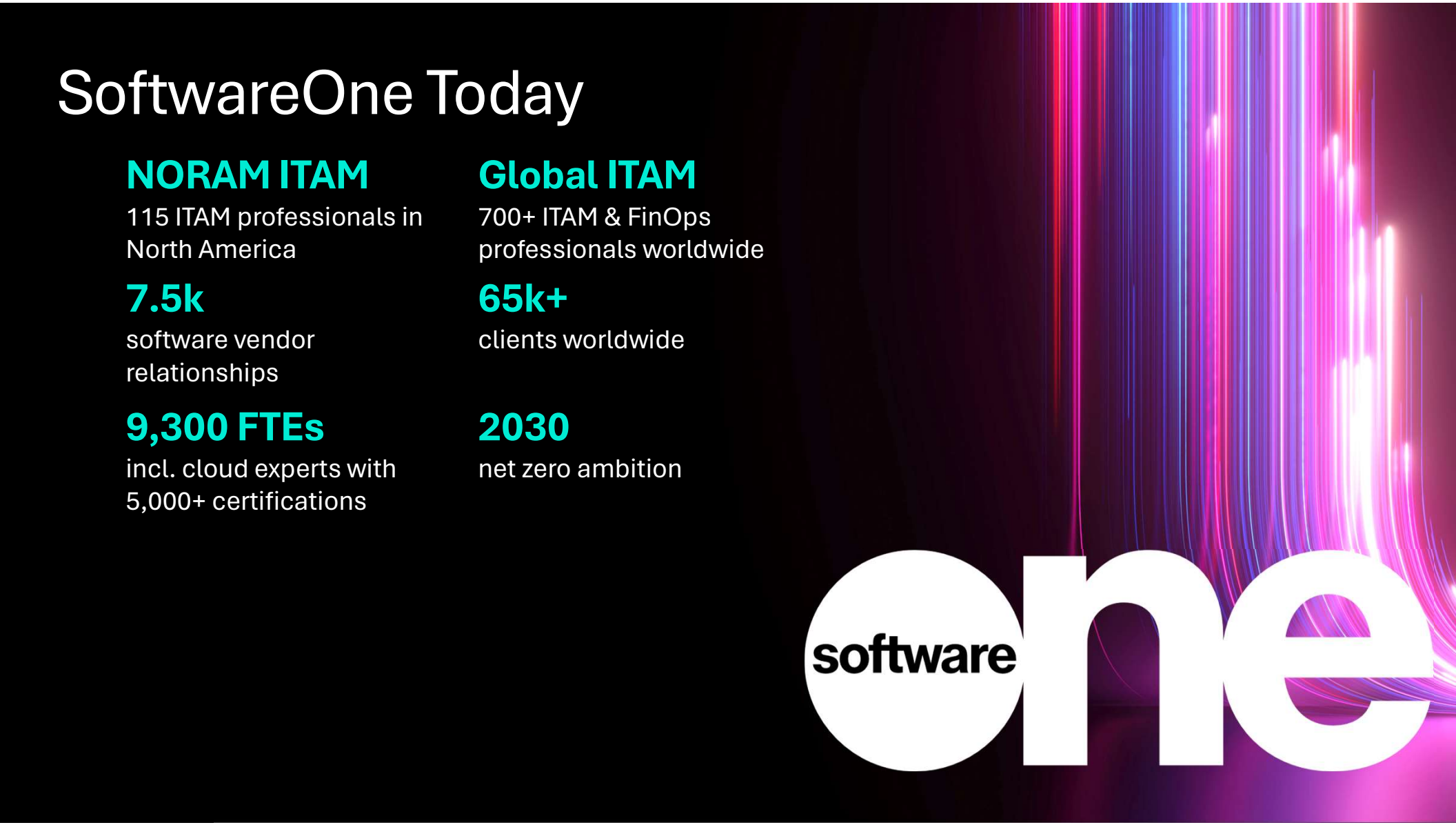
9,300 FTEs
incl. cloud experts with 5,000+ certifications

2030
net zero ambition



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