



zCost Management

ITIFORUMS 2009

Summary

- The zCost Organization
- The keys of a well managed Data Centre
- zCost Management software products
- Customer References
- Customer Testimonial



Distributors and Partners Network



zCost Management – Independent Software Vendor (ISV)

Distributors

zCost Services (EU)



zCost Services (US)



Partners

Australia

Europe



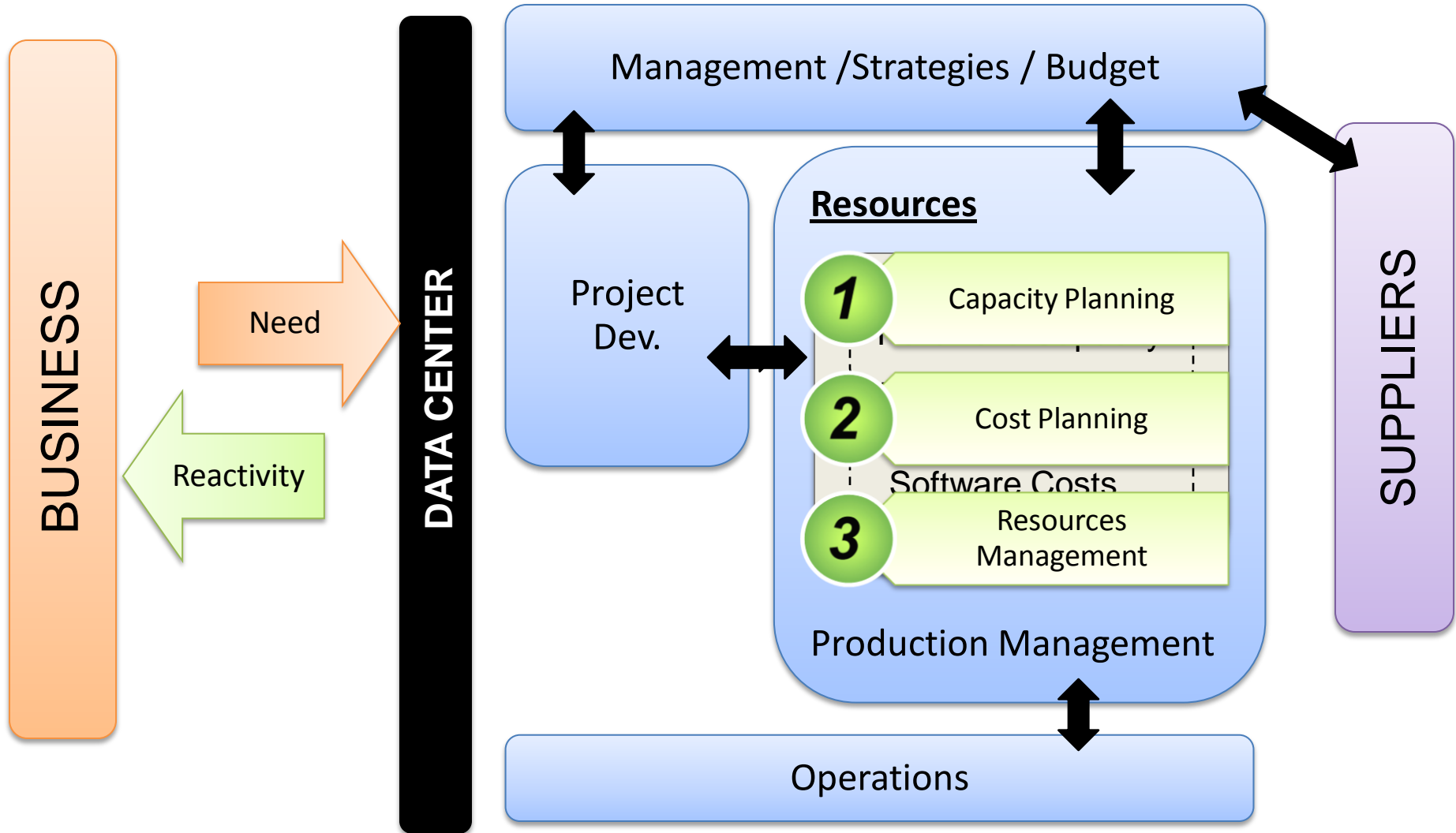
United States



Value- 4IT



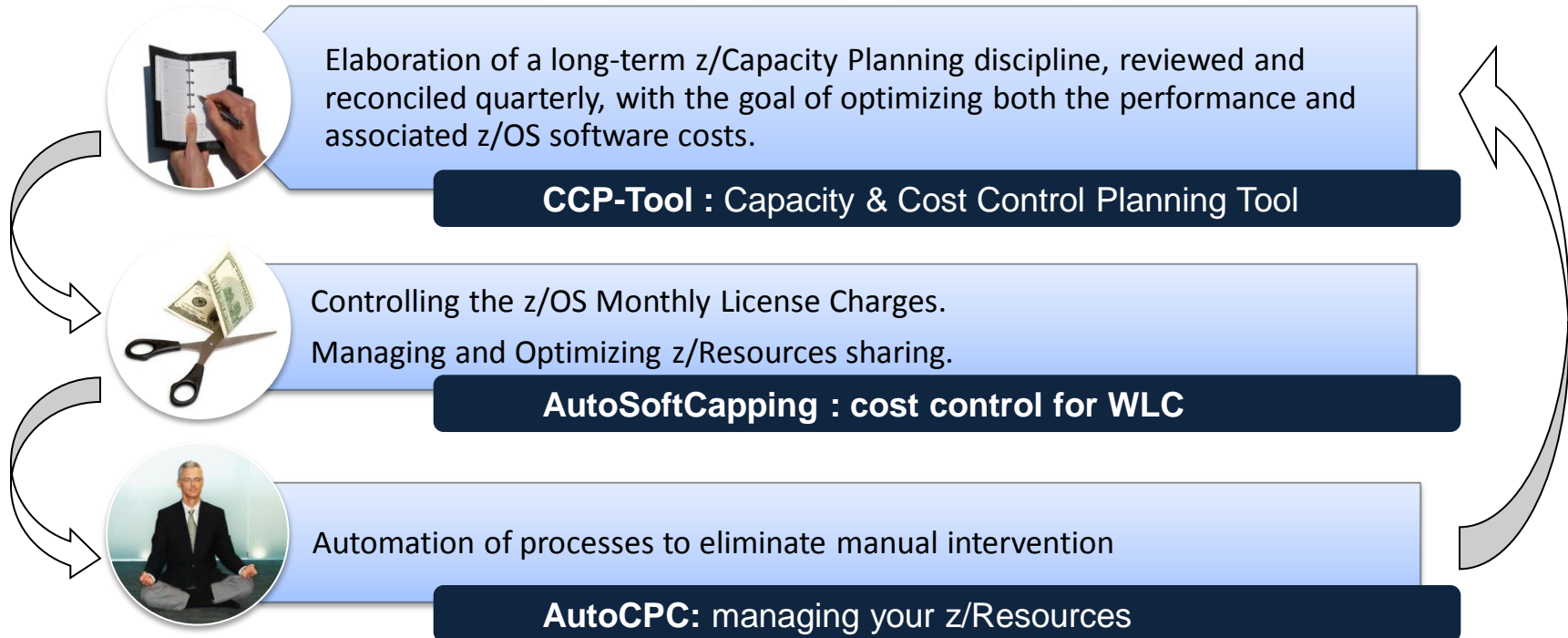
Datacenters: The real life



The keys of a well managed Data Centre

- Significant growth of Datacenters
- Emerging jobs like «Software Cost Planner»
(just as «Capacity Planner» emerged some years ago)

→ Need for new adapted tools to professionalize these new activities



zCost Management – The Products

– CCP-Tool: Capacity & Cost Planning Tool

Web simulation tool allowing event definitions for forecasting medium and long-term requirements of your System z hardware and software resources. You can simulate :

- an increase in the LPAR's MSU consumption
- the transfer of part or all of an LPAR from a server (CPC) to another
- the evolution of your Software bill.

– AutoSoftCapping:

Optimizes the performances of your system while controlling your Workload License Charge.

- The LPAR's DCs (Defined Capacity) are dynamically modified in real time by taking into account the behavior and needs of all LPARs
- Keeps the DC total across LPARs constant and guarantees software cost optimization (SCRT)
- Web reporting allows more control on your activity and your System z Resources.

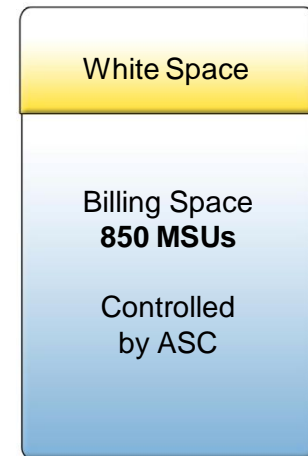
– AutoCPC:

runs on z/OS or Linux for System z automating all HMC actions (Activate, Deactivate, LOAD, CBU, Update DC & Processing Weight parameter, etc.) in secure mode.

- Web-Reporting of all actions: automatically generates your z/Resources Referential
- Implemented on Linux for System z image with IFL processor (without SW billing), manages all the LPARs in disaster recovery mode.

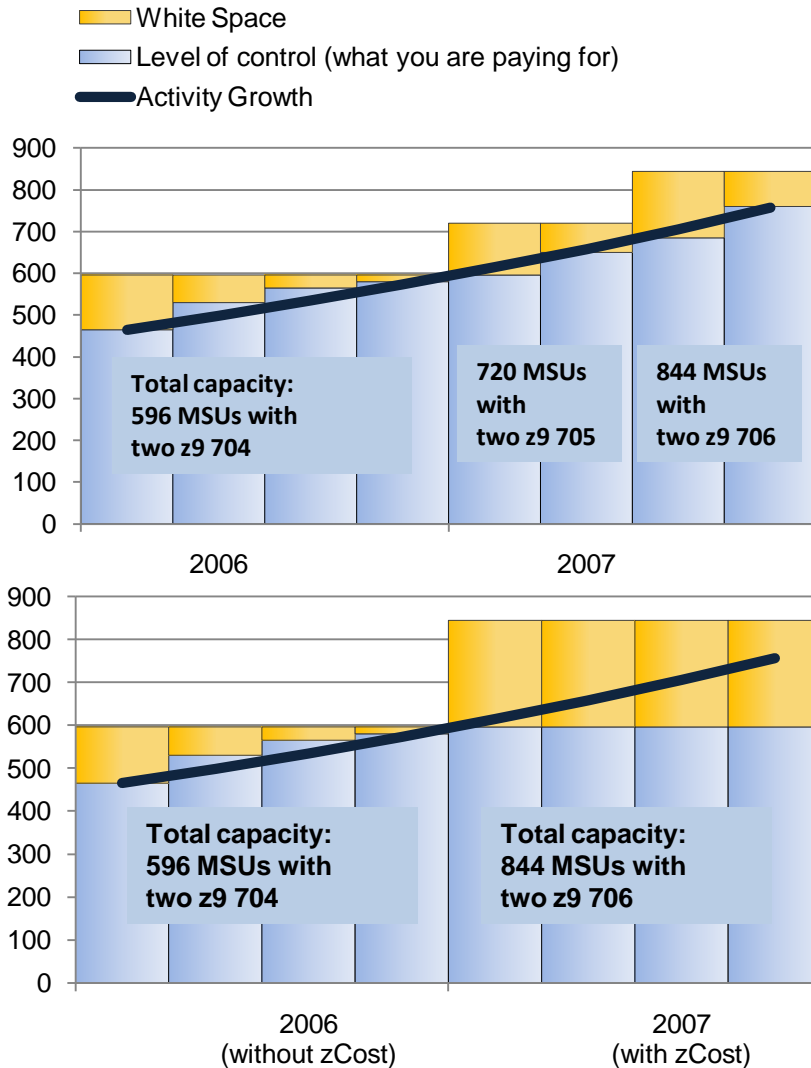
AutoSoftCapping Close Up

- Allows the desynchronisation of HW and SW by the separation of used capacity « billing space » and « white space ».
- The « White Space » becomes the provision of spare capacity to meet the future Business requirements demand.
- Offers a solutions for managers to control their software budget
- Economies for the software bill
 - All current users of the AutoSoftCapping solution have controlled their WLC monthly invoice with cost reductions between 6 and 11%.



z10-712
@ 1011 MSUs

Customer Experience With AutoSoftCapping



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

Without zCost AutoSoftCapping

- 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 AutoSoftCapping

- 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 MSUs reduction in software costs.
- the ROI covered the costs of the 4 CPs and ASC.

Customer References

