



IBM Enterprise Information Portal

Version 7.1



Pricing & Ordering





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IBM EIP V7.1 Pricing Highlights

- Differentiate function and value of EIP vs. EIP Client Kit
- Set the stage for Websphere Portal Server
- Change from server-based model to processor-based model
- Flexible customer configurations
- Pricing scales up as value delivered increases

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IBM EIP V6.1 Pricing Review

- IBM EIP Client Kit V6.1
 - ▶ \$25K per server
 - ▶ Access to Content Manager only
 - ▶ Optional Text & Image Search feature \$20K
- IBM EIP V6.1
 - ▶ \$100K per server
 - ▶ Access to any data store
 - ▶ Text & Image Search feature included
 - ▶ Try & Buy Domino Extended Search
 - ▶ Additional function on the way
 - Subscription protects customer investment





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IBM EIP Client Kit V7.1 Pricing

- NO CHANGE
- IBM EIP Client Kit V7.1
 - ▶ \$25K per server
 - ▶ Access to Content Manager only
 - ▶ Optional Text & Image Search feature \$10K
- Customers can trade-up to EIP
- Trade-up to full EIP is required for additional capabilities
 - ▶ Access to DB2 or other non-CM repository
 - ▶ Information Mining
 - ▶ Workflow

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IBM EIP V7.1 Pricing

- IBM EIP V7.1
 - ▶ \$65K per processor
 - ▶ Access to any data store
 - ▶ Text & Image Search feature included
 - ▶ Domino Extended Search included
 - ▶ New value-added features included
 - New connectors (DB2, RDB, IC)
 - Information Mining
 - Workflow
 - ▶ Limited use license for other required products included
 - DB2 UDB
 - Websphere Application Server SE
 - MQSeries base & workflow





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IBM EIP V7.1 Ordering

- There are two orderable units
 - ▶ IBM EIP Media Pack
 - CDs containing the code
 - ▶ One Processor Proof-of-Entitlement (POE)
 - the "license" or right to install and run the code on a server with one processor
- Multiple POEs must be purchased to run EIP on multi-processor servers or multiple servers

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But How Does Per-Processor Pricing Really Work with EIP?

- IBM EIP is a modular set of routines, APIs and bundled components
- Different components can be installed and run on different servers running single or multiple processors ... or even clients
- Key EIP software components require licensing of the processors on the servers where they run
- Any other components can be installed and run without additional POEs

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IBM EIP V7.1 Licensable Components

- IBM EIP Licensable Components
 - ▶ Administration (Base) Component
 - ▶ Workflow Component
 - ▶ Information Mining Component
 - ▶ Extended Search Component
- Limited use products bundled with IBM EIP must run on servers with EIP licensed processors
 - ▶ IBM DB2 UDB
 - ▶ Websphere Application Server SE
 - ▶ MQSeries Base & Workflow
 - ▶ Domino Extended Search

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IBM EIP V7.1 Sample Configurations

- Everything on one uni-processor server
 - ▶ 1 POE
- Everything on one 4-way processor
 - ▶ 4 POEs
- Admin DB on one uni-processor; Workflow on one uni-processor; DES on one uni-processor
 - ▶ 3 POEs
- Admin DB on one 2-way processor; Connectors on other processors
 - ▶ 2 POEs
- No Admin DB; Connectors on other processors
 - ▶ 1 POE





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Upgrades & Trade-ups

- IBM EIP V6.1 subscription customers can upgrade to V7.1
 - ▶ 1 EIP V6.1 server = 4 EIP V7.1 processors
- IBM EIP Client Kit customers can trade-up to full EIP
 - ▶ 100% credit applies
- IBM EIP customers can trade-up to Websphere Portal Server
 - ▶ terms tbd

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IBM EIP V7.1 Pricing Review

- IBM EIP V7.1
 - ▶ \$65K per processor
 - ▶ Access to any data store
 - ▶ All advanced features included
- "Per-processor" means POEs for the total of all processors on servers where licensable components run
- Websphere Portal Server will cost more
 - ▶ Sell EIP now

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