

Content Manager Partner Update

Content Manager Entry Bundle

CM IWPM & Client Access for ImagePlus/390

Content Manager for AS/400 - V5.1 Outlook

CM OnDemand Web Enablement Kit

Related Withdrawals from Marketing

Content Manager Entry Bundle

Announcements

- **Announce & GA Promotional Bundle Offering October 2000**
- **Announce & GA Permanent Bundle Offering December 2000**

Objectives of Bundle

- **Target entry sized systems - SMB Market, compete w/ low end solutions (<=20 users)**
- **Simple 'per user' sale, like CEO, for low end**
- **Removes growth inhibitor - no additional server charges as users grow**
- **Incent CM + CM OnDemand bundled purchase, with Client Kit web enablement**

Terms & Pricing Details

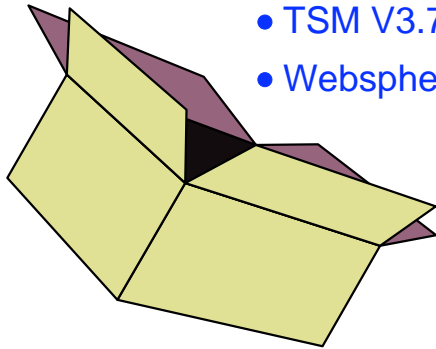
- **Per Concurrent User charge, NO server charges**
- **1st User \$3,800 - Program Pack & Media Pack include 3 products**
 - Content Manager, Content Manager OnDemand, EIP Client Kit for Content Manager
- **Each Addl User \$3,500**
- **Entitled to implement servers as required to support the number of licensed users**

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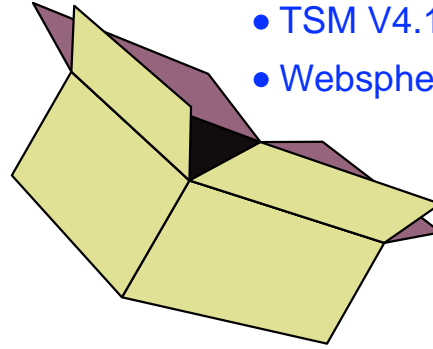
Content Manager Entry Bundle Packaging

October Package December updated Package

- Content Manager V6.1
- Content Manager OnDemand V2.2
- EIP Client Kit for Content Manager V7.1
- DB2 UDB V7.1
- TSM V3.7
- Websphere Application Server Std Ed.



- Content Manager V7.1
- Content Manager OnDemand V2.2
- EIP Client Kit for Content Manager V7.1.3
- DB2 UDB V7.1
- TSM V4.1
- Websphere Application Server Std Ed.



In Passport Advantage and Workstation Software Channel

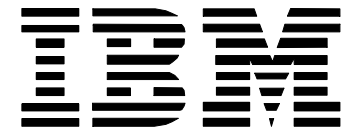
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Comparison of Standard vs. Entry Bundle Pricing

# Users	CM + Client Kit	CM OD + Client Kit	CM + OD Only	CM + OD + Client Kit	CM Entry Bundle - CM + OD + Client Kit
10	\$58K	\$65.8K	\$73.8K	\$98.8K	\$35.3K
20	\$78K	\$77.8K	\$105.8K	\$130.8K	\$70.3K
30	\$98K	\$89.8K	\$137.8K	\$162.8K	\$105.3K
40	\$118K	\$101.8K	\$169.8K	\$194.8K	\$140.3K
50	\$178K	\$143.8K	\$246.8K	\$296.8K	\$175.3K
75			\$281.8K	\$306.8K	\$262.8K
100			\$361.8K	\$386.8K	\$350.3K
125			\$441.8K	\$466.8K	\$437.8K
200			\$730K	\$780K	\$703.8K

Price comparisons assume 1 server of each product for fewer than 30 users

Price comparisons assume approx. 2 servers of each product for 50 or more users



ImagePlus/390, Content Manager/400 and IWPM Announcements

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ODM /390 and IWPM Announcements

Significant change for ImagePlus/390 - Why?

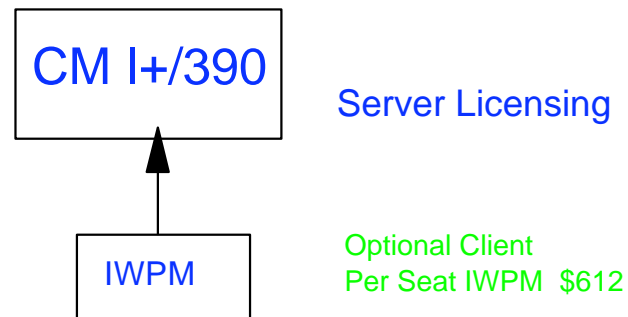
e-Business is changing the way we work

- Intranet and Internet workers
- Content Management pricing models
 - ▶ MLC plus IWPM client for ImagePlus/390 historically
 - ▶ Smaller MLC plus large concurrent user charge and free client on other Content Manager servers
 - ▶ Web pricing deployed across all other Content Manager servers:
 - Identified Concurrent users
 - Applications acting on behalf of users

Summary

Changes in CM ImagePlus/390 Pricing

Today/Since
1988:

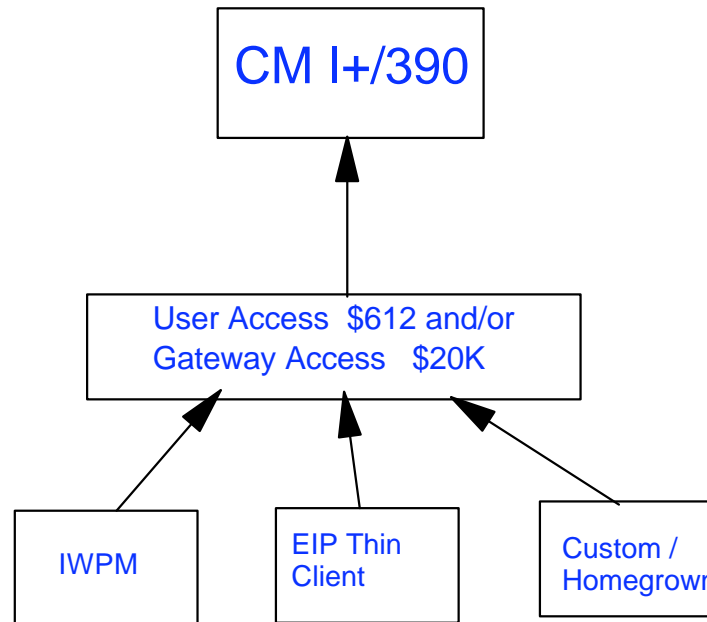


Change Announced August 1, 2000 - Effective October 31, 2000:

Server Licensing
(unchanged)

Required User
Licensing

Clients available



Summary of changes for I+/390 Customers

- Effective October 31, 2000
- Terms change:
 - ▶ I+/390 customers no longer purchase IWPM as separate client product
 - ▶ Change ImagePlus ODM/390 terms to require new Client Access License
 - 1 User Client Access license: \$612 for each individually connected user (IWPM or other client)
 - 1 Gateway Access license: \$20K for shared connections, 1 Gateway licenses 20 users/hour
 - Client Access available via Passport Advantage or Workstation Software Dist/Resellers
- Who is impacted?
 - ▶ No retroactive impact on existing installed users (IWPM or Non-IWPM)
 - ▶ No real change if the customer uses IWPM today - they continue to add (IWPM) users - now via Client Access
 - ▶ Impacts customers who want to add new non-IWPM clients
 - ▶ Impacts web installations for non-IWPM clients (any appls w/ shared conn.)
- How do I+/390 Customers get CM IWPM V2.3?
 - ▶ When purchase Client Access, obtain CM IWPM V2.3 code (part of Program pack or Media Pack)
 - ▶ If existing IWPM users want to move to Windows 2000, they need to upgrade each IWPM license to a Client Access License
 - 1 User Upgrade to Client Access \$100 (Upgrade Pgm Pack or Subsc after Lic.)
 - Customers who need IWPM/2 (OS/2) code need to order through IWPM/2 V2.1 product
 - IWPM/2 additional licenses (Proofs of Entitlement/Additional Licenses) may be ordered via

Summary of changes for CM/400 Customers

- Available October 31, 2000
- Content Manager IWPM V2.3 (CM IWPM) announced as new release of IWPM
 - CM IWPM V2.3 supports Windows NT and Windows 2000
 - 1 User CM IWPM license: \$612 for each individual user
 - Client Access available via Passport Advantage or Workstation Software Dist/Resellers
 - Customers who need IWPM/2 (OS/2) code need to order through IWPM/2 V2.1 product
 - IWPM/2 additional licenses (Proofs of Entitlement/Additional Licenses) may be ordered via CM IWPM V2.3
- What is the impact to CM/400 (WAF) Customers?
 - ▶ No retroactive impact on existing installed IWPM users - ie., no action required
 - ▶ If existing IWPM users want to move to Windows 2000, they need to upgrade to CM IWPM
 - 1 User Upgrade to CM IWPM \$100 (Upgrade Pgm Pack or Subsc after Lic.)
- CM and CM OD/400 V5.1 - Prereviews
 - ▶ Considering Dual Pipe
 - ▶ Will try to maintain Unlimited User License feature (may standardize between two products)

ImagePlus ODM/390 REQUIRED LICENSING ALTERNATIVES - August 1, 2000 Annt terms

New client licensing for access to CM ImagePlus ODM for OS/390 is now acquired through one or both of the following options, depending on your implementation.

o For each user with a unique connection to the CM ImagePlus ODM for OS/390 server, a 1 User Client Access license is required. Authorized users may then connect to the server with any of the following options:

- Content Manager ImagePlus Workstation Program
- Enterprise Information Portal
- EIP Client Kit for Content Manager
- Any other custom interface or client

o If users are connecting through a gateway where individual user connections are not identified to CM ImagePlus ODM for OS/390, then you should purchase the appropriate number of Gateway Access licenses. One Gateway Access license authorizes up to 20 individual users per hour one or more gateway(s). You should purchase the appropriate number of gateway licenses required to support the total number of users accessing CM ImagePlus ODM/390 through shared connections.

o Customers who purchase Client Access licenses for CM ImagePlus ODM for OS/390 are eligible to receive the updated CM IWPM software through the available media pack or program pack. Users who elect to use CM IWPM for their CM ImagePlus ODM for OS/390 client, need not purchase IWPM as a separately licensed product. The Content Manager ImagePlus Workstation Program now supports Windows 2000, Windows NT and OS/2.

o Customers with users accessing CM ImagePlus ODM for OS/390 today, need not take any action on existing users, as all currently deployed users will be recognized as authorized for a 1 User Client Access license. All new users deployed after October 31, 2000, must be authorized with a newly acquired 1 User Client Access license, or with 1 Gateway Access license, depending on your unique client access implementation.

o Existing CM ImagePlus ODM for OS/390 users currently running IWPM on Windows NT, OS/2, Windows 95, Windows 3.1, or DOS are eligible to upgrade to CM ImagePlus for OS/390 Client Access to receive the new CM IWPM which now offers support for Windows 2000.

o The appropriate combined number of Client Access and/or Gateway Access Proof of Entitlements must be acquired to support your unique system use. This new access license authorizes individual user access or gateway access options to the Content Manager ImagePlus ODM for OS/390 V2 or V3 server. With this licensed access, your users can deploy the client, viewer, or application access which best fits their unique business needs.

How to upgrade to CM IWPM V2.3 - If you are an I+/390 customer:

- o If you are currently licensed for ImagePlus Workstation Program for OS/2, NT, Windows 3.1 or DOS , you may purchase Software Subscription After License (Passport Advantage) on the new CM ImagePlus for OS/390 Client Access to entitle you to the new CM ImagePlus for OS/390 Client Access, and then be eligible to receive the updated Content Manager ImagePlus Workstation Program which includes support for Windows 2000, and Windows NT and ~~OS/2-WARP~~.
- o Program Pack Upgrades (Outside Passport Advantage) may be acquired to CM ImagePlus for OS/390 Client Access from ImagePlus Workstation Program for OS/2, NT, Windows 3.1 or DOS. Media and publications are provided with this item.

OnDemand Web Enablement Kit Announcement

- **Announce 10/24/00**
- **GA 10/27/00**
- **Software feature which replaces the OnDemand Internet Client Services Offering for Windows and UNIX platforms**
- **\$50K List price, optional feature**
- **4Q00 Sales opportunity**
 - Encourage existing OD Internet Client customers to purchase Subscription After License on the CM OD WEK feature (\$10K list) - to get on subscription path for upcoming enhancements in 2001
- **Also announced**
 - Support for Oracle 8i
 - CM OnDemand/390 User licensing - may officially be ordered through CM OD for Multiplatforms (Concurrent User / Gateway Access)

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Related Withdrawals from Marketing

- **Content Manager OnDemand for OS/390 Client - 10/3 Annt, 1/3/01 Effective**
- **VisualInfo V2.4 - 10/3 Annt, 1/3/01 Effective**
 - Note: Last version with OS/2 servers & clients
 - OS/2 Concurrent Users may continue to be added via Content Manager Conc Users
 - Customers should be migrating to CM V6.1/V7.1
 - Support ends 1/31/01
- **Digital Library V2.4 - 10/3 Annt, 1/3/01 Effective**
- **ImagePlus VisualInfo for AS/400 V4.1 - 10/3 Annt, 1/3/01 Effective**
 - Note: Last version with WAF feature
 - WAF V2/V3 customers should upgrade license to V4.1 prior to 1/3/01
 - Support for VI/400 V4.1 ends 1/31/01 - WAF V2/V3 customers should upgrade systems prior to 1/31/01
- **ImagePlus Object Distribution Manager/2 - 10/17 Annt, 1/17/01 Effective**
 - Support ends 9/17/01
- **ImagePlus Workstation Program for NT V2.2 - 10/10 Annt, 1/10/01 Effective**
 - Replaced by Content Manager IWPM V2.3 - 8/1 Annt, 10/31/00 Available
 - IWPM OS/2 Additional Users may be licensed through CM IWPM
 - CM IWPM = orderable for CM/400 (WAF) additional IWPM users
 - Client Access for ODM/390 = orderable for CM I+/390 (FAF) additional IWPM users