hp OpenVMS I64 Packaging, Licensing, & Business Practices for hp Integrity servers

HP WORLD 2004
Solutions and Technology Conference & Expo

Leo Demers

OpenVMS Business Manager

Hewlett-Packard

Objectives

OpenVMS I64 Business Practices Design:

- Simplicity

- Flexibility

- Cost Effective

hp OpenVMS I64
Operating Environments

Packaging

- **Introduce OpenVMS packaging consistent with HP-UX OEs**
- **Provides a 3 tier pricing paradigm**

OpenVMS I64 Operating Environments details:

- **Foundation OE (FOE) Base**

  – An **internet ready**, feature rich feature set for **price sensitive** customer

- **Enterprise OE (EOE)**

  – A **higher cost** feature set that enhances the customer experience in areas of **manageability, single system availability and performance**

- **Mission Critical OE (MCOE)**

  – Has the **highest cost**, but delivers the ultimate customer experience in terms of **multi-system availability and workload management**

HP OpenVMS Integrity Packaging

OpenVMS Integrity Foundation Operating Environment

- OpenVMS Operating System
- **OpenVMS Unlimited User Licensing**
- TCP/IP Services for OpenVMS
- DECnet-Plus for OpenVMS End System
- DECwindows Motif for OpenVMS
- DECnet IV
- Performance Data Collector
- Web Agents
- WEBM / CIM

Integration Technologies
- BridgeWorks
- COM for OpenVMS
- Secure Web Server (SWS)
- Secure Web Browser (SWB)
- SDK for the Java™ Platform
- XML Technology
- NetBeans
- Simple Object Access Protocol (SOAP) Toolkit
- Kerberos
- Enterprise Directory
- CDSA
- SSL
- OpenSource Tools

HP OpenVMS Integrity Packaging

OpenVMS Integrity Enterprise Operating Environment

OpenVMS Integrity Foundation OE

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Add to Foundation:
- **RMS journaling**
- **Volume Shadowing**
- **DECram**
- **OpenVMS Management Station**
- **Enterprise Capacity Planner – ECP**
- **Availability Manager-AM**

Note: Products listed in yellow are available as separately licensable products outside of OE.

HP OpenVMS Integrity Packaging

OpenVMS Integrity Mission Critical Operating Environment

OpenVMS Integrity Enterprise Operating Environment

OpenVMS Integrity Foundation OE

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Add to Foundation:
- RMSjournaling
- VolumeShadowing
- DECram
- VMS Management Station
- Enterprise Capacity Planner – ECP
- Availability Manager - AM

Add to Enterprise:
- **OpenVMS Clusters**
- **OpenVMS RTR Backend**

Note: Products listed in yellow are available as separately licensable products outside of OE package.

One DVD media for all 3 OE's

Separately Licensed Products

Q: Do I need to buy a Mission Critical OE if I only need a Cluster License and Volume Shadowing?

A: No, Products within the EOE and MCOE (listed in yellow on the previous slide) may be purchased separately

Example: A customer wants only a cluster license and volume shadowing license, so they purchase:

- FOE and
- VMSCluster license and
- Volume Shadowing

Note: FOE is the smallest set of OpenVMS functionality for sale; so, functions within FOE are not separately available

OE and Layered Products Media

- OE DVD Media
  - The OpenVMS Operating System
  - All layered products that make up the OE Components
  - OE DVD updates ONLY when the O/S revises (8.2, 8.3)

- OE Delta Disk Media
  - All Updated "OE Component" Layered Products
    - A consolidation all previous OE Delta Disk bundles
      - Quarterly updates will be cumulative
    - Only the latest OE component revision will be included on a given update of the OE bundle

- Layered Product Library Media
  - Library Package of Software Layered Products not included in the OE distributions
    - Includes On-Line Doc updates
  - Similar to Alpha/VAX Software Product Library
    - Key difference is that the SPL is a Subscription Service Deliverable

OpenVMS for Integrity Media Kits

Operating System Media Kit

Quarterly Update Kit

OpenVMS I64 OE Media
-Foundation
-Enterprise
-Mission Critical

Contents:
All Three
OE bundles

Media: DVD
(Format DVD5)

On-Line Doc Media

Contents:
OE bundle
Docs

Media:
CD (files11)
CD (ISO9660)

System Tools Media

Contents:
Services
System Tools

Media:
CD

Freeware Media

Contents:
Products for
All Three
Architectures

Media:
CD

Open Source Tools Media

Contents:
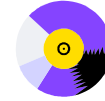Open Source
Tools ported
for Itanium

Media:
CD

OE Delta Disk

Contents:
Updated OE
components

Media: DVD
(Format DVD5)

Layered Product Library
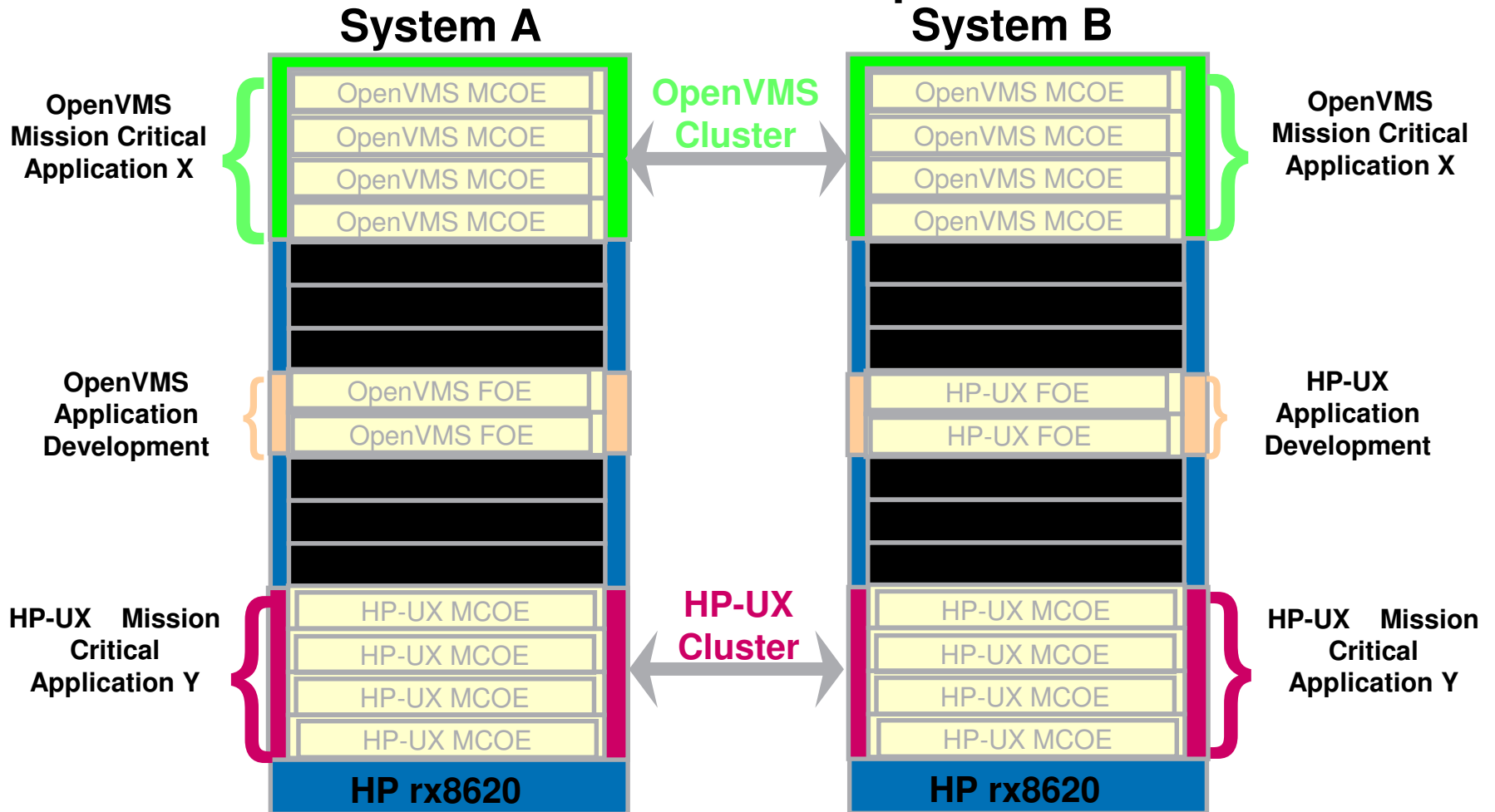
Contents:
OpenVMS
Layered
Products

Media: DVD
(Format DVD5)

Complete OpenVMS Media Kit

Software Licensing Overview

- **Per-processor licensing (PPL)**
  - Very **flexible** licensing design
  - Purchase software based on the **# of CPUs** in a partition or system

- **Benefits of PPL**
  - **More granular** – customer pays for exactly what they need
  - **More flexible** – licensing is not per box, but per-processor so customer can move assets as needed
  - **Accommodates partitioning** – allows use of different types of OEs in different hardware partitions and different Operating Systems
  - **Expandable** – customers can purchase processors and software to meet needs over time

Operating Environment/PPL Business Practice Example

System A

System B

OpenVMS Mission Critical Application X

| OpenVMS MCOE |
| OpenVMS MCOE |
| OpenVMS MCOE |
| OpenVMS MCOE |

OpenVMS Cluster

| OpenVMS MCOE |
| OpenVMS MCOE |
| OpenVMS MCOE |
| OpenVMS MCOE |

OpenVMS Mission Critical Application X

OpenVMS Application Development

| OpenVMS FOE |
| OpenVMS FOE |

| HP-UX FOE |
| HP-UX FOE |

HP-UX Application Development

HP-UX Mission Critical Application Y

| HP-UX MCOE |
| HP-UX MCOE |
| HP-UX MCOE |
| HP-UX MCOE |

HP-UX Cluster

| HP-UX MCOE |
| HP-UX MCOE |
| HP-UX MCOE |
| HP-UX MCOE |

HP-UX Mission Critical Application Y

HP rx8620

HP rx8620

Note: OpenVMS I64 will not support the rx8620 until V8.3 due in H2CY05

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Example of Ordering Mission Critical Software for a 4 cpu ES80 AlphaServer

OpenVMS Mission Critical Software for ES80 with 4 cpus AlphaServer

SKU	Description	QTY	# PAKS
OVMS Licenses Packaged with ES80 Server			
QL-MT1AG-6Q	OVMS Alpha Base License, ES80	1	1
QL-0LXAG-AA	TCP/IP Services for OpenVMS	1	1
QL-5LQAG-AA	Archive Backup System for OpenVMS Management Tools	1	1
QL-5LSA9-3B	Archive Backup Agent for Windows NT	1	1
QL-MTFAG-AA	DECnet-Plus for OpenVMS Alpha End System	1	1
QL-MV4AG-AA	DECwindows Motif for OpenVMS Alpha	1	1
QM-5LKAA-AB	PATHWORKS 32, V7.3	3	3
QM-5SUAA-AK	Pathworks V6.1 for OpenVMS - Advanced Server V7.3A	2	2
QM-5TB9A-AA[†]	Office Server for OpenVMS	1	1
QM-5TD9A-AQ[†]	Office Server Client Access License	2	2
QL-MT1A9-6S	OVMS Alpha 2 SMP ES80	2	4
Ala Carte Mission Critical Licenses			
QL-MT2AG-AA	HP OVMS Alpha Unlimited G tier license	1	1
QL-MUZAG-AA	HP VMScluster OVMS Alpha G tier license	1	1
QL-0VHAG-AA	RMS Journal V/A TRAD LIC	1	1
QL-2A1AG-AA	HP Vol Shadow OVMS Alpha G tier license	1	1
QL-MV3AG-AA	HP DECram for OpenVMS Alp G tier license	1	1
OS and Layered Product Media			
QA-MT1AA-H8	HP OVMS Alpha OS media kit CD-ROM	1	
QA-03XAA-H8	HP OVMS Alpha SW Library Media Pkg	1	
		Total	23

Example of Ordering MCOE Software for a 4 cpu rx4640 mx2 Itanium Server

OpenVMS Mission Critical Software for rx4640 with 4 cpus

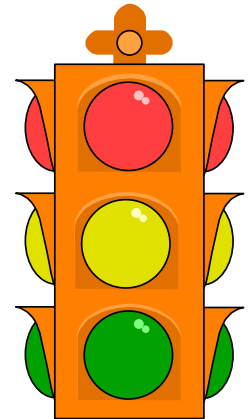| SKU	Description	QTY	# PAKS
Mission Critical Operating Environment Licenses			
BAnnnAC	HP OVMS I64 Base LTU 4 sockt w/sys	1	
BAnnnAC	HP OVMS I64 MCOE PPL LTU max4 sockt w/sys	4	1
MCOE Product Media			
BA324AA	HP OpenVMS I64 MCOE Media	1	
		Total	1

LMF PPL Compliance

- PPL is based on licensing CPUs

- 1 unit per running CPU on node

- 3 states

Red - PAK is not loaded
product cannot run (failure status returned)
Yellow - short 1 or more units as compared to
# of CPUs product can run (success status
returned, PPL tool will flag)
Green - units equal or greater than # of CPUs
product can run (success status returned)

License Trade-in Policy

A single cross platform license trade-in policy has been introduced for customers migrating to Integrity or HP 9000 servers. Cross platform trade-ins include:

From	To
HP-UX HP 9000	HP-UX on Integrity server OR OpenVMS I64
Tru64 UNIX Alpha	HP-UX HP 9000 OR HP-UX on Integrity server OR OpenVMS I64
OpenVMS VAX or Alpha	OpenVMS I64 OR HP-UX HP 9000 OR HP-UX on Integrity server
MPE/iX e3000	HP-UX HP 9000 OR HP-UX on Integrity server OR OpenVMS I64

Software Cross Platform Trade-in Policy

Support* Customer	• **Licenses on support* are traded-in for new licenses at <u>no charge</u>** • **Commitment to continue support* on new licenses for one (1) year**
Non-Support* Customer	• **Licenses not on support* are traded-in for new license purchase at <u>40% of new license price</u>** • **Commitment to support* on new licenses for one (1) year, pre-paid**

- Trade-in applies to 'equivalent product' or operating environment licenses

- Parallel usage of licenses on both platforms is allowed during transition, consistent with the parallel usage for the hardware

*Support = Service contract with License to Use (LTU) right to new versions (RTNV)

HP-UX HP 9000 OR HP-UX on Integrity server OR OpenVMS I64

Trade-in Original Licenses ⟶ Credit for Equivalent OE License

OpenVMS Alpha Product License	OpenVMS I64 Operating Environment License
OpenVMS Base	Foundation Operating Environment (FOE)
OpenVMS SMP	
OpenVMS Users	
Enterprise Integration Package	
Volume Shadowing	Enterprise Operating Environment (EOE)
RMS Journaling	
DECram	
VMSClusters	Mission Critical Environment (MCOE)

Example: Trade-in Base, 3 SMPs, Users and EIP from a four CPU server and receive credit for 4 FOE PPL licenses on the Target server

Example: Trade-in all of the above plus **2 of the 3** EOE products and receive credit for 4 EOE PPL licenses

Example: Trade-in all of the above plus VMSclusters and receive credit for 4 MCOE PPL licenses

All license trade-ins require Proof of License for license being traded-in

Example: Layered Product Equivalency Map

FROM Platforms: **TO Platforms:**

OpenVMS VAX	OpenVMS Alpha	Tru64 UNIX Alpha	MPE/iX e3000	HP-UX HP 9000
VAXcluster	VMScluster	TruCluster SVR	HA Cluster/iX	MC/Service Guard
Fortran VV	Fortran VA	Fortran UA	Fortran iX	HP Fortran 90
C++ VV	C++ VA	C++ UA	C iX	HP aC++

OpenVMS I64	HP-UX
VMScluster I64	MC/Service Guard or TruCluster SVR UX
HP Fortran I64	HP Fortran 90
HP C++ I64	HP aC++

Example: Trade-in TruCluster SVR from Tru64 Alpha and receive credit for TruCluster SVR on HP-UX Integrity

Example: Trade-in Fortran from OpenVMS Alpha and receive credit for Fortran on OpenVMS I64

Example: Trade-in HA Cluster/iX from MPE/iX e3000 and receive credit for MC/Service Guard on HP-UX Integrity

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How Credit is Applied for License Trade-in

When a license is traded-in, the equivalent new license(s) is added to the order along with the applicable credit product number option

Example: Customer trades-in OpenVMS Alpha operating system, Volume Shadowing and RMS Journaling licenses for the Enterprise Operating Environment (EOE) for a single CPU 4 socket server

Support Customer	Product Description	Product Number	License or Credit Price
Purchase:	Enterprise OE for Integrity, 4 socket	BA397AC	$6380.
Add 100% Credit	In-support cross-platform PPL trade-in from VMS	BA397ACN#109	($6380.) Net $ 0.

Non-Support Customer	Product Description	Product Number	License or Credit Price
Purchase:	Enterprise OE for Integrity, 4 socket	BA397AC	$6380.
Add 60% Credit	Out of support cross-platform PPL trade-in from VMS	BA397ACN#113	($3828.) Net $ 2552.

Software Services: OpenVMS/Alpha

- Business as Usual

- Software Updates for 8.2 will be delivered for:
  - Individual Product Offerings at FRS
  - Software Products Library – 1st Quarterly Release after FRS

- Alpha service contract audiences:
  - Contracts migrated to panHP contract base (using new HP "purple" services)
  - Contracts still on pmCPQ contract base (using pre-merger "red" service offers)

Software Services: OpenVMS/I64

- Base service offers that may be purchased as contractual services:
  - Software Technical Support
  - Software Updates

- These base service offers are included in all Upfront Care Packs for sale with the OpenVMS I64 products, and Contractual Packages

- SW Updates is a pre-requisite for SW Technical Support
  - Ensures customers have the latest revision of software
  - Increases service revenue

SW Updates Delivery I64 vs. Alpha

- **No software updates delivered for individual products** – one quarterly distribution for all OE and Layered Products:
  - OE updates will be delivered on the Delta Disk
  - Layered product updates will be delivered through the Layered Products Library

- **HP will start with a "push" model to automatically deliver updates to the customer. Will move to "pull" model where HP notifies customers when a new release is available when volumes allow**:
  - Paper Notification through mail
  - Email notification through Software Update Manager (SUM)

- **Customer decides if they want the update.** If yes they respond by:
  - Sending back Paper Notification by mail/FAX
  - Logging into SUM and making their selection for physical delivery and/or download (if available)

- **HP automatically delivers new updates to Customer Support Centers and Value Added Business/Channels** ("Push")

- Physical delivery on DVD media will include a Code Word to unlock products the customer is authorized to use through service contract

Licensing Summary

License Offers
- Introduce Per Processor License (PPL) for all OE packages, and most layered products
- For compilers and development tools, offer concurrent use licenses
- A single license offer per product

Software Services
- Common Services for HP-UX and OpenVMS I64 for both products and Operating Environments:
  - Software Support
  - Software Product Updates
  - ➔ Simpler contracts

License Management
- Continue to utilize LMF
  - Soft compliance for PPL
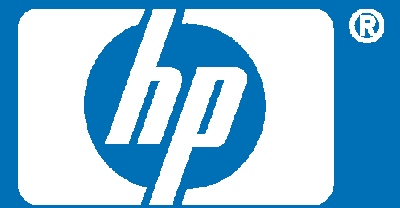- Key Fulfillment
  - Electronic and/or
  - Paper

Order Administration
- Integrated ordering processes Integrity, HP-UX, and OpenVMS

Trade-in Policy
- Service customer
- Non-service customer

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Grid