DevTest Solution Evaluation Service

Understand the business and technical advantages offered by a DevTest Solution

Understand the financial ramifications of moving to DevTest Solution and precisely how it will affect your bills on an ongoing basis

Understand what you can do to get the maximum value from a DevTest Solution

Select the optimal time for moving to a DevTest Solution

The Watson & Walker international team of z/OS and software pricing experts, led by mainframe icon Cheryl Watson, provide consultancy and support to help z/OS customers deliver the optimal services at the lowest overall cost. We are independent of all hardware and software vendors, so we are able to offer objective advice, aimed at meeting your business and technical needs. We pride ourselves on having the highest integrity and consistently exceeding our customer's expectations.

Watson & Walker is an IBM Business Partner that works with IBM and other vendors for the long-term health of the mainframe. The company was founded in 1986 and is best known for the *Cheryl Watson Tuning Letter* which has been published since 1991.

In addition to the quarterly *Cheryl Watson Tuning Letter*, Watson & Walker has a number of service offerings in the areas of performance and availability reviews and software cost analysis and optimization. The software cost analysis suite includes evaluation services for other pricing options as well as our SCRTPro monthly analysis service. You can view the entire list here.

For clients considering the move to IBM's DevTest Solution, or those that already made the move but are now finding that they aren't getting the benefit they expected, we offer a complete analysis of how this offering would apply in your individual installation. While these used to be called DevTest Containers, IBM has rebranded them as Tailored Fit Pricing (TFP) DevTest Solutions. Our DevTest Solution Evaluation Service includes:

- **Technical insight**. While IBM's solution is primarily a financial offering, the creation and existence of a DevTest Solution may change how your enterprise manages development and test work. For example, if you were capping DevTest during your peak production periods, you might not need to cap a DevTest Solution. On the other hand, without an understanding of the technical aspects of how the solution works, it may still impact production if you remove capping. If you haven't moved to Country Multiplex Pricing (CMP), we can help you decide which to implement first.

- **Financial aspects**. The DevTest Solution allows you to grow your test, development, sandbox, and stress test work to up to three times your current usage with (possibly) no increase in MLC cost. But if you have IPLA, or OTC products in your software stack, the cost can increase significantly. We provide the understanding you need to see if the costs are worth the extra capacity.

- **Tailored analysis and reports**. Because the cost of a DevTest Solution is based on three months of actual usage and bills, it can vary from month-to-month. As part of this service, we calculate what cost of the DevTest Solution would have been for the last 12 months (10 three-month periods). Using the information and reports we provide, you can determine if DevTest is right for you, and determine what time of year would be the best for *your* move to DevTest.

Because a DevTest Solution is just one of a large number of pricing options offered by IBM, clients that purchase our DevTest evaluation will get a 10% discount on a subsequent Watson & Walker Software Pricing Workshop, should you decide to purchase one.

For more information, please contact us at technical@watsonwalker.com.