



IBM Software Pricing Health Check

Compare what you are paying for IBM MLC products with what you could pay

Get reports and tools that let you estimate the impact of growth or other changes

Learn some of our suggestions for how you might be able to reduce your MLC costs

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 those clients who are not interested in our SCRTPro monthly analysis service, we also offer a one-time review of your current IBM MLC pricing that includes the following:

- **Technical insight.** IBM provides over 25 pricing options for the major subsystem products. We understand them all and know which can provide savings for you. Our team includes Cheryl Watson, who has been working with IBM pricing contracts for over 50 years; Brenda White, who worked in IBM pricing for 16 years and Computer Associates pricing for 3 years; and Frank Kyne, previously with IBM ITSO and who has been teaching software pricing for the last five years. We know which pricing options can work for you to reduce your MLC bills.
- **Financial aspects.** Even though IBM publishes many of their prices, customers end up paying different amounts for the same software. Our software tools can take your SCRT reports and provide an analysis of what you should be paying and we can then compare it to what you did pay.
- **Deliverable.** Our SCRTPro reports allow you to see what the cost is for any view of your configuration: by CEC, sysplex, LPAR, and product for a month. You can do projections to see, for example, what a 10% increase in CPU usage would cost (it's certainly less than 10%). It can show what the cost of removing a product from an LPAR would save you. Our MSU Analyzer reports let you see the usage of the LPARs throughout the month, not just during the peak rolling 4-hour average (R4HA) and identify where the peak would move if you reduced the current peak. The final deliverable is a PowerPoint presentation given in a video conference by the team evaluating your configuration and provides suggestions as to where you could reduce your MLC costs.

Clients that purchase an IBM Software Pricing Health Check 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.