



## MLC Flip to OTC Evaluation

*MLC Flips to OTC  
can provide  
significant  
discounts, but can  
limit your options  
in the future*

*Understand the  
pros and cons  
before being  
given a short time  
frame to decide*

*Obtain a list of  
recommendations  
to provide more  
negotiation  
options*

*Enter your  
negotiations with  
greater  
knowledge*

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](#).

Starting in 2019, IBM aggressively started offering significant discounts to companies who choose to convert their IBM MLC (Monthly License Charge) products to One Time Charge (OTC) products with a lower S&S (Subscription & Support) yearly charge. The payback time varies by customer (and, presumably, how desperate the sales team is to make their targets!). If you are interested in this option, you should be aware of all the options and how best to position yourself to take advantage of the situation. We provide a standard service that includes the following:

- **Expert insight.** Our team includes Brenda White, who worked in IBM pricing for 16 years and Computer Associates pricing for 3 years; Cheryl Watson, who has been working with IBM pricing contracts for over 50 years; Frank Kyne, who spent 28 years with IBM and who developed and teaches our Software Pricing Workshop; and Alan Murphy, who spent 28 years with IBM and started working with the international outsourcing team in 2012. This "dream team" can provide expertise on every phase of software pricing and contracts.
- **Financial aspects.** Every contract is unique, often including hardware upgrades, distributed products, and other service offerings in addition to the MLC conversion. While hardware services are fairly flexible, we can give you the financial details of your IBM software costs. We will also take your current SCRT reports and provide analysis confirming the cost before and after and confirm the payback period.
- **Deliverable.** These offers usually come with a very short window of consideration, so you, your executives, and your procurement team should be prepared in advance. Today is not too soon. Our service begins with a PowerPoint video conference to explain the offer, the benefits, and the downsides. You are welcome to record the video conference, or we can send you a replay. You will receive the reports mentioned above to show the actual payback period and possible options. We will continue to quickly answer questions during your negotiations.

Clients that purchase an MLC Flip to OTC 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](mailto:technical@watsonwalker.com).