

KEEPING YOU CONNECTED TO YOUR CUSTOMERS

Helping you to maintain your IBM software license's



systems Excellence in Lotus Software

IBM Lotus software

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A Bluewave Group Company

Our capabilities

We aim to improve your business by extracting the maximum value from your technology investment.

This is achieved by a solid business and technical understanding. Combining technical knowledge with the ability to successfully implement a solution into a business environment.

HOW THIS IS ACHIEVED

- Proven track record
- Proven experience with expertise in infrastructure, programming, design and project management
- Professional attitudes
- Delivery of all projects to the highest standards

For further information on how BE Systems can help you please contact



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OUR APPROACH

When it comes to maintaining your IBM software licence requirements then look no further. BE Systems provide a complete service to ensure that your IBM software maintenance and renewals contracts are kept up to date.

IBM has recently announced the introduction of a new worldwide licensing model for most of its software.

As the chip fabrication, and for that matter the entire information technology market, has evolved, the manufacturers for these products have introduced new and more powerful processors and this has had an effect upon customers licensing requirements.

The traditional licensing model for IBM Middleware saw licenses sold on a 'per processor' basis, where a customer will pay a licence fee for each processor on which the software is deployed, or more recently would have to acquire a license for each core, where a multi-core processor was used.

The problem with this model is the situation of fractional licensing; when users partition their systems and use less than the full capacity of the server they understandably only want to pay license fees according to the processors available for use.

IBM. **Lotus**. software

IBM. **Tivoli**. software

IBM. **Rational**. software

IBM. **WebSphere**. software

IBM. **DB2**. Information Management Software

With so many different processor offerings on the market IBM have looked at finding the best approach to licensing its software, whilst giving customers best value. It has introduced a scheme that is based upon 'Processor Value Units' which has been designed to reduce the administration of license purchasing by simplifying the task of determining the Total Effective Price of required licenses. IBM has done this by assigning all available chips into one of three distinct 'families' defined by chip performance and design characteristics.

So when purchasing software licenses under this new programme it is important to know the processor type and quality in order for BE Systems to provide you with an accurate quotation.

BE Systems are able to work with you to assess your exact license requirements and deliver the best value solution.

Our licensing services cover any IBM Passport agreement, including Lotus, Websphere, Tivoli, Information Management and Rational software.

