



Ausblick auf Soft- und Hardware Programme für Forschung und Lehre (STAND 04.04.05)

Johannes Diemer
Bereich Forschung- und Lehre
Öffentlicher Sektor

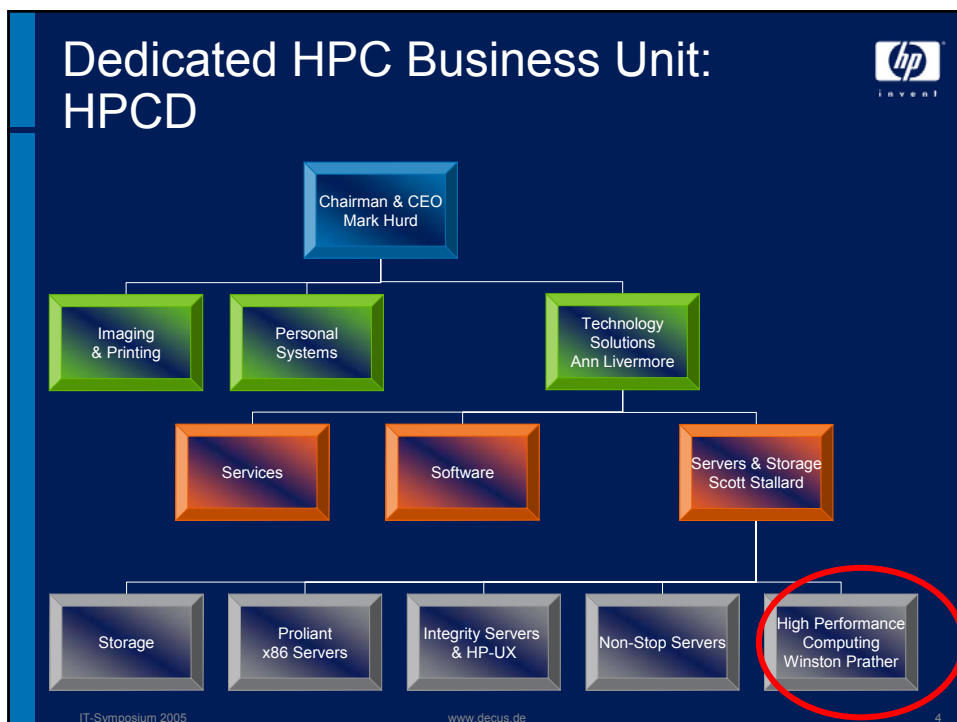
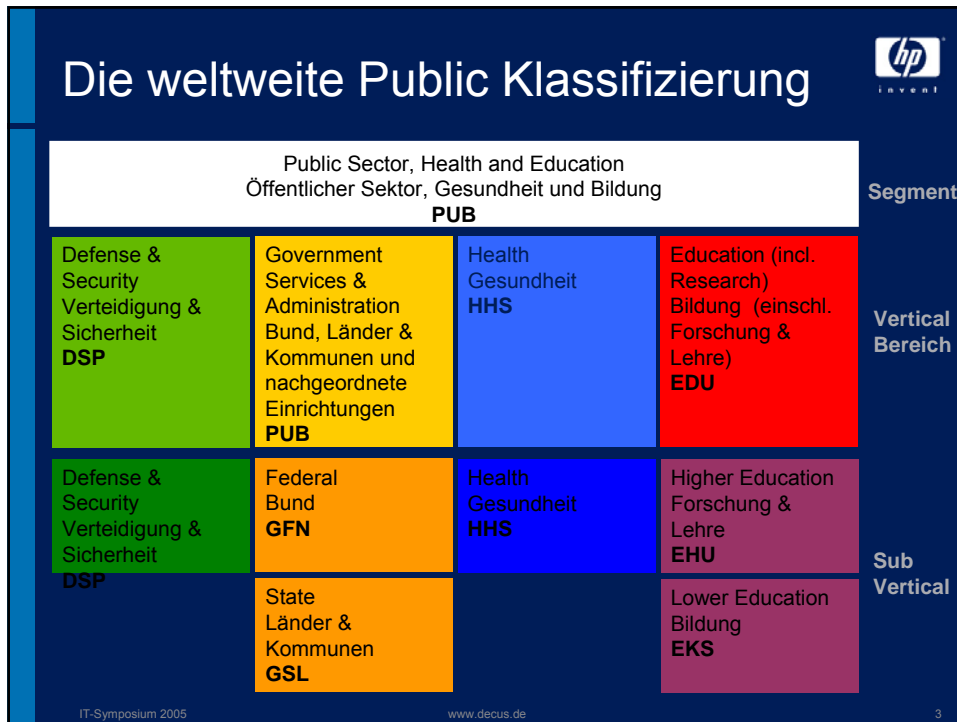
© 2004 Hewlett-Packard Development Company, L.P.
The information contained herein is subject to change without notice




Agenda

- Forschung- Lehre in der weltweiten Struktur
- HP Campus
- F&L Promotions
- Q&A - Diskussion


IT-Symposium 2005 www.decus.de 2





HP Campus
and Plans for
a Education
Software Library


Software licenses
distribution
&
Technical Support
Service



© 2004 Hewlett-Packard Development Company, L.P.
The information contained herein is subject to change without notice



HP Campus – What is it?



The HP Campus Software Program represents hp's long-term commitment to the Education & Research market and will continue to evolve over time to meet changing needs.

*introduced in 1991
(it was then called DECCampus)*

<http://h18000.www1.hp.com/emea/campus/>

IT-Symposium 2005 www.decus.de 6

designed specifically for ...



- A Educational Institutions with a Technical Assistance Center (TAC) running:
 - In scope
 - OVMS
 - Tru64 UNIX
 - Out of scope
 - OVMS Integrity under investigation
 - HP-UX currently not in scope
 - Linux currently not in scope


IT-Symposium 2005 www.decus.de 7

HP Campus – Program Goals



- Shorten and simplify sales cycle
- Strongly communicate HP's commitment to Education and Research
- Combine Software licenses media, documentation and support
- Encourage technical innovation within HP computing system environments
- Support the overall goals of HP's Education initiatives

IT-Symposium 2005 www.decus.de 8




HP Campus – The Portfolio

The major portfolios and components of the HP Campus Software Program available today are.....

- HP Campus STANDARD Software Program
- HP Campus PC Software Program

IT-Symposium 2005 www.decus.de 9



HP Campus – What does it offer?

- **Software program for the Educational market**
 - ✓ The main offering is called "STANDARD" and provides customers with Software layered products for OpenVMS VAX, OpenVMS Alpha, and Tru64 UNIX. Pricing is organised into 3 Tiers of systems i.e. Workgroup, Department and Enterprise.
- **Initial Software License (ISL)**
 - ✓ Provides 400+ Software products on one single license
- **HP Campus Update License Subscription Service (SL)**
 - ✓ Provides the Right to New Versions of the software
- **HP Campus CD-ROM Distribution Service (CDDS)**
 - ✓ The HP Campus/CDDS Program provides the Institution on a quarterly basis with a set of CD-ROMs containing the binaries, the documentation, and the Product Authorisation Keys (PAKs)
- **HP Campus Upgrade License (UPG)**
 - ✓ This offering provides the customer with a license upgrade to another system (higher) tier. The customer must have a current HPCSP Initial Software License.

IT-Symposium 2005 www.decus.de 10

HP Campus – Who is eligible for the HP Campus offer



HPCSP Prerequisites

The Education or Public Scientific Research Institution (Institution) shall qualify for the HPCSP program if it is non-profit and is lawfully operating either as an university, polytechnic, college, a technical institute or technical school, a primary or secondary school, or a public scientific research institution exclusively for non-profit educational or research purposes.

The Institution includes the Institution and the Institution's majority-owned subsidiaries that provide education and/or research. Majority-owned is defined as greater than 50% ownership by the Institution.

IT-Symposium 2005

www.decus.de

11

HP Campus - Pricing



HP Campus STANDARD pricing is calculated according to the number of systems included in the HP Campus Agreement, and their respective performance tiers.

HP Campus PC pricing is calculated based on the number of Clients for each Network Operating System (NOS) type installed.

IT-Symposium 2005

www.decus.de

12

HP Campus - Exclusions



HPCSP Standard

HPCSP STANDARD does not include the base operating system licenses, communication software licenses (DECnet, etc.) and other software licenses which are, either included with the initial system hardware purchase or, must be purchased separately.

Hardware system's purchased include the Base License as part of the kit.

HP Campus offer does not include Royalty bearing products.

IT-Symposium 2005

www.decus.de

13

HP Campus - License Agreements



The Institution is granted the right to use a broad range of products at a low price. In return, to minimize HP's costs, the participating Institution must manage, track, control and report on the usage of the software. They must also allow HP to audit their use of these products.

The Program requires the Institution to:


- Sign HPCSP STANDARD Software Licence Agreement and relevant addenda
- Prepare a Management Plan covering the organisation overview, a list of participating sites, user administration, distribution and installation plan, security plan/PAK (licence key) management plan, and training plan.
- Provide a Semi-annual Report covering the installed base.

IT-Symposium 2005

www.decus.de

14

HP Campus - Products




HPCSP Standard part numbers and prices

The following tables show the structure of the part numbers for HPCSP. The QL part numbers are used to order the Initial Software License (ISL) and also the Software Update Subscription License (SL), one with a product price and the same part number with a service price. The QA*H8 part is received with the Initial License and the update part is then shipped on a quarterly basis when the customer signs up for the CDDS service.

Tier	ISL/SL	UPDATE	CDDS
Workgroup	QL-MDZAE-AA	QL-MDZAE-RA	QA-MDZAA-H8
Department	QL-MDZAG-AA	QL-MDZAG-RA	
Enterprise	QL-MDZAQ-AA	QL-MDZAQ-RA	

IT-Symposium 2005 www.decus.de 15

HP Campus – Ordering




```

    graph TD
      Customer([Customer]) --> Qualify([Qualify])
      Qualify -- No --> CommercialTerms([Commercial Terms])
      Qualify -- Yes --> AgreementSigned{Agreement signed?}
      AgreementSigned -- No --> CommercialTerms
      AgreementSigned -- Yes --> NewCustomer([New Customer])
      AgreementSigned -- Yes --> ExistingCustomers([Existing Customers])
      NewCustomer --> SVC["SVC/KITS CDDS to be ordered"]
      SVC --> PricingNew["STD : QA-MDZ-H8 + PAKs QR-AAMDZ-AA  
PC : QA-MDZDA-H8"]
      ExistingCustomers --> InitialLicense([Initial License])
      InitialLicense --> PricingExisting["STD : SL & Tier x Qty  
PC : SL x Qty"]
      Note([Customers purchasing additional systems must order a new initial Campus license as per Standard agreement])
  
```

IT-Symposium 2005 www.decus.de 16

Education Software Library (planned) Provide some more Service




Services feature highlights

- Software electronic support
- Access to technical resources
- Problem analysis and resolution
- Escalation management
- Software features and operational support
- Problem isolation
- Remote access
- Installation advisory support
- 9 X 5 coverage window
- 2 hour response Time
- Additional named callers (optional)
- 24 X 7 coverage window (optional)

IT-Symposium 2005 www.decus.de 17

Education Software Library (planned)



Service eligibility


- Campus agreement is a prerequisite to purchase ESL services
- All Software Campus license Products must be covered under license subscription.
- Campus Software Technical support services are linked to the number of systems counted within the customers site.

Customer responsibilities

- Retain original Campus software licenses keys
- Use all software products in accordance with HP licensing terms
- The TAC will provide the initial level of call screening and attempt to resolve the problem before accessing HP for assistance
- Maintain a list of serial numbers and locations of all subscribing systems

IT-Symposium 2005 www.decus.de 18

How to setup a Education Software Library (planed)



The Program requires the Institution to:

- Sign a HPCSP STANDARD Software Licence Agreement and relevant addenda.
- Prepare a Management Plan covering the organisation overview, a list of participating sites, user administration, distribution
- Installation plan, security plan / PAK management plan, training plan.
- Provide a Semi-annual Report covering the installed base
- Allow HP to audit the usage of the provided licenses.

IT-Symposium 2005 www.decus.de 19


Other Promotions for Scientific Research and Education in Germany



- **Project Public**
 - Special condition for customers of the Public Sector
 - Government
 - Defense & Security
 - Health
 - Education
 - applicable for hardware products of
 - BCS (Server: Integrity, PA-RISC and Alpha)
 - ISS (Server: ProLaints)
 - NSS (Diskarray: EVAxx, MSAxx; SFS20; TapeLibs:)
- **Education Promotion**
 - Special condition for Universities and Research Institutes
 - applicable for hardware, software products and Service Carepacks
 - BCS (Server: Integrity, PA-RISC)
 - PSG
 - Extension for ISS and NSS products planed

IT-Symposium 2005 www.decus.de 20

Project Public – Systems




	Product Group)
BCS	HP9000 PA-RISC Low-end Servers		
	HP9000 PA-RISC High-end Servers		
	ICOD Server Products		
	IA-64 Entry-Level & Midrange Servers		
	IA-64 Integrity Server Bundles		
	IA-64 Midrange Servers		
	IA-64 High-end Servers		
	Alpha DS10/DS15		
	Alpha DS25		
	Alpha ES45/ES47/ES80		
Alpha Optionen			
ISS	TC Serie / ProLiant ML1xxx		
	ProLiant ML310, ML330		
	ProLiant ML350		
	ProLiant ML370		
	ProLiant DL320, DL360, DL380		
	ProLiant DL380 Packaged Cluster		
	ProLiant 500er Serie		
	ProLiant DL740, DL760		
	ProLiant BL-Serie		
	ISS Server Storage & Infrastructure		
NSS	MSA 1000, SecurePath for Workgroups, 43xxR/T, S1000, B2000, B3000, SSL&MSL, Autoloaders, Single Tapedrives, 14x MO&Jukeboxes, Switches 8-32 port + Switchsoftware, VA7xxx, EVA3000, Ds2xxx		
	ESL, mxLibraries, MA, EMA, EVA5000, AutoPath Vaxxx, SecurePath MA, EVA, CV, BC, SM for Vaxxx, ACS for MA, EMA, CV, BC for EVA3xxx; MA, EMA, DRM (selective); CA for EVA3xxx (selective); CA for EVA5xxx (selective), OV Software		
	Optical Storage Products (Kits, Mechanism, Accessories, Jukeboxes)		

IT-Symposium 2005 www.decus.de 21

Education Promotion - Hardware

– valid until April 30th, 2005




Product Category	Total Discount (subject of change)
rx16xx	18%
rx26xx	25%
rx44xx	25%
rx76xx	45%
rp3410	18%
rp3440	25%
rp44xx	35%
rp74xx	50%

IT-Symposium 2005 www.decus.de 22

Education Promotion - Software

– valid until April 30th, 2005




Product Category	Total Discount (subject of change)
HP-UX and related products	85%
HP-UX Compilers an Tools	85%
Linux (RedHat and SUSE)	25%
MS Windows	25%

IT-Symposium 2005 www.decus.de 23

Education Promotion – Service Packs

– valid until April 30th, 2005



Category	Product ID	Description	Total Discount (subject of change)				
Hardware			for rx1600, rp3410	for rx26xx , rx46xx , rp3440	for rp4440	for rx7620	for rp7420
	HA101A3	Hardware support next day, 3 years, Mo-Fri 8:00-17:00	20%	25%	35%	45%	50%
	HA101A5	Hardware support next day, 5 years, Mo-Fri 8:00-17:00	20%	25%	35%	45%	50%
Software	HA108A3	SW-Updates without any service 3 years	50%	50%	50%	50%	50%
	HA108A5	SW-Updates without any service 5 years	50%	50%	50%	50%	50%
	HA106A3	SW-Update and phone support (unlimited calls per year, one customer contact)	40%	40%	40%	40%	40%
	HA106A5	SW-Update and phone support (unlimited calls per year, one customer contact)	40%	40%	40%	40%	40%

Note: Discounts for Service Carepacks are only valid in combination with hardware

IT-Symposium 2005 www.decus.de 24

Education Promotion – Eligible Customers




- Universitäten und angeschlossene Institute (von der Universität verwaltet)
- Schulen
- Max-Planck Gesellschaft (MPG)
- Deutsche Forschungsgemeinschaft (DFG)
- Fraunhofer Gesellschaft (FhG)
- Landes- und Bundeshochschulrechenzentren

Forschungseinrichtungen der Helmholtz Gesellschaft:

- [Alfred-Wegener-Institut für Polar- und Meeresforschung \(AWI\)](#)
- [Deutsches Elektronen-Synchrotron \(DESY\)](#)
- [Deutsches Krebsforschungszentrum Heidelberg \(DKFZ\)](#)
- [Deutsches Zentrum für Luft- und Raumfahrt \(DLR\)](#)
- [Forschungszentrum Jülich \(FZJ\)](#)
- [Forschungszentrum Karlsruhe \(FZK\)](#)
- [Gesellschaft für Biotechnologische Forschung \(GBF\)](#)
- [GeoForschungsZentrum Potsdam \(GFZ\)](#)
- [GKSS-Forschungszentrum Geesthacht \(GKSS\)](#)
- [GSF-Forschungszentrum für Umwelt und Gesundheit \(GSF\)](#)
- [Gesellschaft für Schwerionenforschung \(GSI\)](#)
- [Hahn-Meitner-Institut Berlin \(HMI\)](#)
- [Max-Planck-Institut für Plasmaphysik \(IPP\)](#)
- [Max-Delbrück-Centrum für Molekulare Medizin \(MDC\), Berlin-Buch](#)
- [UFZ-Umweltforschungszentrum Leipzig-Halle \(UFZ\)](#)

IT-Symposium 2005 www.decus.de 25

HP Campus vs. Promotion Open Issues



- HP Campus today requires that HP owns the software
- What is about Linux, Opensource and Software from Microsoft?
 - HP Campus requires a TAC at the customer site
 - Software Update & Service by Care Packs?

IT-Symposium 2005 www.decus.de 26

