



Country Multiplex Evaluation Service

Understand the business and technical advantages offered by CMP

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

Get our estimate of the CMP uplift for your systems for the last year

Understand what you can do to get the maximum value from CMP

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 Country Multiplex Pricing (CMP), or those that already made the move but are now laboring under high CMP uplift costs, we offer a complete analysis of how this offering should apply in your individual installation. This offering includes:

- **Technical insight.** Country Multiplex Pricing is primarily a no-additional-cost tool to remove artificial impediments to full sysplex exploitation, and eliminate the need to create and maintain configurations that make no sense from a technical or business perspective. As part of this service we provide you with a thorough understanding of the business and technical advantages of Country Multiplex Pricing and show examples of how you can exploit the additional flexibility it enables.
- **Financial aspects.** CMP is intended to be 'price neutral'. To achieve that, IBM applies an adjustment to the lower target CMP price to raise it back to your pre-CMP price. This adjustment is known as the 'CMP uplift', and is calculated over the 3 months period before you switch, known as the base period. The mechanism to determine the precise uplift amount is ridiculously complicated. We show you step-by-step how the uplift is calculated, and we provide advice about how to minimize it.
- **Tailored analysis and reports.** Because the uplift is based on three months of actual usage and bills, it can vary from month-to-month. We have seen variances of over \$25,000/mo. in the CMP uplift, depending on which 3-month period you select as your base period (that's \$300K a year!). As part of this service, we calculate what *your* CMP uplift would have been for the last 12 months (10 three-month periods). Using the information and reports we provide, you can determine if CMP is right for you, see how much uplift variation you experience, what you can do to minimize the uplift, and determine what time of year would be the best for *your* move to CMP.

Because CMP is just one of a large number of pricing options offered by IBM, clients that purchase a CMP 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.