



IBM Smart Business Cloud Attachment

IBM Smart Business Cloud - Enterprise Charges Schedule - United States in U.S. dollars

Effective Date: March 28, 2011

This Charges Schedule provides the current IBM charges and rates applicable for the Services acquired from IBM and provided under the terms of the IBM Smart Business Cloud Agreement, including its Attachments. Capitalized terms used herein have the same meaning as set forth in the IBM Smart Business Cloud Agreement. Charges are exclusive of any duty, tax, levy, or fee.

IBM will invoice and Customer agrees to pay applicable charges for all Services options ordered at the following rates and charges. One time charges will be invoiced upon acceptance of Customer's order. Monthly recurring charges and usage charges will be invoiced monthly unless the invoiced amount is small, then in such case; IBM may at its discretion combine such amount with the subsequent monthly invoice. Monthly charges may be prorated based upon the date during the month the Services option begins, changes or ends.

For Services acquired from an IBM Business Partner, this Attachment does not apply. The IBM Business Partner sets all charges for the Services provided by IBM. The agreement with the IBM Business Partner will specify applicable charges applicable for the Services. Contact the IBM Business Partner for current charges.

1. Instance Compute Resource and Operating System Image Charges

The usage charges for an Instance include charges for virtual compute resource and for the selected Operating System Image. Instance usage charges will depend on whether Customer selected to use the Services on a reserved capacity or unreserved capacity basis.

1.1 Preferred Pricing for Reserved Capacity

For Reserved Capacity Packages, the following charges apply:

- a. the monthly recurring charge will be an amount equal to the number of reserved capacity units ordered times the applicable reserved capacity unit monthly recurring charge for a specified commitment period applies as follows:

Reservation Commitment Period	Monthly recurring charge for each Reserved Capacity Unit
6 month commitment	\$ 1,850
12 month commitment	\$ 1,300

and;

- b. the per hour usage charges for each Instance provisioned with the selected Operating System Image within the capacity limitations of the Reserved Capacity Package applies as follows:

Operating System 32-bit Configuration	Copper	Bronze	Silver	Gold
Red Hat Enterprise Linux 5.4 and 5.5	\$ 0.154	\$ 0.165	\$ 0.220	\$ 0.300
SUSE Linux Enterprise Server 11.0	\$ 0.059	\$ 0.070	\$ 0.175	\$ 0.250
Windows Server (2003 and 2008 versions)	\$0.064	\$0.075	\$0.150	\$0.210

Operating System 64-bit Configuration	Copper	Bronze	Silver	Gold	Platinum
Red Hat Enterprise Linux 5.4 and 5.5	\$ 0.265	\$0.320	\$ 0.380	\$ 0.530	\$ 1.100
SUSE Linux Enterprise Server 11.0	\$ 0.215	\$ 0.270	\$0.310	\$ 0.370	\$ 0.800
Windows Server (2003 and 2008 versions)	\$0.205	\$0.220	\$0.270	\$0.550	\$1.250

*Until June 30, 2011, usage in excess of the Reserved Capacity Package limitation will be charged at the above preferred reserved capacity per hour usage charge rates. After June 30, 2011, any such usage in excess of the Reserved Capacity Package limitations will be charged at the unreserved capacity per hour usage charge set forth in section 1.2 below.

1.2 Pricing for unreserved Capacity

Without a reserved capacity package, the per hour usage charges apply for each Instance provisioned with the selected Operating System Image as follows:

Operating System 32-bit Configuration	Copper	Bronze	Silver	Gold
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Red Hat Enterprise Linux 5.4 and 5.5	\$ 0.19	\$ 0.210	\$ 0.310	\$ 0.460
SUSE Linux Enterprise Server 11.0	\$ 0.095	\$ 0.115	\$ 0.265	\$ 0.410
Windows Server (2003 and 2008 versions)	\$0.100	\$0.120	\$0.240	\$0.370

Operating System 64-bit Configuration	Copper	Bronze	Silver	Gold	Platinum
Red Hat Enterprise Linux 5.4 and 5.5	\$ 0.40	\$0.500	\$ 0.610	\$0.940	\$ 1.840
SUSE Linux Enterprise Server 11.0	\$ 0.35	\$ 0.450	\$0.540	\$ 0.780	\$ 1.540
Windows Server (2003 and 2008 versions)	\$0.340	\$0.400	\$0.500	\$0.960	\$1.990

2. Other Compute Resource Charges

2.1 Persistent Storage

For persistent storage for both blocks of persistent storage and for Private Image storage, the following charges apply:

- a. for each persistent storage block ordered a usage charge for each block of storage applies as follows:

Storage Package	Storage Amount	Per hour usage charge
Small	256 GB	\$ 0.03840
Medium	512 GB	\$ 0.07680
Large	2048 GB	\$ 0.30720

- b. for each saved Private Image storage, a usage charge for the number of gigabytes (GBs) used for each Private Image copy (rounded to next whole GB) is as follows:

Charge per GB per hour
\$ 0.00015

and;

- c. for both persistent storage blocks and for saved Private Images a usage charge for the number of storage input and output access requests applies as follows:

Storage Input and Output Access Requests*	
Requests per million or portion thereof	\$0.11

*There will be no charge for storage input and output access requests until June 30, 2011. After June 30, 2011, storage input and output access requests will be charged for at rate in the table in item c.

2.2 Internet Data Transfer

For Internet data transfer, the following usage charges per GB inbound and outbound data transfer apply based upon the monthly aggregated data transfer amount as follows:

Rate Tier for Monthly Terabyte (TB) Usage	Per GB charge*
For transfer amounts up to and including the 10th TB	.15
for transfer amounts from the 10th TB up to and including the 50th TB	.11
for transfer amounts from the 50th TB up to and including the 150th TB	.09
for transfer amounts above the 150th TB	.08

*There will be no charge for Internet data transfer until June 30, 2011. After June 30, 2011, Internet data transfer will be at rate in the table above.

2.3 Reserved IP Address

For each reserved IP address ordered and available for use whether assigned or unassigned to an Instance, the per hour charge applies as follows:

Each Reserved IP address	Charge per hour
For each reserved IP address	\$0.01

3. Image Charges

Image charges depend on the Image use option selected.

3.1 PAYG Images

For pay as you go (PAYG) Image use option, the per hour usage charges for each PAYG Image provisioned within an Instance applies as follows:

Image Description	Copper Per	Bronze Per	Silver Per	Gold Per	Platinum Per
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	Hour Usage Charge	Hour Usage Charge	Hour Usage Charge	Hour Usage Charge	Hour Usage Charge
IBM Lotus Web Content Management Standard Edition 6.1.5 for SUSE Linux Enterprise Server 11.0 (32-bit) (PAYG)	\$1.254	\$1.254	\$2.424	\$5.017	n/a
IBM Lotus Web Content Management 6.1.5 for SUSE Linux Enterprise Server 11.0 (32-bit) (PAYG)	\$5.104	\$5.104	\$10.208	\$20.417	n/a
IBM WebSphere Portal Server & Lotus Web Content Management Standard Edition 6.1.5 for SUSE Linux Enterprise Server 11.0 (32-bit) (PAYG)	\$3.819	\$3.819	\$7.639	\$15.278	n/a
IBM WebSphere Portal Server & Lotus Web Content Management 6.1.5 for SUSE Linux Enterprise Server 11.0 (32-bit) (PAYG)	\$8.019	\$8.019	\$16.039	\$32.078	n/a
IBM Mashup Center V2.0 for SUSE Linux Enterprise Server 11.0 (32-bit) (PAYG)	\$1.703	\$1.703	\$3.405	\$6.810	n/a
IBM WebSphere Application Server Base V7.0.0.9 for SUSE Linux Enterprise Server 11.0 (32-bit) (PAYG)	\$ 0.557	\$ 0.557	\$ 1.114	\$ 2.228	n/a
IBM WebSphere Application Server Base V7.0.0.11 for SUSE Linux Enterprise Server 11.0 (32-bit) (PAYG)	\$ 0.557	\$ 0.557	\$ 1.114	\$ 2.228	n/a
IBM WebSphere sMash V1.1.1 for SUSE Linux Enterprise Server 11.0 (32-bit) (PAYG)	\$ 0.284	\$ 0.284	\$ 0.569	\$ 1.138	n/a
IBM DB2 Express-C 9.7.1 for SUSE Linux Enterprise Server 11.0 (32-bit) (PAYG)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	n/a
IBM Informix Developer Edition V11.5 for Red Hat Enterprise Linux 5.4 (32-bit) (PAYG)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	n/a
IBM Informix Developer Edition V11.7 for SUSE Linux Enterprise Server 11.0 (32-bit) (PAYG)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	n/a
IBM Informix Innovator-C Edition V11.7 - PAYG for SUSE Linux Enterprise Server 11.0 (32-bit) (PAYG)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	n/a
IBM Lotus Forms Turbo 3.5.1 FP 1 for Red Hat Enterprise Linux 5.4 (32-bit) (PAYG)	\$ 0.600	\$ 0.600	\$ 1.200	\$ 2.400	n/a
CohesiveFT VPN-Cubed Datacenter Connect Trial Edition V2.0.0 for Red Hat Enterprise Linux 5.4 (32-bit) (PAYG)	n/a	\$ 0.00	n/a	n/a	n/a
IBM Lotus Domino Enterprise Server V8.5.2 for Red Hat Enterprise Linux 5.4 (32-bit) (PAYG)	\$ 0.122	\$ 0.122	\$ 0.244	\$ 0.488	n/a
IBM Lotus Web Content Management Standard Edition V7.0.0 for SUSE Linux Enterprise Server 11.2 (32-bit) (PAYG)	\$ 1.254	\$ 1.254	\$ 2.424	\$ 5.017	n/a
IBM Lotus Web Content Management 7.0.0 for SUSE Linux Enterprise Server 11.2 (32-bit) (PAYG)	\$ 5.104	\$ 5.104	\$ 10.208	\$ 20.417	n/a
IBM WebSphere Portal Server & Lotus Web Content Management Standard Edition V7.0.0 for SUSE Linux Enterprise Server 11.2 (32-bit) (PAYG)	\$ 3.819	\$ 3.819	\$ 7.639	\$ 15.278	n/a
IBM WebSphere Portal Server & Lotus Web Content Management V7.0.0 for SUSE Linux Enterprise Server 11.2 (32-bit) (PAYG)	\$ 8.019	\$ 8.019	\$ 16.039	\$ 32.078	n/a
Kaavo_IMOD_Trial-V3.0 for SUSE Linux Enterprise Server v11 (64-bit) (PAYG)	n/a	\$ 0.00	n/a	n/a	n/a

Aviarc Global Ltd, Aviarc Trial V3.3.1 for SUSE Linux Enterprise Server v11.0 (32-bit) (PAYG)	n/a	\$ 0.00	n/a	n/a	n/a
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3.2 BYOL, Pre-Release and DUO Images

There is no charge for BYOL, DUO or Pre-Release Image use options. If a Customer uses an IBM Image under an Image use option for which it does not have proper Entitlements or which it is not eligible for, IBM reserves the right to charge Customer the per hour Image charges for PAYG Images for such IBM Image or require Customer to pay amounts equal to the charges for proper Entitlements or for required eligibility.

4. Additional Services Options

4.1 Reserved Capacity

Charges for reserved capacity are set forth in section 1.1 (Preferred Pricing for Reserved Capacity) above.

4.2 VPN Services

For each VPN Services ordered, the following charges apply:

- a. a one time charge to set up and configure the VPN and Private VLAN due upon acceptance of Customer's order applies as follows:

VPN Services One Time Set up Charge	\$1,000.00
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and;

- b. a monthly recurring charge for each VPN Services applies as follows:

VPN Services Monthly Recurring Charge	\$300.00 per month
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4.3 Premium Support Services

For premium support Services, the monthly charge will be the greater of i) the minimum monthly charge of \$75.00; or ii) an amount equal to 5% of all other charges due for Services (excluding charges for any one-time charges and PAYG Images set forth in section 3.1 above) used during the month as invoiced by IBM.

4.4 Advanced Premium Support Services

For advanced premium support Services, the monthly charge will be the greater of i) the minimum monthly charge of \$1000.00; or ii) an amount equal to 10% of all other charges due for Services (excluding charges for any one-time charges and PAYG Images set forth in section 3.1 above) used during the month as invoiced by IBM.

4.5 Operating System Support

For optional operating system support an additional per hour usage charge will be added to the applicable per hour usage charges set forth in section 1 above for each Instance provisioned with the selected Operating System Image as follows:

Operating System 32-bit Configuration	Copper	Bronze	Silver	Gold
Red Hat Enterprise Linux 5.4	\$ 0.10	\$ 0.10	\$ 0.10	\$ 0.10
SUSE Linux Enterprise Server 11.0	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.08
Windows Server (2003 and 2008 versions)	\$0.10	\$0.10	\$0.10	\$0.10

Operating System 64-bit Configuration	Copper	Bronze	Silver	Gold	Platinum
Red Hat Enterprise Linux 5.4	\$ 0.10	\$ 0.10	\$ 0.10	\$ 0.15	\$ 0.15
SUSE Linux Enterprise Server 11.0	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.08	\$ 0.08
Windows Server (2003 and 2008 versions)	\$0.10	\$0.10	\$0.10	\$0.15	\$0.15

The optional operating system support charges will be included in any calculation of the premium support or advanced premium Services as set forth in 4.3 or 4.4 above.

4.6 Enterprise On-boarding Services

For each on-boarding Services package a one time charge applies as follows:

One Time Charge per package	\$3,000.00
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5. Additional Terms

DURING ANY PERIOD A SERVICES OPTION UNDER THIS SCHEDULE IS PROVIDED AT NO CHARGE, SUCH SERVICES OPTION IS PROVIDED WITHOUT WARRANTIES OF ANY KIND, INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, AND SHALL NOT BE SUBJECT TO ANY SERVICE LEVEL AGREEMENT.