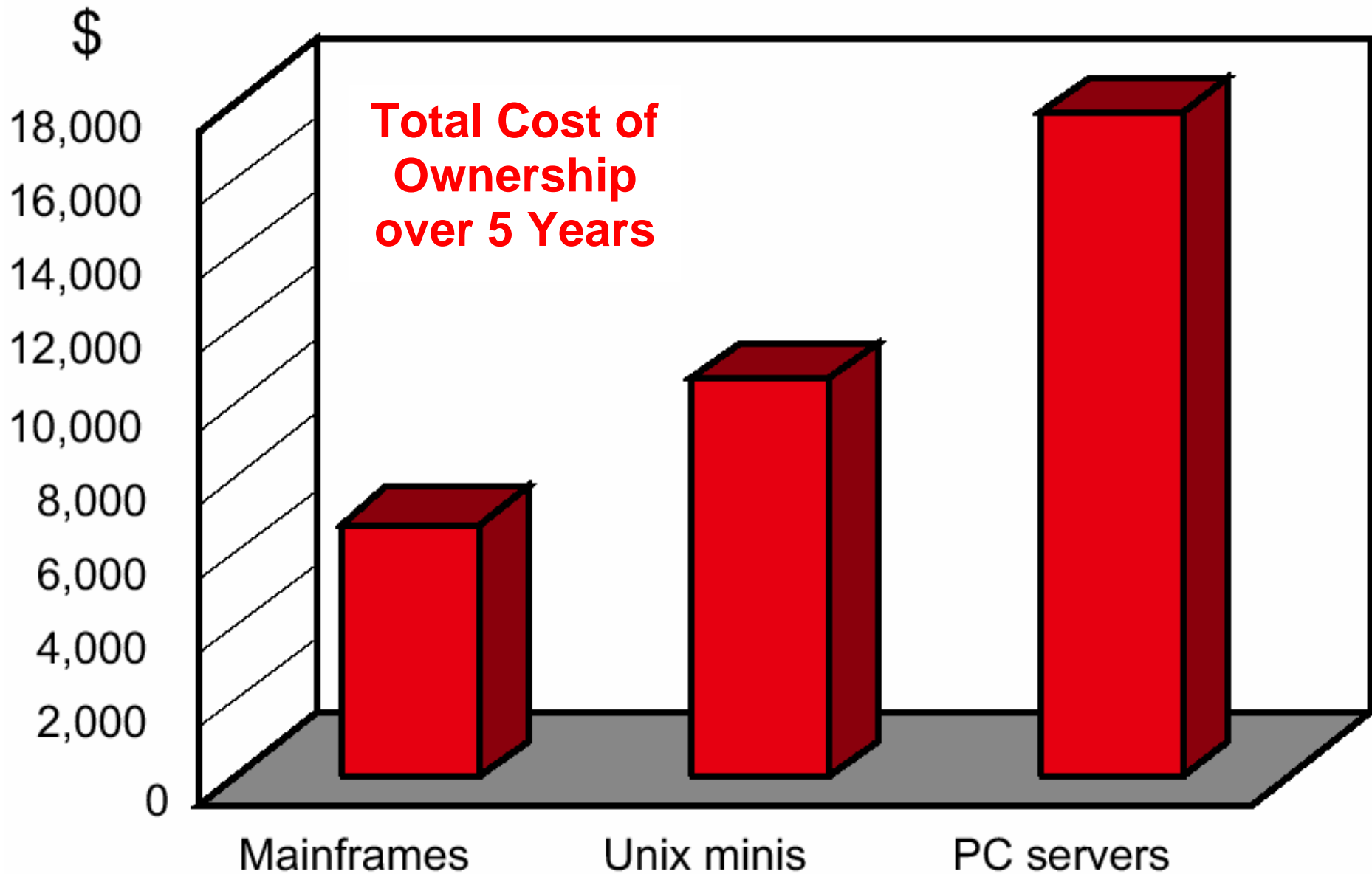


Und die 'Wirtschaftlichkeit'? Zahlreiche Untersuchungen zeigten immer wieder, dass der moderne Mainframe die bei weitem niedrigste Total Cost of Ownership (TCO) aller Server-- Plattformen hat. So liegt laut den Analysten von At Kearney (2001) die TCO bei zentraler Mainframe-Architektur lediglich zwischen 3100 und 5100 Dollar, während sie sich bei zentraler Unix-Server-Architektur zwischen 5300 und 6700 Dollar und bei dezentraler Unix-Server-Architektur sogar zwischen 7000 und 9000 Dolia bewegt.

COMPUTERWOCHE 15/2002



<http://www-03.ibm.com/servers/eserver/zseries/library/literature/papers.html> ;

“Since we published our last high-level perspective of the ratio between MIPS and head count in 2001, the largest z/OS installations have more than doubled their ‘MIPS to head count’ ratio.” *L. Mieritz, M. Willis-Fleming – Gartner, 2004*

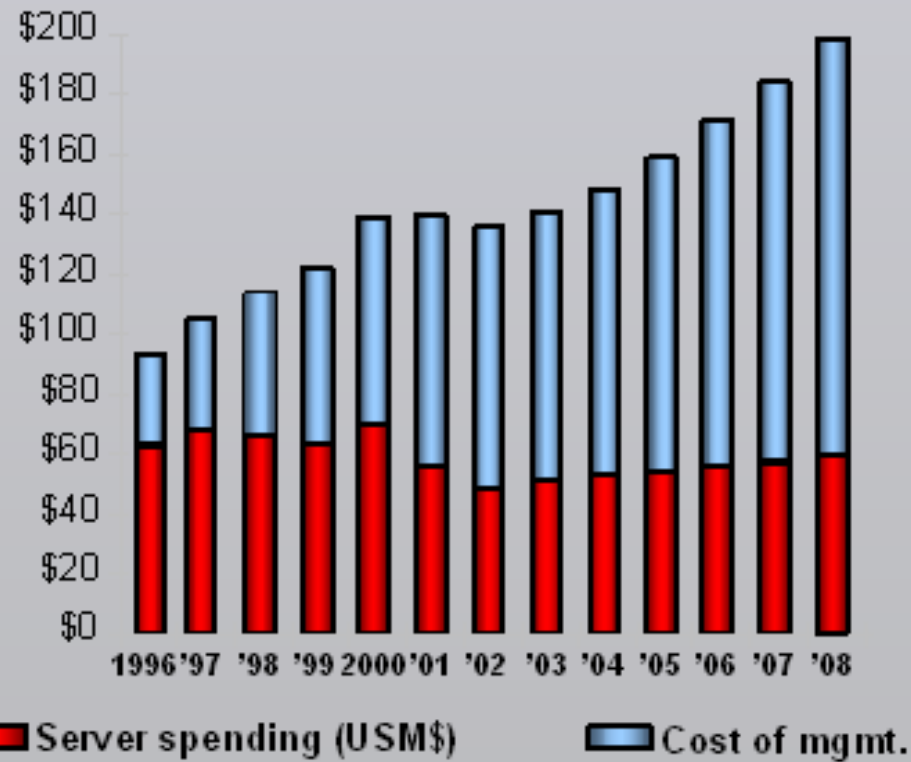
Predicted average cost per end user in 2010:

- **Mainframes \$6,250**
- **Unix Minis \$19,000**
- **PC Servers \$24,000**

5yr costs for hardware, software and maintenace

Arcati Research 2005 – The Dinosaur Myth 2004 Update

Cost of People vs. Spending on New Systems



Source: IDC

Die Kosten für Mitarbeiter, die den laufenden Betrieb der IT Infrastruktur aufrecht erhalten, sind sehr viel höher als die Kosten für die Hardware und Software.

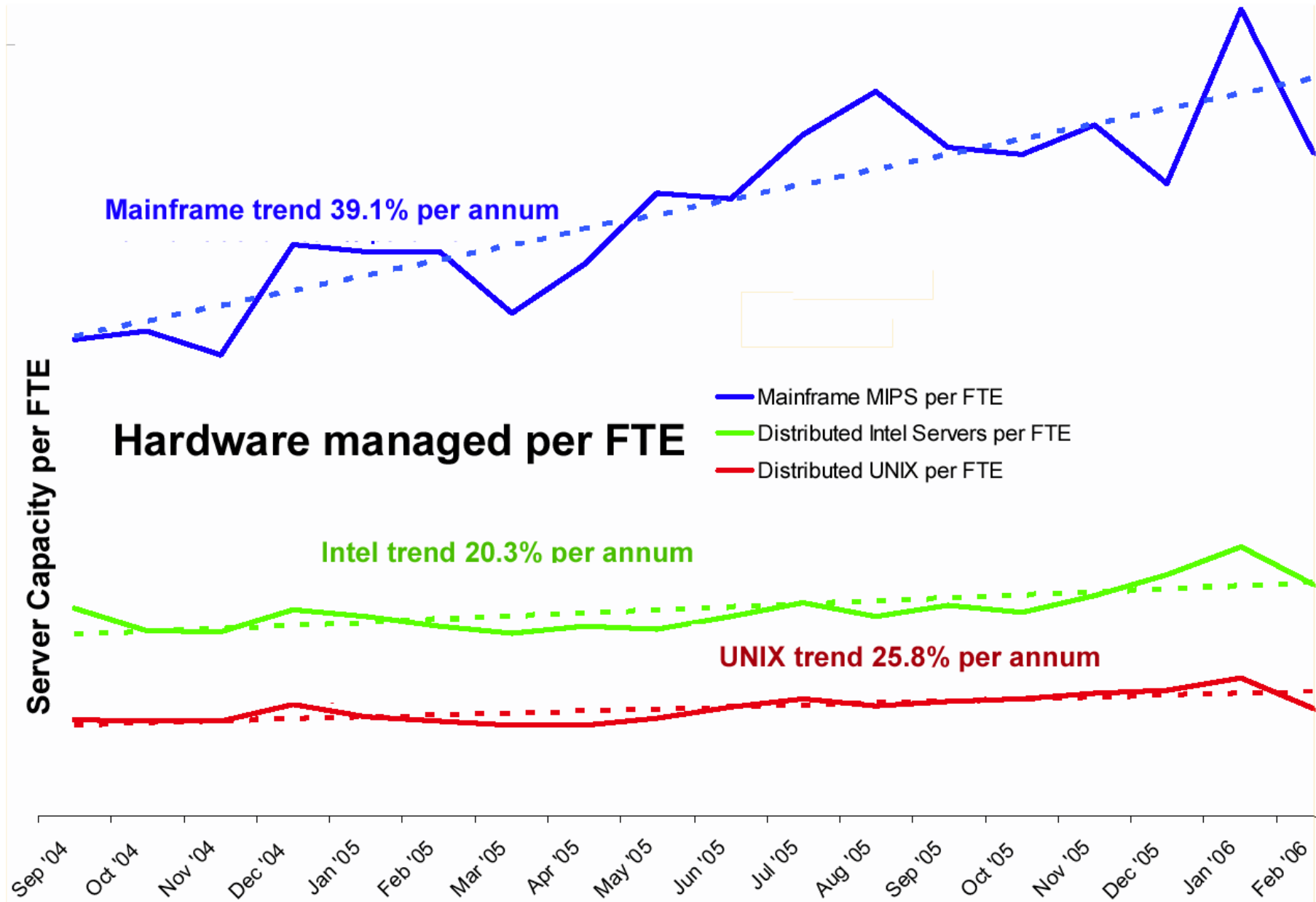
New HW / SW spending



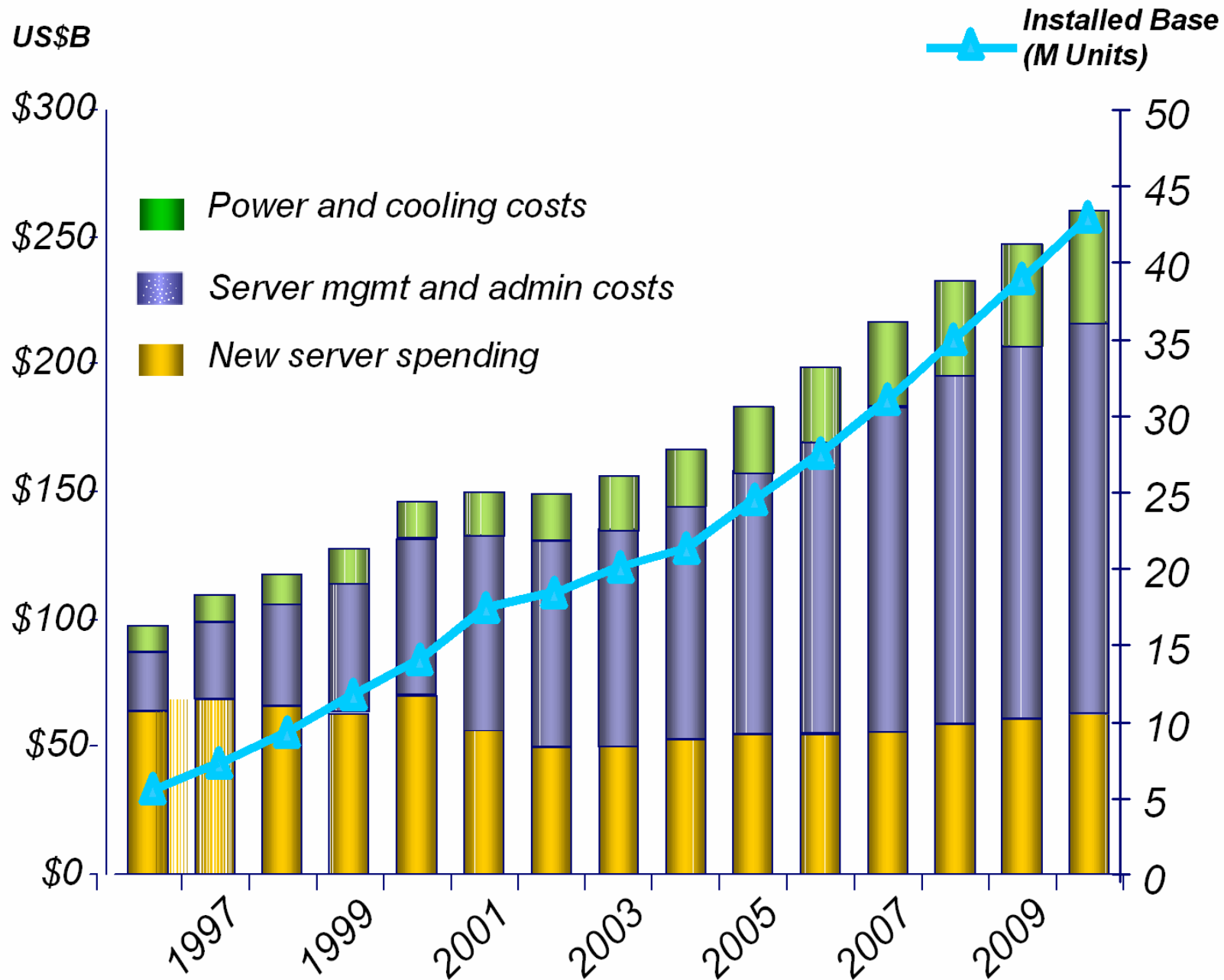
**Cost of
management &
administration**

Source: Tony Picardi, IDC

Economist.com: Make it simple. October 28th, 2004 From The Economist print edition



Full-Time Equivalent (FTE) is the percentage of time a staff member works represented as a decimal. A full-time person is 1.00, a half-time person is .50 and a quarter-time person is .25.

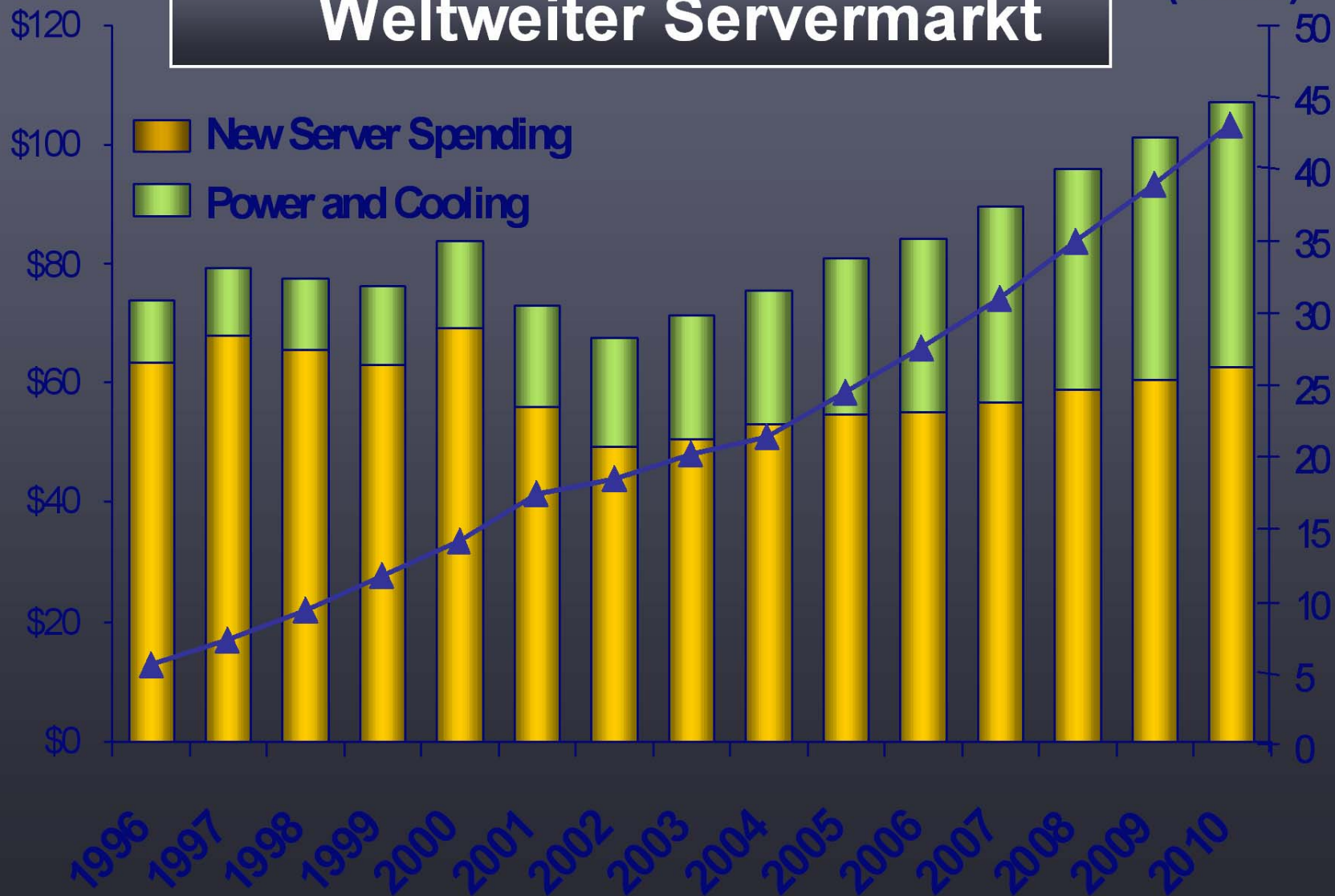


Server processing consumption doubles every 3 years (Source: IDC, 2008)

Spending
(US\$B)

Weltweiter Servermarkt

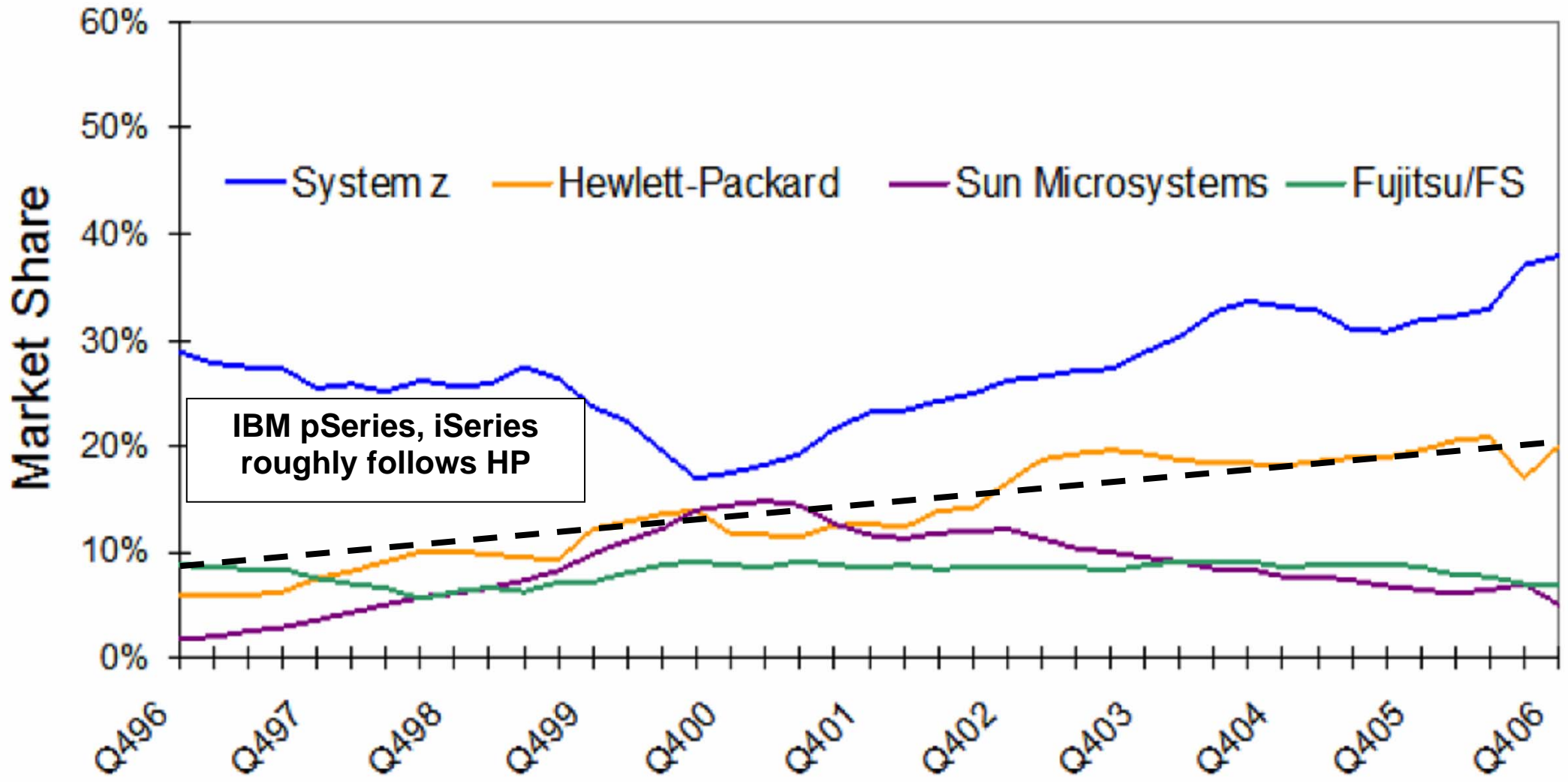
▲ Installed Base
(M Units)



Research and Development

IBM spends \$1.2 billion a year investing in the System z stack--including hardware, software, and services.

About 65 percent of the revenue that comes from the mainframe base comes from software, and not surprisingly, about 65 percent of that \$1.2 billion in annual investment in research and development for the mainframe line goes into software



Market Share
Servers with a list price exceeding \$ 250 000

