IBM MAINTENANCE:
PREPARING FOR THE IBM POWER7 EOSL DATE

CentricsIT
WE SEE IT DIFFERENTLY

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When your OEM announces EOL (and then, later, EOSL) on your critical equipment, you're forced to make an immediate decision. Whether you decide to upgrade your units, continue OEM support at an inflated cost, or switch to a third-party maintenance provider, the decision shouldn't come lightly. You need the time and forewarning to research your next steps before the OEM announcement propels you into a high-cost support contract or hardware purchase.

Don't wait for the EOL status light to push you to the next step, whether it be migrating your workloads to the next iteration (before you're ready), or upgrading your units altogether.
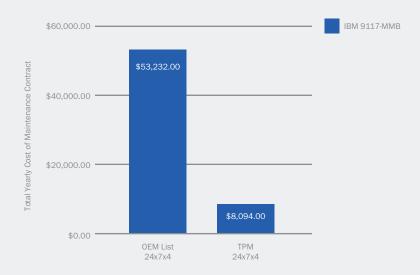
YOUR POWER7 IS HEADED FOR EOSL

Released in 2010, POWER7 has been on the market long enough for its hardware prices to decrease significantly—a natural trend in the market that we have seen and leveraged to our clients' advantage over the years. IBM won't broadcast when your POWER7s begin to decrease in price on the secondary markets. What IBM will do is continue to charge you the maintenance premiums that kicked in when the initial purchase warranty ran out.

EOSL SHOULDN'T CAUSE PANIC

Losing too much OPEX on your POWER7 maintenance support?

Contact a Solutions Architect at CentricsIT to continue support on your IBM legacy equipment and save 40-90%.

Chart:
- IBM 9117-MMB
- OEM List 24x7x4: $53,232.00
- TPM 24x7x4: $8,094.00
- Total Yearly Cost of Maintenance Contract (y-axis: $0.00, $20,000.00, $40,000.00, $60,000.00)

CENTRICSIT IS THE POWER7 SOLUTION

CentricsIT provides third-party maintenance and hardware services for all major OEM technology, including the IBM POWER series. Our extensive network of strategic partners and market specialists enable us to get the best deals on new and refurbished hardware and parts around the globe, we provide the most comprehensive and economically priced third-party maintenance (TPM) solutions available. We are able to offer these prices because we don't harbor our savings—when we save in the secondary markets, so do our clients. It's as simple as that.

So, while the price of maintaining IBM's hardware trends downward over time, its current maintenance support rate is over $53K per year. Meanwhile, because of our presence in the secondary markets and our desire to keep costs as low as possible for our clients, we are able to support these POWER7s, 24x7x4, for lower than $8.1K per year.