End of Sale Announcement
HP IMC Software (Current LTUs Based on Product Structure Change)

Internal Announcement Date: June 3, 2013

Planned Public Announcement Date: August 7, 2013

Planned End of Sale Date: September 30, 2013

HP IMC Software (Current LTUs Based on Product Structure Change)

The HP IMC Software product structure is being changed to simplify ordering of the IMC products as well as to reduce the number of SKUs associated with IMC. The majority of the current IMC SKUs will be placed into End of Sale status and a new set of replacement SKUs will be made available. There is **NO** change to product functionality, only a change to the product structure. A full replacement set of IMC SKUs will be available on September 30, 2013.

For additional information please read FAQs below

Planned End of Sale (EoS) Products	
Product #	Product Description
IMC Platform	
JF378AAE	HP A-IMC Enterprise S/W Platform w/200 Node
JF377AAE	HP A-IMC Standard S/W Platform w/100 Node
JF379AAE	HP IMC Std & Ent add 100 Node E-LTU
JF380AAE	HP IMC Std & Ent add 500 Node E-LTU
JF381AAE	HP IMC Std & Ent add 1000 Node E-LTU
JF382AAE	HP IMC Std & Ent add 5000 Node E-LTU
JF383AAE	HP IMC Std & Ent Unlmtd Node E-LTU
JG549AAE	HP PCM+ to IMC Std Upgr w/200-node E-LTU
JG551AAE	HP PMM to IMC WSM Upgr w/250 AP E-LTU
NTA	
JF384AAE	HP IMC Network Traffic Analyzer Software Module with 10-node E-LTU License
JF385AAE	HP IMC NTA add 10 Node E-LTU
JF386AAE	HP IMC NTA add 20 Node E-LTU
JF387AAE	HP IMC NTA add 50 Node E-LTU
UAM	
JF388AAE	HP IMC User Authentication Management Software Module with 200-user E-LTU
JF389AAE	HP IMC UAM add 200 User E-LTU
JF390AAE	HP IMC UAM add 500 User E-LTU
JF400AAE	HP IMC UAM add 1000 User E-LTU
JF401AAE	HP IMC UAM add 5000 User E-LTU
EAD	
JF391AAE	HP IMC Endpoint Admission Defense Software Module with 200-user E-LTU
JF392AAE	HP IMC EAD add 200 User E-LTU
JF393AAE	HP IMC EAD add 500 User E-LTU
JF394AAE	HP IMC EAD add 1000 User E-LTU
JF395AAE	HP IMC EAD add 5000 User E-LTU
UBA	
JF421AAE	HP IMC User Behavior Auditor Software Module with 200-user E-LTU
JF422AAE	HP IMC UBA 1000 User E-LTU
JF423AAE	HP IMC UBA 2000 User E-LTU
JF424AAE	HP IMC UBA 5000 User E-LTU
JF425AAE	HP IMC UBA 10000 User E-LTU
WSM	
JF416AAE	HP IMC WSM 100 Access Point E-LTU
JF417AAE	HP IMC WSM 200 Access Point E-LTU
JF418AAE	HP IMC WSM 500 Access Point E-LTU
JF419AAE	HP IMC WSM 1000 Access Point E-LTU

Planned End of Sale (EoS) Products	
Product #	Product Description
WSM Continued	
JG271AAE	HP IMC Real Time Location System/Wireless Service Mgmt additional 50-node E-LTU
JG273AAE	HP IMC Real Time Location System/Wireless Service Mgmt additional 500-node E-LTU
VSM	
JF402AAE	HP IMC Voice Services Manager Software Module with 100-phone
JF396AAE	HP IMC VSM add 100 Phone E-LTU
JF397AAE	HP IMC VSM add 500 Phone E-LTU
JF398AAE	HP IMC VSM add 1000 Phone E-LTU
JF399AAE	HP IMC VSM add 5000 Phone E-LTU
TAM	
JG483AAE	HP IMC TAM S/W Module w/100-node E-LTU
JG484AAE	HP IMC TAM add 100-node E-LTU
JG485AAE	HP IMC TAM add 500-node E-LTU
JG486AAE	HP IMC TAM add 1000-node E-LTU
JG487AAE	HP IMC TAM add 5000-node E-LTU
JG488AAE	HP IMC TAM add Unlimited-node E-LTU
APM	
JG490AAE	HP IMC APM add 50-monitor E-LTU
JG491AAE	HP IMC APM add 100-monitor E-LTU
JG492AAE	HP IMC APM add 500-monitor E-LTU
JG493AAE	HP IMC APM add 1000-monitor E-LTU
BIMS	
JG269AAE	HP IMC Branch Intelligent Management System additional 1000-node E-LTU
MVM	
JF406AAE	HP IMC MPLS VPN Manager additional 100-node E-LTU
JF407AAE	HP IMC MPLS VPN Manager additional 500-node E-LTU
JF411AAE	HP IMC MPLS VPN Manager additional 1000-node E-LTU
JF412AAE	HP IMC MPLS VPN Mgr 3000 Node E-LTU
JF413AAE	HP IMC MPLS VPN Mgr Unltd Node E-LTU
IVM	
JG147AAE	HP IMC IPSec VPN Manager additional 50-node E-LTU
JG148AAE	HP IMC IPSec VPN Manager additional 100-node E-LTU
JG149AAE	HP IMC IPSec VPN Manager additional 200-node E-LTU
JG150AAE	HP IMC IPSec VPN Manager additional 500-node E-LTU
JG151AAE	HP IMC IPSec VPN Manager additional 1000-node E-LTU
Smart Connect	
JG659AAE	HP IMC Smart Connect Virtual Appliance Edition E-LTU
JG660AAE	HP IMC Smart Connect w / WLAN Manager Virtual Appliance Edition E-LTU

About the replacement:

❖ Replacement SKUs will be available September 30, 2013.
❖ All IMC SKUs will now consist of:

- *A Base LTU which will include the smallest nodes or users pack available (Example – IMC Standard Platform Base LTU will include one 50 node pack)*
- *A single SKU for nodes or users in packs of 50 (Example – IMC Std or Ent 50 Node Pack LTU)*
- *The 50 node / user packs will receive a price discount at specified intervals based on number of packs purchased in a single transaction*
- *Not all IMC SKUs are sold based on Nodes / Users. Those LTUs sold as as a single SKU will remain as they are (Examples – Remote Site Manager, Service Health Manager, Virtual Application Networks Connection manager, Intelligent Analysis Reporter, QoS Manager, Service Operations Manager)*
- *Some IMC SKUs have been reused in the new product structure (Example: HP IMC Wireless Service Manager Software Module with 50-Access Point E-LTU (JF414AAE) and HP IMC Wireless Service Manager 50-Access Point E-LTU (JF415AAE) and HP IMC Application Performance Manager Software Module with 25-monitor E-LTU (JG489AAE) SKUs for IPSec VPN Manager, MPLS VPN Manager and Branch Intelligent Management System have also been reused*

Replacement Products	
Product #	Product Description
IMC Platform	
JG747AAE	HP IMC Standard Software Platform with 50-node E-LTU
JG748AAE	HP IMC Enterprise Software Platform with 50-node E-LTU
JG749AAE	HP IMC Standard and Enterprise Additional 50-node E-LTU
JG768AAE	HP PCM+ to IMC Std Upgr w/200-node E-LTU
JG769AAE	HP PMM to IMC WSM Upgr w/250 AP E-LTU
NTA	
JG750AAE	HP IMC Network Traffic Analyzer Software Module with 5-node E-LTU
JG751AAE	HP IMC Network Traffic Analyzer Software Module Additional 5-node E-LTU
UAM	
JG752AAE	HP IMC User Authentication Manager Software Module with 50-user E-LTU
JG753AAE	HP IMC User Authentication Manager Software Module Additional 50-user E-LTU
EAD	
JG754AAE	HP IMC Endpoint Admission Defense Software Module with 50-user E-LTU
JG755AAE	HP IMC Endpoint Admission Defense Software Module Additional 50-user E-LTU

Replacement Products	
Product #	Product Description
UBA	
JG760AAE	HP IMC User Behavior Auditor Software Module with 50-user E-LTU
JG761AAE	HP IMC User Behavior Auditor Software Module Additional 50-user E-LTU
WSM	
JG758AAE	HP IMC Wireless Service Manager / Real-Time Location Services with 50-node E-LTU
JG759AAE	HP IMC Wireless Service Manager / Real-Time Location Services Additional 50-node E-LTU
TAM	
JG764AAE	HP IMC TACACS+ Authentication Manager Software Module with 50-node E-LTU
JG765AAE	HP IMC TACACS+ Authentication Manager Software Module Additional 50-node E-LTU
APM	
JG763AAE	HP IMC Application Performance Manager Software Module Additional 25-monitor E-LTU
BIMS	
JG762AAE	HP IMC Branch Intelligent Management System Software Module Add 50-node E-LTU
Smart Connect	
JG766AAE	HP IMC Smart Connect Virtual Appliance Edition E-LTU
JG767AAE	HP IMC Smart Connect with Wireless Service Manager Virtual Appliance Software E-LTU

Notes on Replacement SKUs:

- New product structure model will allow install base customers to continue addition of nodes and / modules to existing installations
- Product SKUs and licensing model will change, but product functionality and architecture does not
- There are **NO replacement SKUs for Voice Services Manager (VSM)**. VSM will be discontinued but support for VCX IPT will be made available in a future module release until full obsolescence of the HW is complete.

Warranty Information

For warranty and support information, please refer to the below link:
www.hp.com/networking/warranty

Frequently Asked Questions

What's changing with the HP Intelligent Management Center (IMC)?

The new IMC version 7.0, slated for release on September 30, 2013, will be easier to purchase. This brings two key changes:

- Reduction in the number of SKUs
- Shift from user-based licensing to concurrent licensing

To help you better understand this, here's some background information:

IMC utilizes three different models for licensing—node-based, user-based, and perpetual. The licensing model used for a particular module depends on the module's capabilities.

- Node-based: Entitles device or node to be managed by IMC
- User-based: Entitles named user/device to be managed by IMC
- Perpetual: One-time license fee for module entitlement

License model	Current product structure	New product and/or license structure
Node-based	Defined node count packages of different sizes with volume discounts	Single package with a node count of 50 licenses—except for the Network Traffic Analyzer (NTA), which will be sold in packs
User-based	License for each named user	Single package with a node count of 50 licenses and concurrent licensing
Perpetual	License package for a flat fee	No change

How will node-based licensing change?

- The customer will order the base IMC platform—either a Standard or Enterprise version—which equals 50 nodes, and then purchase additional IMC 50-pack nodes to meet the required number of managed nodes.

To help you better understand the new product structure and licensing, here's a comparison of the current IMC structure and the new structure for an organization that wants to manage 750 devices with IMC:

Current product structure	New product structure
• 1 X JF377AAE HP IMC Standard with100 nodes	• 1X JG747AAE HP IMC Standard with 50 nodes
• 2 X JF379AAE HP IMC Std. & Ent. with 100 nodes	• 14 X JG749AAE HP IMC Std. & Ent. with 50 nodes
• 1 X JF380AAE HP IMC Std. & Ent. with 500 nodes	
What is ordered?	**What is ordered?**
3 different SKUs = 800 nodes—to manage 750 devices	2 different SKUs = 750 nodes—to manage 750 devices

How will user-based licensing change?

- As the model is moving to concurrent licensing, customers will only have to purchase the number of licenses that match the number of users who will be using the corporate network, not including VPN, at any given time. This means that instead of purchasing a license for each named user, you can now purchase a pool of licenses for all users to share. This change makes the new user-based licensing model cost-effective, flexible for guest access, and better suited for BYOD.
- The recommended ratio for concurrent users compared to the entire user base depends on an organization's usage pattern. In the case of educational institutions, typically one-fourth to one-third of users requires access to the network at any given time. But for most corporations, usage patterns are consistent with the majority of the population, who access the network from 8 a.m. to 5 p.m. These corporations may require a higher concurrent ratio, which may be closer to half to two-thirds.

To help you better understand concurrent licensing, here's a comparison of the existing IMC structure and the new structure for an organization with 100 users.

	Old	New
Number of user-based licenses	100	50–67

- With the existing structure, each member of the organization would require a license to access the network. However, not all 100 licenses are used at the same time, because employees access the network at different times. With a shared pool of licenses, concurrent licensing enables the organization to serve the same 100-person population with just 50–67 licenses.
- Customers who have purchased licenses prior to the change will be entitled to the number of licenses they have already purchased. Customers who have purchased user-based licenses will be at an advantage, because the number of licenses that they have purchased prior to the change will be converted to concurrent licenses. For example, customers who purchased a 200 user-based license prior to September 30, 2013 will have 200 concurrent licenses once they upgrade to IMC 7.0.

How is a user-based license consumed in a concurrent licensing model?

- Consider this example: A User Authentication Manager (UAM) license is consumed for the duration a UAM user is connected to the network. When that user disconnects, the license returns to the shared pool for another user to access.

I already have 100 licenses with IMC version 5.2; and I'd like to purchase an additional 100 licenses. In order to add that to my initial installation, do I have to upgrade to IMC 7.0?

- Yes. All platform and module licenses must be in the same version. In order to purchase an additional 100 licenses of version 7.0, all licenses must upgrade to IMC 7.0.

I currently have UAM, User Behavior Analyzer (UBA), and/or Endpoint Admission Defense (EAD) licenses. How do I upgrade to concurrent licensing?

- Customers planning to expand their managed environments through purchase of additional licenses will be automatically upgraded to concurrent licensing. Customers not planning to purchase additional licenses will be able to upgrade to concurrent licensing by making a conversion request with the HP Support Team. Customers with existing UAM, UBA, and/or EAD licenses will be notified on the upgrade process to convert their licenses.

Will my user-based licenses automatically be converted to concurrent licenses when I upgrade my platform to IMC 7.0?

- No. Customers will be able to upgrade to concurrent licensing by making a conversion request with the HP Support Team. Those with existing user-based licenses (UAM, UBA, and EAD) will receive a notification on the upgrade process to convert their licenses.

Do I have to upgrade to IMC 7.0 if I have an IMC Basic WLAN?

- If you want to add additional access points (APs), you need to update to the IMC Basic WLAN 7.0 version.

What if I don't want to upgrade to IMC 7.0?

- There is no requirement to update to IMC 7.0 unless you decide to expand your managed environment or upgrade the IMC functionality—although we highly recommend that you do so.

Will the existing NTA 5 Mb/s throughput-volume restriction apply to the IMC 7.0? A: No. All traffic limitations will be removed for the 7.0 version of the NTA.

- No. All traffic limitations will be removed for the 7.0 version of the NTA.

What will happen to the Care Packs for IMC?

- Existing IMC Care Packs will remain valid for the periods they were purchased for. New Care Packs will be offered for the new product structure.

Will the unlimited node license still be sold?

- Unlimited licenses will no longer be sold. Customers will have to purchase the number of additional nodes required to meet their network needs. However, current customers who have previously purchased unlimited licenses and choose to upgrade to IMC 7.0 will be able to keep their unlimited licenses.

What does this change mean for existing customers?

- The change for existing customers is minimal. The new structure will allow greater flexibility around licensing; multiple license packs can be combined and installed on a single server or they can be split across multiple IMC servers.