Red Hat Certified Cloud and Service Provider Program

Price Changes and SKU Retirements for March 1st, 2019

December 2018

Contents

1. Overview

This document is meant to notify Red Hat Certified Cloud and Service Provider program partners of some important pricing changes and SKU retirements that are planned for implementation on March 1st, 2019.

Those changes include:

- **Price increases** for several Red Hat OpenStack Platform and Red Hat Cloud Infrastructure SKUs
- **Price decreases** for a few Red Hat OpenShift Container Platform SKUs
- **Retirement of SKUs** across multiple product lines

More details on all of these changes can be found in the related sections below.

If you have any questions about these price changes or retirements, please contact your partner account manager.

Sincerely,

The Red Hat CCSP team

All SKU prices listed below are in US Dollar.

2. CCSP SKU Price Increases

The price increases planned for March 1, 2019 are focused on changes related to recent product re-alignment and portfolio simplification across our traditional virtualization and private cloud platforms.

The table below contains price increase details for each Red Hat OpenStack Platform and Red Hat Cloud Infrastructure SKU.

SKU	Description	Old Price	New Price
MCT2963	Red Hat OpenStack Platform, Diagnostic Support (Dedicated, Yearly, Bill Only)	$2,804	$3,464
MCT2963F3	Red Hat OpenStack Platform, Diagnostic Support (Dedicated, 3 Years, Bill Only)	$7,993	$9,872
MCT2964	Red Hat OpenStack Platform, Diagnostic Support (Dedicated, Monthly, Bill Only)	$254	$315
MCT2965	Red Hat OpenStack Platform, (Without Guest OS), Diagnostic Support (Dedicated, Yearly, Bill Only)	$1,540	$1,704
MCT2965F3	Red Hat OpenStack Platform, (Without Guest OS), Diagnostic Support (Dedicated, 3 Years, Bill Only)	$4,388	$4,856
MCT2966	Red Hat OpenStack Platform, (Without Guest OS), Diagnostic Support (Dedicated, Monthly)	$140	$155
MCT2967	Red Hat OpenStack Platform, (Without Guest OS), Diagnostic Support (Multi-Tenant, Monthly)	$70	$93
MCT3577	Red Hat OpenStack Platform (without Guest OS), Diagnostic Support (Multi-Tenant, Yearly)	$770	$852
MCT3259	Red Hat Cloud Infrastructure (Without Guest OS), Diagnostic Support (Multi-Tenant, Monthly, Bill Only)	$108	$130
MCT3258	Red Hat Cloud Infrastructure (Without Guest OS), Diagnostic Support (Dedicated, Yearly, Bill Only)	$990	$2,375
MCT3257	Red Hat Cloud Infrastructure, Diagnostic Support (Dedicated, Monthly, Bill Only)	$150	$376
MCT3256	Red Hat Cloud Infrastructure, Diagnostic Support (Dedicated, Yearly, Bill Only)	$1,650	$4,135
MCT3254	Red Hat Cloud Infrastructure (Without Guest OS), Diagnostic Support (Dedicated, Monthly, Bill Only)	$90	$216

Table 1. Price Increase Details

3. CCSP SKU Price Decreases

The price decreases planned for March 1, 2019 are focused on improving cost consistency across all of the available Red Hat OpenShift Container Platform SKUs.

The table below contains price decrease details for each Red Hat OpenShift Container Platform SKU.

SKU	Description	Old Price	New Price
MCT3016	Red Hat OpenShift Container Platform, Diagnostic Support (2 Cores, Monthly)	$284	$233
MW00226MO	Red Hat OpenShift Container Platform, Full Support (2 Cores, Monthly)	$303	$280

Table 2. Price Decrease Details

4. CCSP SKU Retirements

The following tables include details of the SKUs planned for retirement from the Red Hat Certified Cloud and Service Provider program on March 1, 2019. Available replacement SKU options are included **except for the Red Hat JBoss Data Virtualization** SKUs. Replacement plans for Red Hat JBoss Data Virtualization are still uncertain at this time.

> ### Important
>
> CCSP SKU retirement policy provides a 1 year "grandfathering" period, which begins on the SKU removal date (March 1). During the grandfathering period, all affected CCSP partners should plan for the removal, (and replacement if desired) of the retired SKUs from their price books. Planning should include a review of their impacted customers along with strategy for migrating those customers from the retired product(s) to one of the available replacement options.
>
> CCSP partners can continue to bill and report consumption of the retired SKUs *for existing customers only*, and are not allowed to let any new customers consume the retired SKUs once the grandfathering period has begun. At the end of the 1 year grandfathering period, the retired SKUs will be completely removed from Red Hat's billing system and further reporting of the retired product SKUs from CCSP partners will be rejected, which could result in compliance and billing issues for the CCSP partner.

4.1. Red Hat JBoss Data Virtualization SKUs

The following Red Hat JBoss Data Virtualization SKUs will be retired and there are currently no available replacement options.

Retired SKU	Description	Replacement SKUs
MCT3143F3	Red Hat JBoss Data Virtualization, Full Support (64 Cores, 3 Years)	N/A
MCT3143	Red Hat JBoss Data Virtualization, Full Support (64 Cores, Yearly)	N/A
MCT3142F3	Red Hat JBoss Data Virtualization, Full Support (16 Cores, 3 Years)	N/A
MCT3086	Red Hat JBoss Data Virtualization, Full Support (4 Cores, Yearly)	N/A
MW00257MO	Red Hat JBoss Data Virtualization, Extended Life Cycle Support Add-On, Layered Support (4 Cores, Monthly)	N/A
MW00257	Red Hat JBoss Data Virtualization, Extended Life Cycle Support Add-On, Layered Support (4 Cores, Yearly)	N/A
MW00258	Red Hat JBoss Data Virtualization, Extended Life Cycle Support Add-On, Layered Support (64 Cores, Yearly)	N/A

Table 3. Red Hat JBoss Data Virtualization SKU Retirement Details

4.2. Red Hat OpenShift Container Platform SKUs

The following 2 Socket Red Hat OpenShift Container Platform SKUs are being retired in order to better align with the core-based pricing model.

All available replacement SKUs along with the replacement price are listed below.

Retired SKU	Description	Price	New SKU	Description	Price	Stack?
MW00227	Red Hat OpenShift Container Platform, Full Support (2 Sockets, Yearly)	$10,500	MW00226	Red Hat OpenShift Container Platform, Full Support (2 Cores, Yearly)	$2,800	TBD
MW00227F3	Red Hat OpenShift Container Platform, Full Support (2 Sockets, 3 Years)	$29,925	MW00226F3	Red Hat OpenShift Container Platform, Full Support (2 Cores, 3 Years)	$7,980	TBD
MW00268	Red Hat OpenShift Container Platform, Extended Life Cycle Support Add-On, Layered Support (2 Sockets, Yearly)	$10,500	MW00267	Red Hat OpenShift Container Platform, Extended Life Cycle Support Add-On, Layered Support (2 Cores, Yearly)	$2,800	TBD
MW00268MO	Red Hat OpenShift Container Platform, Extended Life Cycle Support Add-On, Layered Support (2 Sockets, Monthly)	$1,138	MW00267MO	Red Hat OpenShift Container Platform, Extended Life Cycle Support Add-On, Layered Support (2 Cores, Monthly)	$303	TBD
MCT3010	Red Hat OpenShift Container Platform, Diagnostic Support (2 Sockets, Monthly)	$1,050	MCT3016	Red Hat OpenShift Container Platform, Diagnostic Support (2 Cores, Monthly)	$284	TBD

Table 4. Red Hat OpenShift Container Platform SKU Retirement Details

4.3. RHEL for SAP HANA SKUs

The following RHEL for SAP HANA SKUs are being retired in favor of the newer RHEL for SAP with High Availability and Update Services offering that includes:

- RHEL for SAP HANA
- RHEL for SAP Applications
- RHEL High Availability Add-On
- 4 year extended update support

All available replacement SKUs along with the replacement price are listed below.

Retired SKU	Description	Price	New SKU	Description	Price	Stack?
RH00489	Red Hat Enterprise Linux for SAP HANA for Virtual Datacenters for Service Providers, Diagnostic Support (Physical or Virtual Nodes, Dedicated, Yearly)	$715	RH01896	Red Hat Enterprise Linux for SAP with High Availability and Update Services, Diagnostic Support (Physical or Virtual Nodes, Dedicated, Yearly)	$1,182	N/A
RH00490	Red Hat Enterprise Linux for SAP HANA for Virtual Datacenters for Service Providers, Diagnostic Support (Dedicated, Yearly)	$2,200	RH01897	Red Hat Enterprise Linux for Virtual Datacenters for SAP with High Availability and Update Services, Diagnostic Support (Dedicated, Yearly)	$3,739	N/A
RH00491	Red Hat Enterprise Linux for SAP HANA for Service Providers, Diagnostic Support (Physical or Virtual Nodes, Dedicated, Monthly)	$65	RH01896MO	Red Hat Enterprise Linux for SAP with High Availability and Update Services, Diagnostic Support (Physical or Virtual Nodes, Dedicated, Monthly)	$107	N/A
RH00492	Red Hat Enterprise Linux for SAP HANA for Virtual Datacenters for Service Providers, Diagnostic Support (Dedicated, Monthly)	$200	RH01897MO	Red Hat Enterprise Linux for Virtual Datacenters for SAP with High Availability and Update Services, Diagnostic Support (Dedicated, Monthly)	$340	N/A

Retired SKU	Description	Price	New SKU	Description	Price	Stack?
RH00620HR	Red Hat Enterprise Linux for SAP HANA, Diagnostic Support (Large Virtual Guest, Multi-Tenant, Hourly)	$0.11	RH00808HR	Red Hat Enterprise Linux for SAP with High Availability and Update Services, Diagnostic Support (Large Virtual Guest, Multi-Tenant, Hourly)	$0.18	N/A
RH00620MO	Red Hat Enterprise Linux for SAP HANA, Diagnostic Support (Large Virtual Guest, Multi-Tenant, Monthly)	$73	RH00808MO	Red Hat Enterprise Linux for SAP with High Availability and Update Services, Diagnostic Support (Large Virtual Guest, Multi-Tenant, Monthly)	$118	N/A
RH00620	Red Hat Enterprise Linux for SAP HANA, Diagnostic Support (Large Virtual Guest, Multi-Tenant, Yearly)	$785	RH00808	Red Hat Enterprise Linux for SAP with High Availability and Update Services, Diagnostic Support (Large Virtual Guest, Multi-Tenant, Yearly)	$1,300	N/A
RH00621HR	Red Hat Enterprise Linux for SAP HANA, Diagnostic Support (Small Virtual Guest, Multi-Tenant, Hourly)	$0.05	RH00809HR	Red Hat Enterprise Linux for SAP with High Availability and Update Services, Diagnostic Support (Small Virtual Guest, Multi-Tenant, Hourly)	$0.08	N/A
RH00621MO	Red Hat Enterprise Linux for SAP HANA, Diagnostic Support (Small Virtual Guest, Multi-Tenant, Monthly)	$33	RH00809MO	Red Hat Enterprise Linux for SAP with High Availability and Update Services, Diagnostic Support (Small Virtual Guest, Multi-Tenant, Monthly)	$54	N/A
RH00621	Red Hat Enterprise Linux for SAP HANA, Diagnostic Support (Small Virtual Guest, Multi-Tenant, Yearly)	$357	RH00809	Red Hat Enterprise Linux for SAP with High Availability and Update Services, Diagnostic Support (Small Virtual Guest, Multi-Tenant, Yearly)	$591	N/A

Table 5. RHEL for SAP HANA SKU Retirement Details

4.4. Red Hat Enterprise Linux for Power SKUs

The following Red Hat Enterprise Linux for Power SKUs are being retired in order to move from the older IFL-based pricing model to a core-based pricing model.

All available replacement SKUs along with the replacement price are listed below.

Retired SKU	Description	Price	New SKU	Description	Price	Stack?
RH00625	Red Hat Enterprise Linux for Power (LE) for Service Providers (IFL, up to 4 LPARs), Full Support (Yearly)	$864	RH01944	Red Hat Enterprise Linux for Power, LE, Full Support (4 Cores, Up to 4 LPARs, Dedicated, Yearly)	$287	TBD
RH00625MO	Red Hat Enterprise Linux for Power (LE) for Service Providers (IFL, up to 4 LPARs), Full Support (Monthly)	$66	RH01944MO	Red Hat Enterprise Linux for Power, LE, Full Support (4 Cores, Up to 4 LPARs, Dedicated, Monthly)	$26	TBD
RH00624	Red Hat Enterprise Linux for Power (LE) for Service Providers (IFL, up to 4 LPARs), Diagnostic Support (Yearly)	$720	RH01945	Red Hat Enterprise Linux for Power, LE, Diagnostic Support (4 Cores, Up to 4 LPARs, Dedicated, Yearly)	$239	TBD
RH00624MO	Red Hat Enterprise Linux for Power (LE) for Service Providers (IFL, up to 4 LPARs), Diagnostic Support (Monthly)	$60	RH01945MO	Red Hat Enterprise Linux for Power, LE, Diagnostic Support (4 Cores, Up to 4 LPARs, Dedicated, Monthly)	$22	TBD

Table 6. Red Hat Enterprise Linux for Power SKU Retirement Details

4.5. Red Hat Middleware Extended Life Cycle Support Add-Ons SKUs

The following Red Hat Middleware Extended Life Cycle Support Add-Ons SKUs are being retired as a follow up to the Hourly & Monthly Middleware SKU retirement that took place on March 1, 2018. This change impacts the **Monthly and Hourly** ELS SKUs.

All available replacement SKUs along with the replacement price are listed below.

Retired SKU	Description	Price	New SKU	Description	Price	Stack?
MW00249MO	Red Hat Decision Manager, Extended Life Cycle Support Add-On, Layered Support (4 Cores, Monthly)	$342	MW00494MO	Red Hat Decision Manager, Extended Life Cycle Support Add-On, Layered Support (1 Core, Monthly)	$87	4x
MW00251MO	Red Hat Process Automation Manager, Extended Life Cycle Support Add-On, Layered Support (4 Cores, Monthly)	$683	MW00498MO	Red Hat Process Automation Manager, Extended Life Cycle Support Add-On, Layered Support (1 Core, Monthly)	$173	4x
MW00253MO	Red Hat Fuse, Extended Life Cycle Support Add-On, Layered Support (4 Cores, Monthly)	$338	MW00490MO	Red Hat Fuse, Extended Life Cycle Support Add-On, Layered Support (1 Core, Monthly)	$86	4x
MW00255MO	Red Hat AMQ, Extended Life Cycle Support Add-On, Layered Support (4 Cores, Monthly)	$171	MW00486MO	Red Hat AMQ, Extended Life Cycle Support Add-On, Layered Support (1 Core, Monthly)	$43	4x
MW00259MO	Red Hat Data Grid, Extended Life Cycle Support Add-On, Layered Support (4 Cores, Monthly)	$209	MW00482MO	Red Hat Data Grid, Extended Life Cycle Support Add-On, Layered Support (1 Core, Monthly)	$53	4x
MW00261HR	Red Hat JBoss Enterprise Application Platform, Extended Life Cycle Support Add-On, Layered Support (4 Cores, Hourly)	$0.36	MW00476HR	Red Hat JBoss Enterprise Application Platform for OpenShift Container Platform, Extended Life Cycle Support Add-On, Layered Support (1 Core, Hourly)	$0.09	4x
MW00261MO	Red Hat JBoss Enterprise Application Platform, Extended Life Cycle Support Add-On, Layered Support (4 Cores, Monthly)	$114	MW00474MO	Red Hat JBoss Enterprise Application Platform, Extended Life Cycle Support Add-On, Layered Support (1 Core, Monthly)	$29	4x
MW00263HR	Red Hat JBoss Enterprise Application Platform, Extended Life Cycle Support Add-On, Layered Support (1 Core, Hourly)	$0.15	MW00476HR	Red Hat JBoss Enterprise Application Platform for OpenShift Container Platform, Extended Life Cycle Support Add-On, Layered Support (1 Core, Hourly)	$0.09	N/A
MW00264HR	Red Hat JBoss Web Server, Extended Life Cycle Support Add-On, Layered Support (4 Cores, Hourly)	$0.02	MW00480HR	Red Hat JBoss Web Server for OpenShift Container Platform, Extended Life Cycle Support Add-On, Layered Support (1 Core, Hourly)	$0.01	4x
MW00264MO	Red Hat JBoss Web Server, Extended Life Cycle Support Add-On, Layered Support (4 Cores, Monthly)	$17	MW00478MO	Red Hat JBoss Web Server, Extended Life Cycle Support Add-On, Full Support (1 Core, Monthly)	$5	4x
MW00266HR	Red Hat JBoss Web Server, Extended Life Cycle Support Add-On, Layered Support (1 Core, Hourly)	$0.01	MW00480HR	Red Hat JBoss Web Server for OpenShift Container Platform, Extended Life Cycle Support Add-On, Layered Support (1 Core, Hourly)	$0.01	N/A

Table 7. Red Hat Middleware Extended Life Cycle Support Add-Ons SKU Retirement Details

SKU Stacking

The "**Stack**" column is used to indicate when a direct replacement SKU does not have the same capacity constraints as the retired SKU and must be "stacked" to cover the full capacity of the original.

- **"N/A"** indicates the replacement SKU **capacity is equivalent** and therefore, no stacking is required.

- **"2x"** or **4x** indicates the replacement SKU has a **lower capacity** and therefore, the replacement capacity must be multiplied (typically 2x or 4x) in order to match the capacity of the original.

- **"TBD"** cases where the retired SKU measurement in **Sockets** or **IFLs** and the replacement SKU measurement is **Cores**, the stacking requirement cannot be determined without knowing more details about the host system i.e. the core density of the sockets in the system.