

BMC's pricing model does not fit into a Perpetual License Model, and therefore, pricing cannot be broken down as specified in the cost sheet. The BMC Control-M solution is offered as a Subscription/Term model. This means that Licenses and Maintenance/Support are presented as one inclusive cost throughout the duration of the 4 year term. The total estimated software costs for 4 years is \$3,654,054. Annual costs are \$913,513 and includes both license and maintenance/support each year. This is based on the assumption IOT will require 15,000 tasks, not jobs per year. Tiered level pricing is not available for BMC Control-M software. The first year software and consulting cost is estimated to be \$2,288,513. The total cost for software and consulting over 4 years is \$5,029,054. Optional Year 5 one year renewal is \$1,460,794. Optional Year 6 one year renewal is \$1,533,834.

Control-M Workload Automation includes the Licensed Platform (Control-M Base) and the Licensed Add-ons. Control-M Platform is the core products and includes the following components/plugin-ins:



What's Included with Platform?

Platform Includes:

Core Components

- Control-M Self Service / Mobile
- Control-M/Enterprise Manager
- Control-M Batch Impact Manager
- Control-M/Forecast
- Control-M Application Integrator
- Control-M Automation API
- Control-M/Server for UNIX and Microsoft Windows
- Control-M/Agent for iSeries (AS/400)
- Control-M/Agent for MAPPER System for 2200
- Control-M/Agent for OpenVMS
- Control-M/Agent for Tandem Guardian
- Control-M/Agent for UNISYS 2200
- Control-M/Agent for UNIX and Microsoft Windows
- Control-M for z/OS
- Control-M/Restart
- Control-M Conversion Tool

Application Plugins:

- Control-M for AWS
- Control-M for Azure
- Control-M for Backup
- Control-M for Cloud
- Control-M for Databases
- Control-M for Hadoop
- Control-M for IBM Cognos
- Control-M for IBM InfoSphere DataStage
- Control-M for Informatica
- Control-M for Oracle Business Intelligence
- Control-M for Oracle E-Business Suite
- Control-M for Oracle Retail
- Control-M for PeopleSoft
- Control-M for SAP
- Control-M for SAP Business Objects
- Control-M for SAP Process Integration
- Control-M for Web Services, Java and Messaging

Add On's

- Control-M Managed File Transfer or MFTE
- Control-M Workload Change Manager
- Control-M Workload Archive
- Workflow Insights

BMC recommends the following Add-ons per State of Indiana's technical requirements:

- *Control-M Archiving* – allows for job scheduling historical data to be kept
- *Control-M Workload Change Manager* – code promotion
- *Control-M Mainframe Extension Pack*
- *Control-M MFTE (Managed File Transfer Enterprise)* – enables file transfers for internal and external parties

Control-M is licensed by a consumption-based model not definition-based model (task vs agents/MSUs) on a subscription basis. Licenses and maintenance are included as one cost in a subscription model. Our Task UoM (Unit of Measurement) is number of unique tasks loaded per day. 80% of BMC's Control-M customers use this UoM as it is the simplest way to measure value and usage of the product.