

Insight Control / ProLiant Essentials SKU Conversion Table (see key at bott

Product	SKU DESC	Old P/N	
Accelerated iSCSI Pack	HP Acc iSCSI Embed 1-Port Lic	407484-B21	
	HP Acc iSCSI Embed Ntwk Port Flex Lic	407485-B21	
	HP Acc iSCSI Embed Ntwk Port Trak Lic	407486-B21	
	HP Accelerated iSCSI No Media 1 Port License	407484-B22	
	[HP Accelerated iSCSI NM 1-Port Lic]		
	HP Accelerated iSCSI Nm Flex Qty Lic	407485-B22	
iLO Advanced Pack	HP iLO Advanced NM 1-Svr Lic	263825-B21	
	HP iLO Advanced NM Flex Qty Lic	302280-B21	
	HP iLO Advanced Pack Svr Track ALL	302281-B21	
	HP iLO Advanced NM Tracking Lic	No old SKU – this is a brand new SKU	
iLO Power Management Pack	HP iLO Pwr NM 1-Svr 24 x 7 Support	436210-B21	
	Services SKU for Tracking licenses TBD	No old SKU – this is a brand new SKU	
	HP iLO Pwr NM Flex 24 x 7 Support	436212-B21	
	Services SKU for Tracking licenses TBD	No old SKU – this is a brand new SKU	
	HP iLO Pwr Mgmt Pack No Media 10-Svr Lic	436218-B21	
	HP iLO Pwr Mgmt Pack Tracking License	436277-B21	
	HP iLO Pwr NM Track 24 x 7 Support	No old SKU – this is a brand new SKU	
	Services SKU for		
iLO Power Management Pack for BladeSystem	HP iLO Pwr BL NM Flex 24 x 7 Support	No old SKU – this is a brand new SKU	
	HP 3y 24x7 HP iLO Pwr BL SW Support	No old SKU – this is a brand new SKU	
	HP iLO Pwr BL NM 1-Svr 24 x 7 Support	No old SKU – this is a brand new SKU	
	HP 3y 24x7 HP iLO Pwr BL SW Support	No old SKU – this is a brand new SKU	
	HP iLO Pwr BL NM Track 24 x 7 Support	No old SKU – this is a brand new SKU	
		Services SKU for	
	HP iLO Pwr BL NM 8-Svr 24 x 7 Support	No old SKU – this is a brand new SKU	
	HP 3y 24x7 iLO Pwr BL 8-Svr SW Support	No old SKU – this is a brand new SKU	
	HP iLO Select NM 1-Svr Lic	413119-B21	

iLO Select Pack	HP iLO Select NM Flex Qty Lic	413120-B21
	HP iLO Select NM 8 Blade Svr Lic	413122-B21
	HP iLO Select Pack Tracking Lic	413121-B21
	HP iLO Select NM Tracking Lic	No old SKU – this is a brand new SKU
Insight Control Linux Edition	HP BLc FIO 16 Insight Ctrl Linux Lic	441604-B21
	HP 3y 24x7 IC Linux BL 16-Svr SW Support	No old SKU – this is a brand new SKU
	HP BLc7000 1 PH 2 PS 4 Fan Icle Kit	441908-B21
	3 Year services SKU for above bundl	
	HP Control Twr Media Pack p Class-No Lic	412956-B21
	HP Control Twr Pack 1-Blade p-Class Lic	412957-B21
	HP Control Tower Pack 8-Blade pClass Lic	412958-B21
	HP Control Twr Pack Flex Blad pClass Lic	412959-B21
	HP Insight Ctrl Linux Ed-Media Pk-No Lic	412956-B22
	HP BL c-Class FIO 16-svr ICLE 24 x 7	No old SKU – this is a brand new SKU
	HP 3y 24x7 IC Linux BL 16-Svr SW Support	No old SKU – this is a brand new SKU
	HP BLc7000 1 PH 2 PS 4 Fan Icle	No old SKU – this is a brand new SKU
	3 Year services SKU for above bundl	
	HP IC Linux Ed Nm 1-Svr 24 x 7 Support	412957-B22
	HP 3y 24x7 IC Linux Ed SW Support	No old SKU – this is a brand new SKU
	HP IC Linux Ed Nm 8-Svr 24 x 7 Support	412958-B22
	HP 3y 24x7 IC Linux Ed 8-Svr SW Support	No old SKU – this is a brand new SKU
	HP IC Linux Ed Nm Flex 24 x 7 Support	412959-B22
	HP 3y 24x7 IC Linux Ed SW Support	No old SKU – this is a brand new SKU
		HP IC Env NM 1-Svr 24 x 7 Support

Insight Control Environment	HP 3y 24x7 HP IC Env Non Blade SW Sup	No old SKU – this is a brand new SKU
	HP IC Env NM Flex 24 x 7 Support	436216-B21
	HP 3y 24x7 HP IC Env Non Blade SW Sup	No old SKU – this is a brand new SKU
	HP IC Env NM 10-Svr 24 x 7 Support	436220-B21
	HP 3y 24x7 IC Env NM 10-Svr SW Support	No old SKU – this is a brand new SKU
	HP IC Environment Tracking License	436278-B21
	HP IC Env NM Track 24 x 7 Support	No old SKU – this is a brand new SKU
	Services SKU for	
HP ICM Software Media Kit	436222-B21	
Insight Control Environment for BladeSystem	HP BL c-Class FIO 16-Svr ICE-BL 24 x 7	No old SKU – this is a brand new SKU
	HP 3y 24x7 ICE-BL 16-Svr SW Support	No old SKU – this is a brand new SKU
	HP BL c-Class FIO 8-Svr ICE-BL 24 x 7	No old SKU – this is a brand new SKU
	HP 3y 24x7 IC Env-BL 8-Svr SW Support	No old SKU – this is a brand new SKU
	HP BLc7000 1 PH 2 PS 4 Fan Full ICE	No old SKU – this is a brand new SKU
	3 Year services SKU for above bundl	
	HP BLc7000 3 PH 6 Fan NA/JP Full ICE	No old SKU – this is a brand new SKU
	3 Year services SKU for above bundl	
	HP BLc7000 3 PH 6 Fan INTL Full ICE	No old SKU – this is a brand new SKU
	3 Year services SKU for above bundl	
	HP BLc7000 1 PH 2 PS 4 Fan Trl ICE	No old SKU – this is a brand new SKU
	HP BLc7000 3 PH 6 Fan NA/JP Trl ICE	No old SKU – this is a brand new SKU
	HP BLc7000 3 PH 6 Fan INTL Trl ICE	No old SKU – this is a brand new SKU
	HP IC Env-BL NM 1-Svr 24 x 7 Support	No old SKU – this is a brand new SKU
	HP 3y 24x7 HP IC Env BL SW Support	No old SKU – this is a brand new SKU
	HP IC Env BL NM RDP Upg 1-Svr 24 x 7	No old SKU – this is a brand new SKU
HP 3y 24x7 HP IC Env BL SW Support	No old SKU – this is a brand new SKU	
HP IC Env-BL NM 8-Svr 24 x 7 Support	No old SKU – this is a brand new SKU	
HP 3y 24x7 IC Env-BL 8-Svr SW Support	No old SKU – this is a brand new SKU	

	HP IC Env-BL NM Flex 24 x 7 Support	No old SKU – this is a brand new SKU
	HP 3y 24x7 HP IC Env BL SW Support	No old SKU – this is a brand new SKU
	HP IC Env BL NM RDP Upg 8-Svr 24 x 7	No old SKU – this is a brand new SKU
	HP 3y 24x7 RDP Upgrade BL 8-Svr SW Supp	No old SKU – this is a brand new SKU
	HP IC Env BL NM RDP Upg Flex 24 x 7	No old SKU – this is a brand new SKU
	HP 3y 24x7 HP IC Env BL SW Support	No old SKU – this is a brand new SKU
	HP IC Env-BL NM Track 24 x 7 Support	No old SKU – this is a brand new SKU
	Services SKU for 1	
Intelligent Networking Pack	HP INP Windows 1-Server Lic	372906-B21
	HP INP Windows Server Flex Lic	372950-B21
	HP INP Linux 1-Server Lic	397004-B21
	HP INP Linux Server Flex Lic	397005-B21
	HP INP Windows No Media 1-Server Lic	436225-B21
	HP INP Windows Server No Media Flex Lic	436227-B21
	HP INP Linux No Media 1-Server Lic	436229-B21
	HP INP Linux Server No Media Flex Lic	436231-B21
	HP INP Windows Server Tracking Lic	372951-B21
HP INP Linux Server Tracking Lic	397006-B21	

Vulnerability and Patch Management Pack	HP VPM 1-Server Lic ALL	371645-B21
	HP VPM Server Flex Lic ALL	371646-B21
	HP VPM 10-Server Lic ALL	372029-B21
	HP VPM New Server Tracking Lic ALL	371647-B21
	HP VPM Installed Svr Track Lic ALL	378372-B21
	HP VPM 10-Desktop Lic	389938-B21
	HP VPM Desktop Flex Lic	389939-B21
	HP VPM Desktop Tracking Lic	389940-B21
	HP VPM 1-Svr 10-Desktop Bundle Lic	389941-B21
	HP PMP 1-Server Lic ALL	306696-B21

Performance Management Pack	HP PMP Server Flex Lic ALL	306697-B21
	HP PMP 10-Server Lic ALL	374055-B21
	HP PMP No Media 1-Server Lic	436770-B21
	HP PMP No Media Flex-Server Lic	436771-B21
	HP PMP No Media 10-Server Lic	436772-B21
	HP PMP Server Tracking Lic ALL	306698-B21
Insight Power Manager	HP Insight Power Mgr 10-Svr No-Media Lic	442938-B21
	HP Insight Pwr Mgr NM 1-Svr 24 x 7 Support	433691-B21
	HP 3y 24x7 Insight Pwr Mgr SW Support	No old SKU – this is a brand new SKU
	HP Insight Pwr Mgr NM Flex 24 x 7 Support	433692-B21
	HP 3y 24x7 Insight Pwr Mgr SW Support	No old SKU – this is a brand new SKU
	HP Insight Pwr Mgr No Media Tracking Lic	433693-B21
	HP Insight Pwr Mgr NM Track 24 x 7	No old SKU – this is a brand new SKU
		Services SKU for T

RDP p-Class Bundle	HP BladeSystem starter kit	390738-B21
	HP P-Class enhanced server blade enclosure including 8RDP licenses	281404-B21
	HP BladeSystem p-Class enhanced server blade enclosure	243564-B22
BladeSystem Management Suite (p-Class)	HP Management Suite 8 user license blade enclosure	380625-B22
	HP Blade Mgmt Suite 8-Svr Bundle Lic ALL	389403-B21
Rapid Deployment Pack	HP RDP 1-Server Lic ALL	267196-B21
	HP RDP 10-Server Lic ALL	269817-B21
	HP RDP Server Flex Lic ALL	302127-B21
	HP RDP NM 1-Svr 24 x 7 Support	434560-B21
	HP 3y 24x7 RDP SW Support	This is a brand new SKU
	HP RDP No Media 8-Server License	434561-B21
	HP RDP No Media 10-Server License	434562-B21
	HP RDP NM Flex 24 x 7 Support	434563-B21
	HP 3y 24x7 RDP SW Support	This is a brand new SKU
	HP RDP Server Tracking Lic ALL	302128-B21
	HP RDP NM Track 24 x 7 Support	This is a brand new SKU
		Services SKU for T
	HP RDP Media Only Kit	434559-B21
	HP RDP 1-Server Lic JPN2	267196-291
	HP RDP 10-Server Lic JPN2	269817-291
	HP SMP-P2P Single Migration LIC	412978-B21
HP SMP-P2P Flex Migration LIC	412979-B21	

Server Migration Pack - P2P	HP SMP-P2P 10-Migration LIC	412981-B21
	HP SMP-P2P 1 Yr Unlimited Migration Lic	412982-B21
	HP SMP-P2P No Media 1-Migration License	417435-B21
	HP SMP-P2P No Media 25-Migration Lic	442153-B21
	HP SMP-P2P Media Only Pack	442214-B21
	HP SMP-P2P No Media 10-Migration Lic	444759-B21
	HP SMP-P2P No Media Migration Flex Lic	444761-B21
	HP SMP-P2P No Media 1Yr Unlmted Mig Lic	444762-B21
Virtual Machine Management Pack	HP VMM 1-Server Lic ALL	372214-B21
	HP VMM Server Flex Lic ALL	372215-B21
	HP VMM NM 1-Svr 24 x 7 Support	435661-B21
	HP 3y 24x7 VMM SW Support	This is a brand new SKU
	HP VMM NM Flex 24 x 7 Support	435662-B21
	HP 3y 24x7 VMM SW Support	This is a brand new SKU
	HP VMM-SMP Media Only	442213-B21
	HP VMM Server Tracking Lic ALL	372216-B21
	HP VMM NM Track 24 x 7 Support	This is a brand new SKU
		Services SKU for T
Server Migration Pack	HP SMP 1-Migration Lic ALL	375345-B21
	HP SMP Migration Flex Lic ALL	375346-B21
	HP SMP 10-Migration Lic ALL	390739-B21
	HP SMP 25-Migration Lic ALL	391674-B21
	HP SMP 50-Migration Lic ALL	391675-B21
	HP SMP 100-Migration Lic ALL	391676-B21
	HP SMP 1Yr Unlimited Migration Lic ALL	391677-B21
	HP SMP Migration Tracking Lic ALL	375347-B21
	HP SMP No Media 1-Migration Lic	435663-B21

	HP SMP No Media Migration Flex Lic	435664-B21
	HP SMP No Media 10-Migration Lic	435665-B21
	HP SMP No Media 25-Migration Lic	435666-B21
	HP SMP No Media 50-Migration Lic	435667-B21
	HP SMP No Media 100-Migration Lic	435668-B21
	HP SMP No Media 1Yr Unlimited Mig Lic	435669-B21
Workload Management Pack	HP WMP Server Flex Lic ALL	294744-B21
	HP WMP 1-Server Lic ALL	303284-B21
	HP WMP Server Tracking Lic ALL	294745-B21
Insigh Control Data Center Edition	HP BLc7000 FIO 16 Insight Ctrl License	417688-B21
	HP 3y 24x7 ICDCE BL 16-Svr SW Support	This is a brand new SKU
	HP BLc7000 FIO 8 Insight Ctrl License	439034-B21
	HP 3y 24x7 ICDCE 8-Svr SW Support	This is a brand new SKU
	HP BLc7000 1 PH 2 PS 4 Fan Full Icde Kit	403321-B21
	3 Year services SKU for above bundl	
	HP BLc7000 3 PH 6 Fan NA/Jp Full Icde Kit	412136-B21
	3 Year services SKU for above bundl	
	HP BLc7000 3 PH 6 Fan INTL Full Icde Kit	403319-B21
	3 Year services SKU for above bundl	
	HP BLc7000 1 PH 2 PS 4 Fan Trl Icde Kit	403320-B21
HP BLc7000 3 PH 6 Fan NA/Jp Trl Icde Kit	412133-B21	

	HP ICM Data Center No Media 8-Svr Lic	436747-B21
	HP ICM Data Center No Media Flex Lic	436749-B21
	HP ICM Data Ctr No Med RDP Up 8-Svr Lic	436751-B21
	HP ICM Data Ctr No Med RDP Up Flex Lic	436753-B21
	HP ICM Data Center Track License	437786-B21
RDMA	HP RDMA Embed MF No Media 1-Lic	407478-B21
	HP RDMA NM 1-Svr Lic	407478-B22
	HP RDMA Embed MF No Media Flex Lic	407479-B21
	HP RDMA Embed MF No Media Flex Lic	407479-B22
	HP RDMA Stndup/Mezz MF No Media 1-Lic	407481-B21
	HP RDMA Sndup/Mezz MF No Media 1-Lic	407481-B22
	HP RDMA Stndup/Mezz MF No Media Flex Lic	407482-B21
	HP RDMA Stndup/Mezz MF No Media Flex Lic	407482-B22
	HP RDMA Embed MF Pk Track Lic	407480-B21
	HP RDMA Standup/Mezz MF Pk Track Lic	407483-B21

This table should be used as a reference for partners and field to understand the relationship betw

Unless otherwise noted, all new part #s listed will be available July 9, 2007. No new orders should

Note: ZMOD and #0D1 part #s are not included in this table because they are not independently c

Note: In instances where new part #s have been issued, the new product description is used in pl

Note: Light-Out 100 Advanced and Select SKUs are not included as they will not change until Aug

Note: For product names, full store-front names are listed with [RAS names in brackets].

The color coding legend for table is as follows

White	New part # replaces existing part #; Software Technical Support and U
Blue	No existing part #, new part # only
Green	Tracking license to be left open for duration of existing AKA contracts
Yellow	No new part # issued; SKU replaced or discontinued. Replacement p
Pink	No change to existing SKU
Orange	Updated with Software Technical Support and Update Service, but no
Purple	Firmware-based SKUs: charge for updates but no Software Technical
Gray	Services SKU

tom for color definitions)

New P/N	Estimated Price
No new P/N – media + license SKUs are being discontinued for no media options – the new part # to use is 452679-B21	N/A
No new P/N – media + license SKUs are being discontinued for no media options– the new part # to use is 452680-B21	N/A
No new P/N – current Tracking / AKA licenses are being retained through their original discontinue dates since some existing customers have Tracking / AKA contracts with HP under this part #. No <u>new</u> AKAs for this product can be placed after July 9. This SKU will remain in system until existing AKA contracts conclude.	\$99
452679-B21	\$99
452680-B21	\$99
452141-B21	\$349
452142-B21	\$349
N/A – Tracking license to be replaced by 452143-B21. This AKA license will remain in effect until existing AKA contracts conclude.	\$349
452143-B21	\$349
452145-B21	\$479
UF524E	\$158
452146-B21	\$479
UF524E	\$158
No new P/N – 10 pack SKUs to be discontinued from portfolio.	N/A
N/A – Tracking license to be replaced by 452147-B21. This AKA license will remain in effect until existing AKA contracts conclude.	\$399
452147-B21	\$479
Tracking licenses TBD	
442936-B21	\$289
UF521E	\$90
442937-B21	\$289
UF521E	\$90
442939-B21	\$289
Tracking licenses TBD	
442947-B21	\$2,312
UF530E	\$722
452158-B21	\$199

452159-B21	\$199
452161-B21	\$1,352
N/A – current Tracking / AKA licenses are being retained through their original discontinue dates since some existing customers have Tracking / AKA contracts with HP under this part #. For customers seeking an AKA agreement for iLO Select Pack after July 9, 2007, use part # 452160-B21	\$199
452160-B21	\$199
N/A – This SKU is the 16 license Insight Control Linux Edition option for the Manhattan enclosures and will discontinue when Manhattan discontinues. This SKU will be updated with SW Technical Support and Update services (\$480 uplift per enclosure), but the part # will not be changed	\$2,864
UF533E	\$902
N/A – This SKU is the 16 license Insight Control Linux Edition option for the Manhattan enclosures and will discontinue when Manhattan discontinues. This SKU will be updated with SW Technical Support and Update services (\$480 uplift per enclosure), but the part # will not be changed	\$8,263
le scheduled for release on September 1	
No new P/N – Control Tower SKUs are being replaced by Insight Control Linux Edition SKUs. The part # for HP ICE-LE media pack is 412956-B22.	N/A
No new P/N – Control Tower SKUs are being replaced by Insight Control Linux Edition SKUs. The part # for HP ICE-LE 1 Blade license is 452155-B21.	N/A
No new P/N – Control Tower SKUs are being replaced by Insight Control Linux Edition SKUs. The part # for HP ICE-LE 8 blade license is 452156-B21.	N/A
No new P/N – Control Tower SKUs are being replaced by Insight Control Linux Edition SKUs. The part # for HP ICE-LE Flex license is 452157-B21.	N/A
N/A – Media Kits do not have a license component and are not affected by the business model changes	\$29.00
441604-B22 Note: will introduce with Harlem enclosures	\$2,864
UF533E	\$902
441908-B22 Note: will introduce with Harlem enclosures	\$8,263
le scheduled for release on September 1	
452155-B21	\$239
UF520E	\$68
452156-B21	\$1,910
UF529E	\$609
452157-B21	\$239
UF520E	\$68
452148-B21	\$659

UF526E	\$203
452149-B21	\$659
UF526E	\$203
452676-B21	\$6,590
UF537E	\$2,076
N/A – Tracking license to be replaced by 452150-B21. This AKA license will remain in effect until existing AKA contracts conclude.	\$549
452150-B21	\$659
Tracking licenses TBD	
N/A – Media Kits do not have a license component and are not affected by the business model changes.	\$29.00
417688-B22 Note: will introduce with Harlem enclosures	\$4,624
UF536E	\$1,444
439034-B22 Note: will introduce with Harlem enclosures	\$2,312
UF532E	\$722
403321-B22 Note: will introduce with Harlem enclosures	\$10,023
le scheduled for release on September 1	
412136-B22 Note: will introduce with Harlem enclosures	\$11,329
le scheduled for release on September 1	
403319-B22 Note: will introduce with Harlem enclosures	\$11,329
le scheduled for release on September 1	
403320-B22 Note: will introduce with Harlem enclosures. There is no software cost associated with this part #, as it is a trial license.	\$5,399
412133-B22 Note: will introduce with Harlem enclosures. There is no software cost associated with this part #, as it is a trial license.	\$6,699
403318-B22 Note: will introduce with Harlem enclosures. There is no software cost associated with this part #, as it is a trial license.	\$6,699
453484-B21	\$379
UF522E	\$102
453485-B21	\$289
UF522E	\$102
436747-B22	\$3,032
UF532E	\$722

436749-B22	\$379
UF522E	\$102
436751-B22	\$2,312
UF531E	\$722
436753-B22	\$289
UF522E	\$102
437786-B22	\$379
Tracking licenses TBD	
No new P/N – No new orders for this product can be placed after July 9. This SKU will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
No new P/N – No new orders for this product can be placed after July 9. This SKU will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
No new P/N – No new orders for this product can be placed after July 9. This SKU will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
No new P/N – No new orders for this product can be placed after July 9. This SKU will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
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No new P/N – No new orders for this product can be placed after July 9. This SKU will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
No new P/N – No new orders for this product can be placed after July 9. This SKU will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
No new P/N – No new orders for this product can be placed after July 9. This SKU will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
N/A – current Tracking / AKA licenses will be retained through their original discontinue dates since some existing customers have Tracking / AKA contracts with HP under this part #. No new AKAs will be issued after expiration of current contracts.	\$79
N/A – current Tracking / AKA licenses will be retained through their original discontinue dates since some existing customers have Tracking / AKA contracts with HP under this part #. No new AKAs will be issued after expiration of current contracts.	\$149

<p>No new P/N – this product will be offered exclusively as a part of Insight Control Environment and Insight Control Environment for BladeSystem. The part # for ICE 1 server license is 452148-B21. The part # for ICE-BL 1 server license is 453484-B21.</p>	<p>N/A</p>
<p>No new P/N – this product will be offered exclusively as a part of Insight Control Environment and Insight Control Environment for BladeSystem. The part # for ICE Flex license is 452149-B21. The part # for ICE-BL Flex license is 436749-B22.</p>	<p>N/A</p>
<p>No new P/N – this product will be offered exclusively as a part of Insight Control Environment and Insight Control Environment for BladeSystem. The part # for ICE 10 server license is 452676-B21. The part # for ICE- BL 8 server license is 436747-B22.</p>	<p>N/A</p>
<p>N/A – current Tracking / AKA licenses will be retained, so existing AKA customers can purchase licenses under their current contract. No new AKAs will be issued after expiration of current contracts. After July 9, new AKAs will require Insight Control Environment (452150-B21) or Insight Control Environment for BladeSystem (437786-B22) tracking licenses.</p>	<p>\$119</p>
<p>N/A – current Tracking / AKA licenses will be retained, so existing AKA customers can purchase licenses under their current contract. No new AKAs will be issued after expiration of current contracts. After July 9, new AKAs will require Insight Control Environment (452150-B21) or Insight Control Environment for BladeSystem (437786-B22) tracking licenses.</p>	<p>\$79</p>
<p>No new P/N – this product will be offered exclusively as a part of Insight Control Environment and Insight Control Environment for BladeSystem. The part # for ICE 10 server license is 452676-B21. The part # for ICE-BL 8 server license is 436747-B22 (no 10 server license is offered with ICE-BL).</p>	<p>N/A</p>
<p>No new P/N – this product will be offered exclusively as a part of Insight Control Environment and Insight Control Environment for BladeSystem. The part # for ICE Flex license is 452149-B21. The part # for ICE-BL Flex license is 436749-B22.</p>	<p>N/A</p>
<p>N/A – there are no customers under AKA for VPM desktop licenses, therefore this SKU is being discontinued and no new part # will be issued. All new tracking licenses will require Insight Control Environment (452150-B21) or Insight Control Environment for BladeSystem (437786-B22) tracking licenses.</p>	<p>N/A</p>
<p>No new P/N – this product will be offered exclusively as a part of Insight Control Environment and Insight Control Environment for BladeSystem. The part # for ICE 10 server license is 452676-B21. The part # for ICE- BL 8 server license is 436747-B22.</p>	<p>N/A</p>
<p>No new P/N – this product will be offered exclusively as a part of Insight Control Environment and Insight Control Environment for BladeSystem. The part # for Insight Control Environment 1 server license is 452148-B21. The part # for Insight Control Environment for Bladesystem 1 server license is 453484-B21.</p>	<p>N/A</p>

No new P/N – this product will be offered exclusively as a part of Insight Control Environment and Insight Control Environment for BladeSystem. The part # for Insight Control Environment Flex license is 452149-B21. The part # for Insight Control Environment for Bladesystem Flex license is 436749-B22.	N/A
No new P/N – this product will be offered exclusively as a part of Insight Control Environment and Insight Control Environment for BladeSystem. The part # for Insight Control Environment 10 server license is 452676-B21. The part # for Insight Control Environment for Bladesystem 8 server license is 436747-B22.	N/A
No new P/N – this product will be offered exclusively as a part of Insight Control Environment and Insight Control Environment for BladeSystem. The part # for Insight Control Environment 1 server license is 452148-B21. The part # for Insight Control Environment for Bladesystem 1 server license is 453484-B21.	N/A
No new P/N – this product will be offered exclusively as a part of Insight Control Environment and Insight Control Environment for BladeSystem. The part # for Insight Control Environment Flex license is 452149-B21. The part # for Insight Control Environment for Bladesystem Flex license is 436749-B22.	N/A
No new P/N – this product will be offered exclusively as a part of Insight Control Environment and Insight Control Environment for BladeSystem. The part # for Insight Control Environment 10 server license is 452676-B21. The part # for Insight Control Environment for Bladesystem 8 server license is 436747-B22.	N/A
N/A – current Tracking / AKA licenses are being retained through their original discontinue dates since some existing customers have Tracking / AKA contracts with HP under this part #. No new AKAs will be issued after expiration of current contracts. After July 9, new AKAs will require Insight Control Environment (452150-B21) or Insight Control Environment for BladeSystem (437786-B22) tracking licenses.	\$99
No new P/N – 10 pack SKUs are being discontinued across the portfolio. The Insight Power Manager flex server license part # is 452678-B21.	N/A
452677-B21	\$119
UF517E	\$46
452678-B21	\$119
UF517E	\$46
N/A – current Tracking licenses are being retained through their original discontinue dates since some existing customers have AKA contracts with HP under this part #. For customers seeking an AKA contract for HP Insight Power Manager after July 9, 2007, use part # 453897-B21.	\$99
453897-B21.	\$119
Tracking licenses TBD	

No new P/N – This SKU will discontinue when p-Class discontinues, and will not include Software Technical Support and Update Services.	No change
No new P/N – This SKU will discontinue when p-Class discontinues, and will not include Software Technical Support and Update Services.	No change
No new P/N – This SKU will discontinue when p-Class discontinues, and will not include Software Technical Support and Update Services.	No change
No new P/N – This SKU will discontinue when p-Class discontinues, and will not include Software Technical Support and Update Services.	No change
No new P/N – This SKU is being replaced by the Insight Control Environment for BladeSystem (ICE-BL) – the new part # to use is 436747-B22	No change
No new P/N – media + license SKUs are being discontinued for no media options – the new part # to use is 452151-B21.	N/A
No new P/N – 10 pack SKUs are being discontinued across the portfolio. The Rapid Deployment Pack flex server license part # is 452152-B21.	N/A
No new P/N – media + license SKUs are being discontinued for no media options – the new part # to use is 452152-B21	N/A
452151-B21	\$139
UF518E	\$46
No new P/N – 8 pack discontinued for RDP. The Rapid Deployment Pack flex server license part # is 452152-B21.	N/A
No new P/N – 10 pack SKUs are being discontinued across the portfolio. The Rapid Deployment Pack flex server license part # is 452152-B21.	N/A
452152-B21	\$139
UF518E	\$46
N/A – current Tracking licenses are being retained through their original discontinue dates since some existing customers have AKA contracts with HP under this part #. For customers seeking an AKA contract for HP Rapid Deployment Pack after July 9, 2007, use part # 452165-B21.	\$119
452165-B21	\$139
Tracking licenses TBD	
N/A – Media Kits do not have a license component and are not affected by the business model changes	\$29.00
No new P/N – the Japanese SKUs will be replaced by the standard SKU – (the no media flatpack will have a Japanese translation). The new part # to use is 452151-B21.	N/A
No new P/N – the Japanese SKUs will be replaced by the standard SKU (the no media flatpack will have a Japanese translation) – additionally 10 pack SKUs are being discontinued across the portfolio. The Rapid Deployment Pack flex license part # is 452152-B21.	N/A
No new P/N – media + license SKUs are being discontinued for no media options – the new part # to use is 417435-B21.	N/A
No new P/N – media + license SKUs are being discontinued for no media options – the new part # to use is 444761-B21.	N/A

No new P/N – media + license SKUs are being discontinued for no media options – the new part # to use is 444759-B21.	N/A
No new P/N – media + license SKUs are being discontinued for no media options – the new part # to use is 444762-B21.	N/A
N/A – P2P licensing is viewed as consumption based licensing and is exempt from the support and update model changes.	\$199
N/A – P2P licensing is viewed as consumption based licensing and is exempt from the support and update model changes.	\$4,975
No new P/N – Starting July 9, 2007, P2P media (boot CD) will be included as part of the Insight Control Management DVD Pack. The Insight Management DVD Pack part # is 436222-B21.	N/A
N/A – P2P licensing is viewed as consumption based licensing and is exempt from the business model changes.	\$1,990
N/A – P2P licensing is viewed as consumption based licensing and is exempt from the business model changes.	\$199
N/A – P2P licensing is viewed as consumption based licensing and is exempt from the business model changes.	\$30,000
No new P/N – media + license SKUs are being discontinued for no media options - the new part # to use is 452153-B21	N/A
No new P/N – media + license SKUs are being discontinued for no media options - the new part # to use is 452154-B21	N/A
452153-B21	\$575
UF525E	\$135
452154-B21	\$575
UF525E	\$135
No new P/N – Starting July 9, 2007, VMM and SMP media will be included as part of the Insight Control Management DVD Pack. The Insight Management DVD Pack part # is 436222-B21.	N/A
N/A – current Tracking licenses are being retained through their original discontinue dates since some existing customers have AKA	\$499
452166-B21	\$575
Tracking licenses TBD	
No new P/N – media + license SKUs are being discontinued for no media options - the new part # to use is 435663-B21	N/A
No new P/N – media + license SKUs are being discontinued for no media options - the new part # to use is 435664-B21	N/A
No new P/N – media + license SKUs are being discontinued for no media options - the new part # to use is 435665-B21	N/A
No new P/N – media + license SKUs are being discontinued for no media options - the new part # to use is 435666-B21	N/A
No new P/N – media + license SKUs are being discontinued for no media options - the new part # to use is 435667-B21	N/A
No new P/N – media + license SKUs are being discontinued for no media options - the new part # to use is 435668-B21	N/A
No new P/N – media + license SKUs are being discontinued for no media options - the new part # to use is 435669-B21	N/A
N/A – SMP licensing is viewed as consumption based licensing and is exempt from the business model changes.	\$99
N/A – SMP licensing is viewed as consumption based licensing and	\$99

is exempt from the business model changes.	
N/A – SMP licensing is viewed as consumption based licensing and is exempt from the business model changes.	\$99
N/A – SMP licensing is viewed as consumption based licensing and is exempt from the business model changes.	\$990
N/A – SMP licensing is viewed as consumption based licensing and is exempt from the business model changes.	\$2,349
N/A – SMP licensing is viewed as consumption based licensing and is exempt from the business model changes.	\$4,499
N/A – SMP licensing is viewed as consumption based licensing and is exempt from the business model changes.	\$8,499
N/A – SMP licensing is viewed as consumption based licensing and is exempt from the business model changes.	\$15,000
No new P/N – This product will be discontinued on July 9. However, this SKU will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
No new P/N – This product will be discontinued on July 9. However, this SKU will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
No new P/N – current Tracking licenses are being retained through their original discontinue dates since some existing customers have AKA contracts with HP under this part #. No <u>new</u> AKAs for this product can be placed after July 9. This SKU will remain in system for a period of time after July 9, 2007 until existing AKA contracts conclude.	\$499
N/A – This SKU is the 16 license Insight Control Data Center Edition option for Manhattan enclosures and will discontinue with Manhattan. This SKU will be updated with SW Technical Support and Update services, but the part # will not be changed.	\$2,864
UF534E	\$902
N/A – This SKU is the 8 license Insight Control Data Center Edition option for Manhattan enclosures and will discontinue with Manhattan. This SKU will be updated with SW Technical Support and Update services, but the part # will not be changed.	\$1,432
UF527E	\$451
N/A – This SKU is the 16 license Insight Control Data Center Edition option for Manhattan enclosures and will discontinue with Manhattan. This SKU will be updated with SW Technical Support and Update services, but the part # will not be changed. Release scheduled for release on September 1	\$8,263
N/A – This SKU is the 16 license Insight Control Data Center Edition option for Manhattan enclosures and will discontinue with Manhattan. This SKU will be updated with SW Technical Support and Update services, but the part # will not be changed. Release scheduled for release on September 1	\$9,563
N/A – This SKU is the 16 license Insight Control Data Center Edition option for Manhattan enclosures and will discontinue with Manhattan. This SKU will be updated with SW Technical Support and Update services, but the part # will not be changed. Release scheduled for release on September 1	\$9,563
No change to trial license SKUs as trial licenses are not covered by Software Technical Support and Update Services.	\$5,399
No change to trial license SKUs as trial licenses are not covered by Software Technical Support and Update Services.	\$6,699

No new P/N – No new orders for this product can be placed after July 9. It will be replaced going forward by Insight Control Environment for Bladesystem (ICE-BL). The part # for ICE-BL 8 server license is 436747-B22.	N/A
No new P/N – No new orders for this product can be placed after July 9. It will be replaced going forward by Insight Control Environment for Bladesystem (ICE-BL). The part # for ICE-BL Flex license is 436749-B22.	N/A
No new P/N – t No new orders for this product can be placed after July 9. It will be replaced going forward by Insight Control Environment for Bladesystem (ICE-BL). The part # for ICE-BL 8 server license is 436751-B22.	N/A
No new P/N – No new orders for this product can be placed after July 9. It will be replaced going forward by Insight Control Environment for Bladesystem (ICE-BL). The part # for ICE-BL Flex license is 436753-B22.	N/A
N/A – Tracking license to be replaced by ICE-BL (437786-B22). This SKU will remain valid until existing AKA contracts conclude.	N/A
No new P/N – RDMA will be available only through a single SKU beginning July 9, 2007 (part # 452681-B21). Part # 407478-B21 will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
452681-B21	\$149
No new P/N – RDMA will be available only through a single SKU beginning July 9, 2007 (part # 452681-B21). Part # 407479-B21 will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
No new P/N – RDMA will be available only through a single SKU beginning July 9, 2007 (part # 452681-B21). Part # 407479-B22 will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
No new P/N – RDMA will be available only through a single SKU beginning July 9, 2007 (part # 452681-B21). Part # 407481-B21 will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
No new P/N – RDMA will be available only through a single SKU beginning July 9, 2007 (part # 452681-B21). Part # 407481-B22 will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
No new P/N – RDMA will be available only through a single SKU beginning July 9, 2007 (part # 452681-B21). Part # 407482-B21 will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
No new P/N – RDMA will be available only through a single SKU beginning July 9, 2007 (part # 452681-B21). Part # 407482-B22 will remain in system for a period of time after July 9, 2007 to ensure current orders are processed.	N/A
No new P/N – RDMA will be available only through a single SKU beginning July 9, 2007 (part # 452681-B21). Part # 407480-B21 will remain in system for a period of time after July 9, 2007 until existing AKA contracts conclude.	\$149
No new P/N – RDMA will be available only through a single SKU beginning July 9, 2007 (part # 452681-B21). Part # 407483-B21 will remain in system for a period of time after July 9, 2007 until existing AKA contracts conclude.	\$149

ween current part #s and new part #s issued in conjunction with the new support and update model that will g

Id be placed with old part #s after July 9, 2007. However, the old part #s will remain in system for a period of 1

orderable parts.

lace of the old one.

gust. VMWare SKUs not listed.

lupdate Service added to new part #.

art # included in descriptions if applicable.

part # change. Special case for c-Class Manhattan enclosures.

Support and Update Service included. No initial price uplift.

go into effect on July 9, 2007.

time to ensure current orders are processed before final removal. Tracking licenses are the exception to

to this rule. Customers with existing AKA contracts may purchase current tracking licenses for the durati

tion of their AKA contract