

# **TPC Pricing Specification**

Standard Specification

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**Transaction Processing Performance Council (TPC)**

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## Acknowledgments



The TPC acknowledges the work and contributions of the Pricing subcommittee member companies: Dell, HP, IBM, Microsoft, NCR, Network Appliance, Oracle, SGI, Sun and Unisys.

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## Document History

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April 13-June 27, 2005	1.0.1	minor text updates from 4/13/05 through 6/27/05 – updated index, improved clause references
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February 2017	2.1.0	<ul style="list-style-type: none"> <li>• Updated member list</li> <li>• Corrected typo in the definition of Priced Configuration</li> <li>• Added Licensed Compute Services to Clause 3 preamble</li> <li>• Modified 5.6.3.3 to not require auditor review of pricing changes</li> <li>• Modified 5.2.2 to require an indicator if the line item has been substituted</li> </ul>
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December 2017	2.2.0	<ul style="list-style-type: none"> <li>• Updated member list</li> <li>• Modified 1.7.6, 1.8.6, and 1.9.6 to allow the use of an auditor or pre-publication board for auditing pricing</li> </ul>
February 2018	2.3.0	<ul style="list-style-type: none"> <li>• Updated member list</li> <li>• Added clause 1.10 to allow a Pay As You Go pricing methodology</li> <li>• Added definitions for Pre-Publication Board and Pricing Period</li> <li>• Modified 4.1, 5.5.1, 5.5.2, 5.6.3.1, 5.6.3.2, 5.6.3.3, 5.6.4.3, 5.7.1, 5.7.3, 5.7.3.4, 5.7.4.1, 5.7.4.5, 6.1.1, 6.1.2, 6.2.1.3, and Appendix D to support Pre-Publication Board usage</li> </ul>

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## CLAUSE 0 -- PREAMBLE

### 0.1 Introduction

#### 0.1.1 Purpose

TPC Benchmarks™ are intended to provide a fair and honest comparison of various vendor implementations to accomplish an identical, controlled and repeatable task. The pricing for these implementations must also allow a fair and honest comparison for customers to review. The Transaction Processing Performance Council is providing this specification to guide the sponsors implementing a benchmark and the reviewers on what is acceptable pricing for the purposes of publication. It is not attempting to dictate or exclude business practices in the marketplace. There may be some restrictions on pricing for publication (such as excluding sales and closeouts) that are different from some business transactions that take place in the marketplace, but those restrictions are intended to make publication both tractable and comparable during the lifetime of the publication for the majority of customers and vendors.

#### 0.1.2 Definitions

**Active Result** - A Result that is under review or has been **Accepted**, according to the TPC Policies and maintains current **Availability** and **Pricing**. **Withdrawn** and **Historical Results** are not **Active Results**.

**Archive Operation Requirement** - The period of time for which data generated by the **Priced Configuration** as required by the benchmark specification must be maintained in on-line storage.

**Available** - The **Line Item** is **Orderable** and shipping to **Customers**.

**Availability Date** - The date when all **Line Items** of the **Priced Configuration** are **Generally Available**.

**Benchmark Special Pricing** - A price that is submitted for publication that uses methods or values that would not likely be found in an actual **Purchase Agreement** with a **Customer**, as defined here in Clause 0.1.2.

**Benchmark Standard** - The **Benchmark Standard** as defined by the TPC Policies.

**Commercially Available Product** - A product that:

1. Is **Orderable**,
2. Is maintained as defined in this specification,

3. Has a non-zero price for at least one of purchase, license or maintenance support, and
4. Is designed for **Customer** uses other than running the benchmark.

**Component** - A product, service, or license without any specific relationship to whether it is a specific **Line Item**. For example, a power cord is a **Component** that may be separately priced as a **Line Item** with a **Part Number** or may be included in the price of a larger **Component**.

**Continuous Operation Requirement** - The period of time when the **Priced Configuration** must be able to support the full operation at the performance levels claimed in the **Benchmark Standard**.

**Customer** - Any individual or business that could plausibly and legally purchase the products listed in the **FDR**.

**Customer Application** - The **Customer** written software required to implement the TPC Benchmark workload.

**Customer Replaceable Unit (CRU)** - A **Component** of the **Priced Configuration** that can be removed and installed by the customer. **CRUs** may be serviced as if they are **FRUs**.

**Defect** - A behavior of the system that prevents the normal operation of the **Customer's Application**.

**Discount** - A reduction in price from the **List Price** of a **Line Item** or group of **Line Items**.

**Failure** - A condition that prevents the system under test from performing benchmark operations at the performance and functional levels required by the **Benchmark Standard** and claimed in the **FDR**.

**Full Disclosure Report (FDR)** - See definition in official TPC Policies document.

**Field Replaceable Unit (FRU)** - A **Component** of the **Priced Configuration** that must be removed and/or installed by personnel of the maintenance provider.

**Fix** - Any resolution (including "workarounds") that restores the **Customer's Application** to normal operation.

**Generally Available** - A product is **Available** to any **Customer**.

**Licensed Compute Services** - Publicly offered processing, storage, network, and software services that are hosted on remote computer servers accessed via a Wide Area Network (e.g. the Internet). A **Customer** pays a license fee to the **Licensed Compute Services** vendor for the use of the processing, storage, network, and software services. The **Licensed Compute Services** are not located or installed on a customer's premises.

**List Price** - The price for which a vendor would sell one unit of an item to any **Customer** without any other purchase (other than specific prerequisite or other required products that are documented in association with the product).

**Line Item** - One or more **Components** that is uniquely identified by a **Part Number**.

**Measured Configuration** - The **Components** or environment necessary to generate the **Benchmark Standard** performance metrics.

**Orderable** - A method exists for the specified **Sales Channel** and a **Customer** to establish a **Purchase Agreement** for the product at a specific price.

**Part Number** - An alphanumeric string used by a supplier to uniquely identify a **Line Item** of a **Priced Configuration**. The **Sales Channel** should be able to identify the **Line Item** by the **Part Number** when generating a price.

**Physically Acquired** - The one-time purchase of the **Priced Configuration** to be installed on a customer's premises, i.e. on-prem.

**Pre-Publication Board** - The **Pre-Publication Board** as defined by the TPC Policies.

**Priced Configuration** - The **Line Items** to be priced as defined in the **Benchmark Standard**.

**Pricing** - The methods and documentation used to obtain a final price for the **Priced Configuration**, including all items specified in Clause 1.

**Pricing Convention** - The algorithm or process used by a vendor to set or compute prices. There can be many **Pricing Conventions** within a single vendor pertaining to the same products or group of products. **Pricing Conventions** are often aimed at specific markets.

**Pricing Methodology** - The methodology to be used to calculate the price and the price/performance Result of the Benchmark Standard.

**Pricing Model** – A representation of the relationship between the **Regions** used for the driver and System Under Test in both the **Measured Configuration** and the **Priced Configuration**.

**Pricing Period** – The period of time for which the pricing of all hardware (purchase price), software (license charges), **Licensed Compute Services**, and hardware/software maintenance must be priced. The **Pricing Period** must be defined in the **Benchmark Standard**.

**Pricing Source** - A group or individual that would normally generate a price quotation for the **Sales Channel** specified in the **FDR**. For example, if the **Sales Channel** is a web-based tool that automatically generated a price quotation, then the **Pricing Source** is that tool.

**Pricing Spreadsheet** - The **Pricing Spreadsheet** is a table that lists the individually priced **Line Items** of the **Priced Configuration**, including the source of the price, quantities, the computation of extended price, maintenance, and any applied **Discounts**.

**Purchase Agreement** - A **Purchase Agreement** must be a document (electronic or paper) that would be interpreted in a court of law as a commitment to deliver product (for example, **Physically Acquired** products, software licenses, or **Licensed Compute Services**).

**Real-World Pricing** - The price that **Customers** would pay in a real sales situation.

**Region** – An area defined by the **Line Item** provider.

**Response Time for Problem Recognition** - The period of time it takes from **Customer** request until an active process is underway to classify the problem and, if it is at a level that would qualify as a **Failure** in this document, initiate the isolation and eventual resolution of the problem. There must be ownership of the problem. Simply having it in a queue is not sufficient. Direct interaction with the **Customer** or their computer must underway. The resumption of **Customer** operations need not be guaranteed within the response period.

**Comment:** Companies use different terms for areas that a customer might consider a “problem”. Service request, issue, **Defect** and bug are among these terms.

**Result** - See definition in official TPC Policies document.

**Sales Channel** - The organization or tool that enters into a **Purchase Agreement** with a **Customer**. For example, the **Sales Channel** could be a web-based tool, a particular sales organization, or a general sales organization.

**Similar Configuration** - A configuration is “similar” to the **Priced Configuration** if the quantities of the **Components** in the “similar” configuration that are from a single **Pricing Source** are at least the quantities shown in the **FDR** of the **Result** and no more than 10 percent more than those quantities.

**Similar Discount** - A **Discount** is “similar” if the value (in the priced currency) of the **Discount** for a **Similar Configuration** is at least as much as it is in the **FDR** of the **Result**.

**Test Sponsor** - The **Test Sponsor** as defined by the TPC Policies.

**Third Party (3rd Party)** - A company that provides a **Line Item** priced in the **Result** and that is neither the primary **Test Sponsor** (first party) nor the **Customer** (second party). In the situation where more than one company are sponsors of a **Result**, only one of these may be considered the primary **Test Sponsor** and the other(s) must be treated as 3rd parties.

**Time for Defect Isolation** - The period of time when the cause of a **Defect** is investigated, and the probable solution is identified, coded, and tested, as appropriate. This time begins after the **Response Time for Problem Recognition** and precedes the **Time for Problem Resolution Availability**.

**Time for Problem Resolution Availability** - The period of time from when the probable **Defect** resolution is identified to when the resolution is delivered to the **Customer** for implementation on the system. The resumption of customer operations need not be guaranteed within the response period for this phase.

**Total Price** - Price of the **Priced Configuration** for the duration specified by the **Pricing Methodology** of the **Benchmark Standard**.

### 0.1.3 Basic Requirements

To meet the requirements of being fair, honest and comparable, while allowing for a variety of **Pricing** and business strategies, the following requirements exist for the **Pricing** information in all TPC Benchmark publications:

- 1) **Pricing** must be based upon some **Pricing Convention** that the vendor actually employs with **Customers**.
- 2) The published price must be a price that any **Customer** would pay for the **Priced Configuration**.
- 3) The **Pricing** used must generate a similar price for a **Similar Configuration** for any **Customer**.
- 4) **Pricing** must be verifiable. In a competitive environment, aggressive discounting may occur in certain situations. The **Pricing Convention** employed for TPC Benchmark publications might not represent the best or lowest price some **Customer** would pay. The **Pricing Convention** must represent the **Pricing** that could be obtained by any **Customer** in a request for bid to a single vendor. Situations that occur when requests for bids go out to multiple vendors and then those bids are used in multiple negotiations to get a better price are not being represented.

Benchmark sponsors are permitted several possible **Pricing Conventions** to construct a price for the **Priced Configuration**. The **Pricing Conventions** used must adhere to Clause 1 and the **Pricing Spreadsheet** must be formatted to adhere to the disclosure requirements in Clause 2 as illustrated in the appendix.

### 0.1.4 Binding Sections of the Specification

Every portion of this specification (including comments and appendices) must be satisfied by any **Pricing Convention** used for publication unless the portion is expressly identified as non-binding.

### 0.1.5 Specification Precedence

If there is a conflict between the **Benchmark Standard** and the pricing specification, the pricing specification is the controlling document. The benchmark subcommittee is required to bring any issues with the pricing specification to the pricing subcommittee for resolution. The benchmark and pricing subcommittees shall cooperate to resolve the conflict.

0.1.5.1 If there is a conflict that is not explicitly called out in the **Benchmark Standard**, the pricing specification wording prevails.

0.1.5.2 If there is language in the pricing specification and not in the **Benchmark Standard**, the pricing specification prevails.

0.1.5.3 If there is language in the **Benchmark Standard** and not in the pricing specification, the **Benchmark Standard** prevails.

## 0.2 General Pricing Guidelines

### 0.2.1 Pricing in the Marketplace

The purpose of TPC benchmarks is to provide relevant, objective information to industry users. To achieve that purpose, publication of a TPC benchmark that includes **Pricing** requires that:

- 1) Is no lower than what would be quoted to any **Customer** from the date of publication of the **FDR** until the **Result** ceases to be an **Active Result**.
- 2) Is actively used by the vendor in the market segment that the **Pricing Conventions** or represents (e.g., small business customers, or large corporations, depending on the type of system being priced).
- 3) A significant number of **Customers** in the market segment that the **Pricing Conventions** or represents would plausibly receive in a **Purchase Agreement**.

**Comment:** The same product may be priced differently through different **Sales Channels**. The price specified in the **Benchmark Result** must be **Available** to any **Customer** within the **Sales Channel** used for the **Result**.

### 0.2.2 Benchmark Specials

The use of innovative systems, products, technologies (hardware or software) and **Pricing** is encouraged as long as they meet the requirements above. Specifically prohibited is **Pricing** whose primary purpose is optimization of TPC benchmark **Results** without any corresponding applicability to real-world applications and environments. In other words, all "benchmark specials," that improve benchmark **Pricing** but are not **Real-World Pricing**, are prohibited.

The following characteristics, while not exhaustive, should be used as a guide to judge whether a particular **Pricing** used is a benchmark special. It is not required that each point below be met, but that the cumulative weight of the evidence be considered to identify unacceptable pricing. Absolute certainty or certainty beyond a reasonable doubt is not required to make a judgment on this complex issue. The question that must be answered is this: based on the available evidence, does the clear preponderance (the greater share or weight) of evidence indicate that this **Pricing** is a benchmark special?

- 1) Is the **Pricing** not documented (publicly or privately) or are there restrictions that prevent any **Customer** from obtaining the price?
- 2) Is the **Pricing Convention** used inconsistently with **Customers** that purchase from the specified **Sales Channels**?
- 3) Is the price restricted to a customer set with volume-based negotiated prices, such as GSA, OEM, channel partner, or wholesale pricing?
- 4) Except for **Line Items** whose combined impact on the price is less than 2%, is the **Priced Configuration** fully **Available** for less than 185 days? (e.g. Some **Line Items** become unavailable within a few months of the **Availability Date** and no substitution is made, meaning that the likelihood of a **Customer** being able to purchase the **Priced Configuration** is extremely limited.)
- 5) Does the **Pricing** have significant restrictions that limit its use or applicability beyond TPC Benchmarks?
  - a. If the specific TPC **Priced Configuration** or a part of the **Priced Configuration** is priced as a bundle, are there no similar bundles **Available** for other configurations?
  - b. Is the **Discount** applied and the amount of the **Discount** unavailable for all similarly priced, similarly marketed, or other similar models?
- 6) Does the **Pricing** take special advantage of the limited nature of TPC benchmarks (e.g., software required, or limited use of maintenance) in a manner that would not be generally applicable to the real-world environment the benchmark represents?
- 7) Is the use of the **Pricing** discouraged by the vendor?
- 8) Does the **Pricing Convention** require uncommon sophistication on the part of the **Customer**? For example, is a **Discount** only **Available** to **Customers** who engage in extensive negotiations and who place competitor's bids against the **Pricing** agent? For example, is a **Customer** unable to receive a **Similar Discount** for a **Similar Configuration** when presenting the contact at the disclosed **Sales Channel** with all the price information for a particular **Pricing Source** in the **FDR**, but not necessarily that the information came from an **FDR**?
- 9) Is the **Pricing** unusual or non-customary for the vendor or unusual or non-customary to normal business practices? The following **Pricing** practices are suspect:
  - a. **Availability** of a **Discount** to a small subset of **Customers** who would normally purchase the kind of system being priced.
  - b. Unusual or non-customary restrictions on transferability of product, warranty or maintenance on **Discounted** items.



## CLAUSE 1 -- PRICING METHODOLOGY

### 1.1 Pricing Methodology

The intent of this section is to define the methodology to be used to calculate the price and the price/performance **Result** of the **Benchmark Standard**.

### 1.2 Comparability

The different **Pricing Methodologies** are not comparable. A **Benchmark Standard** may specify one and only one **Pricing Methodology**.

### 1.3 General Pricing Methodology Requirements

The following requirements are applicable to all **Pricing Methodologies**.

- 1.3.1 The price listed must be the full price a **Customer** would pay for new **Physically Acquired** hardware or the acquisition of **Licensed Compute Services**, and new software licenses. Any other acquisition models are not allowed.
- 1.3.2 **Pricing** must be for a one-time, stand-alone purchase. **Pricing** cannot be based upon the acquisition or licensing from past, present, or future **Customer** purchases.
- 1.3.3 The **Pricing** must reflect the price for the acquisition of the system under test, the licensing of software used in the benchmark, and if applicable the contracts for maintenance.
- 1.3.4 The prices must be disclosed in a **Line Item** fashion using **Pricing** in the currency of a country where the **Priced Configuration** is **Generally Available**.
- 1.3.5 The **Pricing** for both the **Physically Acquired** hardware or the acquisition of **Licensed Compute Services** is based upon the **Priced Configuration**.
- 1.3.6 All **Pricing** must be good at the time of publication. Price changes are subject to rules for revision as stated in Clause 5.6.
- 1.3.7 The **Line Items** to be priced are defined in the **Benchmark Standard** as the **Priced Configuration** and if applicable, the maintenance on those **Line Items**.
- 1.3.8 The performance of the **Measured Configuration** and the **Priced Configuration** must be equivalent.
- 1.3.9 All hardware or **Licensed Compute Services**, software and support used in the calculations must be **Orderable** by any **Customer** on the **Availability Date**.
- 1.3.10 A Non-Disclosure Agreement or other restriction that prevents any **Customer** from ordering any priced **Line Item** disclosed in an **FDR** is not allowed.

**Comment:** The presence of an NDA does not mean that obtaining the **Pricing** is exclusionary. The actual NDA needs to be examined to determine exclusionary pricing. For instance, there are types of NDA's in an End-User Licensing Agreement (EULA) which prevent end users from disclosing certain things learned about a product.

1.3.11 Local **Pricing** and **Discount** structures must be **Available** in each country for which **Results** are published.

1.3.12 All **Line Items** of **Physically Acquired** hardware used in the **Priced Configuration** must be new (i.e., not reconditioned or previously owned).

#### 1.3.13 **Line Item Pricing**

**Pricing** shown in the **Full Disclosure Report** must reflect **Line Item Pricing** for hardware, software, **Licensed Compute Services**, and if applicable maintenance from the vendor's price books.

**Comment 1:** The intent of this clause is that the **Pricing** reflects the level of detail that an actual **Customer** would see on an itemized billing. If the source of multiple **Line Items** is a **Third Party**, the level of **Pricing** information available in the **Third Party** price quotation is sufficient. For example, a **Third Party** might provide only a **Total Price** line for a configuration.

**Comment 2:** In the case where the standard practice for a vendor is to price maintenance coverage as a single price covering a group of items, it is permissible to show this coverage as the maintenance price of the first item in the list.

#### 1.3.14 **National Considerations**

For publishing in another country other than the country for which the **Results** are originally published, it is permitted to substitute local **Components** for those in the original report, providing the substituted products are sold to the same product description or specifications.

The **Pricing** excludes domestic taxes and shipping charges that would be incurred in the country for which the **Results** are published. It must include tariffs, custom duties/fees and shipping to a domestic port of entry if the **Component** originates in another country.

**Comment:** The intent of this clause is to encourage local country **Pricing** by allowing substitution of equipment for country specific reasons such as voltage, product numbering, industrial/safety, keyboard differences, etc., which do not affect performance.

### 1.4 **Sales Channels and Third Party Pricing**

The following **Sales Channel** and **Third Party Pricing** requirements are applicable to all **Pricing Methodologies**.

1.4.1 The **Test Sponsor** must disclose the **Pricing Source** for all **Line Items**. Any vendor providing **Line Items** that, in total, comprise 2% or more of the total system price after any allowed **Discounts** have been applied must list the **Sales Channel** that a **Customer** would use to obtain the price. If the **Sales Channel** requires the use of a separate **Pricing** organization to obtain the price, that organization must also be disclosed.

**Comment 1:** Sufficient information must be provided in the **FDR** to allow any **Customer** to access the **Sales Channel**.

**Comment 2:** The disclosure requirement can be satisfied by providing a price quotation with a direct sales contact point, as is required for third-party providers (see Clause 1.4.4).

1.4.2 Each supplier's items and prices, including any allowed **Discounts**, must be listed separately. **Discounts** may not be dependent on purchases from any other suppliers.

1.4.3 Price quotes from any vendor providing **Line Items** that, in total, comprise 2% or more of the total system price (see Clause 1.4.1) after any allowed **Discounts** have been applied, must be valid for 90 days after the date of publication. However, the compliance of price can be challenged as long as the benchmark is listed as an **Active Result**.

**Comment:** Price quotes comprising less than 2% must be valid at the date of publication.

1.4.4 In the event that any hardware, software, **Licensed Compute Services**, or maintenance is provided by a **Third Party**, the **Pricing** must satisfy all requirements for **Availability**, **Discounts**, and full disclosure. Prices must be guaranteed by the **Third Party** in a written price quotation. The quotation must include:

- **Part Number** corresponding to the **Line Item(s)** in the **TPC Pricing Spreadsheet**
- **Total Price** for the items in the quotation
- **Discount**
- the name and contact information of the **Third Party** vendor

**Comment:** This requirement may be satisfied with a copy of a publicly **Available** price from a source such as a web-based tool or a hard-copy document.

1.4.5 For **Pricing** from a **Third Party** that has a total contribution of more than 2% of the price of the **Priced Configuration** after any allowed **Discounts**, the **Third Party** must be either an OEM (original equipment manufacturer) or an approved reseller/distributor of the priced **Line Item(s)**. The **Test Sponsor** must still comply with price changes as described in Clause 5.6.

1.4.6 The **Test Sponsor** must ensure that all **Third Party Pricing** complies with this specification.

## 1.5 Packages & Discounts

If allowed by the **Pricing Methodology**, the following package pricing and **Discount** pricing requirements must be used by the **Test Sponsor**.

- 1.5.1 **Generally Available Discounts** for the **Priced Configuration** are allowed. The priced items over which a **Discount** applies must be specified (see Clause 5.1.2).
- 1.5.2 **Generally Available** packaged **Pricing** is allowed. Packages must adhere to the requirements of Clause 0.2.  
**Comment:** The intent is to allow packaging and **Pricing** that is **Generally Available** to **Customers** and to explicitly exclude closeouts, promotional **Pricing** and/or limited time offerings.
- 1.5.3 Packages and **Discounts** must be for a one-time, stand-alone purchase. Packages and **Discounts** cannot be based upon the acquisition or licensing from past, present, or future **Customer** purchases.
- 1.5.4 **Discounts** that are associated with only a subset of the **Line Items** of the **Priced Configuration** must be independent of the configuration and quantities of the other **Line Items** of the configuration. For example, a **Discount** applied specifically to storage must be **Generally Available** for the storage priced, regardless of what system or software is configured.
- 1.5.5 **Discounts** that are based on terms that require payment faster than 30 days after invoicing are prohibited.
- 1.5.6 Revenue **Discounts** based on **Total Price** from a **Pricing Source** are allowed.
- 1.5.7 Individually negotiated **Discounts** are prohibited.
- 1.5.8 Special **Customer Discounts**, such as GSA (U.S. General Services Administration) schedule or an educational schedule, are prohibited.

## 1.6 Line Items not currently Generally Available

If allowed by the **Pricing Methodology**, the following requirements must be followed for **Priced Line Items** that are not **Generally Available** at the time of publication.

- 1.6.1 It is realized that vendors may announce new products and disclose **Results** before the products have shipped to **Customers**. This is allowed, but any use of benchmark-special implementations is specifically disallowed (see Clause 0.2).
- 1.6.2 For any **Line Item** that is not currently **Available**, any **Customer** must be able to order some product from the same vendor that is **Generally Available** that is of the same type and has similar functionality as the product used in the **Result**. The means for ordering the existing product must be the same as the means disclosed by the **Test Sponsor** for the product used in the **Result**.

A supplier with an existing product, such as a computer, server, storage, database, transaction monitor, or operating system, may price a newly announced product offering that is not currently **Available**. A supplier that has not offered a predecessor product in the past must make the product **Generally Available** prior to its inclusion in an **FDR**.

## 1.7 Default 3-Year Pricing Methodology

If the **Benchmark Standard** does not specify the allowed **Pricing Methodology**, then the **Default Pricing Methodology** will apply.

- 1.7.1 The price of the entire **Priced Configuration** must be used, including all hardware (purchase price), software (license charges), **Licensed Compute Services**, and hardware/software maintenance charges over a period of 3 years (36 months).  
**Comment:** If the **Licensed Compute Services** pricing does not include a 3-year price, the **Test Sponsor** may multiply the **Licensed Compute Services** 1-year price by 3 in order to satisfy this requirement.
- 1.7.2 **Maintenance Pricing** must cover a period of 3 years (see Clause 4 --).
- 1.7.3 The **Benchmark Standard** will specify those **Components** that can be substituted (see Clause 5.7).
- 1.7.4 **Pricing** may use packages and **Discounts** that are **Generally Available** (see Clause 1.5).
- 1.7.5 **Pricing** may include **Line Items** not currently **Generally Available** (see Clause 1.6).
- 1.7.6 Auditing of the benchmark **Pricing** for a **Result** must be conducted by either a certified TPC auditor or a **Pre-Publication Board**. The **Benchmark Standard** determines whether a certified TPC auditor and/or a **Pre-Publication Board** may be used (see Clause 6 --).

## 1.8 One Year Pricing Methodology

- 1.8.1 The price of the entire **Priced Configuration** must be used, including all hardware (purchase price), software (license charges), **Licensed Compute Services**, and hardware/software maintenance charges over a period of 1 years (12 months).  
**Comment:** If the **Licensed Compute Services** pricing does not include a 1-year price, the **Test Sponsor** may multiply the **Licensed Compute Services** 1-month price by 12 in order to satisfy this requirement.
- 1.8.2 **Maintenance Pricing** must cover a period of 1 year (see Clause 4 --).
- 1.8.3 The **Benchmark Standard** will specify those **Components** that can be substituted (see Clause 5.7).
- 1.8.4 **Pricing** may use packages and **Discounts** that are **Generally Available** (see Clause 1.5).
- 1.8.5 **Pricing** may include **Line Items** not currently **Generally Available** (see Clause 1.6).

- 1.8.6 Auditing of the benchmark **Pricing** for a **Result** must be conducted by either a certified TPC auditor or a **Pre-Publication Board**. The **Benchmark Standard** determines whether a certified TPC auditor and/or a **Pre-Publication Board** may be used (see Clause 6 --).

## 1.9 One Month Pricing Methodology

- 1.9.1 The price of the entire **Priced Configuration** must be used, including all hardware (purchase price), software (license charges), **Licensed Compute Services**, and hardware/software maintenance charges over a period of 1 month.
- 1.9.2 Maintenance **Pricing** must cover a period of 1 month (see Clause 4 --).
- 1.9.3 The **Benchmark Standard** will specify those **Components** that can be substituted (see Clause 5.7).
- 1.9.4 **Pricing** may use packages and **Discounts** that are **Generally Available** (see Clause 1.5).
- 1.9.5 **Pricing** may include **Line Items** not currently **Generally Available** (see Clause 1.6).
- 1.9.6 Auditing of the benchmark **Pricing** for a **Result** must be conducted by either a certified TPC auditor or a **Pre-Publication Board**. The **Benchmark Standard** determines whether a certified TPC auditor and/or a **Pre-Publication Board** may be used (see Clause 6 --).

## 1.10 Pay As You Go Pricing Methodology

- 1.10.1 The price of the entire **Priced Configuration** must be used, including all hardware (purchase price), software (license charges), **Licensed Compute Services**, and hardware/software maintenance charges to cover the **Pricing Period** ~~as defined in the **Benchmark Standard**.~~
- 1.10.2 Maintenance **Pricing** must cover the **Pricing Period** ~~as defined in the **Benchmark Standard**~~ (see Clause 4 --).
- 1.10.3 Substitution of **Components** is not allowed (see Clause 5.7).
- 1.10.4 **Pricing** may not use packages and **Discounts** (see Clause 1.5).
- 1.10.5 **All of the Line Items** must be **Generally Available** at the time of publication of the **Result** (see Clause 1.6).
- 1.10.6 Auditing of the benchmark **Pricing** for a **Result** must be conducted by either a certified TPC auditor or a **Pre-Publication Board**. The **Benchmark Standard** determines whether a certified TPC auditor and/or a **Pre-Publication Board** may be used (see Clause 6 --).

## CLAUSE 2 -- PRICING MODELS

Refer to the individual **Benchmark Standard** to determine which **Pricing Models** are allowed.

### 2.1 Valid Pricing Models

The following **Pricing Models** are valid for use in the **Result**.

#### 2.1.1 Pricing Model 1 - Default Pricing Model

If the **Benchmark Standard** does not specify the allowed or dis-allowed **Pricing Models**, then the default **Pricing Model** will apply.

The default **Pricing Model** consists of a **Measured Configuration** where the benchmark driver(s) and the System Under Test all reside in the same **Region** and a **Priced Configuration** where the benchmark driver(s) and the System Under Test all reside in the same **Region**. The **Region** of the **Priced Configuration** may be different than the **Region** of the **Measured Configuration**.

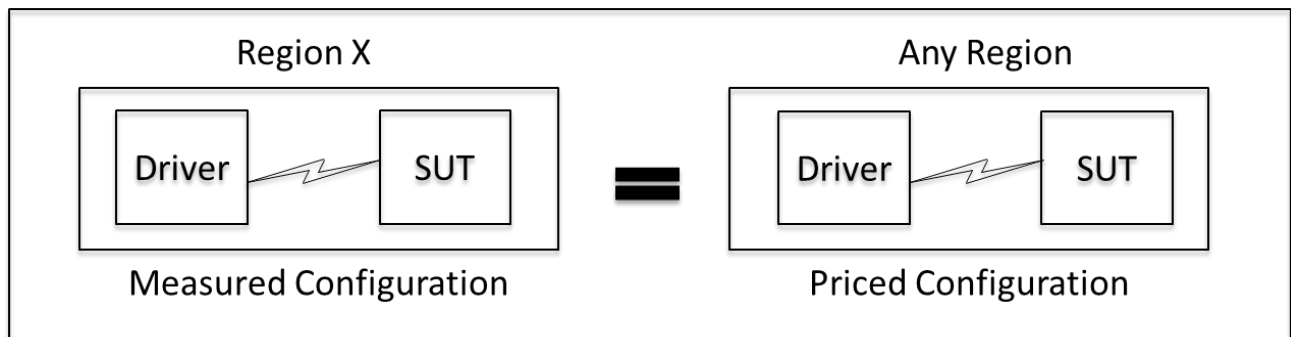


Figure 1 – Pricing Model 1 – Default Model

#### 2.1.2 Pricing Model 2 - Intra-Region

The Intra-Region Pricing Model consists of a **Measured Configuration** where the benchmark driver(s) and the System Under Test reside in different **Regions**. The **Priced Configuration** may have the benchmark driver(s) and System Under Test co-located in the same **Region** or in different **Regions**. When the **Priced Configuration** has the benchmark driver(s) and System Under Test in different **Regions**, the **Test Sponsor** must demonstrate that the network latency in the **Measured Configuration** are greater than or equal to the network latency in the **Priced Configuration**.

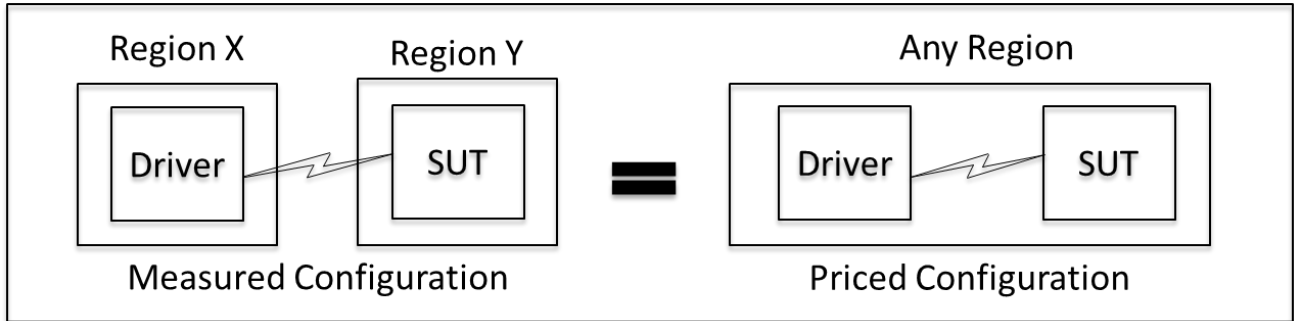


Figure 2 - Pricing Model 2 - Intra-Region Option 1

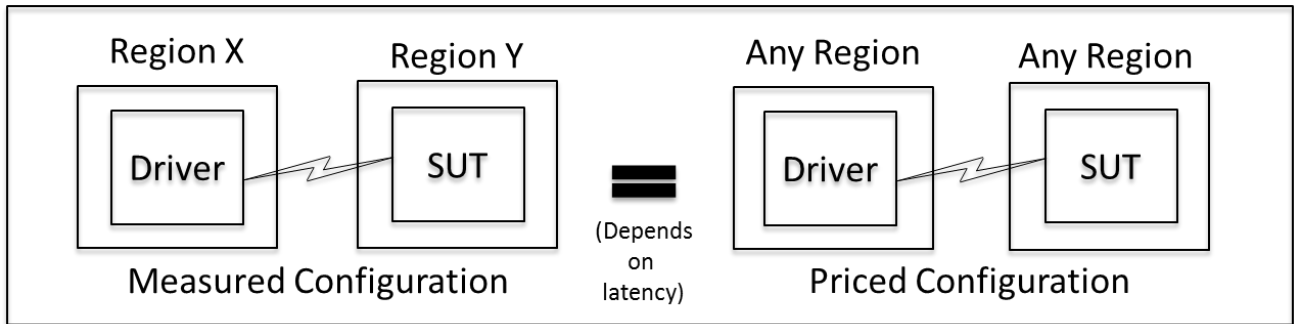


Figure 3 - Pricing Model 2 - Intra-Region Option 2

## 2.2 Invalid Configurations

Invalid configurations consist of a **Measured Configuration** where the benchmark driver(s) and the System Under Test are collocated in the same **Region** and a **Priced Configuration** where the benchmark driver(s) and the System Under Test are in different **Regions**. This pricing model is not allowed due to the network latency introduced in the **Priced Configuration**.

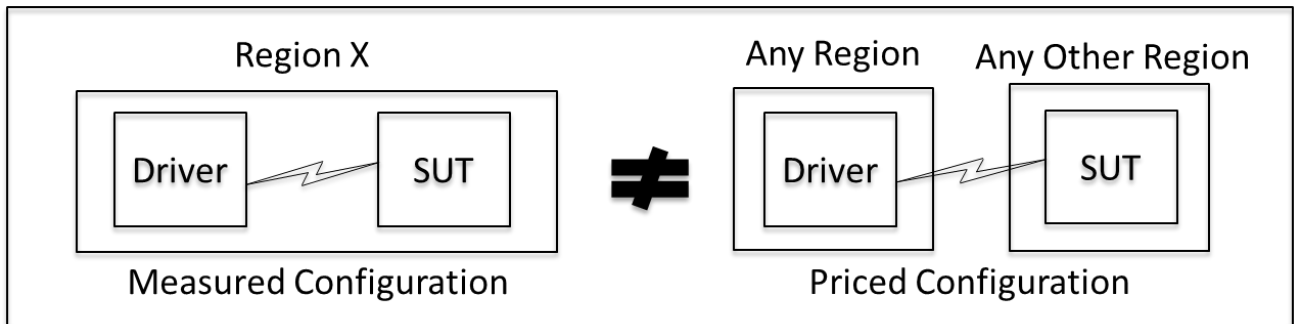


Figure 4 - Pricing Model 3 - Invalid Configuration



## CLAUSE 3 -- PRICED SYSTEM

The **Priced Configuration**, as defined by the **Benchmark Standard**, must be priced using the latest available **Pricing Convention** of the **Test Sponsor**, including all applicable hardware, software, **Licensed Compute Services**, and maintenance.

### 3.1 Pricing Hardware

3.1.1 The Line Item being priced must include all necessary activation licenses for the Components.

**Comment:** The **Test Sponsor** must price the required activation licenses to use the **Components** of the **Line Item** being priced. For example, if the standard shipping configuration for a system is for all sockets of an 8-socket configuration to be populated with processors, and the standard convention for a Customer is to purchase licenses to activate any or all the processors, then the Test Sponsor must price the necessary licenses for the activation of the number of processors used in the Priced Configuration.

3.1.2 The **Line Item** being priced must be for the entire unit or license of the **Component**. The limitation, reduction, or discounting of pricing based solely upon a utilization metric of a resource is not allowed.

**Comment:** The **Test Sponsor** is not allowed to discount or reduce the price of a **Line Item** through the use of resource management or utilization schemes. For example: A system that is configured and tested with 2 TB of memory must be priced for the full 2 TB of memory even if the system is capable of limiting the utilization of the memory to 1 TB. This is because the existence of additional memory DIMMs or larger DIMMs can affect the performance of a system significantly. Another example is using resource management software to limit the utilization of the CPU to an established threshold and possibly reducing the price of the **Line Item**.

### 3.2 Pricing Software

3.2.1 The **Line Item** being priced must include all necessary licenses for the use of the software as defined by the **Benchmark Standard**.

3.2.2 User-based pricing must be based upon the **Pricing Convention** of the company supplying the licenses for the **Line Item**. The number of licenses to be priced is defined by the **Benchmark Standard**. If the **Benchmark Standard** does not define the number of licenses to price, the **Pricing** must be for an unlimited number of users.

3.2.3 Resource-based pricing must be based upon the hardware of the **Priced Configuration** and the **Pricing Convention** of the company supplying the licenses for the **Line Item**. Software licenses must be priced for all the hardware resources that it could execute on in the **Priced Configuration**.

**Comment:** For example, in a configuration where the software could execute on an 8-socket, 128-core environment (or 128 virtual CPUs), the software licenses must be priced for the entire 8-socket or 128-cores (or 128 virtual CPUs).

### 3.3 Pricing of Supporting equipment

- 3.3.1 **Components** that may be needed for the benchmark test but are not included in the **Priced Configuration** are not priced. The price of the load generating system(s) (e.g. Remote Terminal Emulator or Remote Browser Emulator or Driver) is not included in the total cost calculation. In the case where the system used to generate load provides functionality in addition to the emulation described in **Benchmark Standard**, then the price of those hardware/software **Components** are to be included.
- 3.3.2 It is assumed that a **Customer** would purchase the **Priced Configuration** to provide services in a datacenter or remote site. The cost of connecting their users to that data center is not considered as part of the priced system. Network switches, cables, leased lines, or other connectivity costs are assumed to be the same for any possible implementation and are considered separately by a customer. Network **Components** that are required to interconnect **Components** of a **Priced Configuration** are to be priced. The defining requirement is the nature of the traffic supported by **Components**. If parts of the **Priced Configuration** have any communication amongst themselves (e.g. load balancing information, RPC traffic, etc.), then those communication **Components** must be priced.
- 3.3.3 Communication or network multiplexers and demultiplexers are not considered as part of the priced system if they do not use the contents of the data to make decisions on how to multiplex. For example, a multiplexer can be used without being included in the priced system if it simply allows multiple communication connections for users to be collected and delivered to the **Priced Configuration**. A multiplexer that also did load balancing and used the contents of the data coming from the user connections to decide how to deliver the user connection would have to be included as a **Line Item** of the **Priced Configuration**.
- 3.3.4 Standalone protocol converters (e.g. Ethernet to USB), modems, and other communication devices that are not used to interconnect parts of the **Measured Configuration** and do not draw resources (such as power, memory, or storage for startup) from the **Measured Configuration** are not considered as part of the **Priced Configuration**. If they do require **Measured Configuration** resources for startup or operation, they must be included as a **Line Item** of the **Priced Configuration**.
- 3.3.5 **Database Storage and Recovery Log Pricing**
- Storage and recovery log equipment, if required to be priced, must be included in the **Priced Configuration**.

## CLAUSE 4 -- MAINTENANCE

### 4.1 Minimum Maintenance Requirements

**Licensed Compute Services** (see Clause 4.2), **Physically Acquired** hardware (see Clause 4.1.3), and software (see Clause 4.4) maintenance must be figured at a standard **Pricing** which provides 7 days/week, 24 hours/day coverage. Software maintenance updates (see Clause 4.5) must also be included in the pricing.

There are three phases of maintenance that have separate durations requirements. The priced maintenance must meet all of these duration requirements.

- Phase 1 – Problem Recognition
  - The **Response Time for Problem Recognition** must not exceed 4 hours
- Phase 2 – Defect Isolation
  - The **Time for Defect Isolation** is not restricted in duration
- Phase 3 – Problem Resolution
  - Once a probable problem resolution is determined, the **Time for Problem Resolution Availability** must not exceed 4 hours. This 4-hour requirement does not establish requirements for the completion of the installation or the return to normal operations.

#### **Examples (not inclusive):**

**Software:** If a **Customer** identifies a software **Defect** that is preventing normal operations, they can call the maintenance provider to report the problem, or submit an electronic maintenance request, depending on the terms of their maintenance contract. This point is the beginning of the **Response Time for Problem Recognition**. The maintenance provider may send an acknowledgement and may initiate a question & answer session between a first contact person and the **Customer**, but these are insufficient to end the required response time. Eventually the problem is recognized as potentially real and a qualified service person or product developer are assigned to identify a resolution. This point is the end of the **Response Time For Problem Recognition**. The maintenance provider works with the software supplier to isolate the problem, propose a **Fix** and test the **Fix** to their satisfaction. None of this time is included in any TPC requirement. Once a proposed resolution is ready to release, it is posted to the web and the **Customer** is instructed to download and apply the **Fix**. The **Time for Problem Resolution Availability**, is only the time between posting the **Fix** and notifying the **Customer**. There are no requirements on when the **Customer** downloads the **Fix** or when it is applied.

**Hardware:** A memory DIMM indicates that it is about to fail. Memory is considered a **CRU** for this configuration. The system automatically disables the memory pair, sends a message to the system operator and to the maintenance provider and the system continues to run in degraded mode. An automated response system registers that a problem has been identified, schedules a courier to deliver a new DIMM, and sends a message to the **Customer**. In this case, the **Response Time for Problem Recognition** is nearly instantaneous. This is also the beginning of the **Time for Problem Resolution Availability**. The courier picks up the part at a distribution center and delivers it to the **Customer** location. This marks the end of the **Time for Problem Resolution Availability**. At a convenient time, the **Customer** decides when to actually install the memory. There is no restriction on this time.

Maintenance terms and conditions must be publicly **Available** and must be provided to the certified TPC auditor and/or **Pre-Publication Board** which is attesting to the validity of the **Result**.

- 4.1.1 Maintenance **Pricing** indicates a purchase of future services. There are many ways that **Customers** purchase maintenance. Among the valid combinations for **Pricing** of maintenance are: warranty coverage for one year, 1-year maintenance packaged pricing, warranty coverage for additional months, warranty coverage for a specific number of years and an additional yearly maintenance, or any of the above with a **Discount** for prepayment.
- 4.1.2 Any warranty coverage that is used to satisfy the maintenance requirement must meet the requirements for response time as defined in Clause 4.1.

## 4.2 Licensed Compute Services

If the requirements of clause 4.3 are met for hardware as a part of the **Licensed Compute Services** configuration price, then no further hardware maintenance needs to be priced. However, if the **Licensed Compute Services** configuration does not meet the requirements of Clause 4.3 then additional hardware maintenance will need to be priced to bring the level of maintenance up to a level to satisfy that clause.

If the requirements of Clause 4.4 and 4.5 are met for the software included in the **Licensed Compute Services** configuration price, then no further software maintenance needs to be priced for that software. However, if the **Licensed Compute Services** configuration does not meet the requirements of clauses 4.43 and 4.5 then additional software maintenance will need to be priced to bring the level of maintenance up to a level to satisfy those clauses.

### 4.3 Physically Acquired Hardware

**Physically Acquired** hardware maintenance must be figured at a standard **Pricing** which provides 7 days/week, 24 hours/day coverage, either on-site, or if **Available** as a standard offering, via a central support facility. **Maximum Response Time for Problem Recognition** must not exceed 4 hours on any part whose replacement is necessary to correct a **Failure**.

Once a probable problem resolution is determined, the **Time for Problem Resolution Availability** must not exceed 4 hours. For **Customer Replaceable Units**, this requirement can be satisfied by delivery of a **Component** to the **Customer** location (by service personnel or by courier service or by other means), or through the use of on-site spares, as defined in Clause 4.3.2. For **Field Replaceable Units**, there must be a qualified maintenance person on site within this time.

**Comment 1:** The requirements for maintenance **Pricing** cannot be met by basing the cost to fix specific **Failures**, even if the **Failure** rate is calculated from Mean Time Between Failure (MTBF). The maintenance **Pricing** must be independent of actual failure rates over the maintenance period, no matter how many failures occur during that period.

**Comment 2:** To be commercially reasonable, standard maintenance contracts are not offered in all possible locations in a large country. The requirements for 4-hour **Response Time for Problem Recognition** and 4-hour **Time for Problem Resolution Availability** are met if the maintenance contract covers all areas within two hours travel time of an international airport in the country where the system is being priced. It is not assumed to cover all physical locations in a country.

#### 4.3.1 Central Support

If central support is claimed, then the appropriate connection device, such as an auto-dial modem, must be included in the hardware price. Also, any software required to run the connection to the central support, as well as any diagnostic software which the central support facility requires to be resident on the tested system, must not only be included in **Pricing**, but must also be installed during the benchmark runs.

#### 4.3.2 On-site spares of Customer Replaceable Units

It is acceptable to incorporate, for **Pricing** purposes, the use of spare, **Customer** replaceable hardware items under the following conditions:

1. An additional 10% of the number of configured units of the replaceable items, with a minimum of 2, must be priced for spares.
2. The vendor must include a support service that guarantees replenishment on-site within 7 days throughout the 3-year maintenance period and covers every unit of the replaceable items (i.e. configured units and spare units).
3. The items must be **Generally Available** as spareable and must be replaceable for any **Customer** installation.
4. The designation of the items as spareable and replaceable cannot depend on a threshold of purchased quantity.
5. The **Customer** must be able to identify which part has failed within 4 hours of **Failure**.

6. The method for identification and replacement of the replaceable items must have **Customer** documentation that is sufficient to accomplish the actions for item 5 above, without additional consultation.

**Comment:** The use of spares is intended to assist in complying with requirements for the four-hour **Response Time for Problem Recognition** requirement and the four-hour **Time for Problem Resolution Availability** requirement. The **Priced Configuration** must maintain the same quantities of **Components**, including spares, for the number of months or years required by the **Pricing Methodology**. This requirement necessitates maintenance for the spares to ensure replenishment. Shipping costs need not be included in the replenishment support.

#### 4.4 Software Maintenance for Defects

Software maintenance provides support to resolve **Defects** in the **Priced Configuration's** software. The highest priority **Defect** addressed by this support is a **Defect** that prevents normal operation of the **Customer's** application. This does not include **Defects** in the **Customer's** application code. For those high priority **Defects**, software maintenance support must provide the following within four hours:

1. Acknowledgment of the **Defect** with an identifier that may be used for reference.
2. The start of a **Defect** resolution process that requires some direct interaction with the **Customer**.
3. A commitment to fix **Defects**.

#### 4.5 Software Maintenance Updates

Software maintenance updates include **Fixes** and documentation for **Defects** that have been identified, resolved, and incorporated into patches, maintenance releases, update releases, etc. These software maintenance updates must be made available to **Customers** over the period of time required by the **Pricing Methodology**. The distribution of the software is flexible, but **Customers** must receive either the software automatically or notification of the means by which to obtain the software. If the software maintenance is separately priced, the **Pricing** must include at least three distributions of maintenance updates over the maintenance period specified by the **Pricing Methodology**. The total cost of the software maintenance must include both the cost of distributing the software maintenance update, as well as the cost of the actual update itself. The supplier must make clear to the **Customer** when and how to obtain the updates. The maintenance update may include additional features and existing feature enhancements, in addition to the traditional bug **Fixes**.

- 4.5.1 The supplier must provide a defined mechanism for reporting **Defects**. Acceptable mechanisms include personal interaction, telephone or other electronic means.
- 4.5.2 The reporting mechanism must be available 7 days a week, 24 hours a day.

- 4.5.3 A maintenance update must include all **Defect Fixes** that are qualified for general use and are not limited in scope. Included are **Fixes** for problems found by other **Customers** and by the product owner that are applicable to most or all installations of the software. This requirement precludes the use of a software maintenance contract that only provides **Fixes** to bugs that are found by a specific customer.
- 4.5.4 A maintenance update must not require a level of knowledge, sophistication, or effort to apply beyond that needed to install and administer the software product.
- 4.5.5 The TPC only requires the supplier to resolve issues arising from software **Defects**. It does not require service for operational problems, consultation or for errors in application code.
- 4.5.6 It is reasonable that a software product may be stable and mature enough that it would not require any bug **Fixes**; however, it should not be assumed at any time during the maintenance period that there will not be any bug **Fixes** available.

## CLAUSE 5 -- FULL DISCLOSURE REPORT

This section includes a list of requirements for the **Pricing**-related items in the **Full Disclosure Report**.

### 5.1 General Items

- 5.1.1 The order and titles of sections in the **Test Sponsor's Full Disclosure Report** must correspond with the order and titles of sections from the **Benchmark Standard**. Reference material for **Pricing** (such as price quotations) is to be included as the final appendix in the **FDR**. The intent is to make it as easy as possible for readers to compare and contrast material in different **Full Disclosure Reports**.
- 5.1.2 The TPC Executive Summary must be included near the beginning of the **Full Disclosure Report**. An example of the pricing page of the Executive Summary is presented in Appendix B.  
**Comment:** The Executive Summary must include all **Pricing Sources** and **Sales Channels**, as required in clause 1.4.
- 5.1.3 Diagrams of both **Measured Configuration** and **Priced Configuration** must be provided, accompanied by a description of the differences.
- 5.1.4 **Pricing** must be reported in the currency of the country where the system is priced.
- 5.1.5 All prices must be verifiable from the date of publication of the **FDR**.
- 5.1.6 Written price quotations from all **Third Party Pricing** sources must be included in the **FDR**.

### 5.2 Pricing Spreadsheet

The **Pricing Spreadsheet** details how the cost of ownership is computed. It contains the prices, allowed **Discounts**, warranty information, and if applicable maintenance costs for all the hardware, software, and **Licensed Compute Services Line Items** in the **Priced Configuration**. Price disclosure shall be presented in a structured fashion to enhance clarity and comparability between **Results**.

**Comment 1:** **Discounts**, warranty, and maintenance prices may apply to one or a group of **Line Item(s)** in the **Pricing Spreadsheet**. The spreadsheet must identify which **Line Items** are included in the group.

**Comment 2:** A representative **Pricing Spreadsheet** is included in each **TPC Benchmark Standard** in the sample executive summaries.

- 5.2.1 All primary metrics of the **Benchmark Standard** must appear on the **Pricing Spreadsheet**.
- 5.2.2 The **Pricing Spreadsheet** must be included in the Executive Summary and must include the following items for each **Line Item** in the **Priced Configuration**:



1. Part name or brief description
2. **Part Number** (see definitions)
3. Source of the **Line Item**, whether from a benchmark sponsor or a **Third Party** (note: this can be an index into a list of **Line Item** sources, provided that the list is included in the **Pricing Spreadsheet**)
4. For all **Line Items** that are not **Orderable** at the time of the publication of the **FDR**, the source must be appended with an “\*”, pointing to the following footnote: “\* These line items are not immediately **Orderable**. See the **FDR** for more information.”
5. For all **Line Items** that contain substitutions at the time of publication of the **FDR**, the source must be appended with an “S”.
6. **List Price** of the **Line Item** (see definitions)
7. Quantity of the **Line Item** used in the **Priced Configuration**
8. The extended price of the **Line Item**, based on the **List Price** of the **Line Item**, the quantity included in the **Priced Configuration**, and any allowed **Line Item**-level **Discounting**.
9. If applicable, the maintenance price, or a notation that maintenance for the part is included in another maintenance charge.

5.2.3 For each different server type used in the **Priced Configuration** (e.g. Database Server, Client, Image Server, Web Server, etc.) or server configuration (e.g., 4-way Database Server and 8-way Database Server in same benchmark), **Pricing** subtotals for **Line Items** and associated maintenance must be disclosed and grouped into the following categories:

1. General **Physically Acquired** Hardware or **Licensed Compute Services** (e.g., processors, memory, controllers, packaged **Components**, etc.);
2. Storage devices, including interconnect hardware (if applicable). Storage that is included in the base price of a system need not be split into a separate category.
3. Software licenses (if applicable). Software that is included in the purchase price of the **Priced Configuration** need not be split into a separate category.

The total purchase price of the **Priced Configuration** and if applicable its associated maintenance price must be included in the **Pricing Spreadsheet**, along with the price/performance metric.

5.2.4 The percentage, amount, and basis (including type and justification) of all allowed **Discounts** listed must be disclosed (see Clause 5.1.2). A tabular summary may be employed to simplify the presentation.

**Comment:** Thresholds for **Discounts** need not be disclosed.

5.2.5 Each supplier’s items and prices, including allowed **Discounts**, must be listed separately. **Discounts** may not be dependent on purchases from any other suppliers.

5.2.6 The following advisory notice must be reproduced at the bottom of the spreadsheet, using a sans serif font no smaller than 8pt:

“Prices used in TPC benchmarks reflect the actual prices a customer would pay for a one-time purchase of the stated **Line Items**. Individually negotiated discounts are not permitted. Special prices based on assumptions about past or future purchases are not permitted. All discounts reflect standard pricing policies for the listed **Line Items**. For complete details, see the pricing section of the **TPC Benchmark Standard**. If you find that the stated prices are not available according to these terms, please inform the TPC at [pricing@tpc.org](mailto:pricing@tpc.org). Thank you.”

### 5.3 Price Reporting

- 5.3.1 Two quantities will be reported regarding **Pricing**. The first is the **Total Price** as described in Clause 5.1.2. The second is the Price/Performance metric as defined in the **TPC Benchmark Standard**.
- 5.3.2 The country where the **Priced Configuration** is priced must be disclosed. All **Line Items** of the system must be **Generally Available** in the referenced country by the **Availability Date**. The currency used must be one that **Customers** commonly use in that country and must be identified by the 3-letter currency code (see ISO 4217). It is sufficient to include the ISO code with the final price and price/performance metrics. The ISO codes for each currency can be obtained from the Internet or the TPC-Administrator. The **Total Price** metric must be represented in the basic ISO monetary unit. The price/performance metric may be represented in basic ISO monetary units or 1/100th of the basic ISO monetary unit. If the price/performance metric is less than one monetary unit, it must be displayed with 2 significant digits. For example, in the United States, the system price must be reported in whole dollars and the price/performance may be reported in dollars and cents. Any fraction of a unit must be raised to the next highest unit (e. g., \$12.123 must be shown as \$12.13USD for price/performance and \$13,456.23 must be shown as \$13,457USD for the total system price).

### 5.4 Clause 1 Pricing Related Items

TPC disclosures are, by definition, showing **Generally Available** prices and any allowed **Discounts**. The intent of this clause is to provide sufficient information for any **Customer** to obtain a quote for a price on a **Line Item**, group, package, or configuration that is similar to one used in a benchmark disclosure.

- 5.4.1 A detailed list of hardware, software, and/or **Licensed Compute Services** used in the **Priced Configuration** must be reported. The listing for each separately **Orderable** item must have:
- vendor **Part Number**
  - description and applicable release/revision level
  - price source
  - unit price
  - quantity
  - extended price
  - applicable **Discounted** price
  - 3-year maintenance price

If package-pricing is used, the vendor **Part Number** of the package and a description uniquely identifying each of the **Components** of the package must be disclosed to a sufficient level of detail to meet the requirements of Clause 5.2.

5.4.2 The justification of any allowed **Discounts** applied must be disclosed in the **Pricing Spreadsheet**. Sufficient detail of what items are being discounted and by how much they are being discounted must be provided so that the **Discount** amount used in the computation of the total system cost can be independently reproduced. If only certain **Line Items** are discounted, they must be identified.

**Comment:** The purpose of this clause is to allow a reader to determine which **Line Items** are discounted and the aggregate **Discount** applied to them. The following are examples of possible **Discount** disclosures:

- "All hardware components from manufacturer A are discounted x% based on total dollar volume of those components in this configuration."
- "Single order amounts from Vendor A above \$y receive x% discounts."
- "All storage devices in this configuration are discounted by \$z per device, based on the number of devices purchased."
- "An x% discount was based on the overall value of the specific components from vendor A in this single quotation. Discounts for similarly sized configurations will be similar to those quoted here but may vary based on the components in the configuration."

5.4.3 For each **Line Item** or group of **Line Items**, the same prices and allowed **Discounts** must apply.

5.4.4 The **Total Price** of the entire **Priced Configuration** must be reported.

5.4.5 The **Availability Date** must be within 185 days of the **Full Disclosure Report** submittal date.

5.4.6 The committed **Availability Date** of **Line Items** used in the price calculations must be reported. The **Availability Date** must be reported on the first page of the Executive Summary and with a precision of one day. When the priced system includes products and/or **Licensed Compute Services** with different **Availability Dates**, the reported **Availability Date** for the priced system must be a date at which all **Line Items** are committed to be **Generally Available**. Each **Line Item** used in the **Priced Configuration** is considered to be **Available** on the **Availability Date** unless an earlier date is specified.

5.4.7 For each of the **Line Items** that are not **Orderable** on the report date of the **FDR**, the following information must be included in the **FDR**:

- Name and **Part Number** of the item that is not **Orderable**
- The date when the **Line Item** can be ordered (on or before the **Availability Date**)
- The method to be used to order the **Component** (at or below the quoted price) when the order date arrives
- The method for verifying the price

5.4.8 The following items must be included in the **Full Disclosure Report** and Executive Summary:

- the benchmark performance metric
- respective calculations for the **Pricing Methodology** pricing time period (See Clauses 1.7 through 1.10)
- price/performance
- **Availability Date**

5.4.9 Additional Clause 1 related items may be included in the **Full Disclosure Report** for each country-specific **Priced Configuration**. Country-specific **Pricing** is subject to Clause 1.1.

5.4.10 The sponsor must disclose the usage level at which the **Line Item** was priced.

**Comment:** Usage **Pricing** may include, but is not limited to, the operating system, database management software, and any limitations of CPU, memory, storage, etc. used during the measurement.

## 5.5 Clause 3 Audit Related Items

5.5.1 The attestation letter provided by the certified TPC auditor and/or **Pre-Publication Board** must be included in the **Full Disclosure Report**.

5.5.2 A review of the **Pricing Spreadsheet** is required to ensure that all required **Components** are priced (see Clause 6.2.1). The certified TPC auditor and/or **Pre-Publication Board** is required to review pricing calculations prior to issuing the attestation letter.

## 5.6 Revisions to the Full Disclosure Report

Any modification to **Pricing** or **Components** may require that the **Pricing Spreadsheet** and metrics be revised.

Revisions to the full disclosure documentation shall be handled as follows:

### 5.6.1 Required Revisions

Revisions to the full disclosure documentation are required to be published under the following circumstances:

5.6.1.1 When cumulative price changes have resulted in an increase of 2% or more from the reported price/performance, the **Test Sponsor** must submit revised price/performance **Results** to the TPC within 30 days of the effective date of the price change(s) to remain in compliance. The benchmark need not be re-run to remain compliant.

**Comment 1:** The intent of this clause is that the published price/performance reflects the actual current price/performance.

**Comment 2:** There may be instances where a **Line Item** increases in price by more than 2%. However, a revision is only required when the cumulative price change totals 2% or more of the reported price/performance.

5.6.1.2 A change in the committed **Availability Date** for the priced system that is later than the published **Availability Date** must be published in a revised Full Disclosure Report. If the revised **Availability Date** is greater than 185 days after the initial publication of the Full Disclosure Report, the benchmark must be withdrawn.

5.6.1.3 If hardware, software, or **Licensed Compute Services** substitutions within the **Priced Configuration** are allowed in the **Benchmark Standard**, such substitutions require that the **Pricing Spreadsheet** and metrics be revised.

5.6.1.4 A change in the **Orderable** date for any **Line Item** (per Clause 5.4.7) of the **Priced Configuration** that is later than the published **Orderable** date must be published in a revised **Full Disclosure Report**. The new **Orderable** date for the **Line Item** may not be later than the **Availability Date** for the **Result**.

5.6.1.5 If a **Component** ceases to be **Available** and the **Result** is to be retained on the **Active Results** list, a valid substitution must be made, and a revised **FDR** must be published.

## 5.6.2 Optional Revisions

5.6.2.1 Revisions to the full disclosure documentation are allowed to be published to reflect decreases in the price of one or more of the **Components** of the **Priced Configuration**.

5.6.2.2 Revisions to the full disclosure documentation are allowed to be published to reflect an overall price/performance change that is less than a 2% increase in the published price/performance.

5.6.2.3 A change in the committed **Availability Date** for the priced system that is earlier than the published **Availability Date** may be published in a revised Full Disclosure Report. The **Availability Date** cannot be moved earlier than the submission date of the revised **FDR**.

**Comment:** The implication of 5.6.2.3 and 5.6.1.4 is that the **Availability Date** for the priced system may be changed to any date that is at least the date of the change and at most 185 days from the original **FDR** publication date.

## 5.6.3 Audit requirements for FDR revisions

5.6.3.1 When the **Pricing Convention** is changed in a revised **FDR**, it must be reviewed and approved by the certified TPC auditor and/or **Pre-Publication Board**. The letter of attestation must be attached to the revised **Full Disclosure Report**.

5.6.3.2 If hardware, software, or **Licensed Compute Services** substitutions within the **Priced Configuration** are made in a revision of an **FDR**, such substitutions require that the **Pricing Spreadsheet** and metrics be revised. Product substitutions must be reviewed and approved by the certified TPC auditor and/or **Pre-Publication Board**. The letter of attestation must be attached to the revised **Full Disclosure Report**.

5.6.3.3 Changes to the price of an existing **Component** of a **Priced Configuration**, including changes due to a change in the **Pricing Convention**, need not be reviewed by a certified TPC auditor and/or **Pre-Publication Board**.

5.6.3.4 Changes to the **Availability Date** of the **Priced Configuration** or the **Orderable** date for **Line Items** for the **Priced Configuration** do not need to be reviewed by a certified TPC auditor and/or **Pre-Publication Board**.

## 5.7 Rules for Substitution of Components in a Priced Configuration

If allowed by the **Pricing Methodology**, the following requirements must be followed for the substitution of **Priced Components**.

### 5.7.1 Intent of Component substitution

The TPC recognizes the difficulties of conducting benchmarks that require large complex configurations. Sufficient quantities of **Components**, which sponsors want to showcase in the **FDR**, may not be available. After the **FDR** is published, some **Component** used in the original benchmark may become unavailable (e.g., end-of-life) or superseded by newer technology. As concessions for ease of benchmarking and business realities, the TPC allows **Component** substitution only as set forth in this section of the pricing specification.

Under no circumstance may a **Component** substitution degrade benchmark performance. Proof(s) of comparable performance must be cited in the **FDR** and certified TPC auditor's and/or **Pre-Publication Board**'s attestation letter. Any substitution must comply with all other benchmark requirements. For some substitutions, sufficient proof may be satisfied by product documentation, published specifications or Component measurement (see Clause 5.7.3). All other substitutions require proof by measurement in the benchmark environment.

**Comment:** When proving substitution without measurement in a full benchmark run, the intent is to demonstrate that the individual **Component** that is the substitute is equal or superior in performance to the measured **Component**. When proving substitution using a measurement in the benchmark environment, the intent is to prove that the Primary Metric(s) for performance will not degrade with the substitute **Components** in place.

### 5.7.2 Identification of Components that can be substituted

TPC **Benchmark Standards** specify those **Components** that can be substituted. When a benchmark specification does not specify that certain **Components** can be substituted, they cannot be substituted.

### 5.7.3 Criteria for Component substitution when a measurement is not required.

There are some cases where **Component** substitution can be proven through product documentation or other **Component**-level evaluation. The intent is to show that there is no adverse effect on the performance of the **Priced Configuration**. The certified TPC auditor and/or **Pre-Publication Board** has the option to require additional work beyond these rules.

#### 5.7.3.1 Licensed Compute Services Component Substitution

When **Licensed Compute Services Components** substitution is allowed by the **Benchmark Standard**, it is permissible to substitute only the components that are specifically identified and only with units that are equal-to or greater-than those used in the **Measured Configuration**. **Components** are substituted on a 1 for 1 basis. This includes (if allowed by the **Benchmark Standard**) storage, networking, memory and/or the compute resources.

**Comment:** It is expected that different **Licensed Compute Service** providers will have different terms and units for identifying, configuring, capacity and performance, but the underlying service level agreement as determined by the reported measurement must be upheld.

### 5.7.3.2 Physically Acquired Middle-tier Component Substitution

When middle-tier **Component** substitution is allowed by the **Benchmark Standard**, it is permissible to substitute the hard drive(s), the CPU, the cache, or the storage controller of a middle-tier system without measurement, provided that

1. **Components** are substituted on a 1 for 1 basis.
2. When upgrading CPU speed, the bus speed does not decrease.
3. When upgrading CPU speed, the cache size is not reduced, at each cache level.
4. The disk I/O levels are negligible (less than 5 I/Os per second), or disk controller is the same and the rules for storage substitution apply.
5. When upgrading the cache, each cache size is not reduced.
6. When upgrading the cache, the cache architecture isn't changed.
7. When increasing the number of cores, the new cores must have equal or faster clock speed and the cache size per core is not reduced, at each cache level.
8. When upgrading the processor, the processor architecture isn't changed.

### 5.7.3.3 Physically Acquired Storage device substitution (HDD, SSD, Optical, ...)

If the following criteria are completely satisfied, an allowed storage device substitution can be done without additional measurement.

1. The formatted capacity of the substitute device must be equal or greater than the substituted device.
2. The substitute device must have the same interface type as the substituted device.
3. Characteristics of the substitute devices, such as track to track seek time, average seek time, interface speed, on disk buffer size, rotational speed, media density and write performance characteristics must be the same or better than the substituted devices.
4. The number of substitute devices must be greater than or equal to the number of substituted devices in the published **Result**.
5. There must be sufficient physical connectivity to attach the new devices and the substitute devices must be supported in the priced enclosures within the **Priced Configuration**.

### 5.7.3.4 Other Physically Acquired Component substitutions (e.g. storage enclosures, external storage controllers, network adapters, routers, bridges, repeaters, switches and cables)

**Components** must be replaced on a 1-for-1 basis and must satisfy the same functions as those of the substituted **Components**.

In the case of proof for substitution without a full benchmark run, the **Test Sponsor** must show that the capacity, response time and throughput performance characteristics are equal to or better than the benchmarked **Components**. Proof(s) (e.g. detailed specification comparison or **Component**-level measurement) of comparable performance must be cited in the **FDR** and the certified TPC auditor's and/or **Pre-Publication Board**'s attestation letter. Any substitution must comply with all other benchmark requirements.

**Comment:** The purpose of any proof is to ensure that the substitute configuration will deliver a benchmark performance result that is at least as good as the measured configuration.

#### 5.7.4 Criteria for Component Substitution Performance Characteristics

5.7.4.1 For **Physically Acquired** and **Licensed Compute Services** environments, when a **Component** is allowed to be substituted and the performance impact cannot be proven from procedures detailed in Clause 5.7.3, the sponsor must provide proof through full benchmark measurement. The overall Primary Metric(s) for performance of the substitute configuration must be equal to or better than the original measured configuration. The certified TPC auditor and/or **Pre-Publication Board** has the option to require additional work beyond these rules.

5.7.4.2 For one-to-one **Physically Acquired** middle-tier substitution a measurement is required. If not covered under Clause 5.7.3.2, the following conditions must be met.

1. At least one of the priced middle-tier systems must be run along with the substituted middle-tier systems during the measurement interval.
2. The average benchmark throughput per user or job for all substituted work cannot exceed the average benchmark throughput per user or job of all priced middle-tier systems.
3. The benchmark throughput per user or job of each substituted middle-tier system cannot exceed the average benchmark throughput per user or job of the priced middle-tier systems by more than 2%.
4. Differences in the hardware and/or software between the substituted middle-tier systems and priced middle-tier systems are allowed as long as there is reasonable assurance that those differences do not enhance the performance characteristics of the data streams to or from the database server and the substituted clients.
5. The type and number of connections, both physical and logical, to the database server(s) from the middle-tier systems must be the same in both the priced and benchmarked configurations.
6. Any ACID test that includes one or more middle-tier system must be proven with at least one of the priced systems.
7. The workload driver may dynamically add delays to the response time Component of the cycle time to ensure the above criteria are met.
8. The values reported in the Numerical Quantities Summary page are aggregate values, where appropriate, from all middle-tier systems.



#### 5.7.4.3 **Physically Acquired Middle-tier substitution on an n-m basis**

For ease of benchmarking, if **Physically Acquired** middle-tier substitution is allowed, it is permissible to emulate one or more identically configured and loaded middle-tier systems (called the control set) using one or more non-priced middle-tier systems. Only priced systems in the control set are included in the substitution calculation/comparisons. Only one set of priced systems may be emulated (i.e. if there are multiple classes of priced middle-tier systems, only one of those classes may be emulated)

1. The actual benchmark runs must have at least 2 of the systems that are priced.
2. The average throughput per simulated user or job for all non-priced systems cannot exceed the average throughput per simulated user or job of all systems in the control set.
3. The ratio of throughput per simulated user or job of each non-priced system cannot exceed the average throughput per simulated user or job of the systems in the control set by more than 2%.
4. Differences in the hardware and/or software between the substituted middle-tier systems and priced middle-tier systems are allowed as long as there is reasonable assurance that those differences do not enhance the performance characteristics of the data streams to or from the database server and the substituted clients.
5. The number and type of connections, both physical and logical, to the database server(s) from the systems must be the same in both the priced and benchmarked configurations.
6. Any ACID test that includes one or more middle-tier system must be proven with both at least one of the priced systems.
7. The workload emulator/driver may dynamically add delays to the response time component of the cycle time to ensure the above criteria are met.
8. The values reported in the Numerical Quantities Summary page are aggregate values, where appropriate, from all benchmarked systems.
9. Additional documentation must be included in the FDR, consisting of a table for each measured middle-tier system and the aggregate of non-priced middle-tier systems and of priced middle-tier systems for numerical quantities that is required by the **Benchmark Standard**.

#### 5.7.4.4 **Physically Acquired Storage device substitution when a measurement is required**

**Physically Acquired** Storage devices must be substituted on a one for one basis. To prove one-for-one storage device substitution of drive X for drive Y, the **Test Sponsor**:

1. Must collect device performance data while running the test under full measured configuration and at least 90% of the reported primary performance metric for the duration of the benchmark measurement
2. Must prove that drive X and Y are substantially doing the same work in terms of access patterns and I/O rates during the test.
3. Must put same mix of information (such as uniquely named tables, indexes, logs) on drive X and Y

4. Cannot mix drives in a monitored unit. A monitored unit is what the device performance monitor can uniquely measure. (Example: If a 7-drive RAID set is not monitored at the individual drive level, cannot have a mix of drive X and drive Y in the RAID set)
5. Can only substitute devices in terms of a monitored unit.

The logical and physical performance characteristics of the new drives must be at least as good as the old drives in terms of average service time and average queue depth or equivalent. The time measurement needs to be reported with 0.1 millisecond accuracy and the queue depth measurement needs to be reported in tenths.

**Comment 1:** There can be multiple instances of “X” and “Y” in each proof, depending on the functions performed by each substituted device.

**Comment 2:** All capacity requirements of the benchmark must be satisfied with the substitute configuration.

#### 5.7.4.5 Physically Acquired Storage Subsystem Substitution

To qualify for one-to-one external **Physically Acquired** storage subsystem substitution, the **Test Sponsor** must meet several conditions. For each substituted storage subsystem with a unique LUN configuration, there must be at least one corresponding priced storage subsystem in the measured configuration when the benchmark is re-run to which the following rules apply (Note: This applies only when a benchmark explicitly allows substitution of a storage subsystem as a **Component**. Otherwise, rules for storage devices, storage adapters, storage enclosures, etc. must be applied):

1. The storage subsystem must be external to the database server. This subsystem is externally powered and only connected to the database server through a host bus adaptor (HBA).
2. All RAID functions (duplication, parity, striping, etc.) on the originally measured configuration must be present and executed on the same **Component** as the newly **Priced Configuration**.
3. No software (e.g. driver) or host bus adaptor changes to the database server to which the storage subsystems are connected are allowed.
4. For each substituted storage subsystem, the same type and number of connections must be used in the corresponding priced storage subsystem.
5. The total number of LUNs must be the same on each priced storage subsystem as on each substituted storage subsystem.
6. Each priced and substituted LUN must contain the same mix of database records (e.g. both have new order records, both have history records).
7. Perform a test under full load and on the same configuration used for the performance run.
  - a. Must collect performance data while running at least 90% of the reported Primary Metric(s) for performance for a duration equal in length to the measurement interval.

- b. The average response time (ms/IO) per LUN over all priced storage subsystems cannot exceed the average response time per LUN over all substituted storage subsystems. All response times need to be reported with 0.1 millisecond accuracy.
- c. The average throughput (IOs/sec) per LUN over all substituted storage subsystems must be no more than 1% higher than the average throughput per LUN over all priced storage subsystems.
- d. All performance data must be measured from the perspective of the database server.

The certified TPC auditor and/or **Pre-Publication Board** must ensure that the priced storage subsystems conform to the benchmark durability requirements.

#### 5.7.4.6 **Substitution of other Physically Acquired Components (e.g. storage enclosures, external storage controllers, network adapters, routers, bridges, repeaters, switches)**

When substitution of other **Physically Acquired Components** cannot be proven under Clause 5.7.3.4, a full benchmark measurement is required. Sufficient performance information relating to the substitute and substituted **Components** must be provided to show that the Primary Metric for performance will not be degraded with the substitute configuration.

**Components** must be replaced on a 1-for-1 basis and must satisfy the same functions as those of the substituted **Components**.

#### 5.7.5 **Additional Substitution rules**

5.7.5.1 Substituted **Components** must be clearly identified in the **FDR**.

5.7.5.2 Substitutions are not allowed on **Results** that have been withdrawn.

5.7.5.3 Any information and/or measurement results used to prove the validity of a **Component** substitution must be included in the section of the **FDR** that describes the differences between the **Measured Configuration** and **Priced Configuration**. Original and substituted **Components** must be clearly identified. **Line Items** that contain substitutions must be designated with an 'S' suffix in the **Price Source** column of the price sheet of the Executive Summary and a note in the Notes section of the price sheet saying "One or more components of the **Measured Configuration** have been substituted in the **Priced Configuration**. See the **FDR** for details."

#### 5.7.6 **When Components can be substituted**

**Components** can be substituted at initial publication of the **FDR** or whenever the **FDR** is revised.

#### 5.7.7 **Challenge of Component substitution**

The **Component** substitution is open to challenge according to TPC policies.

### 5.8 **Official Language**

The official **Full Disclosure Report** must be written and submitted in English but can be translated into additional languages.

## CLAUSE 6 -- AUDIT

### 6.1 General Rules

#### 6.1.1 General

An audit checklist for pricing-related items is provided as part of this specification. Other audit requirements are included in the individual **Benchmark Standard**. Certified TPC auditors and/or **Pre-Publication Boards** may enhance this checklist.

#### 6.1.2 Attestation Letter

The certified TPC auditor's and/or **Pre-Publication Board's** attestation letter must be made readily available to the public as part of the **Full Disclosure Report**, but a detailed report from the certified TPC auditor and/or **Pre-Publication Board** is not required.

### 6.2 Reviewer's Check List

#### 6.2.1 Clause 1 Pricing Related Items

6.2.1.1 Verify that all required **Components** of the **Priced Configuration** are priced.

6.2.1.2 Verify that the **Pricing Spreadsheet** includes all the hardware or **Licensed Compute Services** and software licenses, warranty coverage, and additional maintenance costs as required in this specification.

6.2.1.3 Verify that price quotes for any items from **Third Party** sources are available for inclusion in the **FDR**, as defined in Clause 1.4.4.

**Comment 1:** The **Pricing Spreadsheet** is a spreadsheet detailing how the cost of ownership is computed (see Clauses 1.7 - 1.9, 5.1.2, and 5.4.2). It must contain the prices, **Discounts**, warranty information, and maintenance costs for all the hardware, **Licensed Compute Services**, and software in the **Priced Configuration**.

**Comment 2:** Since final pricing for new products is typically set very close to the product announcement date, the certified TPC auditor and/or **Pre-Publication Board** is not required to verify the final pricing of the tested system prior to issuing the attestation letter.

6.2.1.4 Obtain a written statement from the **Test Sponsor** that the prices quoted are based on a single purchase, without requirements for past or future purchase, or any privileged relationship between buyer and seller.

6.2.1.5 Verify that the **Priced Configuration** has sufficient storage space for system software, database tables, and recovery logs as required by the **Benchmark Standard**.

6.2.1.6 Verify that storage and processing elements that are not included in the **Priced Configuration** are physically removed or made inaccessible during the performance test.

6.2.1.7 Verify that additional **Components** that are required by Clause 3.3.2 are included in the **Priced Configuration**.

6.2.1.8 Verify that all required maintenance is priced and that the terms and conditions of the priced maintenance satisfy this specification.

6.2.1.9 Verify that, when used, **Customer** spareable **Components** are priced in sufficient quantity to meet the requirements in Clause 4 -- .

6.2.1.10 If **Components** in the **Priced Configuration** are being supplied by a company other than the **Test Sponsor(s)** (i.e., **Third Party** pricing), verify that valid price quotes have been received for all **Third Party Components** and satisfy the requirement of Clause 1.4.4.

## APPENDIX A – REQUIREMENTS FOR BENCHMARK SPECIFICATIONS

Each benchmark specification of the TPC shall have an abbreviated pricing clause that delineates benchmark-specific pricing items and points to the TPC Pricing Specification. References to the Pricing Specification should be made, as appropriate, in other sections of the benchmark specification, such as full disclosure and audit clauses.

The following lists identify what information is expected to be in the benchmark specification and what is in the pricing specification:

What is in Pricing Specification:

1. Pricing Methodologies (see Clauses 1.7. through 1.10)
2. Pricing Models (see Clause 2)
3. How things are priced
4. Availability and procedures associated with obtaining price
5. How substitutions can be priced
6. Maintenance/support properties and terms that must be included in the Priced Configuration

What is in Benchmark Specification:

1. Which Pricing Methodology is to be used
2. Which Pricing Models can be used
3. The Components to be priced
4. Functional requirements of what is priced
5. What substitutions are allowed

The following text must be included in the benchmark specifications:

In the Pricing-related Clause:

“Rules for pricing the **Priced Configuration** and associated software and maintenance are included in the current revision of the TPC Pricing Specification, located at [www.tpc.org](http://www.tpc.org).”

In the Disclosure-related Clause:

“Rules for reporting Pricing information are included in the current revision of the TPC Pricing Specification, located at [www.tpc.org](http://www.tpc.org).”

In the Audit-related Clause:

“Rules for auditing Pricing information are included in the current revision of the TPC Pricing Specification, located at [www.tpc.org](http://www.tpc.org).”

## APPENDIX B - EXECUTIVE SUMMARY

The tables on the following page illustrate the format of the Pricing Sheet for the TPC Executive Summary and **Full Disclosure Report**. If all information will not fit on a single page with this format, the Pricing Sheet should be extended to a second page instead of reducing font size. The major headings (e.g. "Server Hardware" in this example) are defined by the individual benchmark specifications.

Really Good Computer Corporation (14 point font)	Widget Model RYO1234 (14 point font)				TPC Benchmark xx.y.z [ @ aaaa if applicable ] TPC Pricing xx.y.z (12 point font)		
					(Original) Report Date: 15-March-2016 (10 point font)		
					Revision Date: 15-March-2016 (10 point font)		
					Availability Date: 1-July-2016 (10 point font)		
Description [10 point font, sans serif bold (across this row and for main titles below) 8 point font, sans serif for other text in this section]	Part Number	Price Source	Unit Price	Qty	Extended Price	Discounted Price (if line item discounts are used)	Maintenance Price
<b>Server Hardware</b>							
RO90214.32MB.CDROM.NO HDD, MOUSE	201-A	1	15,995	1	15,995	15,995	3,839
RO90214.DUAL CPU UPGR CARD, 1MB CACHE	25657	1	17,000	1	17,000	17,000	2,380
128MB SIMMS (4X32MB) FOR ECC MEM BD	82038	1*	11,495	3	34,485	34,485	0
PCI LAN CONTROLLER/10	654	1	595	1	595	595	143
14" EPA SVGA MONITOR	26019	1	480	1	480	480	116
101-KEYBOARD, PWR CORD	G6001A-A	1	85	1	85	85	0
DIFF PCI TO SCSI HOST BUS ADAPTER	1111	1	995	2	1,990	1,990	478
ECC MEMORY BOARD FOR PC TOWER SYS	77016	1	695	1	695	695	0
SCSI CABLE, 68P HD-68P, 10FT	1EZ10	2	130	4	520	520	0
ED FIE, 256-PORT AUI	499578T256	1	7,000	5	35,000	35,000	0
LIGHTER 10 BASE-T XCVR AUI TO RF45	40064	1	109	2	218	218	72
ED IEEE802.3 TRANCEIVER	4540-B	1	289	2	578	578	219
<b>Sub-Total</b>					107,641	107,641	7,247
<b>Server Storage</b>							
2GB 7200 RPM DISK MODULE	12009-HB	1	1,099	80	87,920	65,940	38,685
DESKSIDE CHASSIS	78900D	1	2,935	3	8,805	6,604	3,875
<b>Sub-Total</b>					96,725	72,544	42,560
<b>Server Software</b>							
ACME UNIX	K985	1	9,800	1	9,800	9,800	0
ACME SERVICEPLUS FOR LINUX	K467	1	0	1	0	0	6,960
RDBMS & SQL (WITH 45% DISCOUNT)	123456789	3*	58,000	1	58,000	58,000	46,400
TX MON: 8 USER	QOSQ123	4	12,000	1	12,000	12,000	0
TX MON: SERVICE PLUS	QOSQ432SA	4	0	1	0	0	3,000
TX MON: UPGRADE TO UNLIMITED USERS	QV318ASC9XN	4	23,000	1	23,000	23,000	0
<b>Sub-Total</b>					102,800	102,800	56,360
<b>Client Hardware</b>							
RO90200.32MB.CDROM.NO HDD, MOUSE	200-A	1	12,995	1	12,995	12,995	4,622
128MB SIMMS (4X32MB) FOR ECC MEM BD	82038	1	11,495	2	22,990	22,990	0
PCI LAN CONTROLLER/10	7422	1	595	1	595	595	130
<b>Sub-Total</b>					36,580	36,580	4,752
<b>Client Software</b>							
ACME UNIX	K980	1	2,250	1	2,250	2,250	0
ACME UNIX SERVICEPLUS	K466	1	0	1	0	0	24,000
ACME UNIX UPGRADE TO UNLIMITED USERS	POO1AS9FN	1	24,000	1	24,000	24,000	0
<b>Sub-Total</b>					26,250	26,250	24,000
<b>Other Discounts*</b>						(\$7,584)	(\$2,566)
<b>Total</b>					369,996	\$338,231	\$132,353
<b>Notes: (8 point font, sans serif, bold)</b>  Basis for discounts: Server storage discounted 25% by dollar volume; All Acme-sourced products and services discounted by 3% for good-guy discount.  Price Source: 1 = Acme, 2 = Allison Corp., 3 = Lena RDBMS, 4 = MonMon, Ltd.  * These components are not immediately orderable. See the FDR for more information.  Audited by Benchmarks R' Us					<b>Three-Year Cost of Ownership: 470,584 USD</b>  <b>Benchmark Rating: 4229.11</b>  <b>Price/Performance: 111.27 USD</b>		
Prices used in TPC benchmarks must reflect the actual prices a customer would pay for purchase of the components in all regions specified in the result. Individually negotiated discounts are not permitted. Special prices based on assumptions about past or future purchases are not permitted. All discounts reflect standard pricing conventions for the listed components. For complete details, see the pricing section of the TPC benchmark specification. If you find that stated prices are not available according to these terms, please inform the TPC at pricing@tpc.org. Thank you.							

## APPENDIX C -- EXAMPLE OF INTEGRATING PRICING SPECIFICATION IN BENCHMARK SPECIFICATIONS

The information contained in this appendix is intended as non-binding sample/example text that might be implemented in a benchmark specification, where it would then become binding.

### (7.0) PRICING

Rules for pricing the **Priced Configuration** and associated software and maintenance are included in the latest level of the TPC Pricing Specification, located at [www.tpc.org](http://www.tpc.org). The following requirements are intended to supplement the Pricing Specification:

#### (7.1) Priced Configuration

The system to be priced shall include the hardware and software **Components** present in the System Under Test (SUT), a communication interface that can support user interface devices, additional operational **Components** configured on the test system, and maintenance on all of the above.

(7.1.1) The driver is not required to be priced.

(7.1.2) System Under Test

(7.1.2.1) Calculation of the **Priced Configuration** consists of:

1. Price of the SUT as tested and defined in Clause X;
2. Price of a communication interface capable of supporting the required number of user interface devices defined in Clause X;
3. Price of on-line storage for the database as described in Clause X and storage for all software included in the **Priced Configuration**;
4. Price of additional products (software or hardware) required for customary operation, administration and maintenance of the SUT
5. Price of all products required to create, execute, administer, and maintain the executable query texts or necessary to create and populate the test database.

(7.1.2.2) Specifically excluded from the priced system calculation are:

1. End-user communication devices and related cables, connectors, and concentrators;
2. Equipment and tools used exclusively in the production of the **Full Disclosure Report**;
3. Equipment and tools used exclusively for the execution of the DBGEN or QGEN (see Clause X) programs.

(7.1.3) User Interface Devices and Communications



(7.1.3.1) The priced system must include the hardware and software **Components** of a communication interface capable of supporting a number of user interface devices (e.g., terminals, workstations, PCs, etc.) at least equal to 10 times the number of sessions used for the query test.

Comment: Test sponsors are encouraged to configure the SUT with a general-purpose communication interface capable of supporting a large number of user interface devices.

(7.1.3.2) Only the interface is to be priced. Not to be included in the priced system are the user interface devices themselves and the cables, connectors and concentrators used to connect the user interface devices to the SUT. For example, in a configuration that includes an Ethernet interface to communicate with PCs, the Ethernet card and supporting software must be priced, but not the Ethernet cables and the PCs.

**Comment:** Active **Components** (e.g., workstations, PCs, concentrators, etc.) can only be excluded from the priced system under the assumption that their role is strictly limited to submitting executable query text and receiving output data and that they do not participate in the query execution. All query processing performed by the tested configuration is considered part of the performance test and can only be done by **Components** that are included in the priced system.

(7.1.3.3) The communication interface used must be an industry standard interface, such as Ethernet, Token Ring, or RS232.

(7.1.3.4) The following diagram illustrates the boundary between what is priced (on the right) and what is not (on the left):

Figure 1: The Pricing Boundary

(7.1.4) Database Storage and Recovery Log

(7.1.4.1) Recovery data must be maintained for at least the duration of the run used to compute the published performance metric. (see Clause X).

Roll-back recovery data must be either in memory or in on-line storage at least until all transactions dependent on it are committed. Roll-forward recovery data may be stored on an off-line device provided that:

1. The process that stores the roll-forward data is active during the measurement interval;
2. The roll-forward data that is stored off-line during the measurement interval must be at least as great as the roll-forward recovery data that is generated during the period (i.e., the data may be first created in on-line storage and then moved to off-line storage, but the creation and the movement of the data must be in steady state);
3. All ACID properties must be retained.

**Comment:** Storage is considered on-line if any record can be accessed randomly and updated within 1 second even if this access time requires the creation of a logical access path not present in the tested database. For example, a disk-based sequential file might require the creation of an index to satisfy the access time requirement. On-line storage may include magnetic disks, optical disks, or any combination of these, provided that the above-mentioned access criteria are met.

(7.1.4.2) While the benchmark requires the configuration of storage sufficient to hold the requisite recovery data as specified in Clause X, it does not explicitly require the demonstration of roll forward recovery except as required by the ACID tests (See Clause X).

(7.1.4.3) The requirement to support at least eight hours of recovery log data can be met with storage on any durable media if all data required for recovery from failures listed in Clause 4 are on-line.

(7.1.4.4) The storage that is required to be priced includes:

1. storage required to execute the benchmark;
2. storage to hold recovery data (see Clause 0);
3. storage and media needed to assure that the test database meets the ACID requirements defined in Clause 4

(7.1.4.5) All storage required for the priced system must be present on the tested system.

(7.1.5) Additional Operational **Components**

(7.1.5.1) Additional products that might be included on a customer installed configuration, such as operator consoles and magnetic tape drives, are also to be included in the priced system if explicitly required for the operation, administration, or maintenance, of the priced system.

(7.1.5.2) Copies of the software, on appropriate media, and a software load device, if required for initial load or maintenance updates, must be included.

(7.1.5.3) The price of an Uninterruptible Power Supply, if specifically contributing to a durability solution, must be included.

(7.1.5.4) The price of all cables used to connect **Components** of the system (except as noted in Clause 0) must be included.

(7.1.6) **Component** Substitution

Hardware or Software product substitutions within the SUT, with the exceptions noted below require the benchmark to be re-run with the new **Components** in order to re-establish compliance. The exceptions are:

1. For any substitution of equipment emulated during the benchmark, (as allowed under Clause 6) a new test according to Clause 6.6.3.4 must be provided.
2. Secondary **Components** such as front-end systems, storage devices, terminal servers, network adapters, routers, bridges, repeaters and the like may be substituted.
3. Substitution of the Server or Back-end system or the Host system, OS, DBMS or TP Monitor is not allowed under any circumstances.

**Comment:** The **Component** substitution will be open to challenge for a 60-day period.

#### (8.0) FULL DISCLOSURE

##### (8.x.y) Pricing Related Items

Rules for reporting Pricing information are included in the current revision of the TPC Pricing Specification, located at [www.tpc.org](http://www.tpc.org).

(8.x.y.1) Price Spreadsheet Categories: The major categories for division in the Price Spreadsheet will be:

Server Hardware

Server Storage

Server Software

Client Hardware

Client Storage

Client Software

Infrastructure (networking, UPS, consoles, other Components that do fit into the above categories)

## APPENDIX D – PRICE VERIFICATION FLOWS

The following flow can be used as guidelines for the verification of prices and **Discounts** in preparation for a possible challenge. This flow only covers a fraction of the requirements in the specification and the main text of the specification takes precedence when there is a perceived conflict between the two or when there is an area that is not covered by the flow. The pricing specification requires that sufficient information be disclosed that the prices and **Discounts** can be verified solely by contacting groups that would normally be involved in setting prices for consumers.

Notes:

- If the source for verification of prices of non-**Orderable** items is not specified as being different from the source for currently **Orderable** items, the assumption is that the same source can be used for both **Orderable** and non-**Orderable** items.
- The flow provides a process that a potential challenger can follow to collect substantive evidence regarding the prices of a benchmark configuration – prior to contacting the **Test Sponsor** if he/she so chooses.
- Contacts with a sales organization must reference the quotation in the **FDR** and the name of the sales contact point who issued the quotation, if available
- The challenger is permitted and encouraged, but not required to perform background research prior to involving a certified TPC auditor and/or **Pre-Publication Board**
- Certified TPC Auditor and/or **Pre-Publication Board** involvement is recommended to provide an independent view that a good faith effort was made in pursuing the investigation. However, if sufficient evidence is available to proceed with a challenge, certified TPC auditor and/or **Pre-Publication Board** involvement is not specifically required (i.e. certified TPC auditor and/or **Pre-Publication Board** involvement can improve the strength of a challenge but is at the discretion of the challenger.)
- The Challenger is responsible for any necessary contracts with the certified TPC auditor and/or **Pre-Publication Board**.

# LINE ITEM PRICE/DISCOUNT VERIFICATION

