

IBM - Billing & Reports

on StreamOne[®] Ion

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Reasons for Change

Initially, the way IBM products were integrated into StreamOne Ion with transaction, lifecycle management and price management, but without reporting capabilities which a key element to allow invoicing your Partners and Customers. With this release, StreamOne Ion will become programmatically connected to IBM, bringing Reports and Billing options, allowing this way an end to end management of the current IBM products within the platform.

Scope

This change is global and impacts all StreamOne Ion accounts, but will only be noticed by those accounts with the IBM Reseller Program active. It also affects all personas: TD SYNnex, Reseller partners, Customers.

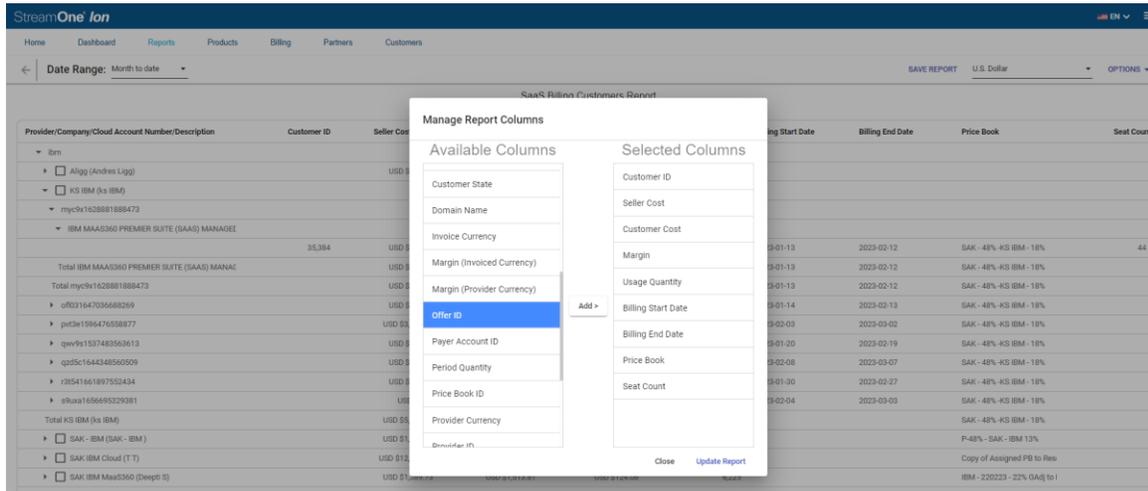
Changes

IBM products now appearing in the *SaaS Billing Customers Report*

The platform will start displaying IBM charges in the *SaaS Billing Customers Report*, an existing report that also hosts products from other vendors. The frequency with which the IBM information is getting updated is based on the IBM invoice, which is issued on the 11th of each month in all countries. The default grouping of this report is the following, in an example taken from a Reseller's point of view: first by Provider (ibm), followed by Company (Customer company name), followed by Cloud Account Number (Order Reference Number), followed by Description (Product name):

Provider/Company/Cloud Account Number/Description	Customer ID	Seller Cost (USD)	Customer Cost (USD)	Margin (USD)	Usage Quantity	Billing Start Date	Billing End Date	Price Book
ibm								
Aligg (Andres Ligg)		USD \$393.74	USD \$351.55	USD -\$42.19	4,012			
KS IBM (ks IBM)								
myc9x162881888473								
IBM MAAS360 PREMIER SUITE (SAAS) MANAGEE	35,384	USD \$197.12	USD \$207.68	USD \$10.56	44	2023-01-13	2023-02-12	SAK - 48% - KS IBM - 18%
Total IBM MAAS360 PREMIER SUITE (SAAS) MANAC		USD \$197.12	USD \$207.68	USD \$10.56	44	2023-01-13	2023-02-12	SAK - 48% - KS IBM - 18%
Total myc9x162881888473		USD \$197.12	USD \$207.68	USD \$10.56	44	2023-01-13	2023-02-12	SAK - 48% - KS IBM - 18%

As you can see, this report is not displaying by default all IBM fields and values. In order to bring more datapoints in, you can use the **OPTIONS** menu and use the standard StreamOne Ion functionalities to *Manage Report Columns* and *Manage Report Grouping* in order to select any missing field you may need:



It is important to understand that this report is shared with other products and vendors besides IBM's, which brought to some IBM fields and concepts being adapted to StreamOne Ion terminology. The following table shows the correspondence between IBM concepts and StreamOne Ion terms and fields, only the last 6 fields are exactly the same:

IBM concept	Name in StreamOne Ion
Provider Name	Provider
Reseller Company Name	Customer Company Reseller
End Customer Company Name	Customer Company
Product Name	Description
Part Identifier	Offer ID
IBM ORN	Cloud Account Number
Agreement Number	Customer External ID
Currency	Invoice currency
Seller Cost	<i>Seller Cost</i>
Customer Cost	<i>Customer Cost</i>
Margin	<i>Margin</i>
Usage Quantity	<i>Usage Quantity</i>
Billing Start Date	<i>Billing Start Date</i>
Billing End Date	<i>Billing End Date</i>

Taking into account the above points explained, it would be advisable to use the “Save Report” feature to create a custom report by removing any unnecessary default fields while adding all of the right IBM fields as either grouping or columns:

Provider/Company/Cloud Account Num.	Customer Company	Customer Company	Offer ID	Customer External ID	Invoice Currency	Seller Cost (USD)	Customer Cost (USD)	Margin (USD)	Usage Quantity	Billing Start Date	Billing End Date
ibm Billing Customer (IBM Billing)											
ibmcom1688118997804	IBM Billing Customer	IBM Billing Customer	0077526939		USD	USD \$17.04	USD \$20.83	USD \$3.79	2		2023-07-29
ibmcom3168794943430	IBM Billing Customer	IBM Billing Customer	0077526834		USD	USD \$5,551.20	USD \$6,784.80	USD \$1,233.60	3	2023-07-06	2025-07-05
ibmcom01687949101913	IBM Billing Customer	IBM Billing Customer	0077526831		USD	USD \$1,922.40	USD \$2,349.60	USD \$427.20	2	2023-07-06	2024-07-05
ibmcom1688120748234	IBM Billing Customer	IBM Billing Customer	IBM_Cloud_Subscription_LF	0077526958	USD	USD \$2,250.00	USD \$2,750.00	USD \$500.00	2,500	2023-07-03	2023-08-02
ibmcom71687956999874	IBM Billing Customer	IBM Billing Customer	0077526958		USD	USD \$6,561.00	USD \$8,019.00	USD \$1,458.00	11	2023-07-04	
ibmcom71687956453697	IBM Billing Customer	IBM Billing Customer	0077526864		USD	USD \$9,720.00	USD \$11,880.00	USD \$2,160.00	50	2023-07-04	2024-07-03
ibmcom1688119425267	IBM Billing Customer	IBM Billing Customer	DK-M5-USER-PRE-V2-D1P3	0077526951	USD	USD \$144,809.27	USD \$176,989.11	USD \$32,179.84	1,090		2024-06-29

This recommended practice would allow you to quickly view the most relevant datapoints in your report at any time, finding your custom report right below the Master *SaaS Billing Customer Report* in the Reports list page:

▼ SaaS Billing Customers Report
SaaS Billing Customers Report
My IBM Report

Quantity increase

There are some changes that any IBM subscription may receive as a result of performing lifecycle management actions that are worth to be mentioned due to the particular way these are displayed in the *SaaS Billing Customer Report*, and an increase in the quantity of licenses is one of them.

Whenever there is a quantity increase, you will find that there are two lines (marked in with red numbers, for clarity) instead of one under the same Description, Offer ID, and Billing End Date, like in this example:

My IBM Billing Report									
Jul 1, 2023 to Jul 31, 2023									
Provider/Company/Cloud Account Number/Description	Customer Company...	Offer ID	Customer External ID	Seller Cost (USD)	Customer Cost ...	Margin (USD)	Usage Quantity	Billing Start Date	Billing End Date
u36e41688119019470									
IBM MAAS360 DELUXE SUITE (SAAS) AUTHORIZED USER PER MONTH									
	IBM Billing Customer	DK-MS-USER-DEL-V2-D1P3NLL-12-A	0077526946	USD \$46,800.00	USD \$108,000.00	USD \$61,200.00	1,000	2023-06-30	2024-06-29
	IBM Billing Customer	DK-MS-USER-DEL-V2-D1P3NLL-12-A	0077526946	USD \$4,604.52	USD \$10,625.82	USD \$6,021.30	100	2023-07-05	2024-06-29
Total IBM MAAS360 DELUXE SUITE (SAAS) AUTHORIZED USER PER MONTH									
	IBM Billing Customer	DK-MS-USER-DEL-V2-D1P3NLL-12-A	0077526946	USD \$51,404.52	USD \$118,625.82	USD \$67,221.30	1,100		2024-06-29
Total u36e41688119019470									
	IBM Billing Customer	DK-MS-USER-DEL-V2-D1P3NLL-12-A	0077526946	USD \$51,404.52	USD \$118,625.82	USD \$67,221.30	1,100		2024-06-29

The first line represents the original purchase of 1000 licenses, and all of its values correspond to the initial purchase. The second line represents the increase of 100 additional licenses, as the Usage Quantity reveals, and the values represented in the Seller Cost, Customer Cost and Margin correspond to net result of combining the new charge for the 100 licenses minus the non-used quantity due to making this modification later in time, as the Billing End Date is not changing. In other words, the amounts in the second line are prorated to the amount of time these licenses are consumed, which will be always lower than the original purchase unless the modification is done within the same day of purchase. Below, you will find a *Total* line with the sum of the above values.

Upgrade

Another subscription change event worth mentioning is whenever there is an upgrade from a lower-value product to a higher-value product. In this example we find that a *IBM MAAS360 ESSENTIALS SUITE (SAAS) MANAGED CLIENTE DEVICE PER MONTH* is upgraded to its *DELUXE* version. Following IBM's logic, the report will reflect the change the following way:

Provider/Company/Cloud Account Number/Description	Customer Compan...	Offer ID	Customer External ID	Seller Cost (USD)	Customer Cost ...	Margin (USD)	Usage Quantity	Billing Start Date	Billing End Date
Isdv1688118986211									
IBM MAAS360 DELUXE SUITE (SAAS) MANAGED CLIENTE DEVICE PER MONTH									
	IBM Billing Customer	DK-MS-EMM-DEL-V2-D1P3LLL-1-M	0077526937	USD \$2.58	USD \$3.63	USD \$1.05	1	2023-07-05	2023-07-29
Total IBM MAAS360 DELUXE SUITE (SAAS) MANAGED CLIENTE DEVICE PER MONTH									
	IBM Billing Customer	DK-MS-EMM-DEL-V2-D1P3LLL-1-M	0077526937	USD \$2.58	USD \$3.63	USD \$1.05	1	2023-07-05	2023-07-29
IBM MAAS360 ESSENTIALS SUITE (SAAS) MANAGED CLIENTE DEVICE PER MONTH									
	IBM Billing Customer	DK-MS-EMM-ESS-V2-D1P3GLL-1-M	0077526937	USD \$2.56	USD \$3.60	USD \$1.04	1	2023-06-30	2023-07-29
	IBM Billing Customer	DK-MS-EMM-ESS-V2-D1P3GLL-1-M	0077526937	USD -\$2.06	USD -\$2.90	USD -\$0.84	-1	2023-07-05	2023-07-29
Total IBM MAAS360 ESSENTIALS SUITE (SAAS) MANAGED CLIENTE DEVICE PER MONTH									
	IBM Billing Customer	DK-MS-EMM-ESS-V2-D1P3GLL-1-M	0077526937	USD \$0.50	USD \$0.70	USD \$0.20	0		2023-07-29
Total Isdv1688118986211									
	IBM Billing Customer		0077526937	USD \$3.08	USD \$4.33	USD \$1.25	1		2023-07-29

The line marked with a "1" in red is the original purchase, made on June 30th. This date will establish the term for the subscription, which will not change when upgrading as the Billing End Date reveals in all the lines (July 29th). The line marked in a "2" in red represents the prorated credit for the non-enjoyed period of time of the original purchase. Finally the line marked with a "3" in red represents the upgraded product.

IBM invoicing now available in StreamOne Ion

The fact that IBM data is now displaying in the *SaaS Billing Customers Report* brings the possibility to invoice through StreamOne Ion, both from TD SYNnex to Reseller partners and Reseller Partners to their Customers.

The way to perform this action is the standard StreamOne Ion invoicing process: You need to access the *SaaS Billing Customers Report*, select the closed billing cycle you would like to invoice using the *Data Range* selector at the top of the page (1), select the Customer you would like to invoice (2), open the *OPTIONS* menu (3) and select *Generate Invoices* (4):

Provider/Company/Cloud Account Num...	Customer ID	Seller Cost (USD)	Customer Cost (...)	Margin (USD)	Usage Quantity	Billing Start Date	Billing End Date	Price Book
ibm								
Aligg (Andres Ligg)		USD \$351.55	USD \$351.55	USD \$0.00	4,012			
<input checked="" type="checkbox"/> KS IBM (ka IBM)		USD \$4,528.70	USD \$4,981.57	USD \$462.87	5,087			IBM - Shared
SAK - IBM (SAK - IBM)		USD \$1,097.14	USD \$1,206.85	USD \$109.71	2,245			IBM - Shared
SAK IBM Cloud (T T)		USD \$10,737.24	USD \$10,737.24	USD \$0.00	15,634			
SAK IBM MaaS360 (Deepti S)		USD \$1,311.18	USD \$1,311.18	USD \$0.00	6,309			
Total ibm		USD \$18,025.81	USD \$18,588.39	USD \$562.58	33,287			
Microsoft		USD \$2,608.24	USD \$2,608.24	USD \$0.00	319,16129			

As usual, a pop-up window will display to offer some toggle options around the invoice you are about to produce, which include allowing any existing StreamOne Ion credits available on that Customer to be used to cover this invoice, adding taxes, including StreamOne Ion Marketplace fees (not to be confused with other Marketplace fees), and finally allowing any existing StreamOne Ion credits to be used for the Marketplace fees). Once your selection is done, click on *Preview Invoices* to access a draft for the invoice(s):

Generate Invoices

Click *Preview Invoices* to preview invoices for the 1 selected customer/reseller for Jan 2023.

Use credits

Add tax

Include Marketplace fees

Use credits for Marketplace fees

Note: Notification emails will not be sent.

Cancel Preview Invoices

The invoice that will be produced will follow the standard logic for invoices in StreamOne Ion, with a header with the name and address of both parties at the top, the Cloud Accounts (IBM ORN) represented in the invoice, a central part with a list of all the charges, and totals at the bottom along with the status selector and the different download options.

Billing Statement #254
Invoice date: 2023-02-24
Currency: USD: \$1.00 = \$1.00

Logo

Customer

Name

Address

Billing Interval: 2023-01-01 - 2023-01-31
Payment Method: Purchase Order

Contact

Name

Address

Cloud Accounts:
Supplier: IBM: of031647036888269
Supplier: IBM: pvt3e1596476558877
Supplier: IBM: qv9s1537483563613
Supplier: IBM: skrs01568736339856
Supplier: IBM: szvn31609712315729
Supplier: IBM: qz5c1644348560509
Supplier: IBM: r01541661897552434
Supplier: IBM: #9uxa1656695329381

Details

Item	QTY	Price	Total (\$USD)
IBM Invoice ID: 000407			
IBM CLOUD NATIVE DEVELOPMENT SUBSCRIPTION 1 US DOLLAR PER MONTH	911	\$0.90	\$821.72
IBM CLOUD PLATFORM 1 US DOLLAR PER MONTH	3971	\$0.78	\$3,112.27
IBM MAAS360 ENTERPRISE SUITE (SAAS) MANAGED CLIENT DEVICE PER MONTH	72	\$3.27	\$235.46
IBM MAAS360 ENTERPRISE SUITE (SAAS) MANAGED CLIENT DEVICE PER MONTH	112	\$6.34	\$709.63
IBM MAAS360 ESSENTIALS SUITE (SAAS) MANAGED CLIENT DEVICE PER MONTH	35	\$2.82	\$98.56
IBM MAAS360 PREMIER SUITE (SAAS) MANAGED CLIENT DEVICE PER MONTH	44	\$4.40	\$193.60
Subtotal			\$5,171.24
IBM Invoice ID: 000407			
IBM MAAS360 ENTERPRISE SUITE (SAAS) MANAGED CLIENT DEVICE PER MONTH	-58	(\$3.27)	(\$189.67)
Subtotal			(\$189.67)

Totals

	Subtotal	\$4,981.57
	Total	\$4,981.57

UPDATE STATUS

Draft ▼

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The charges for IBM will be shown grouped by IBM Invoice ID, and then in turn by product. A follow-up enhancement will shortly follow this release allowing an easier identification of charges by grouping them by Cloud Account (IBM Order Reference Number). In the meanwhile, downloading the detailed .csv version of these statements would allow identifying each charge with each ORN.

Q & A

- Are there any pending developments related to this release?
 - The “Term” field is not displaying in the Reports at this moment. There is a workaround, given that the last two values of “OfferID” represent the number of months (Term) and the billing frequency of the subscription. Examples:

IBM_Cloud_Native_USD-D01AUZX-12-M (12 month term, Monthly)

IBM_Cloud_Advance_Support_USD-D1U2ZLL-1-U (1 month term, Upfront)

- Also the option to *group invoice lines by cloud account* (ORN in IBM terminology) in the invoice is currently not working when generating invoices, and these are grouped by IBM Invoice ID, and then by Product.

