Domino for AS/400

Latest AS/400 announcements

Network Station solution

New Netfinity servers

IBM

...for users of IBM AS/400 and Netfinity servers

COMMON Australasia
The IBM User Group

WHO WE ARE

COMMON Australasia is an incorporated non-profit association whose members are organisations and individuals who are users of IBM AS/400 and Netfinity servers. Our organisation is managed and funded by the members and has a close relationship with IBM.

COMMON is run *by* users *for* users!

WHAT WE DO

COMMON provides direct access to the "lab" experts in IBM and its Business Partners together with Industry, application and user specialists. These professionals are available as formal instructors and as participants in informal networking sessions.

WHAT WE PROVIDE

- Regional Group meetings throughout the year for topical presentations and opportunities for networking with peers and IBM specialists
- Annual conference which is the premier educational event for managers and technical professionals in the IBM systems environment
- Communications with IBM for, and on behalf of, members on local, national and global matters

BENEFITS OF MEMBERSHIP

The various forums provided by COMMON help managers and technical professionals to work more effectively toward individual and corporate goals. They include:

NETWORKING
- Sharing experiences and knowledge
- Extending industry contacts
- Access to expert users
- Avoiding "re-invention" of solutions

LINKS TO IBM
- Regional technical specialists
- Overseas Lab development staff
- Managers and executives

PERSONAL DEVELOPMENT
- Management and technical education
- Improvement of interpersonal skills
- Interaction with other organisations
- Management experience as an office bearer

REGIONAL GROUP MEETINGS

These are conducted in major city locations and provide general and special interest group presentations throughout the year on management and technical topics. Speakers are qualified people from IBM, other industry specialists and member organisations.

Current Regional Groups and contacts:

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Telephone (07) 3839 1866

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SA, WA, TAS, NZ, Asia
Christine Orr (City of Charles Sturt)
orrc@common.org.au
Telephone (08) 8408 1111

Contact your local COMMON representative for more details of the next meeting in your area.

THE ANNUAL CONFERENCE

COMMON organises and conducts an annual conference and trade expo. This is the most extensive management and technical education event of its kind for IBM users in Australasia.

"Our offerings and organisation are positioned for the future"
Len Bidstrup, *President, COMMON Australasia*

Planning is currently underway to make COMMON'98 and the IBM Users Conferences and Expo'98 even bigger and better than last year's event. ***This year the combined event will be held in Melbourne, 19-21 July 1998.***

The Conference also provides another excellent forum to establish and extend peer contacts from a wide range of local, national and overseas organisations.

COMMON is essential for your educational needs – JOIN TODAY!

FOR MORE INFORMATION

Contact:
COMMON Australasia
P.O. Box 64, Chatswood NSW 2057
Tel: 61 2 9975 6133
Fax: 61 2 9975 6356

Better still, visit us at our website at www.common.org.au so you can see for yourself what we're about, then contact us via email at common@common.org.au

**COMMON
AUSTRALASIA**
THE IBM USER GROUP

NEWS/4 YOU

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IBM Business Partner

EDUCATION

Reader's Guide – Here is your easy guide to the technical level of articles in NEWS/4 YOU

NON-TECHNICAL   **MODERATE**   **TECHNICAL**

Domino delights –
make yours an
AS/400 supreme

Picture a large, steaming pizza. Based on a thick and hearty messaging crust, it is filled with the choicest ingredients – e-mail, scheduling, document storage and some exotic ingredients such as workflow, e-business and replication. The toppings could be served separately. But, blended and prepared together, each one enhances the flavour of the others.

Competing software vendors claim to make a similar pizza, but, in fact, they only specialise in one or two types. If you tried to make the pizza yourself by gathering slices from the other guys, you would spend much more and the flavours would not blend together nearly as well.

This is a one-of-a-kind pizza. It's an incredible bargain and interest is mushrooming! Customers, employees, local vendors and far-off prospects have gathered for the feast. All can find something good to eat here. The servings are so generous and prices so reasonable, there is plenty for everyone. Pull up a chair.

The recipe

Lotus Domino for AS/400 is now delivered, and it delivers business benefit through significant integration with AS/400. To date, over 18 million users have been served by Lotus Notes/Domino. New and improved is the availability of Domino as an application running natively on AS/400e series 64-bit RISC processors with V4R2. Domino for AS/400 delivers high return on investment, powerful integration and new heights of scalability – combining the world's leading groupware offering with the world's most popular and reliable business system.

The foundation of Lotus Domino is messaging. Think of it as the recipe for our pizza. Though the recipe is essential, it isn't actually the food. It's the finished pizza we want. If we like the pizza, all we need to know about messaging is that it's a good recipe for pizza. Let's dig in.

Extra profits, please; hold the laptop

Suppose Sam, a salesman on your staff, wants to access company e-mail from home after hours. Can he use his own computer? The problem with most e-mail systems is that they don't readily accommodate one e-mail account on two systems. The files on the two systems get out of synch. Daily mail activity at work would not be reflected on the home machine. Mail answered from home would not show up at work the next day. Thus, your employee could not track his work effectively on two different systems.

Since employees need mobility, many employers have responded by purchasing expensive laptops equipped with docking stations. Employees then use only one system, 'solving' the dilemma. But now, they have to tote their laptops back and forth to work. Not only is this inconvenient, but it also increases the risk of damage, loss or theft from carrying an expensive computer.

Enter Domino mail and another powerful Domino feature – replication.

Replication intelligently compares and synchronises two sets of data, such as e-mail files, through a network connection such as the Internet or an internal company network. Selective replication allows you to easily download only the information that applies to you. Since Domino replicates data at the individual field level rather than the file level, only the changes are transferred, making replication a fast, efficient process.

Please pass the browser

Let's add more Lotus Domino ingredients to the mix. Sam the salesman is on the road and needs to enter a sales order. Does he need a fancy laptop now? Maybe not. A local system with Web access will do the trick. Domino enables data to be accessed and updated directly through the Web. Domino's security features permit an authorised user extensive access to company data through the Web while limiting access by the browsing public.

Sam can access the Web from anywhere, at any time, even borrowing a computer, perhaps on a Network Station at a regional office or even at the local
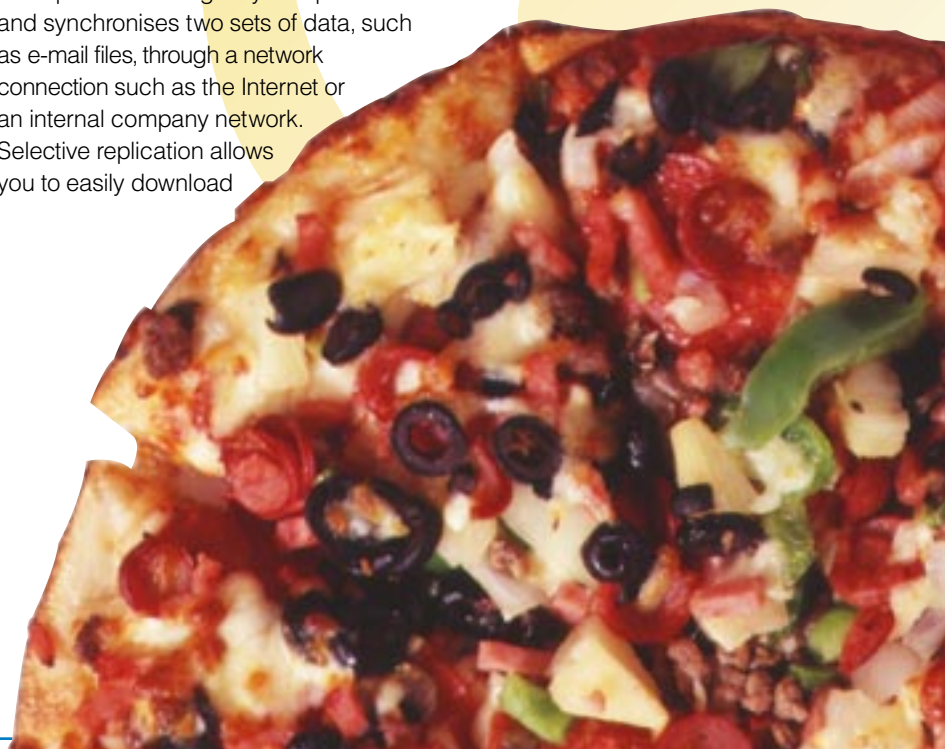
library. He can enter the sales order through the company's website, safely submitting a customer's credit card number using Domino's secure e-commerce capabilities. You may choose to make this website available directly to customers to do business with you over the Web! With the AS/400's rapid 64-bit processing, the system will verify the credit card instantly and confirm the order.

Once the order is entered, the automated sales system then processes it, drawing on Domino's integrated workflow capabilities. It checks inventory in real time, tying seamlessly into AS/400. If the product is available, it routes the order straight to shipping. If not, it automatically submits a rush order to the supplier. Finally, the system sends a fax to the customer via integration with Facsimile Support/400 and the AS/400 AnyMail framework. The fax might include order confirmation, delivery details, a short note of thanks and even Sam's signature.

While Lotus Domino is processing the order, Sam, still logged on through the Web browser, can check his schedule for the following day with Domino's powerful scheduling software, read the latest company news, find out what his next commission cheque will be, and check and answer his e-mail.

Skip the clusters

Sam wasn't always this fortunate. In the past, he had less time for selling because he was tied up with procedure.

His company had one system for e-mail. Another handled the sales automation. A third server ran the Web application. And since they were unreliable, his company had two of
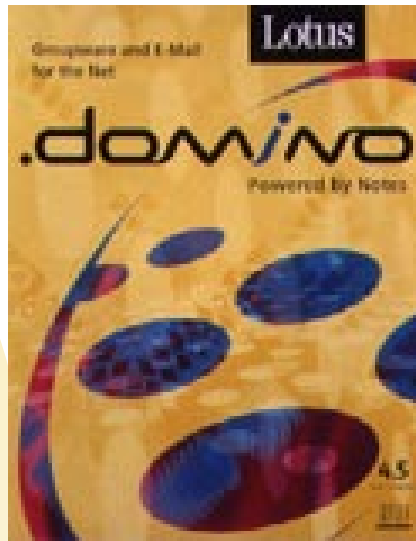
each for backup, which were financed by his sales. Despite this cluster of systems, he was constantly running back and forth to the office and dictating orders on the phone because none of these systems worked together.

Now, one little AS/400 sits under a desk and runs the whole thing. Sam's company now benefits from the AS/400's proven reliability and availability. The secretaries all get nice powerful PCs (the ones that used to be the servers). Sam has more time for his customers. He doesn't need or want a laptop.

Small – Medium – or Large? May I take your order?

The meat of Domino for AS/400 is its wide range of scalability – up, down, and across. Domino for AS/400 implementations are available in various sizes and shapes. Independent performance tests* indicate that the largest AS/400 systems can support more than 10,000 Notes mail users. Yet a small AS/400 can be implemented at a price comparable to a single processor Intel server. Multiple AS/400 systems can be linked (like sausage) to form a distributed enterprise network.

Special toppings – AS/400 supreme

The unique flavour of Lotus Domino for AS/400 comes from a number of features exclusive to the AS/400 platform. Here are a few:

- Automatic restart of the Domino server in the event of a failure

- Optional partitioned server support that isolates each partition into its own OS/400 subsystem, allowing memory and task management on a per-partition basis
- Direct access to DB2/400 from server-based LotusScript agents without an ODBC driver
- Two-way synchronisation of the AS/400 directory and Domino Name and Address Book
- Capability for Notes client users to embed the results of an AS/400 query into a Notes document without the need for programming
- A menu-driven, easy-to-use installation that updates AS/400 licensed program information, so system administrators can track their software like other AS/400 licensed program products
- Command language (CL) and graphical interfaces for Domino administration, to offer integration with other AS/400 administration services
- Extension of AS/400 authorisation lists to the Web for HTML file serving security
- Enhancements to the optional product NotesPump to provide security replication and capture of deleted records between DB2/400 and Domino

Don't be fooled by cheesy imitations

Some competing software vendors use imitation cheese, so their pizza looks pretty on the outside, but doesn't deliver the best taste. Domino is easy to use and easy to deploy, with built-in recipes and sample ingredients – application development tools and templates used to bake powerful cross-platform intranet and Internet applications. The design replicates with the data for virtually effortless deployment of application changes

* The NotesBench Consortium is an independent, non-profit organisation dedicated to providing Domino and Notes performance information to customers.

The NotesBench information and reports can be found on the NotesBench Consortium home page at: www.notesbench.org/Action/HomePage.nsf?OpenDatabase

groupware, Web publishing and e-business. The rich, hearty sauce of seamless integration with AS/400 services provides the differentiating flavour, truly enabling extension of transaction processing to the Web.

Please remember to tip your server

This is just a taste of how Domino and the AS/400 can pay for themselves, save real company dollars, and bring incredible efficiencies and customer service rapidly to market. With a feast like this, you should feel guilty paying so little. All these powerful capabilities and more are integrated into Domino straight out of the box. So open the lid and take a byte. You will love it. ■
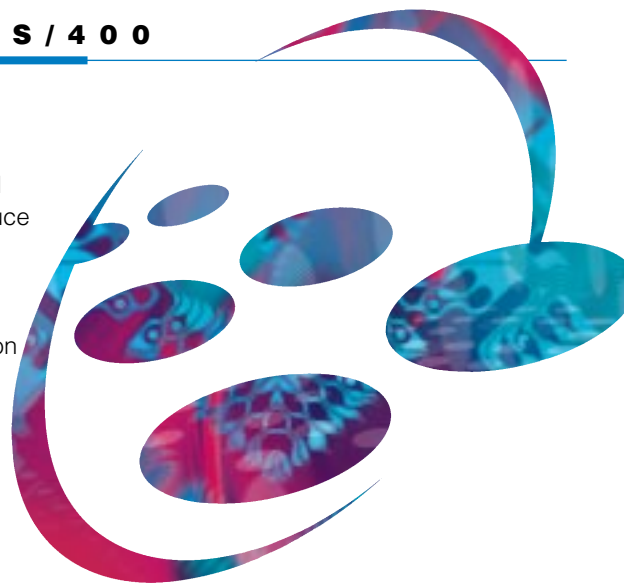
to servers and clients running a variety of operating systems.

Domino for AS/400's robust architecture will satisfy your hunger for simple, secure, reliable, scalable

For more information on Domino for AS/400 visit www.as400.ibm.com/notes, the new Domino Adviser at www.as400.ibm.com/domino or contact your IBM Business Partner or IBM Direct on 132 426 in Australia or 0800 426 132 in New Zealand and ask for 'AS/400 NEWS/INFO.'

Domino for AS/400: A recipe for success
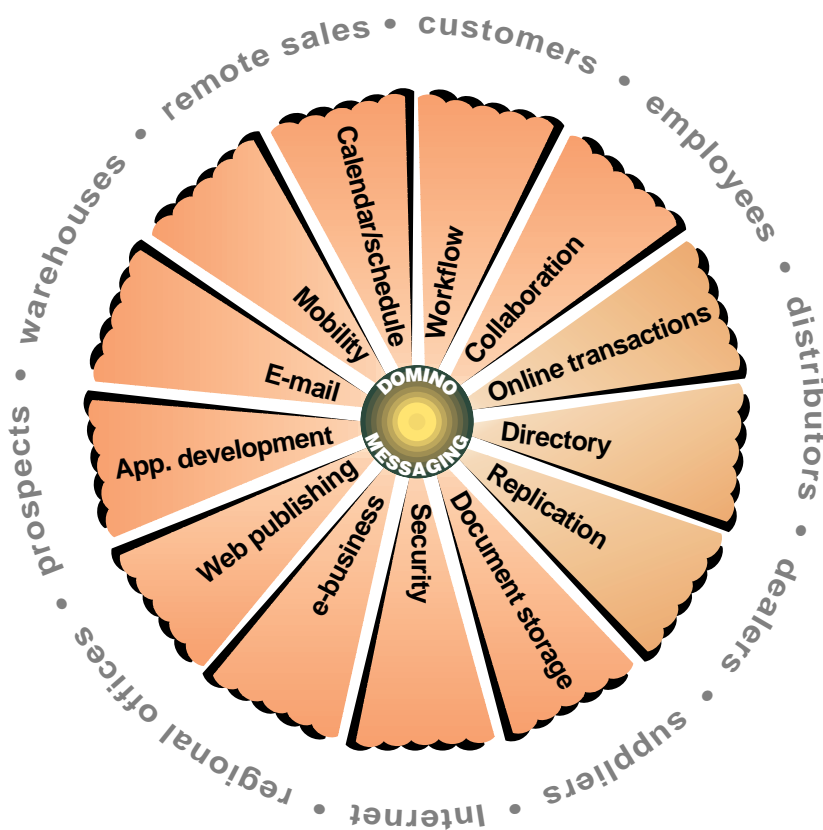
Extra toppings:

- mobile computing
- collaborative calendaring and scheduling
- centralised document management
- integrated workflow processing and tracking
- airtight security down to the field level
- centralised directory of all corporate information
- sophisticated e-mail and messaging
- Web publishing of AS/400 database information
- collaborative tools to assist in building teamwork
- interactive content-rich websites
- easy-to-use application development tools
- intranet and extranet business sites
- transaction processing via the Web

Editor's **column**

Welcome to the first edition of NEWS/4 YOU for 1998. This edition features an overview of the latest AS/400 announcements which are designed to help take your organisation into the world of e-business.

These enhancements embrace Web technology while continuing to build upon trademark AS/400 reliability, simplicity and low cost-of-use. The new version of the AS/400 operating system, OS/400 Version 4 Release 2 (V4R2), delivers integrated e-business and premier Web serving for secure, mission-critical applications. Software enhancements include:

* Native Domino for AS/400

* Support for Java Virtual Machine

* Integrated PC Server support for Windows NT

A new member of the AS/400e family, an entry server (Model 170), has also been introduced with V4R2. This e-server is ideal for collaborative applications like Domino, Java and e-business. Significantly increased interactive performance also makes it an excellent choice for running the thousands of existing line-of-business applications developed for AS/400.

Further details on the announcements can be found on pages 4 - 10. Other notable articles include the implementation of an IBM Network Station solution by Berendsen Fluid Power and the story on how Western Star Trucks are hitting the e-business superhighway. The AS/400 Education Schedule on page 30 provides an excellent summary of the AS/400 courses on offer for the next three months. Stay tuned for the new courses currently being developed for Domino for AS/400.

We appreciate the feedback we have received for NEWS/4 YOU and encourage you to continue providing feedback in 1998. We aim to provide you with the most interesting and informative source on the AS/400 marketplace – we value your comments on our progress!

Steven Sherry
Manager, Systems Marketing
sherrys@au1.ibm.com

ejump – coming soon!

Are your AS/400 systems still running V2R3? Would you like to upgrade to the latest technology but find it difficult? Don't worry, ejump is on its way!

The ejump project was designed to help customers upgrade from V2R3 to the latest operating system levels.

On April 24, 1998, IBM expects to deliver ejump through a new version of the Enhanced Upgrade Assistant (EUA). The new EAU will support V2R3 to V4R2 upgrades (no need to upgrade in two steps), and helps with:

• determining if your programs can be migrated/converted to the new 64-bit RISC technology,

• the disk space requirements on the new system,

• estimating the time required for migration or upgrading.

For more information on ejump, please contact your AS/400 Business Partner or IBM Direct on 132 426 in Australia or 0800 426 132 in New Zealand and ask for 'AS/400 NEWS/INFO.'

AS/400e enhancements
energise your
e-business

FILM HOUSE please use pic from previous edition PAGE 8

David Russell
Manager, IBM Business Servers
Australia and New Zealand

Announcement overview

The new enhancements for AS/400e further embrace Web technology and expand customer care with trademark simplicity. AS/400e delivers integrated network computing, object-oriented portability, and premier Web serving electronic commerce for secure, mission-critical applications. OS/400 Version 4 Release 2 for AS/400e makes it possible for you to conduct business on the Web.

New OS/400 functionality in V4R2 brings new additions to the world of e-business solutions to help you take the lead in this important global marketplace. Support for Lotus Domino incorporates the strength of integration, availability, ease-of-use, and the scalability of an AS/400 server with the world's leading groupware offering.

Java Virtual Machine support enables client/server application development using the Internet and your intranets, whose "object" form can run on many different platforms. In addition, support for Windows NT (Version 4.0) on the Integrated PC Server allows an under-the-covers NT Server environment on the AS/400 system. With several added industry-standard APIs, the AS/400 system is significantly more open to porting of utilities and applications.

OS/400 V4R2 provides you with integrated network computing, object-oriented portability, and Web serving (e-business) for secure, mission-critical applications.

A new member of the AS/400e server family, the e-server 170, delivers outstanding price/performance. It is ideal for customers who want dedicated servers to run Domino, e-commerce, or to develop new Java applications or other very demanding client/server applications while maintaining line-of-business applications on installed AS/400s.
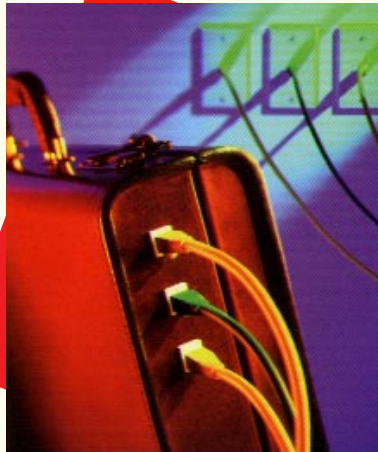
Some AS/400e series enhancements include:

- 8-way processor feature for the Model S40
- New high-capacity 17.5 GB disk unit
- Several new Asynchronous Transfer Mode (ATM) communications features for faster, more flexible networking between your AS/400 and the rest of the world
- Enhanced PC serving with new Integrated PC Server features that use 200 MHz Pentium Pro processors. ■

Domino for AS/400

Lotus and IBM AS/400 deliver Domino for AS/400 with record-breaking scalability to support more than 10,000 Lotus Domino users

At Lotusphere98, Lotus and IBM announced the availability of Lotus Domino for AS/400, a powerful messaging and collaboration solution that can support nearly twice as many users as any comparable server. Domino for AS/400 will be marketed and distributed by Lotus.

The combination of Domino for AS/400 with the scalability of AS/400e can help customers reduce the number of servers required to support an enterprise, lowering the complexity of administration and management for a groupware solution.

In independent tests,* the AS/400e – running Lotus Domino 4.6 server software in native mode – performed flawlessly, handling 10,400 active users while using less than 60 per cent of the computer's capacity.

This product provides an excellent solution for customers who want to rapidly build and deploy highly reliable and secure e-business applications.

"Domino for AS/400 combines two world-class, hall-of-fame technologies into one high-performing, secure and flexible tool to deliver and share information," said Robert Tipton, Director of Technology for Whittman-Hart, a leading IT consultancy. "Domino for AS/400 offers customers the power of communication, collaboration and coordination."

CONSOLIDATE • COORDINATE • CONTROL

Web Applications

Email Integration

Database Applications

File Server
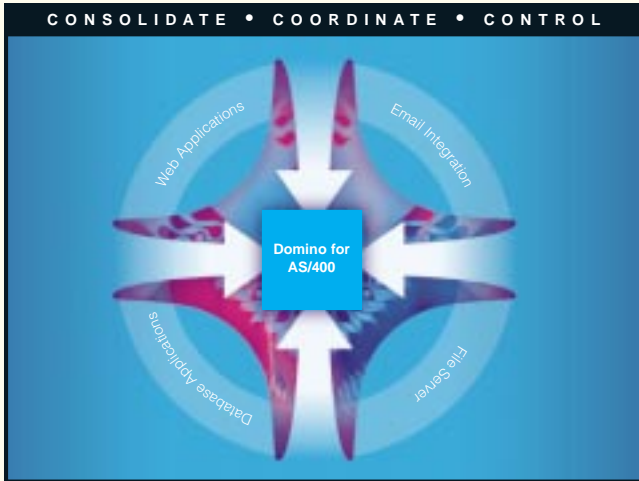
Domino for AS/400

Integration of AS/400 and Lotus Domino

Domino for AS/400 is a full-function Domino 4.6 server that combines the industry's leading messaging and collaboration solution with AS/400's inherent value of integration.

As a native OS/400 application, Domino for AS/400 is the first Domino Server to leverage IBM's 64-bit RISC technology.

Domino for AS/400 maximises its integrated access to OS/400, allowing direct, real-time access to DB2/400. DB2/400 integration is further enhanced with support for Lotus NotesPump, which allows for enhanced security, two-way data propagation and two-way data replication.

Domino for AS/400 can also directly access data stored in the Integrated File System for attachment to a Notes document or serving to the Web via the Domino HTTP server.

Domino for AS/400 takes full advantage of AS/400's world-class reliability and availability. It is the only Domino product that includes a standard, integrated automatic recovery feature, which automatically restarts your server if a problem or failure occurs. ◼

* The NotesBench Consortium is an independent, non-profit organisation dedicated to providing Domino and Notes performance information to customers.

The NotesBench information and reports can be found on the NotesBench Consortium home page at: www.notesbench.org/Action/HomePage.nsf?OpenDatabase

For further information on Domino for AS/400 visit www.as400.ibm.com/notes or the new Domino Adviser at www.as400.ibm.com/domino

Introducing the entry server 170

The success of a small business depends on satisfying the needs of your customers better than anyone else. E-business, with its potential to reach many more customers and provide specialised service – for much less money, is a compelling opportunity. But how do you get started?

For smaller companies that simply don't have the time or resources to develop the complicated systems required for e-commerce, IBM introduces a new solution: an entry server…your entrée to the world of e-commerce.

The entry server is a robust computing solution that is:
- cost effective
- easy to implement
- upgradable to nearly quadruple the performance.

Many small businesses – or departments – need to have a single system that can run a high level of both interactive and client/server workloads. The new entry server is powerful and flexible enough to easily handle both. It is an e-commerce server that can implement Domino, Java and other state-of-the-art Web technologies that are demanding client/server applications. At the same time, it provides the interactive performance to run thousands of existing AS/400 applications.

Fully compatible with existing AS/400 servers, the new entry server can be:
- A separate server for developing and implementing e-commerce solutions
- A flexible replacement for an existing AS/400
- An alternative to upgrading an existing system when adding new technologies to an existing AS/400 installation
- An all-in-one computer capable of handling mixed workloads.

For one solution that offers many possibilities, the entry server 170 opens your door to the world of e-commerce. ◼

Model 170 relative system performance*

Processor Feature	2159 Unit	2160 Unit	2164 Unit	2176 Unit	2183 Unit
Constrained CPW: Client/Server Interactive	73 16	114 23	125 29	125 40	125 67
Unconstrained CPW: Client/Server Interactive	73 16	114 23	210 29	319 40	319 67

* Relative system performance measurements (CPW values) are based on AS/400 environment, commercial processing workload (CPW). The CPW workload is representative of commercial applications, particularly those that do significant database processing in conjunction with journalling and commitment control. CPW values may not be realised in all environments.

AS/400 integration with Windows NT (Version 4.0) Server

AS/400 integration with Windows NT Server provides enablement for Microsoft Windows NT Server Version 4.0 to be installed on the AS/400 Integrated PC Server (IPCS). In a single combination server, customers can now run their mission-critical business applications on the AS/400, while also running Windows NT Server for file, print, personal productivity and other applications.

The three main advantages of running Windows NT Server on the AS/400 IPCS are:

1. Flexibility for AS/400 applications and NT services on one server

2. Improved hardware control and availability with reduced maintenance costs

3. Simplified user administration and server operations

A Pentium Pro AS/400 IPCS with a minimum of 64 MB of memory is required to install Windows NT Server. A PC screen, keyboard and mouse must be attached to the AS/400 IPCS to provide a console for the Windows NT Server.

The AS/400 operator can start and stop the Windows NT Server, improving server management in remote branch office and dealership installations. The AS/400 operator can also manage NT disk resources, allocating disk space from the AS/400's disk pool.

AS/400 integration with Windows NT Server allows customers to share hardware resources between the AS/400 and Windows NT Server. The AS/400 CD-ROM drive and tape drives can be allocated to Windows NT for installing an application or for data backup.

AS/400 integration with Windows NT Server provides simplified user administration of a combined network environment. Network operators can create AS/400 and NT user profiles in a single step; users can change their password on the AS/400 and have it automatically updated on the Windows NT Server.

Windows NT server is sold and supported by Microsoft and authorised Microsoft dealers only. ■
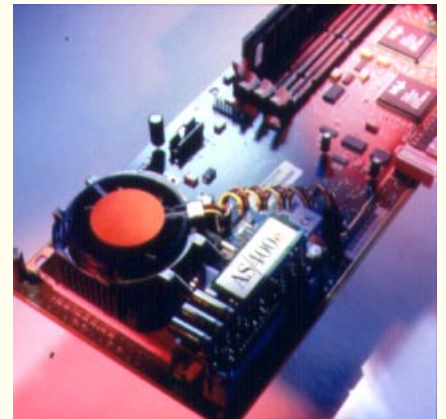
Java for AS/400

Starting with the OS/400 V4R2 operating system, IBM has integrated a Java compatible Java Virtual Machine under the AS/400 Machine Interface. In addition, IBM is including the AS/400 Developer Kit for Java and AS/400 Toolbox for Java with every OS/400 V4R2 shipped. Both of these products have been preloaded on new AS/400e systems but must be separately installed when upgrading to the OS/400 V4R2 operating system on existing RISC systems.

AS/400 Developer Kit for Java

The AS/400 Developer Kit is a no-cost tool designed to produce Java applets and full-scale applications. It includes a collection of development tools, help files, and documentation for Java programmers. As Sun Microsystems, Inc. rolls out new Java technologies and provides updates, the Developer Kit will be updated.

AS/400 Toolbox for Java

Java sets new standards for program portability and programmer productivity. The AS/400 Toolbox for Java enables your Java applet or application to easily access AS/400 data. The AS/400 Toolbox for Java program is a collection of classes that represent AS/400 data, providing familiar AS/400 client/server program interfaces for Java programs.

Java Virtual Machine

IBM has integrated a Java Virtual Machine in OS/400 V4R2. It is implemented beneath the Machine Interface (MI) to optimise Java software performance on an AS/400 server.

For further information on Java for AS/400 go to www.as400.ibm.com and click on 'Software'. ■

Announcement Letters

These announcement letters are published on the Web at:
www.ibmlink.ibm.com

CONSULTANTS' CORNER

here's what the consultants are saying

Domino for AS/400: Uniting Two Hall of Fame Technologies

Whittman-Hart

This white paper documents why the AS/400 may be the most capable Domino server yet. It reports on the benefits to customers of Domino running natively on AS/400. The report concludes: "Native Domino for the AS/400 represents industrial-strength server power for the premier groupware, web and messaging product."

Domino on the AS/400: A Unique Architecture

Patricia Seybold Group

This report discusses the strategic requirements for running Domino, such as scalability, availability and low cost-of-ownership. Patricia Seybold Group states: "In addition to meeting strategic application requirements, Domino for AS/400 addresses the specific needs of Domino users by providing tight integration between the two systems at all levels, including security, data and management."

Speed to Deploy Differences Among Server Architectures

IDC

International Data Corporation

This recent White Paper compares the AS/400 to PC-LAN based systems and other servers across several speed to deploy metrics. It found that "AS/400 servers clearly led with higher customer satisfaction, faster time to market for deploying new applications, and considerably fewer man months of developers' time."

> *"AS/400 servers clearly led with higher customer satisfaction"*
>
> – International Data Corporation

The Value Proposition of AS/400e series 150

This report is based on an in-depth study by International Data Corporation (IDC) to determine the value small businesses gained from AS/400e 150. The report examined small business conditions and server requirements and found that "the entry-level AS/400 provided an extremely high level of synergy with the network server needs of small business."

If you would like a FREE copy of any of these independent consultant reports call IBM Direct on 132 426 in Australia or 0800 426 132 in New Zealand and ask for 'AS/400 NEWS/INFO.'

Western Star Trucks hits e-business *superhighway on AS/400*

"*We needed to find a solution that would work for everybody***"**

Western Star Trucks, a leading majority Australian-owned truck manufacturer and importer of related parts, has transformed its business processes and streamlined its dealer communications by implementing a sophisticated intranet solution on an IBM AS/400e series.

With over 40 dealers across Australia, New Zealand and Papua New Guinea, the Brisbane-based head office of Western Star Trucks wanted two-way, electronic communication with its channel to save time, reduce costs and increase both productivity and customer service levels.

"We needed a two-fold communications link with our dealers," said Mr Al Hogan, General Manager, After Market Support Services at Western Star Trucks.

"Firstly, we needed to allow our dealers online access to our systems so that when they receive a query from one of their customers they can instantly find out pricing and availability.

And, secondly, we wanted to be able to facilitate a direct flow of information from us to the dealers to keep them informed of any new developments.

"The current system involves dealers using manuals and lists to find out parts pricing and availability," he said. "This means that all enquiries from dealers are being handled by post, phone or fax and is a time consuming and expensive process. We really needed a solution that would transform the way we do business."

Western Star Trucks contracted IBM Business Partner, Sundata, to assess solutions for its electronic dealer network. "The greatest challenge in finding a solution was that our dealers use a variety of systems. Some use networked PCs and some only use dumb terminals, so we needed to find a solution that would work for everybody," Mr Hogan said.

"Sundata researched the market and advised that an intranet was the best solution for us.

"Our business grew so much over 1995 and 1996 that it soon became apparent that we needed to upgrade the AS/400 to increase storage space.

"We had two options. We could either upgrade, or implement the new AS/400e series, which offered the added benefit of providing a solid platform for our future electronic business

requirements. We chose AS/400e series as it was an all encompassing solution that could keep pace with our rate of growth.

"It was essential that we had a robust, reliable platform. The level of customisation in our business means that a vast amount of data has to be stored. Each truck is completely customised to suit the customer and there are more than 25 configurations, each with 16,000 options to choose from."

Following the implementation of the AS/400e series, the pilot program of Dealer Live! was developed. Dealer Live! is an intranet based on Web page information processing and links into Western Star Truck's existing IDS/400, a niche application that handles parts and servicing, maximising the company's past technology investments.

"The Dealer Live! pilot program was launched in early November with two dealers – one with a PC network and the other with a dumb terminal system so that we could assess the impact on both environments," Mr Hogan said.

"As an initial step to facilitate Dealer Live!, we decided to provide a communications link to the parts system residing on our AS/400e series. Eventually, the access will be increased so that dealers will be able to directly process warranties, claims submissions and even order completely customised

"It was essential that we had a robust, reliable platform"

trucks and arrange finance online."

The pilot program of Dealer Live! is already reaping benefits for both Western Star Trucks and its participating dealers.

Terry Fogarty, Parts Manager for North Star Trucks in Newcastle, believes the system will increase efficiencies for the dealership as well as improve customer service levels.

"While we are only in the pilot phase at the moment, we are already noticing that Dealer Live! has made our job much easier," he said. "For example, when we have a customer enquiry about a part, we can go straight into Western Star Truck's system, find out whether they have it in stock and get right back to the customer. Before this, we had to physically pick up the phone and call, or send a fax, and then wait for someone at that end to find out what we needed to know.

"At the end of the day, the Dealer Live! solution has the potential to save us more than $250,000 a year," Mr Hogan said. "However, while cost savings are important, the most important benefit of the intranet is that it will enable Western Star Trucks to service our customers more effectively.

"The business environment is changing. Businesses can no longer expect customers to come to them, they must learn that they have to go to their market. Dealer Live! allows us to do just that." ■

About Sundata

Sundata has a reputation for high levels of customer satisfaction. The keys are long term relationships with their clients, along with up-to-date product knowledge and certification from IBM, Lotus, Microsoft and Cisco. The JBA System 21 and AXIS application suites round out Sundata's offerings to customers.

Sundata can provide and integrate all of an organisation's IT needs from the desktop to the server (including AS/400, RS/6000 and Netfinity), applications, Internet, e-commerce, LAN/WAN and Lotus Notes.

For further information contact Sundata on 61 7 3876 6688 or by e-mail at kkakanis@sundata.com.au or visit www.sundata.com.au

Seagull announces Java GUI builder *for AS/400*

Seagull, the developer of GUI/400, one of the world's leading tools for developing a Graphical User Interface (GUI) for AS/400 applications, has recently announced J Walk, its Java GUI builder.

This new product is a development tool for building GUI clients for existing AS/400 applications. It includes all the features and functions of GUI/400 plus the ability to build Java GUI clients and support server based 'zero-admin' architecture. The GUI clients you build with J Walk can be deployed to a variety of environments – TCP/IP or SNA networks; Java devices like IBM's Network Station or Windows for either full function PC devices or hand-held computers. These GUI clients are built

without changing the underlying code or functionality of the existing AS/400 application.

J Walk supports zero-admin (i.e. served from a central location) Windows or Java clients and allows you to integrate existing AS/400 applications with your Web-server based Internet and intranet applications. These applications can be for internal use, for support of Business Partners, or for direct interaction with customers anywhere in the world.

J Walk comprises a PC-based developer kit for building graphical clients for existing AS/400 applications, a GUI server component that runs on the AS/400 and client software for PCs and Network Computers. The native AS/400

SEAGULL™

version of J Walk is expected to be released in May 1998.

J Walk provides significant additional functionality over and above the graphical presentation and the enablement of Windows type functions such as push buttons, pull down menus, hover help and mouse capability. J Walk allows the developer to:

- make the application accessible via the Web
- seamlessly integrate the AS/400 application with all popular PC applications
- use business graphics to present data
- add functionality with scripting
- use macros to re-engineer application workflow for ease of use
- eliminate unnecessary fields, screens from the application without programming. ■

Seagull and IBM Business Partners Tailor Made Systems, IDS (Integrated Design Services) and Stowe Computing are currently planning the implementation of J Walk technology. They are excited about this product as it will help enable their applications for the web and with the IBM Network Station will provide tremendous flexibility and productivity to their clients.

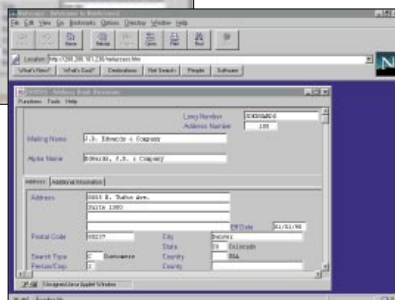### *Ignite* Existing AS/400 Applications With

Windows® and Java™ Zero-Admin GUI Client – Build Once, Deploy Anywhere

J Walk™

Original AS/400 Application
No changes required to support the J Walk™ GUI Clients below
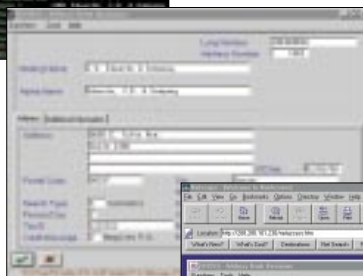
Windows® GUI Client
Stand-alone or served on demand

Java™ GUI Client
Served on demand to any JVM-compliant device

IBM® Business Partner

Textile giant sews up its future *with MOVEX*

The Textile Clothing and Footwear (TCF) industry in Australia has seen considerable shakeup as companies strive to stay competitive in the face of stiff global competition.

When one of Australia's largest textile distributors, Charles Parsons moved their systems onto AS/400 they chose MOVEX to replace their disparate and ageing software, running on a combination of mini computers from various vendors.

Charles Parsons started trading in 1915, specialising in fabrics for tailors. The family-owned Group now has over 1,000 employees and has diversified into women's and men's apparel fabrics, linings and interlinings, threads and accessories, curtain and upholstery fabrics, cushion manufacturing, lace and bridal fabrics, industrial and craft fabrics, bed linen and hotel refurbishment.

The Group has trading offices in Australia, Singapore, Hong Kong, Fiji and New Zealand with sourcing operations in Japan, Korea, China and Indonesia.

Despite ferocious global competition, particularly from South East Asia, Charles Parsons has prospered through better technology, superior marketing, sound financial management and enthusiastic cost control.

To remain on top in a market that has lost many players due to tough competition, the Group diversified extensively, now selling fabrics for all conceivable requirements from corporate uniforms and overalls to chocolate box and coffin linings.

According to Ray Clemens, the Group's Finance Director, "We needed an enterprise-wide system to help us keep up with the demands of our predominantly large customers who require their suppliers to introduce quality systems and state-of-the-art technology.

"This led the Group to introduce leading-edge technology right across the business, from barcoding to advanced warehousing and EDI.

"Due to the diverse mixture of hardware and software platforms, the company was starting to fragment. We did not have a central database and the systems did not communicate with each other.

"By centralising our corporate information, MOVEX will provide the company with greater profitability by streamlining our customer, inventory and supplier reporting.

"MOVEX will also allow the Group to access performance statistics on our warehousing, allowing us to better understand where any inefficiencies lie.

"As a result of our diverse growth and the multi-faceted nature of textile business, the Group previously ran as separate businesses throughout the region. MOVEX will pull operational and finance information together while still allowing the various areas to operate as separate units."

About Intentia

Intentia is an internationally established software company represented in over 40 countries. Intentia develops and sells MOVEX, which is an international leader in the field of business systems software. MOVEX is used to make business processes in distribution and manufacturing companies more efficient, in the areas of logistics, production, distribution and financial and personnel administration.
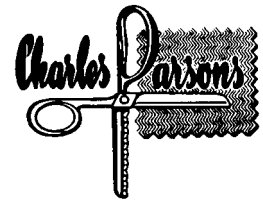
For further information on MOVEX, visit www.intentia.com or contact us on 61 2 9957 3755 in Australia or 64 9 307 5960 in New Zealand.

System 21 and AS/400 drives auto parts *manufacturing process*

Automotive parts manufacturer TRW Carr has accelerated order fulfilment and is preparing for an e-business future with JBA International's System 21 software developed for the automotive industry.

"This is a time of change for us," said TRW Carr's General Manager, Patrick Monaghan, as the TRW group worldwide focuses on the Asia Pacific Region. "The new system will facilitate our export drive and the production increase due to the release of the new VT Commodore.

"JBA's System 21 running on AS/400 has enabled the full automation of our 'just-in-time' manufacturing process, from the time the customer's order comes in through the electronic data interchange (EDI) gateway, to the time it leaves the plant."

Giant technological leap

TRW Carr is part of the global TRW Inc organisation which employs more than 70,000 people worldwide. The group is the fourth-largest supplier in the world of automotive components to the original equipment manufacturers. It is also a major supplier of space and defence products to the US Government.

In Adelaide, TRW Carr covers a range of automotive and industrial components as well as supplying their Carr Fastener proprietary lines. Their manufacturing processes provide metal pressing, plastic injection moulding and a range of electroplating finishes.

"We looked at a whole range of products over six months and consulted other similar manufacturing companies. Both JBA International and IBM offered excellent support and could guarantee the implementation would be completed in six months. It was a giant leap in technological terms," said TRW Carr's MIS officer, Stephen Kelly.

Time and cost savings

The System 21 Materials Resources Planning (MRP) system automatically creates a bill of materials, factory routing and shipping notifications.

"The MRP enables more consistent procurement planning, reduced inventory and improved forecasting," said Mr Kelly.

"Electronic ordering linked to automated workflow reduces the number of people needed to key information, freeing them for customer service tasks."

Patrick Monaghan, TRW Carr's General Manager (left), with Stephen Kelly, MIS Officer.

System 21 EDI provides conversion facilities between the most widely used electronic message standards. It also enables mailbox access to the principal Value Added Networks in use around the world.

System 21 EDI offers unrivalled facilities for companies trading in international markets.

Mr Kelly said, "Financial reports that used to take two hours now take 10 minutes."

Conducting e-business with suppliers

System 21 can be deployed as an object oriented, client/server and Internet development tool, providing the opportunity to trade with suppliers across the Internet.

"We plan to add banking, and invoices to automated workflow over the next year and do purchasing and order approvals online.

"We also believe the new system will help us achieve higher accuracy and help us maintain the QS9000 quality rating we received recently." ■

For further information, contact JBA International Pty Ltd on 61 2 9212 5444 or via e-mail at anastasiak@jba.com.au or visit the JBA website at www.jbaworld.com

About JBA

JBA is one of the world's leading business software providers. Its market-leading System 21 product range is an enterprise-wide applications set which provides an integrated Manufacturing, Financial and Customer Service & Logistics solution for organisations trading in national and international marketplaces.

Complemented by unique solutions for specific industries, System 21 has helped provide many of the world's leading Food, Automotive, Beverage, Apparel & Footwear and Service companies the competitive advantage they require for the 21st century.

JBA and IBM join forces to offer pre-packaged e-business solution

JBA, an international business software developer, and IBM announced a new generation e-business solution.

JBA System 21e and the AS/400e custom servers will be offered as a pre-packaged solution to address the needs of companies with growing e-business requirements.

This global initiative will have a major impact for both existing and new JBA customers. Among the many capabilities of IBM's new custom servers, the pre-packaged Mixed Mode server allows JBA and IBM installed accounts a fast route upgrade to help prepare them for the Year 2000, with minimal risk of interrupting existing business processes. This latest offering in high performance hardware and software will allow companies to extend the reach of their enterprise with a new cost/performance package that brings all the benefits of e-business in a single proven solution.

System 21e is the new generation of JBA's proven System 21 ERP solution, based on constructable business component architecture and full Internet deployment. System 21e is also tuned to take full advantage of the AS/400e custom server's improved interactive capabilities.

"With System 21e's dedicated functionality, we can really make IBM's custom servers sing," said Allan Davies, JBA Marketing Manager. "Customers who are moving to Internet and EDI supported order entry, extended

supply chain and enterprise-wide business intelligence will benefit greatly."

Roger Koniski, Director of ISV Marketing for IBM AS/400 Division, welcomed JBA's new initiative: "We are very happy JBA has launched a specific version of its established System 21 software for the AS/400e. Together they provide an excellent platform to support the growth of e-business in any company."

"With System 21e's dedicated functionality, we can really make IBM's custom servers sing"

Borland's AS/400 development suite *now complete*

Ray Bradbery
Managing Director
Borland International (Australia/NZ)

"In today's digital world where technology can literally change the way we do business overnight, IS professionals often struggle to incorporate new technologies into existing tried-and-true information systems," says Ray Bradbery, Managing Director Borland International (Australia/New Zealand).

"Borland's answer is to provide IS professionals with development tools to quickly deliver scalable, Web-enabled applications that take advantage of the processing power offered by AS/400 servers".

Borland has just completed its AS/400 development tool suite, providing development teams with a wide choice of operating environments and languages.

Delphi/400 has attracted over 50 customers in Australia and New Zealand since its release in early 1997. Its main attraction is the combination of an easy-to-use visual development environment with full power of integration with the AS/400. For developers who prefer to develop using the C++ language, Borland provides C++Builder/400.

For those interested in the emerging world of Java, JBuilder/400 is an extension to Borland's award-winning Java environment. JBuilder itself was released in mid 1997, and provides a solid and comprehensive set of visual development tools for creating 100% Pure Java business applications, with scalable database tools, complete

The release of JBuilder/400 coincides with IBM's release of the new version of the AS/400 operating system, OS/400 V4R2, and its Java Virtual Machine. IBM will ship a 90-day trial version of JBuilder/400 with every new AS/400 and operating system upgrade shipped by IBM worldwide.

Furthermore, Borland and IBM have been working on a joint R&D effort to improve enterprise-wide Java development through the integration of JBuilder with IBM's San Francisco project. The two companies have been building visual tools, Wizards and object-oriented components to optimise learning and productivity as it relates to San Francisco. To reach this goal, JBuilder has been installed in IBM San Francisco Education Centres worldwide.

JDBC connectivity, and over 100 reusable JavaBean components with source code.

Each of these easy-to-use Rapid Application Development (RAD) tools leverage existing AS/400 investments of hardware, software and knowledge by creating fully integrated AS/400 applications. Borland/400 lets organisations protect and fully leverage their investments in AS/400 architecture while allowing them to quickly develop and integrate GUI Windows applications and data that take advantage of AS/400 system services. ■
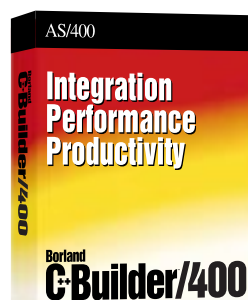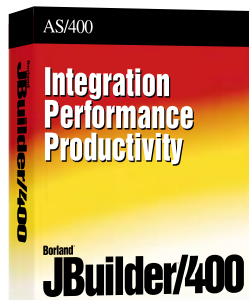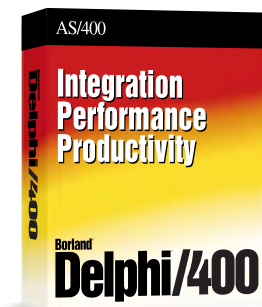
For more information on the Borland/400 Product Suite, please contact the Borland Enterprise Division on 61 2 9248 0900 or visit www.borland.com/borland400

New KAZ Lotus Notes applications using Domino

KAZ Computer Services have announced their first Lotus Notes applications are now available using Domino running natively on AS/400. KAZPER, KAZMAN and KAZHELP are three Notes based applications now taking advantage of the increased performance of Domino for AS/400.

Ofilia Mawson, Applications Product Manager for KAZ, commented, "Our pure Lotus Notes applications ran like a dream without any issues or modifications, giving us every confidence in Domino for AS/400. We can now offer our customers a whole wealth of benefits, including increased user scalability and increased AS/400 performance. Because we now have the ability to cluster two or more servers on the same machine with dynamic loading we can offer almost 100% up time to users and decreased licence costs. In addition, we can restart the server automatically after a server crash again providing almost 100% up time!

"KAZ are delighted to have been able to pre-test the Domino technology with such positive results and to be so closely involved with IBM Rochester in the initial launch of Domino for AS/400. Our customers can reap immediate benefits from Domino for AS/400 with our Lotus Notes applications."

Domino for AS/400 will greatly enhance the benefits already offered in KAZPER, a Year 2000 ready Human Resources (HR) solution which addresses the need for decentralised HR functions. Through KAZPER, the individual employee is empowered via pre-defined security access to manage their own HR. This releases HR management to concentrate on crucial, high-level business processes and cuts HR Management time spent on administration.

As Warren Miles, Associate Director of Human Resources for Eli Lilly, explains, "We are users of KAZPER and find it a totally dynamic and extremely powerful HR solution. It turns straightforward administrative procedures into a fully fledged management information system that has a direct impact on the performance of our organisation. It allows us to analyse the business to reveal the strengths and weaknesses and provides management information at our fingertips."

KAZMAN is a Year 2000 ready Project Management tool which addresses the need for sharing, accessing, tracking and centrally locating all areas of managing projects. KAZMAN includes project cost tracking, problem reporting and resolution tracking, meeting, tracking and project feedback.

KAZHELP is a Year 2000 ready product which provides a consistent and simple way through which calls can be reported, escalated and tracked. Aimed at both support personnel and users, it acts as a central knowledge base allowing users to research the types of problems and define solutions. ■

About KAZ

KAZ are a Lotus Premium Business Partner and Lotus Authorised Education Centre (LAEC) who have already gained significant experience in the new Domino technology through the Beta Program with IBM Rochester and IBM Australia. KAZ can assist you with new application development, adapting your current Lotus Notes applications, and provide training and education to ensure you reap the benefits of this new technology as fast as possible. A leading IBM Business Partner, KAZ is 100% Australian owned and this year will celebrate ten years of successful business.

For further information call KAZ on 61 2 9844 0300 or visit the KAZ website on www.kaz.com.au.

MODERATE

New system from
Revolution Software
gets the wheels turning

MODERATE

Revolution Software, one of Australia's leading specialists in automotive software solutions, has designed a new software system for one of Australia's largest automotive importers.

The importer needed a complete software solution to handle the day-to-day running of its business. The original system used by the company and its dealerships had changed little in 20 years, was unsophisticated and largely unsupported.

"When we walked into car dealerships to scope the project, we couldn't believe the systems they had in place," said Mark Liddle, one of the directors of Revolution Software. "Much of the reporting and sales tracking was done manually, ordering parts for car servicing was ad hoc and hard to manage, and a lot of sales information was in staff's heads.

"We saw there were some simple systems we could build and introduce to the industry that would instantly benefit other distributors and car dealers," Mr Liddle said. "There are around 3,500

> **"** *The system had to be scalable, simple to customise and easy to use* **"**

new-car dealerships in Australia, all struggling with outdated software, who are crying out for modernisation.

"Most dealerships we saw ran their systems on unreliable, ancient UNIX boxes that regularly went down. We proposed IBM's AS/400e as part of our solution, as the e-series is designed to be self-managing, reliable and secure."

Changing an industry

Revolution Software successfully implemented a comprehensive software system using the PROGRESS application development environment for the vehicle importer. Revolution then extended this idea and built a solution known as the Revolution Dealer Management System (RDMS) to improve the businesses of other automotive distributors and new-car dealerships in Australia.

"We learnt a lot about the car industry and we knew what we needed to build into our system," said Mr Liddle. "The system had to be scalable, simple to customise and easy to use, and had to allow the migration of existing data into the new system."

Building in PROGRESS

RDMS is written in PROGRESS V8.2, uses the PROGRESS database and offers both character-based and a graphical user interface. Components of RDMS include:

- General ledger
- Accounts receivable
- Accounts payable
- Parts management
- Service management
- Vehicle management.

PROGRESS
SOFTWARE

"We decided to develop for all contingencies, so we chose a development tool that is platform-independent, reliable and well-regarded in the industry. To meet these requirements we chose PROGRESS. We know we can focus on building optimised software without having to consider the normal limitations of deployment across different platforms," Mr Liddle said.

"To date we are one of few modern, sophisticated solutions available for the automotive industry. As a result, we expect our RDMS software to be the default industry solution within two years."

See RDMS demonstrated at IBM Darling Park on Wednesday, 20 May 1998.

For further information contact Revolution on 61 2 9744 5476, or Progress Software on 1800 634 472 in Australia or Team Progress on (09) 623 6550 in New Zealand.

IBM Business Partner

Henry Walker brings Magic to its enterprise

MAGIC SOLUTION

Magic Support for DB2 Universal Database

Magic have announced support for IBM's DB2 Universal Database, the industry's first multimedia, Web-ready, highly scalable relational database manager.

"Magic views the DB2 market as an important opportunity as many organisations are looking to access critical legacy data and build sophisticated, 3-tier, Internet-based applications," said Ilan Gross, Managing Director of Magic Software.

"Magic is a perfect fit for those organisations looking to migrate their strategic applications to DB2, as Magic can port seamlessly and quickly, without rewriting any of the application's code."

DB2 Universal Database delivers on IBM's network computing promise by linking the world's business information with the Internet.

It extends to all tiers of the enterprise, from laptops to high-end multiprocessor environments and large legacy systems.

It is the only data management system providing support for universal data types, universal functions, universal platforms, universal purposes and universal access.

Henry Walker Contracting (HWC) is one of the largest and most successful mining and civil engineering contractors operating in Australia, South East Asia and Chile.

HWC selected Magic on the AS/400 as the tool to develop its Management Information System. This system will be developed as a significant enhancement to their current OLTP system.

HWC will be taking advantage of the significant enhancements in the recently announced Magic Version 8. The advanced technology available in V8 will enable HWC to develop cost-effective 'thin' client applications for local and remote sites.

The Magic Version 8 enhancements include Java and HTML-based User Interfaces, Visual Dynamic Application Partitioning, Service and Application Management and Team Development. Version 8 offers a singular, unified RAD paradigm for the enterprise with the ability to support the 3-tier Client/Server-Internet mode.

Magic have also made a strategic decision to incorporate IBM's MQSeries functionality.

"This will pave the way for Magic to become a major player in the application logic back-end. Large enterprises that are required to move to e-commerce will now be able to apply Magic's speed of development to their back-end Server," said Ilan Gross, Managing Director of Magic Software.

"The IBM MQSeries and Magic server will enable other front-end tools to take advantage of the Magic back-end server capability. Therefore, tools such as Delphi, Visual Basic and Lotus Notes will be able to execute Magic programs on all IBM server platforms," Mr Gross added.

At HWC, the user-based report writing capabilities of Magic were viewed as an important tool for end users. In addition, Magic is the preferred tool for all future enhancements and system development. ■

For further information contact Magic on 61 2 9386 0560, e-mail at ilan@magic-gp.com.au or visit their website at www.magic-sw.com

TECHNICAL

IBM Business Partner

Year 2000:
a testing time
at PIVOT

Melbourne-based company Network400 and SDM-ExtractDB, one of the Silvon Software products it distributes, are playing a key role in a major agri-business company's Year 2000 challenge.

The company, PIVOT, a diverse $600 million operation with over 250 users, is currently actively engaged in its Year 2000 project of migrating from BPCS version 4.03 to 6.02.

"With over 50 per cent of the project budget allocated to testing we needed an automated facility to create and refresh our testing and training environments," said Peter Dostis, PIVOT's Group IT Manager.

"*We have finally found a tool to create reliable up-to-date test data***"**

means for extracting subsets of their application database. ExtractDB's remote module allows PIVOT to transfer data from its production AS/400 to the development AS/400.

"We simply schedule ExtractDB to refresh the libraries overnight and have clean data for testing, quality assurance and training the following day," said Peter Lambert, Systems Development Manager.

During the implementation at PIVOT, a series of data models were built over the

BPCS version 4.03 data into 6.02 to be executed more frequently.

"Because ExtractDB ensures the data integrity, our confidence in the whole process is vastly increased," said Mr Lambert.

The next release of ExtractDB will allow users to 'roll dates'. By setting the database date fields progressively forward to 01-January-2000 and beyond, PIVOT will be able to perform very realistic Year 2000 ready testing.

"PIVOT has successfully run ExtractDB for the past 12 months, refreshing testing and training libraries over its BPCS and in-house applications, so it was logical to extend its use for the Year 2000 project."

ExtractDB provides PIVOT with a quick, easy, efficient and accurate

major BPCS, Communique, and Quill database files. After identifying the key 'entry point' such as Customer, Item and Vendor, the file relationships were built for each application. Select/Omit filters on dates and transaction codes were applied to reduce the amount of data transferred from the larger production files.

ExtractDB parameter sets were created for PIVOT's key customers in each state. Mr Dostis commented that "the beauty of parameter sets is that we can test the BPCS modules for specific customers and products for, say, Queensland or Victoria."

In addition to having integrity in the testing environment with current production data, the smaller volume of data saves on disk space and enables the large batch jobs to process significantly faster. The data subsets allow the migration process of mapping

About Network400

Network400 Pty Ltd is an IBM Business Partner with a team of business application specialists serving diverse industries. Network400 distributes SDM-ExtractDB, one of Silvon's award-winning Software Development Management (SDM) suite of products and tools including Help Desk, Change Management and Testing. Network400 also distributes Silvon's data warehousing products, SalesTracker and DataTracker.

Major corporations such as Pacific Dunlop, Ajax Fasteners, ANZ Bank, Revlon and Electrolux, are among Network400 customers achieving effective solutions with the Silvon products.

For further information please contact Network400 on 61 3 9820 9211 or via e-mail at silvon@network400.com.au

✓TECHTIPS/4 YOU

Client Access asynch connection

Q. Our company has an AS/400 model 500 connected through two dedicated lines to two AS/400 models 150 at two remote sites. I'd like to let these remote sites connect to the main system via a PC and modem. On the AS/400 side, we have the one unused communications line and one modem; on the PC side, we have Client Access and a modem. We've tried Client Access's asynchronous communications, but we don't have an ASCII controller on the AS/400 side. Can you give us some ideas for making this setup work?

A. To use a Client Access asynch connection to an AS/400, you must have either an ASCII workstation controller or a protocol converter. IBM and several other third-party companies make ASCII protocol converters. However, both these options are really best suited to providing connectivity for multiple remote PCs and are probably not the most cost-effective solutions for connecting a single remote PC. Because you have an available AS/400 communications line, it makes sense to use it to connect to the AS/400.

How you connect to the AS/400's communications line depends on the version of Client Access you use. If you use Client Access for Windows 3.1, you should configure the router to use the AutoSync option and then obtain a PC modem such as the Hayes Optima or a U.S. Robotics modem that supports the AutoSync feature. The AutoSync feature lets your PC modem connect to a synchronous modem such as that typically used on an AS/400 communications line.

If you use Client Access for Windows 95/NT, the AutoSync option is not available. To make a synch connection with Client Access for Windows 95/NT, you must install an SDLC adapter card in the PC and buy a synch modem such as the IBM 7855. Then you must configure Client Access for Windows 95/NT to use the SDLC link type. In addition to these options, several third-party products are available that can be used for remote PC-AS/400 connectivity.

Send text files from AS/400 to cc:Mail

Q. I've heard it's possible to send text files from an AS/400 to Lotus cc:Mail. Can you tell me how to set this up? Our V3R7 AS/400 is connected to a Token-Ring LAN via TCP/IP, and we don't have OfficeVision/400 (OV/400).

A. To fully answer your question, it would help to know how cc:Mail is connected to the network, the location of the cc:Mail server, and what kind of text files you're trying to send. However, I can provide some general information that might help.

cc:Mail uses a proprietary interface to the cc:Mail post office between the client and server. This interface does not work between non-cc:Mail clients. To exchange mail with the AS/400, you need to transform the mail into Multipurpose Internet Mail Extensions (MIME) format. MIME is the standard format for Internet mail attachments that is understood by Simple Mail Transfer Protocol (SMTP), the basic Internet e-mail protocol. Lotus has a Mail Transport Agent (MTA) that performs this transformation for cc:Mail.

From the AS/400 side, you need a way to create MIME mail and send it to SMTP. Without OV/400, you can do this using a Post Office Protocol Version 3 (POP3) client (e.g., a Windows 95/NT system) connected to your AS/400 and configured to use the AS/400 as its SMTP server. If you're willing to create MIME-formatted mail and have PTF SF43799 installed on your V3R7 system, you can actually send MIME mail directly from the AS/400 using the QtmmSendMail API.

> This information is intended to assist you. IBM does not warrant its accuracy or completeness.

Restricting creation of programs that adopt authorities

Q. How can I prevent someone from creating a program that uses adopted authorities?

A. The system value QUSEADPAUT, added in V3R2 and V3R7, lets you control which users can create programs that adopt authorities. If you specify the name of an authorisation list for QUSEADPAUT's system value, a user must have *USE authority on the authorisation list to create or change a program or service program that uses adopted authorities.

By defining an authorisation list for the QUSEADPAUT system value, you can exclude users who should not be performing this type of activity. In a production environment, this would probably be most of your users, so you could set the authorisation list's *PUBLIC authority to *EXCLUDE.

The danger in not taking this step is that, because many applications adopt a powerful profile and do not make library-qualified calls, a user could create a program with the same name as one of your application programs and insert it in a library ahead of the application's library. When your application is called, the user's program would be called instead and would run with the authority of the powerful profile (as well as the user's own profile). ■

Berendsen plans for future with IBM *Network Stations*

Tom Carlson
Managing Director
Berendsen Fluid Power in Australia

> "*The Network Stations allow us to give our staff the latest technology.*"

Berendsen Fluid Power has become one of the first businesses in the Asia Pacific region to implement leading edge network computer technology in preparation for the electronic business (e-business) environment of the future. Berendsen is a leading supplier and repairer of hydraulic and pneumatic components for industrial, agricultural and manufacturing customers.

The company has installed a national network of 170 IBM Network Stations as part of a strategy to connect to their international parent-company and provide users with extensive functionality.

"Using the Network Station solution, we can now use the company's AS/400 in the United States to run our core business in Australia. This includes our customer database, accounting, warehousing and distribution systems," said Mr Tom Carlson, Managing Director of Berendsen Fluid Power in Australia.

"The entire company is now running on a global system, which ensures consistency and allows the business to run seamlessly in an extremely cost-effective way."

The network has also provided increased performance and functionality for the users at Berendsen.

"The new solution has had an impact on all divisions of our company," said Mr Carlson.

"Management, for example, can now take advantage of graphical reporting via Windows-based tools, that allows them to draw data from AS/400, while our designers will be able to collaborate remotely on 3D designs via a CAD system.

"With shifts in the industry towards e-business, it was essential that we had the technological infrastructure in place to deal with those changes as they occur. As an example, suppliers are increasingly issuing their catalogues on CD-ROM. For our sales and marketing team to be able to work effectively, they need to access those catalogues.

However, it would be very costly to buy a high performance PC for every person that needed that information," he said.

"The Network Stations mean that we can run a single set of CD catalogues on the network that is accessible by all appropriate users. I can see a time when this process becomes Internet-based, and we will be in a position to take full advantage of it."

With 20 locations in Australia, Berendsen was facing rising support and maintenance costs for its network of aging PCs and terminals. Management saw the low maintenance IBM Network Stations as a way of reducing overheads while taking advantage of up-to-date technology which would provide a solid foundation for future innovations.

Mr Carlson said prior to installing the new network they were running as a stand-alone operation without electronic links to their global counterparts.

"We could have spent a lot of money finding a conduit for our local and global systems to interconnect but the IBM Network Stations saved us from this, with their platform independence and flexible access to different systems, offering 100 per cent compatibility.

"The centralised administration of a server and the Network Stations has reduced our on-going support and maintenance costs and greatly simplified network management."

With systems development driven by the US operation, Carlson said Berendsen plans to introduce an intranet and website in the not-too-distant future, with e-commerce a definite goal.

"The Network Stations allow us to give our staff the latest technology at a very competitive cost while enabling us to limit access to various applications and data to those who need it," he said.

"Not only will we benefit from productivity gains and reduced overheads, but we have a platform that allows us to plan for the future." ■

Java and the network computer: fulfilling the promise of open, distributed computing

According to a report from Zona Research (www.zonaresearch.com), titled "Java: Markets, Opportunities, and Trends', 97 per cent of corporations will be using Java for server-based applications within the next two years. In fact, Java has been the fastest growing language/technology in the history of the computer industry.

IBM is now shipping the Network Station Series 1000, a network computer that fully leverages Java, as well as providing access to Windows, groupware and traditional text-based applications. Naturally, companies will continue to rely on those non-Java applications and IBM's network computer (NC) lets them do just that.

Java enables fast, efficient distribution of both small and large software programs that can run on any system, from the largest enterprise server to the smallest PC server. And Java enables us to rapidly deliver new applications across a diverse range of clients, including PCs, NCs, mobile PCs, Personal Data Assistants (PDAs) and digital telephones.

Java is easy and inexpensive to deploy because all application-specific codes are stored and managed on centralised servers. Java sharply reduces development costs, increases companies' return on IT investment and extends the reach of existing products. Other cost savings associated with Java and network computers come in the form of reduced maintenance and fewer software and hardware compatibility problems.

IBM's network computing strategy emphasises that customers no longer need a complex operating system on their desktops to access a few simple applications and the Internet. Java allows customers to develop and deploy applications that can run on any platform and be accessed from any desktop device, including NCs.

Customers now have a choice. For example, IBM is providing customers with VisualAge e-business, a comprehensive set of tools for developing, deploying and managing applications that extend core business systems to the Web and make e-business a reality. At the heart of this offering is IBM's VisualAge for Java, an award-winning Java application development environment for building applications designed to connect Java clients, like the Network Station, to existing server data, transactions and applications. This allows programmers to extend server-based applications to the Internet or intranet – rather than rewriting the applications from scratch. ■

IBM Global Services:
committed
to AS/400 services

Bronwyn Guthrie
General Manager
Commercial Business
IBM Global Services

Technology services is a relationship business. Technological proficiency is only half the equation; a thorough understanding of the customer's business and needs is equally important and flexibility in the way solutions are delivered is essential.

> "IBM Global Services can partner in applying technology for competitive advantage"

Technology is much more than just hardware and software, gift-wrapped and delivered with a manual and warranty agreement. It has to be developed and made to fit your business. IBM Global Services has developed a range of services around the AS/400 platform to address the specific needs of your business.

In your business you have goals and plans and some fundamental issues to address, not least of which is competition. You have invested in technology which underpins the objectives and philosophy, the systems and procedures that make your business run, your balance sheet healthy and, hopefully, your competition nervous. It sounds easy, but obviously there are other things to consider.

Are your systems ready for the Year 2000 Challenge? Will you soon be doing business on the Internet? What are the benefits of investing in wide area networking (WAN) technology? How are you going to manage your AS/400 systems? Is it time to review your applications? Where can you go for advice?

IBM Global Services can help you arrive at answers for all these questions plus the multitude of other issues that may arise in your business.

A joint venture between IBM Australia, Telstra and Lend Lease Corporation and formed in July 1997, IBM Global Services draws on IBM's depth of experience and expertise in technology to solve everyday business problems while allowing you to focus on your business.

Whether your business is local or global, in distribution, manufacturing, banking, finance, telecommunications or the media, doing business on the telephone, in person or on the Internet, IBM Global Services has answers to the questions you may be confronting as you strive to succeed and manage.

IBM Global Services offers the following AS/400 services:
- Year 2000 Services for AS/400
- Facilities Management for AS/400 (outlined on opposite page)
- Package Implementation Services for AS/400
- Business Advisory Services
- Business Recovery Services

About IBM Global Services

IBM Global Services is the world's largest services company with a strong presence in 164 countries on five continents and more than 116,000 employees.

Through talking to organisations of all sizes and types, IBM Global Services understands that customers seek:
- Demonstrated value for money
- A partner who understands their business and their industry
- Specific, practical solutions
- Quick responsiveness, and
- A measurable assessment of performance.

Its mission is to provide a unique combination of business experience and technological expertise to ensure your success in an ever-changing and increasingly complex world.

For further information, speak to your IBM Representative or call IBM Direct on 132 426 in Australia or 0800 426 132 in New Zealand and ask for 'AS/400 NEWS/INFO.'

Facilities Management
for AS/400
designed for your needs

IBM Global Services has recently announced Facilities Management for AS/400 – an affordable, easy to understand package of facilities management services customised for commercial AS/400 businesses.

Facilities Management for AS/400 allows AS/400 customers access to IBM's vast technology resource base at a competitive and affordable price. IBM Global Services will work with you to understand your business needs and then you decide what level of service you require. With clearly packaged options and upfront prices for each service, Facilities Management for AS/400 offers entry-level access to full service management of your AS/400 on your own terms.

Facilities Management for AS/400 is designed to let you concentrate on running your business. It aims to assist you with monitoring and maintaining your systems with options like Care & Feed, Out of Hours Monitoring, Remote Management and Full Management.

The benefit of housing your systems at an IBM data centre removes the risks and significantly cuts capital costs, while leveraging IBM's infrastructure, resources and economies of scale.
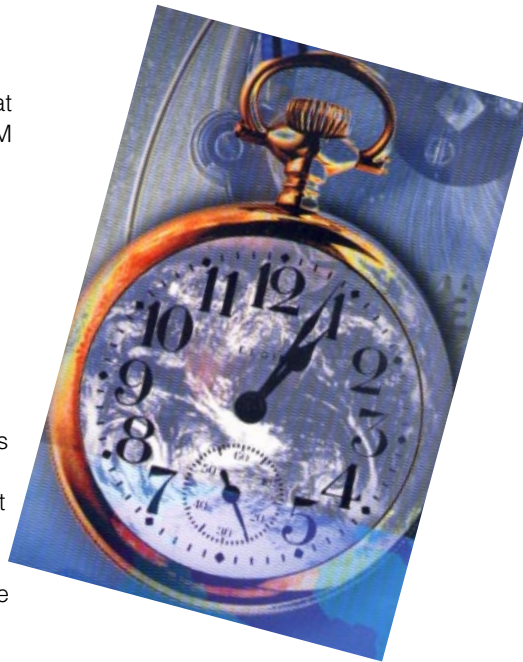
As well as off-site system housing and out-of-hours monitoring, some of the other services available include Frame Relay network connectivity, Help desk support, back-up tape handling and storage, change management reports, OS/400 upgrade installation, regular service reviews and a dedicated Service Account Manager.

Facilities Management for AS/400 improves service delivery performance:
1. Formalised and measurable service delivery agreements;
2. Pay for performance;
3. Take advantage of IBM's people and resources and leverage yours;
4. Partner with IBM Global Services. ■

For further information, speak to your IBM Representative or call IBM Direct on 132 426 in Australia or 0800 426 132 in New Zealand and ask for 'AS/400 NEWS/INFO.'

NON-TECHNICAL

Feature	Benefit	Care & Feed	Monitoring	Remote Management	Full Management
IBM Global Services data centre	• Secure purpose-built data centre • Free-up internal real estate	✔	✔		✔
IBM Global Services pool of technical skills	• Access to specialist skills when required • Mitigate risk of maintaining appropriate and qualified skills in-house • Reduce training required in changing technologies			✔	✔
Out of hours system monitoring	• Round the clock system monitoring • Reduce staff costs • Mitigate risk of maintaining appropriately skilled staff for out of hours monitoring		✔		
Management of system	• Focus on core business activities • Realign limited internal IT resources from the tactical day-to-day operations to strategic IT activities – adding value to the business through leveraging IT to gain competitive advantage • Mitigate risk of acquiring, training and maintaining appropriately skilled technical support and operations staff			✔	✔

IBM unveils new Netfinity brand *of servers*

IBM has announced a new line of open industry-standard Intel-based enterprise servers that will make it easier for businesses of all sizes to harness the power of the Internet and other networks. The new IBM Netfinity family joins the broad array of IBM server offerings, including the S/390 Parallel Enterprise Server, AS/400e and RS/6000.

The new IBM Netfinity family of servers is based on cutting edge chassis designs that house a host of technologies and service offerings that have evolved from larger IBM servers.

The IBM Netfinity family of products enables small, medium and large companies to manage their networked business systems – from file and print capabilities to the most advanced applications – virtually any time, anywhere.

Software from industry-leading vendors such as Microsoft, Lotus, Novell, SCO, SAP, Oracle and Baan are tested on IBM Netfinity systems, to ensure compatibility. For example, at IBM's Kirkland Programming Centre, IBM employs over 135 dedicated professionals to ensure Netfinity's compatibility with Microsoft Windows NT and BackOffice technology.

In addition, each Netfinity server comes with a range of tools to assist in the management of the server:
• *ServerGuide,* allows for rapid installation and tuning of key operating systems;

> **"IBM is asserting its leadership as a total solution provider for businesses of all sizes."**

• *Netfinity Manager* provides unparalleled control of your PC hardware so you can reduce the resources required to manage your systems – remotely and locally. Netfinity Manager also supports the management strategy you choose today and tomorrow by integrating with key enterprise and LAN suite managers.

Finally, through the worldwide IBM TechConnect program, customers can train and certify their specialists in all facets of IBM Netfinity technology.

Netfinity 7000

The first product in the line, the IBM Netfinity 7000, is designed to enable customers to run demanding e-business applications, including Web server and online transaction processing (OLTP), as well as data-intensive operations.

The IBM Netfinity 7000 combines high-performance application processing, reliability and advanced system management technology with the worldwide services, financing and integration expertise of IBM. By leveraging IBM's heritage and expertise in enterprise computing, the IBM Netfinity 7000 provides secure, highly-integrated, flexible solutions for a broad range of business computing needs from OLTP applications to Web servers to leading-edge e-business applications. By adapting these robust services and technologies to industry-standard platforms, IBM is helping customers take full advantage of the trend toward combining intra-enterprise systems with the reach and opportunity of the Internet and Web-based technologies.

"IBM is bringing the availability and reliability of its renowned S/390, AS/400 and RS/6000 computers to the Intel processor-based server arena," said Mr Andrew Baker, General Manager, Systems. "By seamlessly integrating great technology, service and support, IBM is asserting its leadership as a total solutions provider for businesses of all sizes.

"Servers are critical to the successful deployment of network computing solutions. The new Netfinity 7000 server raises the bar in features, functionality and design, while introducing our large-system technology and service expertise to a broader customer base."

IBM SystemXtra Program

To bring the Netfinity 7000 to a broad array of customers – from small businesses to larger enterprises – IBM offers SystemXtra. Available exclusively through IBM Business Partners, SystemXtra combines technologies, network and support services, software,

MODERATE

Netfinity∞

training and financing into a comprehensive, cost-effective solution for customers with a simple monthly payment. Through SystemXtra, businesses can maximise their IT investments by minimising the administrative burden and resource drain of managing their IT infrastructure.

Netfinity 3500

IBM has also recently announced the Netfinity 3500, continuing its commitment to deliver affordable, industry-standard server solutions to customers of all sizes. The Netfinity 3500 is the second addition to a new family of enterprise servers, providing customers using industry-standard technologies with the industry's most reliable foundation for their networked businesses by delivering outstanding power, scalability, control and service.

Netfinity 3500 product highlights:

- Up to two Intel Pentium II 333 MHz processors
- IBM Netfinity Manager systems management software
- Three-year on-site service with flexible financing options from IBM Credit Company
- Performance, reliability and investment protection necessary to meet business-critical requirements.
- Scalable ECC SDRAM memory capability from 32MB standard to 512MB.
- Two-way symmetric multiprocessing (SMP) with support for the Pentium II 233, 266 and 333MHz processors.
- 2.7 GB internal storage

Power, scalability and manageability for your growing business

IBM Netfinity Manager software, included at no additional charge, allows customers to proactively maintain control of their networked business systems, from anywhere, at any time. Customers also have the flexibility to proactively manage the server and fix problems that cost time and money.

Support costs associated with managing networks are significantly reduced with built-in predictive failure analysis capabilities available through S.M.A.R.T. drives and temperature and voltage monitors.

Worldwide service and support

IBM Netfinity 3500 servers offer small and medium size customers enhanced levels of service and support, which were once reserved for customers using larger servers. Installation and configuration are fast and easy with ServerGuide Installation software.

IBM is uniquely qualified to deliver enterprise-class service and support for business-critical systems. Netfinity includes an international warranty service on all parts and labour, including all the IBM options installed on your system. ■

For more information, call IBM Direct on 132 426 in Australia and 0800 426 132 in New Zealand and ask for 'AS/400 NEWS/INFO.'

EDUCATION

The AS/400 Education schedule for Australia and New Zealand below is a great opportunity to further develop your AS/400 skills – whether you are a novice or an expert. Also watch out for the Domino for AS/400 Installing and Configuring course coming soon!

For registration or more information on the following courses, please contact IBM Education and Training on 1800 801 088 in Australia or 0800 801 800 in New Zealand.

★★ Special Offer ★★

Receive a 10% discount when you enrol in the following course.

Client Access/400 for Windows 95/NT is the latest version of the IBM Licensed Program Product that allows the integration of personal computers to the AS/400. This course shows you how to set up and use all the features including: file serving, workstation and printer emulation, file transfer, ODBC and many others. If you are already familiar with Client Access, upgrade your knowledge of how this version is tightly integrated into the Windows operating system.

All you need to do is quote NEWS/4 YOU when enrolling.

AS/400 Education Schedule April – June 1998*

Course	Course Title	Days Dur. Aus/NZ	Fee ($A/$NZ)**	April	May	June
OE98	AS/400 for New Users	1	400	06 Adel 14 Bris 20 Per	04 Syd 11 Mel	02 Per 09 Adel 15 Bris
OL29	AS/400 System Operators Workshop★	3/3.5	1,200/1,750	07 Adel 7 Auck 15 Bris 14 Well	05 Syd 12 Mel	03 Per 9 Auck 10 Adel 16 Bris
OE32	AS/400 Availability & Recovery Facility (Basic)★	1	400	20 Adel 27 Bris		05 Mel 19 Syd
OL50	AS/400 Security Concepts and Planning	2	800	21 Adel 28 Bris	20 Mel	16 Per 17 Syd
OL19	AS/400 System Administration & Control	5	2,000/2,500	20 Syd 20 Well 27 Auck	04 Per	15 Adel 22 Bris
OL23	OS/400 Structure, Tailoring and Basic Tuning	2	800	20 Mel	11 Syd	22 Adel 29 Bris
OL49	AS/400 Concepts and Programming Facilities	3	1,200	06 Syd 15 Mel		02 Mel 01 Syd 23 Per
OL20	AS/400 Control Language Programming	4	1,600/2,000	14 Adel 20 Bris	18 Syd 20 Mel	16 Well
OL62	DB2/400 Relational Database	2	800	22 Mel 27 Syd		01 Syd 18 Per 29 Mel
OL05	Structured RPG Programming	5	2,000		04 Mel 25 Syd	
OL86	AS/400 RPG IV Programming★	4	1,600	14 Syd 27 Mel		09 Mel 09 Syd
OE41	Intro to Integrated Language Environment	1	400		19 Per 19 Adel 25 Bris	09 Syd 22 Mel
OL06	Client Access/400 for Windows 95	3	1,350/1,500	01 Mel 22 Syd	13 Well	3 Auck 10 Syd 15 Mel
UA701	Query/400 Introduction★	1	400	09 Syd 14 Mel	05 Adel 14 Bris	18 Syd 26 Mel
OL92	Internet Access & TCP/IP	3	1,350/1,500	01 Auck 06 Mel 29 Syd		03 Mel 24 Syd 24 Well
OL70	AS/400 Communications Introduction	1	400		08 Syd 15 Mel	
OL71	AS/400 Peer to Peer	30	1,350	15 Mel 30 Syd		02 Syd

* Subject to change   ** GST excluded from New Zealand prices

★ Advanced courses also available

"Our corporate office is halfway around the world, but we're there on a daily basis."

You put your workforce wherever opportunities are. But, to turn those opportunities into achievements, branch employees need open access to corporate information resources. Today, that's easy and economical. Because with IBM's 2210 Nways Multiprotocol Router, information and ideas are what move, not people. And those key business resources can travel quickly between regional offices and a central host site, among multiple branches, or from any office direct to the Internet.

The IBM 2210 Nways Router connects dispersed networks, allowing access to both frame relay (for high-speed internetworking) and ISDN (for Internet dial access and dial backup). Just as important, IBM has expanded the choice of 2210 models to include every size office and budget. The 2210 isn't costly in time or administration overhead either – it's easy to install and manage. And the common network access software in the 2210 and in IBM's new 2216 Nways Multiaccess Connector provides cost-effective scalability for any needs, today and tomorrow.

IBM is one of the world's fastest-growing providers of low-end routers. In giving the 2210 its Tester's Choice Award, Data Communications stated one clear reason for that success: "The 2210 really shines, handling data centre loads at a branch office price." With the IBM 2210 Nways Router, enterprise-wide objectives can finally be met with an enterprise-wide effort. Even if some of that effort comes from halfway around the world.

All you really need to do is contact your Business Partner or call IBM Direct on 132 426 in Australia or 0800 426 132 in New Zealand and ask for 'AS/400 NEWS/INFO'.

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AS/400**e** series **now supports 10,000 Lotus Domino users with exceptional reliability.***

Six months ago many said it couldn't be done. But we did it. AS/400e now supports over 10,000 users on a single server, with only one copy of Lotus Domino. So whether you need to support 10 or 10,000 users, your best choice for an easy-to-use, reliable system is the AS/400e business server. You can visit our interactive Domino Adviser at www.as400.ibm.com/domino13 for your customised business solution. Or for further information, call IBM Direct on 132 426 in Australia or 0800 426 132 in New Zealand and ask for Domino for AS400/info.

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