

NEWS/4 YOU

AS/400 & S/3X MAGAZINE AUSTRALASIA

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Volume 4 Issue 2



Put **COMMON'97**
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See insert for
registration
details.

COMMON'97

IBM Midrange Management & Technical Conference

Part of the IBM Users' Conferences & Expo'97

17-19 August 1997

Sydney Convention & Exhibition Centre
Darling Harbour, Australia

Theme

"SECURING YOUR FUTURE"

This combined event includes:

COMMON'97 – IBM Midrange Users Conference

ASG'97 – The Conference of ASG, the IBM enterprise-wide user group

RS/6000'97 – Focussed stream for the AIX environment

SYNOPSIS'97 – IBM executive forum

EXPO'97 – The combined conferences trade show

COMMON'97

This conference is the most extensive and relevant education event for IBM midrange users in Australasia. The opportunities for education, information exchange, hands-on labs and peer networking will be of value to all levels – from trainee to experienced manager and technical professional.

Registration for COMMON'97 also includes the opportunity to attend sessions at ASG'97 and RS/6000'97

MAJOR TOPICS

The agenda for COMMON'97 will cover a wide range of management and technical topics to help attendees with the achievement of their personal and corporate goals. They will include:

- Data Warehousing
- e-commerce
- Internet / Intranet
- JAVA
- Latest AS/400 Announcements
- Lotus Domino

- Network Computing
- Security
- Visual Age
- Visual RPG
- Year 2000

SOME HIGHLIGHTS

AS/400 Tips & Techniques – Chuck Stupca of IBM Rochester USA will outline tips and techniques for improved performance



AS/400 Connectivity for Windows NT and Netware networks presented by Janet Krueger of IBM Rochester.

Security Issues relating to integration of AS/400 with Windows NT by Charlie Massoglia of Massoglia Technical Consulting, Michigan USA, together with several other speakers.

Visual RPG hands-on lab sessions by Jon Paris of IBM Toronto, Canada.

Client Access with Windows 95 and Lotus Notes series of sessions by Lee Recknor of IBM Rochester.

Data Warehousing sessions packaged into a full day of sessions headed up by Craig Tamlin of IBM Australia. Also, several sessions by users detailing experiences in implementing Data Warehousing and associated vendor selection issues.

e-commerce and using the AS/400 as an Internet Server form part of the Business Solutions program.

Programmer Productivity Program will be presented by Charlie Massoglia with an extension of the program provided by Jim Sloan of Sloan Incorporated of New York USA. This program will help both the new and experienced programmers improve their programming techniques.

ILE topics relating to programming will complement the above Programmer Productivity sessions and will be presented by Susan Gantner of IBM Rochester.

REGISTRATION FEE

\$A875 per delegate includes all coffee, lunches, opening social Sunday evening and banquet Monday evening.

ACCOMMODATION

From \$A150 per room per night.

Benefits of attending COMMON'97

- EDUCATION
- INFORMATION EXCHANGE
- PERSONAL DEVELOPMENT

For further information and registration details, contact:

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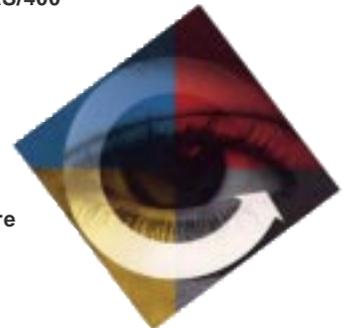
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Reader's Guide – Here is your easy guide to the technical level of articles in NEWS/4 YOU

NON-TECHNICAL ●

MODERATE ●

TECHNICAL ●



Domino is no child's play

*Jonar Nader, Lotus Notes and Network Computing
Product Manager, IBM Australia and New Zealand*

Domino unleashes the power of your AS/400

This article is designed to be a straight-talking explanation of how organisations can introduce a new level of productivity by further unleashing the power of their existing AS/400 using Lotus Domino. It is published to help AS/400 customers to find yet another way to further leverage their IBM AS/400 investment.

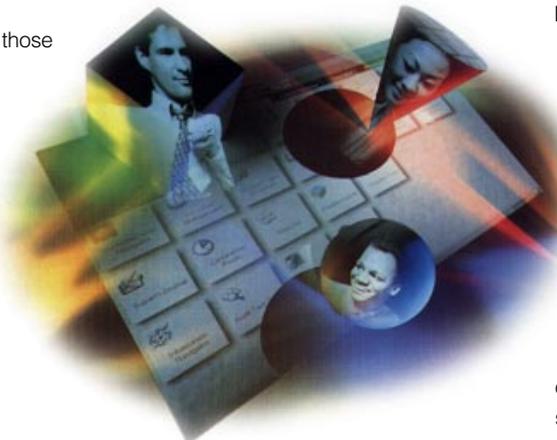
A very powerful feature of Domino is its ability to serve users who do not necessarily own PCs. For large organisations, Domino can serve those with a workstation and nothing more than a Web browser. If processing is required, then this can be done if the user has a Java-enabled browser. This feature from Domino allows large organisations to provide all sorts of database, mail and workflow processing to their field staff, while mobile users can be accommodated through the 'replication' feature.

Groupware goes collaborative

The recent concept of groupware presupposes that the environment in which a group works has the 'technical' capabilities to connect, interoperate and administer its computer systems. However, departments that invest in groupware do not necessarily, or automatically, reap immediate and tangible benefits because groupware (like hardware and software) is merely a foundation of the enterprise. The next important phase is to provide reasonable and effective building blocks that will enable people to 'collaborate' with each other.

Collaboration requires two stages. The first stage touches on the human aspect of 'willingness' which requires organisations of all shapes and sizes to make a commitment. The second is the logical process of 'capability' which is said to be of binary logic, meaning that a 'technical' capability within a computer department either does exist, or it does not exist.

With this understanding, IBM is delivering its AS/400 users the technical capability for collaborative



computing. Domino integrates with the AS/400 to enable it to deliver a new class of groupware applications that makes the environment 'capable' of delivering collaborative solutions.

These solutions do exist for AS/400 users who implement Domino, allowing them to realise business efficiencies that translate to more than bits and bytes. These solutions can be measured in the new ways that employees will be able to communicate with suppliers, customers, business partners and the general public through traditional LAN connections, as well as the Internet and intranet.

The ability to have people from



around the world working on projects, participating in group discussions, accessing databases, and exchanging emails has never been more robust, secure and functional. In addition, large and small organisations can use the AS/400 with Domino to put the Web to work with all the tools that are required to create and manage business-oriented websites.

Morphing the AS/400

Nine years ago, when the AS/400 was introduced, it had a single mission: to offer an integrated terminal-based commercial applications processor that could operate at a low cost. These days, the AS/400 has grown to meet end-user demands for graphics, sophisticated databases, up-time reliability and robust security. It is the most popular commercial server, with over 430,000 installations worldwide, serving more than ten million users.

Functionality

Combined with Domino (the world's leading messaging and groupware software), the AS/400 can continue to offer hundreds of new and practical business advantages. Workflow is one such example. Consider the efficiencies and savings that could be realised if time and expense reporting were automated and streamlined. By integrating applications, you could fill out a time-sheet using your notebook computer while off-line on a flight from Singapore to Sydney. Once you reached Sydney, you could use your mobile phone to dial head office and

replicate that report which would then automatically initiate the workflow. While you attended to the daily business, the AS/400 and Domino would send the time and expense report to your manager. Once approved, it would be routed automatically to the accounts department for auditing. From there, it would be posted in the billing program on the AS/400. Thereafter: the client would be billed for your time; invoices would be issued; accounts receivables would be updated; a general ledger entry would be made; and your efforts would be noted in the payroll system for your commission payment.

This typical example shows how the features of Domino can help to play a major part in running a business. Domino supports disconnected, mobile employees. It helps them to work off-line, and it re-connects them with the enterprise by replicating their data back to the AS/400 and, just as importantly, by replicating AS/400 data to them, as appropriate.

All this can be achieved with the maximum of security using the sophisticated user-administration and security system of the AS/400 and the high-level security features of Domino.

Another useful feature (whose absence could lead to inaccuracy) is that users need only be enrolled once, in one directory, thereby making it very simple to manage, add, delete and upgrade users on the system, no matter what kind of terminal, network computer or PC they use, and no matter where they are.

Integration

What about legacy data? Existing data from DB2/400 can be imported to Domino and then updated, changed, manipulated and revised in either direction, all within the framework of predefined user security levels. Users can be those who operate older-style

workstations, new network stations, or those with full-blown PCs or notebooks who enjoy OS/2 or the Windows operating system.

Larry Rosenbaum of Whittman-Hart Consulting said, "... the power of integrating Domino with DB2/400 is unmatched in the industry." Apart from the traditional business applications, Domino and AS/400 users can start to collaborate through common and shared calendaring, scheduling, and emailing facilities. Users who also use OfficeVision/400 can communicate with Domino's mail service, and vice versa.

Scalability

Scalability is possible on many fronts. Not only can the server be scaled up to include additional users and new applications, the features of scalability span microprocessors, storage devices, architectures, hardware, software and memory.

How to get started

Domino can be run on AS/400 using an Integrated PC Server (IPCS, formerly FSIOF) which is a combination of a PC-type processor and a high-performance LAN adapter. Due to the simplicity and reliability of AS/400, the IPCS is more reliable, easier to operate and requires less support than stand-alone PC servers.

Naturally, there are a few considerations that need to be taken into account when it comes to optimal configuration. For best results, contact IBM or your AS/400 Business Partner who can advise you on how you can get started.

Domino and AS/400 promise savings, reliability, security, scalability and a sensible way to extend the existing investment. No other product can help you to maximise your AS/400 to achieve a high level of collaboration.



Domino is delivering what its competitors are just starting to include in their wish-list!

For further information on Collaborative Computing on AS/400 contact your AS/400 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'.

What is Domino?

Lotus Domino is an application and messaging server with a robust set of services that make possible a broad range of secure, interactive business solutions for the Internet and intranet. With Domino, organisations can build, deploy and manage intranet applications to enable individuals and organisations to communicate, collaborate and co-ordinate business processes better within and beyond organisational boundaries. It should be noted that Domino version 4.5 handles structured data fields such as text, and unstructured documents such as graphics, spreadsheets, images, audio, video and word-processing objects.

EDITOR'S COLUMN

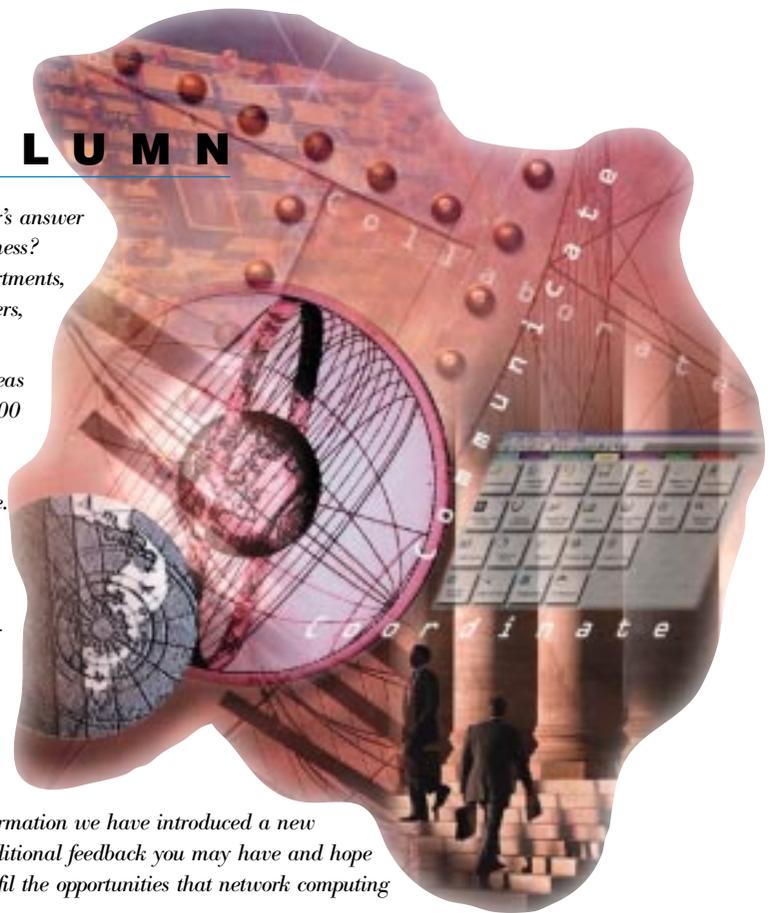
For many organisations, network computing is today's answer to the age-old question: How can we improve our business? Specifically, how can we be more effective within departments, workgroups, among business functions, and with suppliers, business partners and customers?

This edition of NEWS/4 YOU will focus on these areas to help you maximise your existing investment in AS/400 technology for the networked world including Collaborative Computing with Domino, networking with Switched Virtual Networks, Java, and e-commerce.

In addition, there are also many new education offerings available for AS/400 from COMMON'97 and IBM Education. COMMON'97, an independent User Group conference to be held in Sydney in August (refer to page 2), will provide AS/400 customers the best opportunity to gain a comprehensive update on emerging technologies on AS/400. Places are limited, so I urge you to read the COMMON Australasia insert and register as soon as possible.

In response to many requests for more technical information we have introduced a new section called TECHTIPS/4 YOU. We welcome any additional feedback you may have and hope that the information in NEWS/4 YOU will help you fulfil the opportunities that network computing has created.

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Moving to the Internet? IBM has it wired

You want to move to the Net. You want email and web pages but also security and peace of mind.

You want all the hype without the holes. Then you should try the IBM Global Network.

IBM Global Network (IGN)

One of the world's largest private networks with over 900 points of presence in over 100 countries all backed by IBM's experience, support and technology.

Connecting straight through to the Internet backbone, IGN's OPENNET, means information traverses the planet with a single provider before reaching a final destination. Predictable performance, better security and managed reliability. And there are several options.

Leased Line Service provides you access to an ever expanding variety of business applications including the World Wide Web (WWW) with speed

selections from 28.8Kbps to 512Kbps from computer hosts, networks or stand-alone PCs.

The *Corporate Dial Service* is configured for speeds up to 33.6K and a 99+% dial port availability, among the highest in the industry so you get through fast. Any time, anywhere.

And IBM's security options are outstanding. *Fenced options* allow you to control the Internet environment which your employees are exposed to. You decide on the relevant sites and allow access to only these locations.

Or conversely, *Secured IP addresses*, where your people can access or transfer internal information without any Internet exposure. A very secure 'extranet' option further increases your peace of mind.

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



RPMark95 Performance Leadership

AS/400 once again extends its leadership position in the Client/Server Labs RPMark95 performance benchmark. This key multi-application performance benchmark has become a hallmark for measuring client/server multi-user and multi-application commercial environments. The previous leading RPMark was held by AS/400 Model 50S, Feature #2121 uni-processor since Feb '96 (485.40 RPMarks, \$US196.48/RPMark).

AS/400 Model 53S, FC#2155 (2-way) shatters the old RPMark with a new performance level of 722.40 RPMarks at \$US156.24/RPMark.

Nine other vendors, reporting over 30 tests, using even the latest 4-way Intel based 200 MHz Pentium Pro processors have not beaten the AS/400 50S uni-processor and continue to show less than 6-8% scalability between their one to four way processor configurations. The AS/400 Model 53S FC#2155 has raised the performance bar 150% above the nearest competitor for raw performance in this multi-application benchmark.

The 'client/server computing' environment tested uses of distributed applications, OLTP, Decision Support and File Serving Office Automation to stress various system components that model the loading on client/server in real-world environments. The results of the 3 applications are then reported using the geometric mean of the test suite results. The RPMark95 test is designed to approximate the workload placed upon a multi-user server by 150 users operating simultaneously.

Complete CS Labs description of RPMark95 and benchmark results are available on the web at www.csilinc.com.

NON-TECHNICAL

MODERATE

While PCs have brought colour, graphical interfaces, cheap hardware and low-end applications to the desktop, traditional IT values such as reliability, security and ease of management have all too quickly been compromised. A fundamental question then in designing the structure and components that will deliver your departmental client/server environment is the choice of platform, system software and applications. Do you select a server environment with its systems software originating from a desktop environment, running on a PC Server, or do you look at a purpose built, industrial strength commercial server solution such as the AS/400?

Mark down 1997 as the year that this decision became easier with the introduction of the AS/400 Advanced Entry departmental server. Now there is a way to grow your business and departmental systems painlessly, without throwing away what you already have.

As AS/400 users you understand the benefits of all the system software you need being already loaded. By pre-loading OS/400, DB2 relational database, client access and networking software, you can immediately connect your existing PCs into a powerful client/server configuration.

You do not need separate computers to act as file server, network server, print server – the AS/400 Advanced Entry has the capacity to accommodate all, simply and reliably.

And not just for your PCs either. Many environments still support multiple devices from green screen to PC and now the Network Computer. Due to the versatility of the AS/400 you can choose the mix of devices and interfaces (windows, JAVA, HTML and green screen) to achieve the optimal cost-of-ownership model that suits your business.

Select from 28,000 applications

The software you use to run your business is critical. Consider the benefits of deploying some of your

Safe and secure

Your computer is at the core of your business and downtime represents a cost both in time and money. The Advanced Entry features the same industry leading reliability as the rest of the AS/400 range: with 99.9% data storage reliability, automatic back-up and ultra-effective recovery procedures.

The price is right

All these features and benefits would mean little if we could not bring the Advanced Entry to market at a competitive price. Launched in Australia and New Zealand in February this year, the AS/400 Advanced Entry starts at \$A12,900 or \$NZ14,900 including tax. It may be worthwhile to compare these prices with leading brand name PC Servers you may be using today. Other items that may add

to the PC Server cost include data base, security, back up and communications software, all of which are built-in features of the AS/400 Advanced Entry.

Discover the simpler server for growing business

The new AS/400 Advanced Entry...6 servers in one!

existing applications at a department or branch office level. While retaining control centrally, the potential savings in communication costs, security procedures and support staff could be considerable. With the AS/400 Advanced Entry you can continue to use your existing PC software. However, you will also be able to choose from a whole new galaxy of applications. More business software packages have been written for the AS/400 than for any other computer, totalling over 28,000.

For more information on the AS/400 Advanced Entry contact your AS/400 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'.



What the press are saying

COMPUTERWORLD

“DB2/400 Wins Computerworld Survey”

Computerworld, April 1997

Computerworld reported the results of their customer satisfaction survey for Servers and Software in the 21 April, 1997 edition. In the DBMS section, DB2/400 captured first place in all the categories, beating Microsoft, Informix, Oracle, and Sybase. Specifically DB2/400 won in overall satisfaction, quality, service and support, cost of ownership, and comfort with vendor.

The report is available at www.computerworld.com/guide/970421guide1.html

This is a great proof point to the value of the AS/400. The survey results show that the integration of DB2/400 with OS/400 is a competitive advantage. By integrating things like security, journaling, and backup/recovery as well as automating activities like storage management and resource configuration, and by having rock solid reliability and integrity, DB2/400 delivers a lower cost-of-ownership solution.

This same survey also has positive things to say about the AS/400 as a Distributed System relative to HP, Dell, Compaq, Sun, Digital, and Unisys:

“...IBM might have ranked first in this section of the survey – by a sizeable margin – if the only IBM users surveyed were AS/400 customers. Those users gave some of the highest grades in the entire survey.

“The AS/400’s best scores came for product quality, service and support. In five separate support-related categories – which included questions on responsiveness, quality

of advice, and problem solving abilities – AS/400 users put their satisfaction level above all others.”

“Trade groups roll out Year 2000 seal of approval”

Computerworld, October 1996

The Information Technology Association of America (ITAA) and the Software Productivity Consortium (SPC) announced a program for certifying vendor competency in dealing with Year 2000 software challenges. IBM’s AS/400 Division was the first firm to receive this certification.



“Lotus Notes and the AS/400: A Dynamic Duo”

NEWS/400, August 1996

Lotus Notes groupware, now available for AS/400, allows people to work together and coordinate key business processes. It includes email and also provides an integrated platform for developing and deploying client/server applications. Notes also contains database integration and directory synchronisation for its users.

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

Datamation

“NT or AS/400? Both!”

Datamation, August 1996

AS/400 currently provides a much more complete, reliable, scalable and cost-effective solution than NT Server. Shenandoah Insurance says that AS/400 offers a greater choice of applications and better reliability than NT. The MIS Director for Central Talk, a telemarketing company, commented: “Even when using Microsoft’s SQL Server, there was no NT combination that could handle this level of transactions for three to four months straight. Very large database distributed computing just doesn’t work with NT so far.” AS/400 is delivering 64-bit systems; Microsoft says its systems will not be 64-bit until after 1998.





David Russell
 Manager – AS/400 Division
 Australia and New Zealand

Network computing is shaking traditional business models, fundamentally changing the way work is being done and how customers use information technology to run their business. Java is at the centre of this revolution. And, the overall success of AS/400 in a networked world will depend on its rapid delivery of Java-based solutions.

Java – Why is it hot?

What is the big deal about Java? Two words: Platform Independence! Java is the first computer language written with network mobility as its basic principle. It was originally developed by Sun Microsystems to link TVs, heating systems and household alarms, which may account for its ability to run on devices far less powerful than today's PC.

"The 'architecture-neutral' aspect of Java makes it ideal for programming on the Internet", according to Jennifer Bigus, IBM Java developer. "It allows a user to receive software from a remote system and to execute it on a local

system, regardless of the underlying hardware or operating system. This is possible because of the interpreted nature of the language and the Java Virtual Machine. In addition, Java can be used for more than programs running within a browser. Java is a full-function programming language which can be used to write stand-alone applications that run outside of a web browser."

Java promises to solve one of the most daunting challenges posed by a networked world: When all these disparate systems around the world are linked, how do you write applications that will work on any, and all of them? IBM is promoting a cross-industry effort to make Java ubiquitous and supports the '100% Pure Java' initiative, aimed at ensuring that Java remains a truly open standard.

Java shift from client to server

Until recently, most of the focus in the industry has been on the 'client', the traditional full-function Personal Computer (PC). However, Java network computing shifts the action from the client to the server.

AS/400 perspective from Rochester

Development executive Jim Pertzborn, Vice President, Development, AS/400 Division, says, "Java gives us a tremendous opportunity to change the playing field, currently centred around the 'Wintel' model – Microsoft Windows software running on Intel-based PCs. The Microsoft model is proprietary. They are imposing their standards on their customers and further tying them to 'only-Microsoft' options. Our approach in the '100% Pure Java'



initiative is to allow customers to make the open decision for their business. We believe that is the ideal environment for customers to exploit these technologies. It also allows each vendor to bring its best capabilities to the marketplace."

AS/400 and 'Pure Java'

If AS/400 will be one of the many servers offering '100% Pure Java' solutions in an open world: what will differentiate AS/400 from the rest of the platforms? Jim Pertzborn outlined four important future differentiators:

"The traditional strengths of AS/400 including scalability, security, reliability, robustness and ease of deployment, continue to be clear advantages we bring to the Java environment and to our customers. In addition, our Advanced Application Architecture is designed to incorporate network-enabled technology in a non-disruptive manner, allowing us to protect our customer's investment and deliver secure, reliable network computing solutions. This architectural advantage is unique in the industry. It is a vital part of how we achieve our value proposition.

"The way AS/400 puts it all together with integration is the key. Our approach

to integrating technology gives us a distinct advantage in the marketplace. Our competitors are attempting to replicate our integration; however, given that the hardware, operating system, database, I/O, middleware and tools tend to come from multiple vendors, it is very difficult for them to accomplish this feature.

"Our 28,000+ Business Partners around the globe are a tremendous strength. AS/400 has the industry's largest portfolio of 64-bit, Internet-enabled applications. The AS/400 Partners in Development organisation is working to enhance the existing portfolio with significant new network-computing applications. We are working with our top solution providers to deliver 15 premier network-computing applications this year. At the same time, we are working with them to enhance the entire AS/400 business portfolio. Many of them will use Java on AS/400 in the future to modernise their commercial business applications.

"IBM's Sharable Frameworks project, code-named 'San Francisco' is strategic. The San Francisco Project will



dramatically change how business applications are developed and deployed. Sharable frameworks are a set of cross-platform, object-oriented commercial frameworks designed specifically for a distributed environment.

"The first ones are being written in Java. These frameworks will be able to be used to build business-critical, multi-platform applications. With the San Francisco Project, we are working to provide our Business Partners with a framework that will allow them to deliver new applications more rapidly, leveraging Java technology and strengthening their portfolio of commercial business applications."

Java technology preview for AS/400

In our quest to get Java to the AS/400 marketplace as soon as possible, AS/400 Division has announced a 'Technology Preview' of Java on AS/400. While it is not intended for use in deploying Java applications yet, it does allow customers and Business Partners to see what Java on AS/400 can do. According to Pertzborn, "We are driving for a beta version of a native Java Virtual Machine on AS/400 by the end of this year."

Java is a key application development language for the AS/400. As the Java technology evolves, AS/400 will exploit the new features and functions.

Final thoughts on Java and AS/400

Java is one of the hottest technologies on the planet and it is the natural language of choice for programming in today's network computing environment.

Are you in or are you missing out? If you are in, is it up to date?

AS/400 Solutions Providers Directory

There are a large number of local AS/400 software and service solution providers who still have not entered themselves into the Worldwide AS/400 Solutions Directory.

IBM, Business Partners and Customers around the world rely on this directory to find solutions to business problems. Will they find your product? Or will they find that of your competitor?

It's a free service to register, so what are you waiting for?

Simply go to www.appdir.as400.ibm.com and enter your details online. Alternatively, you can download a form and fax it to IBM. All solution and service providers are welcome.

Java allows for true portability of applications between disparate platforms without modifications or recompilation. It is an open, cross-platform, industry standard that is being supported by all the major players in the computer industry today. Java is available now on the AS/400 as a Technology Preview and the best is yet to come!

For more information, visit the AS/400 Object Oriented Technology Home Page on the World Wide Web at www.as400.ibm.com/ot

Rosemount plans for the future with MOVEX and AS/400



ROSEMOUNT ESTATE
The prestige wine of Australia

Leading Australian wine maker Rosemount Estate is implementing sophisticated information systems to provide a 'crystal ball' for planning its growth to meet local and export demands as far as seven years in the future.

To achieve its goal of delivering necessary information to staff worldwide, the family-owned company, which has quadrupled in size during the past five years, has embarked on a major redevelopment of its information systems.

Rosemount Estate is replacing a diverse range of stand-alone computers and manual systems with BCM Systems' MOVEX integrated business management system operating on IBM AS/400 Advanced Series with 64-bit RISC technology.

Once MOVEX is installed, it will provide greater certainty for Rosemount to plan and forecast its future production requirements, including vineyard acquisition and development, land management strategies and the varieties of grapes required.

It will also improve performance

of the sophisticated calculations necessary to finance these activities years before they produce a financial return.

Phase One of this project involves implementing the MOVEX Financials and Customer Order Management systems, due to go live by July, while Phase Two, comprising the manufacturing modules of MOVEX, will go live in April next year.

To ensure MOVEX will be implemented according to plan, Rosemount are using a standardised approach called IMPLEX. This fast and confident implementation approach is packaged and sold with MOVEX and it guarantees the project will be delivered on time at an agreed price. It makes the complicated simple.

Once complete, the system will provide access for the company's wineries in New South Wales and South Australia to information at its Sydney corporate headquarters. Offices in mainland state capitals, as well as London and California, will also be able to dial onto the system,



obtaining up-to-date details of operational and financial activities.

One of Rosemount's key criteria when selecting a new system was multinational functionality and global support. BCM Systems is one of fifty MOVEX Business Partners around the globe participating in a worldwide partnership program. The same approach will be used to implement MOVEX in Rosemount's UK and US operations later this year using IMPLEX.

Rosemount Estate Managing Director Chris Hancock said the company required a fully integrated information system to manage its long-term planning.

"We're really talking crystal ball gazing because we have to determine market trends five to seven years ahead of it happening," he said.

"That makes our financial planning a very complex equation to figure out how a certain amount of financial investment at this point is going to equate with a worthwhile return years and years out.

"As a global organisation working with long supply lines, we expect this new technology to provide us with a much higher standard of communication and to process the information at the other end, so we can manage our global activities more efficiently."

Founded in 1969, Rosemount Estate has developed from its original vineyard in the Hunter Valley to become a major producer of fine wines from vineyards around Australia, exporting more than half of its output.



Its wines include cabernet sauvignon, shiraz and sauvignon blanc from South Australia and semillon and award-winning chardonnay from the Hunter region.

The company's operations cover the complete process of wine-making, from planting and growing grapes to selling wines at the wholesale level in Australia and 42 other countries.

Rosemount Estate invested in BCM's MOVEX system running on AS/400 Advanced Series after finding the existing mixture of computing systems were too limited.

MOVEX is a fully integrated business application software suite that caters for all business processes related to manufacturing and distribution. It covers everything from product development, sales, order fulfilment, procurement, manufacturing and service, distribution, after sales, finance and support processes. Everything is totally integrated.

According to MOVEX's Australian and New Zealand distributor BCM Systems, an IBM Business Partner, the Swedish software from Intenia includes a structured implementation methodology called IMPLEX, which delivers the system within a defined

time frame, budget and quality. It also includes DEVEX, a development agreement through which customers obtain continuous access to new versions of MOVEX.

Rosemount Finance Director Peter Cleaves said "We were not able to find a PC-based system with the flexibility in terms of production, scheduling and forecasting to meet Rosemount's needs. We then heard about MOVEX and were very impressed with its outstanding functionality, its quality throughout and its ease of use. BCM Systems demonstrated that they not only understood our business processes, but that MOVEX was an integrated business system that could handle the production and forecasting requirements of Rosemount.

"We did not want to get to the stage where we had to build an IT department into the company. We wanted to rely on outside expertise," he said. "After a lot of investigation, we decided the AS/400 doesn't need a



great deal of administration to monitor it and keep it running.

"We have many stand-alone systems, some of which were written in house, which are used for such things as payroll, stock management at the winery level and distribution as well as systems for forecasting, manufacturing and planning. All of these systems are based in different locations in Australia and around the world.

"What we are doing is putting all these together."

BCM Systems Managing Director, Steve Ironside said Rosemount also intended to use the Internet-enablement in MOVEX Release 10 to deploy Internet access to its information systems.

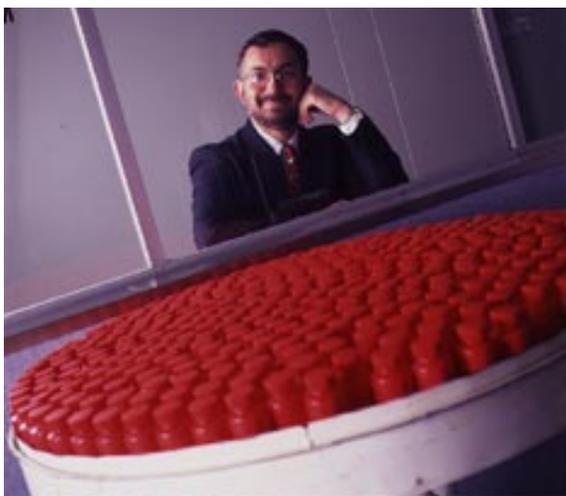
"Later in the project, Rosemount want to use the Internet to provide customers with tasting notes and information about their wines as well as allowing customers to enquire on the status of their orders.

"It will also provide Rosemount's international operations with access to the company's worldwide database of information."



For more information on MOVEX visit www.intenia.com or call BCM Systems on 61 2 9957 3755.

Abbott Australasia streamlines financial operation with AS/400 and BPCS CEA



"As we approach the Year 2000, we are continuing to align IT with business challenges," Andrew Wyner, Business Manager, Information Technology – Abbott Australasia

SSA's Configurable Enterprise Financials lets global healthcare company Abbott upgrade systems to AS/400 with 64-bit RISC technology

Abbott Australasia is the first site to go live on SSA's BPCS Configurable Enterprise Accounting (CEA) system in Australia. Abbott implemented BPCS CEA and upgraded its systems to the AS/400 Advanced Series with 64-bit RISC technology. This has allowed Abbott to increase the flow of information to other company applications, which run on an AS/400.

"We're a sophisticated user of MRP II systems and BPCS Client/Server

refines our processes," said Andrew Wyner, Business Manager of Information Technology at Abbott Australasia.

"Our decision to implement CEA maximises our data sharing capabilities. And AS/400 is known for its ease of use which meant the transfer to 64-bit RISC technology was straightforward."

The migration path

According to Abbott, the process of moving to BPCS

Version 5.2 and SSA's CEA Financials began with the need to increase data integration. This coincided with Abbott's decision to apply for the Australian Quality Awards where they received one of five Australian Quality Awards presented for outstanding performance in health care with "increased employee involvement".

"A major part of our plan was to leverage the use of BPCS," said Andrew Wyner. "We needed to put in a newer version of BPCS and leverage SSA's research and development efforts for further BPCS versions.

After reviewing hardware, employee training and IT departmental resources, Abbott decided to install BPCS version 5.2 and upgrade its systems to AS/400



with 64-bit technology. Abbott is one of the largest AS/400 sites in Australia, and completed the transfer to 64-bit technology in just three months.

"Taking only three months to move from our older systems to AS/400 is remarkable," said Andrew Wyner. "The new AS/400 is a very fast and responsive platform."

Analysing integrated data at Abbott

Initially installed in Abbott's finance department, CEA will be implemented into its sales and marketing areas in the next year to improve company-wide expense monitoring.

"CEA lets us analyse our financial status based on strict criteria," said Andrew Wyner. "These include looking at the way we do business from a financial standpoint. CEA lets us compare our achievements against a variety of activities. We can drill down and discover any anomalies within the figures.

"Users of CEA can query any part of the general ledger without having to wait for IT involvement in either selecting a special report or producing a standard one," said Andrew Wyner.

"The result is increased efficiency because users can get accurate data as they need it."



"... the transfer to 64-bit RISC technology was straightforward."



“The result of using BPCS CEA is increased efficiency because users can get accurate data as they need it.”

Future move to BPCS Version 6.0

Abbott is preparing for the year 2000 and part of that plan includes upgrading to Version 6.0 of BPCS Client/Server in late 1997.

“Basing our financial processes on BPCS CEA means this aspect of our software will not suffer the year 2000 problems,” said Andrew Wyner. “This is caused by older-style programs that are expected to fail in the year 2000 because they were not designed to work with dates past 1999.

“As we approach the year 2000, we are continuing to align IT with business challenges,” he said. “The integrated BPCS Version 6.0 solution gives us a strategic tool to move quickly in the market as customers’ requirements change. Now that we have SSA’s CEA system up and running, we’re

empowering our users to make decisions based on more accurate reports and data.

“We are especially proud we were accredited with Class A Manufacturing as a result of empowering our staff to work in a team environment and tackle cross-functional areas and issues. Class A methodology fosters integrated manufacturing processes to lower costs and increase efficiency. These benefits are then passed on to our customers,” he said.

Background

SSA is a leading provider of business enterprise information systems to the industrial sector worldwide. SSA’s product line BPCS

Client/Server provides business process re-engineering and integration of all operations. These include configurable manufacturing processes, supply chain management and global financial solutions. The distributed object computing architecture of BPCS Client/Server conforms with industry standards. SSA and its business partners provide full implementation support for BPCS Client/Server in over 70 countries worldwide.

For further information on BPCS CEA visit www.ssax.com or contact SSA on 61 2 9855 7100 in Australia or 64 9358 0555 in New Zealand.



About BPCS CEA products

Four individual products make up CEA:

- BPCS Client/Server Configurable Ledger
- BPCS Client/Server Configurable Currency Translation
- BPCS Client/Server Enterprise Structures and Consolidations
- BPCS Client/Server Advanced Budgeting and Analysis

In BPCS Client/Server CEA, users define the reporting entity. A ledger is attached to each one and users assign a period table and chart of accounts to each ledger.

There is no limit to how users organise financial information, nor is there any limit to the number of budgets or other information users want to capture and analyse.

Core application deployment over the Web

Most people think of the Internet as being a source of information that is accessible via a Web browser. Today, browsers such as Netscape Navigator routinely deliver information to the desktop from websites around the world.

With the recent release of LANSAs for the Web, Aspect Computing has introduced a completely new way of exploiting the Web. "We see the Web as a virtual platform," explains Peter Draney, Managing Director, Aspect Computing. "You can now use the Web not only for information access but also for the deployment of line-of-business applications.

"A single set of LANSAs 4GL skills can now build graphical mission-critical HTML applications for the Web as easily as AS/400 and Windows applications," he added. "Most importantly, LANSAs enables you to integrate your AS/400 data to exploit the power of the AS/400 as a Web Server."

Aspect's first experience on the Web with AS/400

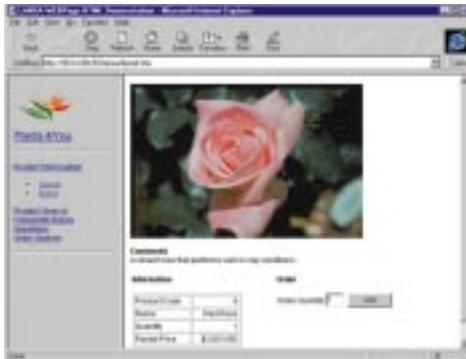
It was Aspect's experience at Shell Canada that really ignited the spark.

Shell Canada wanted its 3000 employees and managers to retrieve and administer personnel details from many locations throughout Canada. This led Shell to consider an Intranet solution and 'self-service' style of application. One of Shell's existing four AS/400s was chosen as the server running LANSAs and Web Server/400 from I/NET.

The result was an online update application deployed over the Web against the existing Human Resource database. Ed Teron, Shell Canada's Project Manager, explains: "Using an Intranet solution and LANSAs, we have empowered our employees and reduced administration costs at the same time."

The next step

As a result of this experience, Aspect's LANSAs Research and Development team examined the solution from a technology perspective to see how complexity could be hidden and productivity increased.



It was obvious that coding HTML natively, and writing directly to CGI (Common Gateway Interface) required new skills. Aspect also recognised that HTTP was designed purely to serve up HTML documents efficiently without retaining connection state information. Mission-critical applications, however, need to control transactions from start to finish. Aspect knew that issues like this had to be solved up-front so that customers would be free to focus on the delivery of competitive advantage rather than the 'bits and bytes' of technical infrastructure development.



The birth of a new product

LANSAs for the Web is already in pilot usage at sites in Australia. In addition to the productivity of LANSAs's award-winning 4GL and the advantages of centralising and securing business rules in LANSAs's Object Repository, features include:

- Automatic generation of graphical HTML with watermarks, company logos and hot buttons
- Transparent use of CGI to access AS/400 data
- Automatic frame-based navigation
- Seamless management of multi-step transactions including connections, timeouts, integrity and security
- Optional deployment of applications across multiple AS/400s for added security
- Support for any browser client including IBM's Network Station.

LANSAs for the Web requires HTTP Serving software either from I/NET or IBM, and enhances the AS/400's natural strengths as a secure robust Web server.

The Web Advantage
 To learn more about the AS/400 Web Advantage enrol NOW in a joint Aspect/IBM AS/400 Internet Seminar to be held:
 Melbourne 15 July, 1997
 Sydney 17 July, 1997

To enrol or for further information contact Aspect at ted.saitta@aspect.com.au or call 61 2 9928 1188 or visit www.lansa.com



Use Domino for something useful – like running a business

Lotus Notes has a proven track record of helping companies bring their products to the market faster, increase sales productivity and build customer loyalty by delivering better service.

Notes built-in workflow applications eliminate paperwork, dramatically streamline business processes and automatically route information to the right people.

And now Notes Release 4.5 (Domino) can better help you meet your business goals, extending the power of Domino to anyone with a Web browser.

Domino can help your business to rapidly build, deploy and manage applications that help co-workers, partners and customers to collaborate and coordinate critical business activities online. Coupled with a Notes solution that is specifically designed for the individual requirements of each user, it creates a very powerful tool in the business world.

Since 1993 KAZ Computer Services have successfully developed Lotus Domino solutions for a wide variety of clients covering help desk, customer services, territory management, ISO 9000 policies and procedures and human resources to name a few.

Based on this experience KAZ recommends the following approach to ensure a successful implementation of Lotus Domino and Notes.

Getting started

The first step is to begin with a brainstorming session on business processes. This will determine the

specific requirements needed for business and should include key criteria such as whether the process will be implemented across the company or to a small sector of the organisation.

With this information KAZ will be able to develop a prototype best suited to the company.



The prototype

KAZ use a project management database (developed in Notes) in which all the pilot team members can collaborate on the development with feedback, suggestions, actions and meetings visible to all and updates on the progress of the project are online.

Development of a prototype has the advantage of providing immediate feedback from the users and refining the requirements. Prototyping is frequently a joint application development process with the pilot team of users and assists with planning for system software and hardware.

Proof-of-concept applications such as product development in a manufacturing business or executive information systems with AS/400 line-



of-business applications (whether local or remote processing) can also be developed as part of the pilot. Tools such as data propagator and MQ Series provide for the robust interaction between Domino and transaction processing systems, extending the interoperability to Notes users, both local and across the Internet/Intranet.

These business applications leverage the database security of the AS/400 with the Domino ACL (Access Control List) being integrated with the AS/400 distribution list authorities. This provides defined levels of security for a given user or group of users to any specific database.

Education and Implementation

As an established Lotus Authorised Education Centre (LAEC), KAZ can provide the necessary training to ensure that all of your staff can use the new system competently. KAZ recommends that key staff such as managers should be among the first to receive the appropriate training. KAZ can also customise training courses to meet specific company requirements.

For further information on implementing Domino, contact KAZ Computer Services on 61 2 9844 0300.



Circle International – achieving true globalisation with AS/400

When Circle International, one of the largest International Air Transport Association (IATA) agents was assessing computer equipment to install throughout their worldwide offices, they settled upon AS/400 Advanced Series and the services of Commercial Software Services Limited (CSSL), an IBM Business Partner. The AS/400 was the obvious choice to allow Circle to link its global operations, and to bring to its customers a premium level of service.

Circle, which is the Freight Forwarding/Customs Clearance arm of The Harper Group, believed that the 'open' design philosophy behind the OS/400 operating system and its associated utilities, plus the flexibility of the proven DB2/400 relational database system provided the answers to its needs.

The Harper Group put in place an international network known as HARPERLINK which was to act as the conduit for passing key Shipping Documentation on an Electronic Data Interchange (EDI) basis between their stations. In this way productivity could be increased by the receiving station obtaining the information in a computer-readable form often before the outbound cargo had left Circle's exporting office. This then allowed them to commence the task of processing the job including lodging information with the local customs authority.

An IBM S/390 computer is located in The Harper Group's international headquarters in San Francisco, and it is from here that HARPERLINK switches the EDI messages between the AS/400s in the different countries. In this way it is a relatively simple task to enquire upon the status of a shipper's job, regardless of which country stations are involved.

Throughout the Asia Pacific region Circle has 17 stations with application software known as FREIGHT/AMS from CSSL on AS/400, which allows them to control their operations, either outbound sea cargo or inbound air freight with customs clearance.

"Because of the obvious productivity gains offered by



FREIGHT/AMS in conjunction with Circle's Cargo Management System FASTRACK, and the minimisation of those costly little errors normally associated with transcription, Circle is able to offer importers such as Kodak and 3M a premium service for a realistic fee", says Kevin Burgess, Regional Manager of Circle South Pacific.

"The ability to provide our export clients and their consignees with meaningful details on the status of their export jobs is critical to their overall success", added Burgess. "At the same time we need to maximise our operational productivity in order to contain costs associated with the provision of this premium service. EDI has been the method of achieving this goal and AS/400 with FREIGHT/AMS connected to HARPERLINK has enabled us to meet our objectives."

FREIGHT/AMS, which consists of a number of integrated optional modules, is based on an accounting module which has been specifically developed to address the industry's unique requirements such as 'disbursement' accounting and multi-currencies in most ledgers. Integration of EDI functionality is part of its overall design criteria, and in this way Circle is able to receive vital shipping documentation messages in an unattended way and process the information received.

"The whole issue is information flowing more consistently and freely between trading partners", says Kim



Peter Williams, General Manager of CSSL Australia, and Kevin Burgess, Regional Manager (South Pacific) Circle International.





Wertheimer who, as Vice President of Information Services of The Harper Group, has helped to shape and implement the organisation's overall EDI technology thrust.

"The point is to speed up the entire decision process, and for it to happen across borders. To be a global company, regardless of your business, you need EDI", adds Wertheimer.

An example of this information flow can be seen in Australia where Circle has installed an AS/400 in Sydney with communication lines linking its branch offices in Adelaide, Brisbane, Cairns, Canberra, Melbourne and Perth. From these offices authorised personnel have access to FREIGHT/AMS where inbound jobs can be manually or electronically registered.

Commercial invoice details can also be received electronically and automatically classified by FREIGHT/AMS prior to encoding for lodgement with the Interim EDIFICE service at Customs which is also accessed via TRADEGATE.

Circle has been able to take full advantage of the benefits offered by today's state-of-the-art technology. Its system suppliers, CSSL and IBM, have ensured that Circle's systems enable productivity to be continually increased, thus minimising delays and maximising efficiencies. This also satisfies importers' needs to hold less inventory.

"We offer a front-runner in the development and implementation of an effective IS environment, but I believe we are only at the beginning," says Peter Gibert, CEO of The Harper Group. "We must supply our clients with one source of information about their goods, no matter how many suppliers or players we add to the logistics pipeline."

The EDI message standards supported by FREIGHT/AMS include the UN/EDIFACT (United Nations/ Electronic Data Interchange for Accounting, Commerce and Transport) formats which define various Shipping Documents, and have been ratified by the Customs Cooperative Council for use by many of the world's Customs Authorities. IATA's CargoIMP formats are also used for Shipping Documentation messages which are exchanged with the Carriers.

"We have used the 'mail-box' or 'store and forward' aspects offered by networks such as GEIS, GT TimeNet and SprintNet to communicate electronically. In this way it does not matter whether the job is export or import, air or sea, we are able to utilise the AS/400's excellent architecture to ensure the productivity offered by EDI techniques allows communication between our various global locations, business partners and clients", says Burgess.

CSSL Australia

CSSL, a successful IBM Business Partner of 13 years, is able to provide its clients with state-of-the-art proven solutions based on AS/400 leading edge technology. CSSL, who have offices throughout the Asia Pacific region including Sydney and Melbourne, have long recognised the International Transportation Industry as a key success factor for the ASPAC Region marketplace.

"As a successful IBM Business Partner in the region, we are aware of the importance of EDI to the Trade and Transport community. On this basis we have assembled a group of personnel at our Development and Support Centre in Sydney who have had significant experience in this field", says Peter Williams, General Manager of CSSL's Australian operations.

"We have also been experiencing interest in EDI in other market segments where CSSL traditionally concentrates throughout the region. These include the Banking and Finance sectors and the Manufacturing/Distribution industries.

"As the global trading community becomes more aware of the benefits to be gained from the integrated use of EDI techniques, the skills we have acquired will be of great assistance to our client base."

For further information please contact CSSL on 61 2 9745 2010 in Australia or email jon.duggan@cssl.com or call Olympic Software on 64 9 357 0022 in New Zealand.

Dynamic AS/400 GUI Generator saves Simplot time and money

Food manufacturer Simplot Australia will save thousands of dollars a year in dual software maintenance by implementing a dynamic graphical user interface (GUI) generator across its national AS/400 network.

NewLook, developed by IBM Business Partner Look Software, provides the company's 600 users with the option of using a fast, consistent GUI rather than green screens to access all its AS/400 applications.

"NewLook dynamically produces a Windows-style interface on the fly rather than having a team of people code and build a second interface," said Jeff Phipps, Business Systems Manager, Simplot Australia Pty Ltd.

"With NewLook there's no need for recompilation or to purchase multiple GUIs. This minimises the double maintenance issue with current generations of screenscrapers."

Simplot Australia is a subsidiary of the US-based multinational J.R. Simplot. Its brand names include Four and Twenty, Edgell, Big Sister, Birds Eye, Leggos, Plumrose, Nanna's, Chiko, Harvest and Herbert Adams.

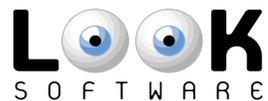
Simplot's 25 sites run a modified version of Computer Associates PRMS financial, distribution and manufacturing system in addition to in-house developed applications, totalling over 6,000 'green screen' images.

"By implementing NewLook we have no immediate need to upgrade to Pentium PCs for all of our users," said Mr Phipps.

"Whether we are using Pentium or less powerful PCs, we can access Excel, PRMS, Lotus Notes or whatever and it has a similar look and feel.

"Another major advantage of dynamic conversion is that NewLook gives the end user a choice between using green screen or GUI at any time. For some applications, such as simple data entry for stocktaking, green screens actually make the task simpler.

"It took just days instead of weeks to bring the internal technology team up to speed. The product itself is very intuitive and therefore has little requirement for knowledge transfer.



NewLook customers are intranet ready.

NewLook's unique ability to dynamically handle complex applications like PRMS has resulted in strong global interest in NewLook Release 3.1, particularly from organisations that have used previous generation screenscrapers. Syncro, an IBM Business Partner and vendor of IMAS/400, saved more than \$80,000 in the implementation cycle alone over the estimated cost of a non-dynamic GUI converter.

A survey of AS/400 users conducted by Midrange Systems Magazine (Feb '97) confirms the strong preference business users have for GUI access to AS/400 applications. It found that "a GUI user is a happy user". The survey also highlights that this user requirement remains largely unsatisfied with 48% of AS/400 sites surveyed indicating they had no GUI access to their AS/400 applications. Only 13% had GUI access to 50% or more of their AS/400 applications.

Aspect Computing recently signed a global distribution agreement for NewLook joining other local NewLook distributors and agents including the Syncro Group, CSC Healthcare Systems, PSG (WA) and Pegasus (NZ).



Sample IMAS/400 dynamically generated GUI

With the general move into this world of GUIs, organisations are faced with the expense of rewriting software. "But strong application software takes time to mature," said Mr Phipps. "The thousands of AS/400 applications out there have evolved over time. They are inherently robust and highly functional – they are the systems businesses like ours survive on.

"NewLook allows us to capitalise on that functionality and robustness."

Built-in TCP-IP transfer ensures



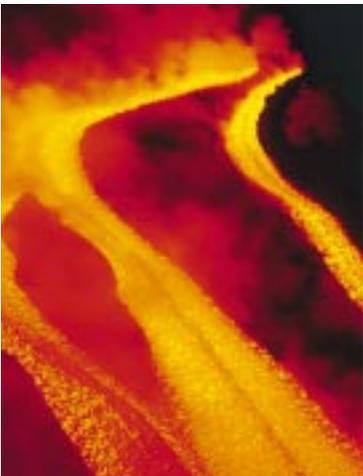
For further information or to download an evaluation version of NewLook, visit Aspect's Website at www.lansa.com, or contact Look at newlook@ibm.net or call 61 3 9428 3630.

Java extends Synon/2 to Network Computing

Until recently, the architectures of business-critical applications have been server-based or client/server. The increasing popularity of the Internet, however, offers a new focus – Network Computing (NC). NC enables organisations to 'leap-frog' Client/Server architecture and go straight to a Java Client with server application.

As organisations move to place transaction based business-critical applications on the Internet, new technology is required. In an effort to assist customers with the adoption of the Internet, Synon has embarked on a strategy that allows users to preserve their current investment while extending existing applications to take advantage of the NC model. This is accomplished by extending current Synon/2 technologies through new automatically generated Java based graphical user interfaces (GUI). Developers can then enhance the graphical user interfaces, if so desired.

Synon's original technology, Synon/2, is an AS/400 application development environment. "Our approach, of extending the user



interfaces using Java, will allow Synon/2 developers to deploy existing applications over the Internet quickly – with minimal skill enhancement, minimal development time, and maximum infrastructure preservation," says Terry Walsh, Sales and Marketing Manager, Synon.

Synon Inc., a prominent provider of advanced development solutions for AS/400, and Client/Server Technology Limited (CST) through a joint development agreement, have enabled transaction applications over the Internet by generating Java clients for Synon/2 developed applications.

Synon and CST have developed new technologies to combine CST produced Java clients and business critical applications generated with Synon/2. This joint development combines Synon's model based application development capabilities with CST's Jacada graphical screen creation strengths to automatically deliver network computing options for Synon/2 applications. These applications can then be delivered through an Intranet or the Internet and viewed using the IBM Network Station or other thin clients.

Jacada is a combination of conversion and Web enablement technologies. The Jacada conversion technology, centred around a Knowledge Base, is capable of recognising patterns on 5250 or 3270 screens and automatically generating a Java equivalent. The Web enablement technology communicates to the host via a 5250 or 3270 session. It is capable of identifying a 5250 or 3270 screen and matching it to the pre-generated Java version. It is then capable of sending it to a Java client via an Internet or Intranet connection.

SYNON

"Synon is always looking to extend technologically advanced solutions to its user customers and Synon/2 release 6.0 represents Synon's continued commitment to our extensive and loyal customer base," says Walsh. "The Synon/CST partnership provides a robust environment for creating new Internet/Intranet applications on AS/400. Considering the strong Synon ISV environment and the extensive Synon resource pool available in the marketplace today, we believe the new CST relationship continues to promote AS/400 as the leading Internet/Intranet application server".

Synon Corporation, a privately held company with headquarters in Larkspur, California, is a leading provider of model-based, integrated development technologies and services for custom and commercial application development. The company's 5,000 customers in 80 countries have generated more than 50,000 business-critical applications.

For further information on Synon/2 visit www.synon.com or call Synon on 61 2 9876 5300 in Australia or Madison Systems on 64 9 357 3600 in New Zealand.



A world of opportunity with e-commerce

A new force is coming to the world of business via the Internet. While most of us have heard about the amazing growth of the Internet and the radical changes that it will bring to our lives, many businesses are just now starting to exploit its capabilities. Estimates for revenues generated via the Internet top US\$97 billion by the year 2000. What does this mean for the companies that use AS/400? A world of opportunity.

AS/400 users can now benefit from a range of full-featured, Internet-related products to run corporate intranets, allow real time Web-based access to applications, and conduct e-commerce via the Web.



Admittedly, retailers can make good use of the Internet, but that is only scratching the surface. Imagine a salesperson for a manufacturer calling on a major distributor. By plugging into the Internet from a laptop at the distributor's location, the salesperson can access information on an AS/400 which is located hundreds, or even thousands, of miles away and provide up-to-the-minute information on stock availability and order status. To take it a step further, this technology also allows

the distributor to access this information themselves, place the order, track it to their doorstep and make payment.

The Internet also holds the key to interaction between diverse hardware systems. People want a software package to run on their operating system in Sydney, and interface with a different system in London or New York. Now the Internet is allowing this to happen more easily. By putting business data from an AS/400 out on the Web, that data then becomes available to the selected group of people who are allowed access to it, whether they are working on a PC, Macintosh or Network Station.

The functionality gained from Internet-enabling the AS/400 ranges from serving dynamic Web pages all the way to full-featured interfaces which provide the facility for applications such as home shopping, order processing and other forms of e-business. This can have a significant impact on the profitability of a business that takes advantage of the technology.

Just ask Baycorp. As New Zealand's major supplier of credit management services, their decision to become one of Australasia's first sites to implement a secure, commerce-oriented Internet presence has catapulted them to the status of a technology leader.

"We've created yet another way to serve our customers with fast, accurate information, and the response has been extremely positive," says Garry Wood, IS Manager at Baycorp.

Using AS/400 with I/NET software, Baycorp can be found on the Web at www.baycorp.co.nz.

Of course, business information security is essential. To date, the only secure, native Internet solution for

IMS

International Marketing Strategies

AS/400 users is I/NET's Commerce Server/400. Combining SSL (Secure Sockets Layer) security and public and private key encryption, Commerce Server/400 provides the additional level of security that allows real business information to be transferred via the Internet without fear of interception or modification enroute. This security thus allows a greater level of collaboration and cooperation within a business, between businesses, and between a business and its customers.

IBM and its AS/400 Business Partners are helping customers develop solutions for the new electronic age in preparation for the future. However, in this case, the future is now.

I/NET Commerce Server/400 wins IBM top honours

IBM announced at the recent Business Partners Executive Conference (BPEC) in Miami that I/NET Inc. won the 1997 Top Honours for their Commerce Server/400 product. Bill Zeitler, IBM General Manager, AS/400 Division presented I/NET Chairman, James Knapp with the "IBM Partners in Development 1997 Top Prize" for solutions created for the AS/400 Advanced Series.

For details on an I/NET distributor in your area contact IMS at areed@imsworldwide.com or call 65 471 8738 or 8739 or visit www.imsworldwide.com





AS/400 Business Partners scoop top IBM awards

NON-TECHNICAL

IBM recently presented awards to its top Business Partners in 1996 for excellent performance across Australia and New Zealand. These awards recognise outstanding achievements in areas ranging from new business and leadership, to significant growth and customer satisfaction.

IBM Channels General Manager, Rory Mack, said, "1996 was a great year in terms of building new relationships and strengthening our existing partnerships. IBM's Business Partner Charter is the foundation on which these are built. This is the key to IBM's long term plan to offer our customers a wider choice of applications, services and customised solutions in the year 2000 and beyond, as the nature of computing changes.

"IBM's success depends on having strong business partner relationships. IBM's business focus is on helping

customers take advantage of connected solutions via the Internet, intranets and collaborative computing. Business Partners play a key role in enabling IBM to deliver complete network computing solutions to customers of all sizes."

SSA Pacific Pty Limited won the National Solution Provider of the Year award in Australia, for the second consecutive year. JBA International won the National AS/400 Solution Provider of the Year.

In New Zealand, J D Edwards NZ Ltd won Business Partner of the Year, also for the second consecutive year.

For further information on Business Partners working in your industry call IBM Direct on 132 426 in Australia or 0800 426 132 in New Zealand and ask for 'AS/400 NEWS/INFO'.

Congratulations also to the following Business Partners who also received awards for outstanding performance during 1996.

AUSTRALIA

- Aspect Computing Pty Limited
- CSSL Pty Limited
- Midas-Kapiti International Pty Limited
- Synergy Software Pty Limited
- JD Edwards Australia Pty Limited
- Change Management Pty Limited
- Data#3 Business Systems
- Focal Systems Pty Limited
- Lateral (WA) Pty Limited

NEW ZEALAND

- Computer Systems Implementation Limited
- Madison Systems Limited
- Structured Data Systems Limited
- Datec (Fiji) Limited
- Stowe Computing (NZ) Limited



SSA Pacific had an excellent year in 1996, working with both their existing clients and winning some very significant new customers. Their BPCS application runs on IBM's AS/400 and RS/6000 servers, and they are seeing strong demand for their object-oriented client/server solutions from the manufacturing and distribution industries.

SSA has been an IBM business partner for more than a decade. The alliance was further strengthened in 1996 with the joint development of the AgileLink 2000 program by SSA, IBM and ISSC. This program is designed to help existing SSA/IBM customers evaluate and address their business risk for the Year 2000 Challenge.



JBA had another outstanding year in 1996 following on from their major new business award in 1995. JBA in Australia has enjoyed excellent growth and profitability since being established in 1992.

JBA's System 21 software is an enterprise-wide suite of applications including manufacturing, financial, customer service and logistics solutions. Many of JBA's clients operate in national and international markets, including a number of market leaders in food and beverage, automotive, apparel and service segments. System 21 uses object-oriented technologies to deliver business capabilities on IBM's AS/400 and RS/6000 platforms, client/server networks and the Internet.



In New Zealand, J D Edwards NZ Limited had another outstanding year in 1996, which included the launch of their latest software release, OneWorld. OneWorld runs on IBM's AS/400 and RS/6000 servers, and provides a wide range of applications for manufacturing, distribution, and energy businesses, as well as financial and human resource solutions.

J D Edwards had particular success in the telecommunications, health, manufacturing and distribution sectors in 1996, with both existing and new clients.



Windows open for VisualAge RPG

The world of application development on AS/400 is changing. It is moving to GUI development on PCs. Graduating from green screen application development using SEU and SDA is not as difficult as you might think... let Code/400 and VisualAge RPG bring your application development environment into the 90s. And let the windows open even wider with VisualAge RPG for Windows – now available.

VisualAge RPG is bundled with Code/400 to create Application Development ToolSet Client/Server (ADTS CS) for AS/400. This gives programmers a rich set of tools to create new client/server applications on the host and/or on OS/2 and Windows.

With VisualAge RPG, AS/400 programmers are given an easy entry point into the world of client/server application development. Programmers can write their client code in the same RPG language as their host or server code, leveraging all of their existing skills. In addition, the development tools offer an effective learning curve from SEU, for example, using functions which are already familiar to the programmers. Exciting new functions included in the tools can also be easily picked up with a minimal transition time, resulting in increased productivity gains. Some customers are coding in VisualAge RPG in as little as two days!

Customers can also ease into the client/server world by first using and mastering Code/400 for maintaining their existing host applications, then transferring workstation and tool skills directly to VisualAge for RPG when they are ready.

VisualAge RPG provides programmers with an easy migration

path that results in a number of benefits to the business including productivity gains and reduced load on the host CPU.

Synergy, IBM's largest AS/400 business partner in Victoria, has already begun to experience the benefits of VisualAge RPG.

For the past seven years Synergy has developed client/server applications, including realtime mission critical systems, for the finance, distribution, manufacturing and services industries.



In that process, Synergy has obtained extensive experience with IBM's software development tools for AS/400, including VisualAge RPG.

"We have developed a very large mission critical logistics system for Heidelberg Australia using VisualAge RPG," said Mr Howie. "This development, which is about to go live, provides the logistics system for Australia and New Zealand, mainly for spare parts supply and purchasing.

"It is the easiest language for RPG programmers who want to move to

client/server development because it provides a single language for both front-end and back-end development and for anyone who has not done client/server development, it is the best starting point."

That is a view shared by Des Tindall, Divisional Manager, Computer Services and Information Systems for Foodstuffs (Auckland), part of the largest grocery wholesale and retail group in New Zealand.

"I regard VisualAge RPG as the perfect way to get existing RPG programmers into this event-driven programming mode," he said.

Mr Tindall said the company had recently used VisualAge RPG to write an advertising package that provided "a classical GUI (graphical user interface) front end to complex software stored on AS/400.

"Its main advantage is that it provides the user with a more user-friendly environment," he said.

"We wrote VisualAge RPG programs that run on workstation, but access data on AS/400, so it's a true client/server situation.

"We are very impressed with the response times."

Code/400 and VisualAge RPG offer the AS/400 programmer a strong introduction to client/server application development. Offering an easy migration path in a familiar language, VisualAge RPG allows programmers to enhance already existing skills and concurrently acquire new ones in a minimal amount of time.

For further information 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'.

TECHTIPS/4YOU

TECHNICAL

● Closing data paths left open

Q. We have an SQLRPGLE program that runs in a named activation group. When the program ends and I run the WRKJOB (Work with Job) command, WRKJOB shows data paths left open. I've tried setting on LR and executing a CLOSE *ALL operation to close the data paths, but this doesn't work. The only solution I've found is to use the RCLACTGRP (Reclaim Activation Group) command. The data paths left open are for the files opened using SQL Declare/Select. I've specified SQL Close for every SQL Open/Fetch. Should I be using a different approach?

A. You can continue to use the RCLACTGRP command to close the open data paths, or you can consider changing a compile option. The CRTSQLRPGI (Create SQL ILE RPG Object) command's CLOSQLCSR (Close SQL cursor) parameter lets you specify when SQL-related data paths should be closed. The parameter's default value, *ENDACTGRP, causes data paths to be closed only when the activation group ends. To close SQL-related data paths when a module is exited, specify value *ENDMOD for this parameter.

Better performance with SQL JOIN

Q. Is it possible to print 198-column reports via an output queue set up for TCP/IP printing? Every test we've tried cuts off the last 10 columns of data. Can it be done?

A. To test this a duplicate of printer file QSYSPRT was created and called QSYS198, then a program was created to print a test line. The print file had 18 cpi, and it printed. It should be

possible to get more than 198 columns. If you use 20 cpi, you can fit even more columns on the page. This was tested on V3R7 and used Host Print Transform with no user-created Workstation Customization Object.

Limiting file access

Q. I have a data entry user, USER1, with *ALL authority to a physical file, PF1. I restrict this user to use only the functions on an application menu displayed at AS/400 sign-on. This particular AS/400 is also a File Transfer Protocol (FTP) server, and I've found that the user can FTP from any PC to the AS/400, log in with his USER1 user ID and password, and retrieve or replace the file PF1. The same thing happens with Client Access's Open Database Connectivity (ODBC) driver. This shouldn't be! What can I do to block this user's FTP and ODBC access to the file?

A. By giving the user *ALL authority to the file, you are effectively bypassing all AS/400 object-level security for the file. Rather than give the user all

access, you should limit authority to the file and grant the access to the applications the user runs. The user will then adopt the authority necessary to use the PF1 file from within those applications, while preventing wholesale access to the file from FTP or ODBC.

These tips are provided courtesy of NEWSWire/400, a free weekly email newsletter from NEWS/400, the worldwide AS/400 Magazine. For more information about how to subscribe to NEWS/400 and/or NEWSWire/400, visit www.news400.com, or email randyg@duke.com, or contact NEWS/400's regional distributor, Intelligent Technologies on 61 2 9891 9136. For further technical information visit as400service.ibm.com – IBM Rochester AS/400 Knowledge Base or www.ibmmlink.ibm.com – IBMLink online manuals and WWW Q & A.

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

Important Notice!

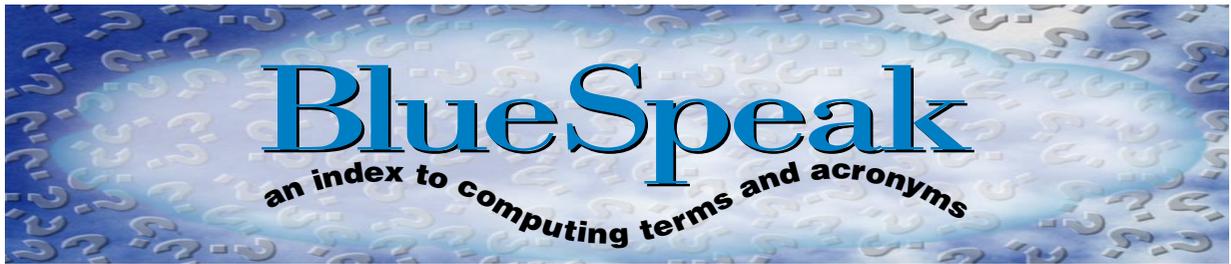
Effective 4 November, 1997, IBM will no longer be marketing the following:

- Model upgrades and related processor feature conversions:
 - AS/400 E models to AS/400 models 2XX/3XX (CISC) and 4XX/5XX (RISC)
- AS/400 F models to AS/400 models 2XX/3XX (CISC)
 - New builds of all AS/400 2XX and 3XX models (CISC)
 - AS/400 3XX to 3XX model upgrades (processor upgrades within a 3XX model are still supported)

After 4 November, 1997, customers will no longer be able to obtain these products directly from IBM.

In addition, effective 31 December 1997 IBM will withdraw CISC to RISC memory feature exchange credits on upgrades to models 5XX.

Please refer to announcement letter AG97-0176 for further information located at IBMlink on www.ibmmlink.ibm.com



This is the third and final instalment in the complete abridged index of buzz words, acronyms and computing terms. Armed with the A-Z of techno-babble you will be able leap tall printouts in a single bound, and place REALLY interesting calls to the Help Desk of your choice.

WARNING: the over-use of TLAs is not recommended. This practice may be detrimental to one's health.

PAIN IN THE NET – a person whose primary activity in life seems to be generating inordinate amounts of annoying email.

PRICE/PERFORMANCE – a measure of value for money when purchasing a new computer system.

PTF – Program Temporary Fix. An official IBM fix that replaces a module (or series of modules) of code in order to correct a reported problem. Also refer to APAR (NEWS/4 YOU Volume 3 Issue 1).

PING – Packet InterNet Groper. An application used in the TCP/IP world for verifying connections.

REALITY CHECK – a comparison between the idealistic and the pragmatic point of view. Usually the point where the technically minded come up for air, and actually take stock of the original objective.

RISC – Reduced Instruction Set Computer technology as used by the new AS/400 Advanced Series with 64-bit RISC technology. The improvements in system speed are as a result of the ability to execute the simplified instructions with greater efficiency.

ROUTER – a device used for connecting LAN segments. Typically 'smarter' than your average bridge, as it builds knowledge about what is connected to each LAN segment.

SCRATCH – to erase or delete. A scratch tape has nothing on it of any consequence, so it may be used to save whatever you wish. A scratch install of an AS/400 involves deleting everything on disk before re-installing the entire system.

SERVER – a computer set up to distribute services or resources. It provides information to 'client' computers.

TCP/IP – Transmission Control Protocol/Internet Protocol. The primary communications protocol used on the Internet. This can also be used on an internal network or intranet.

TLA – a Three Letter Acronym. A four letter acronym is of course XTLA for an eXtended Three Letter Acronym.

USER ERROR – a mistake made by the user. Computer manuals have been known to make such earth shattering statements as "user errors produce such unpredictable results, the user should try to avoid them".

URL – Uniform Resource Locator. An address for a website. For example, <http://www.ibm.com>

VARY – to change the status of a device from online to offline, while the system is still operational.

WEB – An interconnection of computers in a network. An alternative name for the Internet, derived from the term World Wide Web.

WIMPS – Windows, Icons, Menus, Pointers and Scroll bars (... honestly, we did not make this one up!)

WINDOW – until the advent of the PC application of the same name, it used to mean a timing problem due to a logical error, or a timber and glass structure used for throwing unwanted bits of technology through.

WYSIWYG – What You See Is What You Get. Usually applied to word processing applications that produce on paper the closest approximation of what you entered on the screen.

XTLA – A four letter acronym, or eXtended Three Letter Acronym.

ZAP – to alter the contents of storage by running a program that has little regard for the integrity of the system or any programs that rely on the data at that location. Sometimes used as a synonym for bad programming.

Stay tuned in future issues of NEWS/4 YOU for further Bluespeaks relating to specific topics. It is amazing how technology complicates the most basic human communication – while always making assurances that a 'new gizmo' will make life easier. We will do our best to unravel the mysteries of computer terminology for you.



AS/400 Education Schedule



To assist you in planning your AS/400 education requirements, detailed below is the IBM AS/400 half-yearly Education Schedule for 1997. This schedule is part of the IBM education curriculum which contains the AS/400 courses.

As of June, 1997, both Australia and New Zealand Education Services will be functioning as one training unit. This will offer an integrated training solution to our customers and will allow us to work together in developing training plans in both countries with minimum effort.

Certification

In today's increasingly competitive business world, it has become essential to map out your career development. This is particularly so in the computer industry where advancements occur so rapidly. Becoming certified through the

Professional Certification Program from IBM can help you to gain a leading edge, and can help provide you with knowledge and recognition as a computer support professional.

The Professional Certification Program from IBM provides you with a structured program leading to an internationally recognised qualification. The program is a flexible one, allowing you to select your role, prepare for and take tests at your own pace and, in some cases, select from a choice of elective tests best suited to your abilities and needs.

IBM Education vouchers

IBM Education provides vouchers for organisations that want to buy a dollar amount of education in advance. A discount is offered when buying education in high volumes, reducing your expenditure.

As a special offer for NEWS/4 YOU readers, any course enrolments will attract a 10% discount. All you need to do is quote NEWS/4 YOU when enrolling.

For more information on any of IBM Education offerings, call 1800 801 088 in Australia or 0800 801 800 in New Zealand.

Education Schedule July-December 1997*

| Course | Course Title | Dur | Fee | Vchs | Jul | Aug | Sep | Oct | Nov | Dec |
|--------|---|-----|-------|------|--|--|--------------------------------------|--------------------------------------|--|------------------|
| OE98 | AS/400 FOR NEW USERS | 1.0 | 350 | 7 | 07 ADE 08 PER 15 BRI | 04 MEL 08 SYD 18 ADE 18 PER 25 BRI | 15 MEL 15 SYD 29 ADE 30 PER | 06 BRI 27 MEL | 04 SYD 10 ADE 10 PER 17 BRI | 09 MEL 12 SYD |
| OL29 | AS/400 SYSTEM OPERATORS WORKSHOP | 3.0 | 1,050 | 21 | 02 SYD 07 MEL 08 ADE 09 PER 16 BRI | 11 SYD 19 ADE 19 PER 20 MEL 26 BRI | 24 SYD 29 MEL 30 ADE | 01 PER | 05 SYD 10 MEL 11 ADE 11 PER 18 BRI | 10 MEL 15 SYD |
| OL41 | AS/400 ADVANCED SYSTEM OPERATORS WORKSHOP | 3.0 | 1,200 | 24 | 14 ADE 14 MEL 21 SYD 28 PER | 04 BRI 25 MEL | 01 SYD 08 ADE 22 PER 29 BRI | 06 MEL 15 SYD | 24 ADE 24 MEL 24 PER 24 SYD | 01 BRI |
| OE32 | AS/400 AVAILABILITY & RECOVERY FACILITY (BASIC) | 1.0 | 375 | 7 | 14 PER 21 BRI 24 SYD 25 ADE | 05 MEL 21 BRI 25 PER | 04 SYD 05 ADE 19 MEL | 07 PER 14 BRI 31 SYD | 03 MEL 17 PER 21 ADE 24 BRI 27 SYD | |
| OL50 | AS/400 SECURITY CONCEPTS & PLANNING | 2.0 | 800 | 16 | 10 SYD | 11 BRI | 01 ADE | 02 SYD | 13 SYD 25 BRI | |
| OL19 | AS/400 SYSTEM ADMINISTRATION & CONTROL | 5.0 | 2,000 | 40 | 28 SYD | 04 MEL | | 20 MEL 20 SYD | | |
| OL23 | OS/400 STRUCTURE, TAILORING AND BASIC TUNING | 2.0 | 800 | 16 | 10 MEL 31 PER | 07 BRI 14 ADE 14 SYD 18 MEL | 25 PER | 02 BRI 02 MEL 13 SYD 16 ADE | 13 MEL 27 BRI 27 PER | 01 SYD |

| Course | Course Title | Dur | Fee | Vchs | Jul | Aug | Sep | Oct | Nov | Dec |
|--------|---|-----|-------|------|--|--|--|--|--|------------------|
| OL27 | AS/400 PERFORMANCE ANALYSIS & CAPACITY PLANNING | 3.0 | 1,200 | 24 | 28 MEL 29 ADE | 11 PER 18 BRI | 03 SYD 16 MEL | 08 ADE 13 PER 20 BRI 29 MEL | | 15 SYD |
| OL49 | AS/400 CONCEPTS & PROGRAMMING FACILITIES | 3.0 | 1,050 | 21 | 02 MEL 14 SYD 21 PER 28 BRI | 11 ADE 11 MEL 18 SYD | 15 PER 22 BRI 22 MEL 29 SYD | 13 ADE | 05 MEL 10 SYD | 15 MEL |
| UA709 | AS/400 INTRODUCTION TO CL PROGRAMMING | 1.0 | 375 | 7 | 17 MEL 24 PER 25 SYD 31 BRI | 08 ADE 28 MEL | 15 SYD 18 PER 25 BRI | 17 MEL 24 ADE 31 SYD | 28 MEL | 04 SYD |
| OL20 | AS/400 CONTROL LANGUAGE PROGRAMMING WORKSHOP | 4.0 | 1,600 | 32 | 22 MEL | 05 SYD | 01 PER 02 MEL 16 ADE 16 SYD | 21 MEL 27 SYD | | 01 MEL 08 SYD |
| OL62 | DB2/400 RELATIONAL DATABASE WORKSHOP | 2.0 | 800 | 16 | 03 PER 10 BRI 10 MEL 23 ADE 28 SYD | 14 BRI 18 MEL 28 PER | 03 ADE 08 SYD | 02 MEL 09 ADE 13 SYD 16 PER 23 BRI | 13 MEL 19 ADE | 01 SYD |
| OL86 | AS/400 RPG IV PROGRAMMING WORKSHOP | 4.0 | 1,600 | 32 | 01 MEL 01 SYD | 04 PER 05 MEL 11 SYD 25 ADE | 01 BRI 16 MEL 23 SYD | 06 PER 13 BRI 20 ADE | 04 SYD 24 MEL | |
| OL14 | AS/400 INTERACTIVE PROGRAM DESIGN | 4.0 | 1,600 | 32 | 07 ADE 07 SYD 28 MEL | 04 PER 18 SYD | 01 ADE 01 BRI 08 MEL 29 SYD | 13 MEL 20 PER 27 ADE 27 BRI | 10 SYD | 01 MEL |
| OL43 | AS/400 RPG INTERACTIVE PROGRAMMING | 4.0 | 1,600 | 32 | | 04 ADE 04 SYD 11 MEL 18 BRI 25 PER | 16 SYD 22 ADE 22 MEL | 27 SYD 28 MEL | 03 ADE 03 PER 10 BRI | 08 MEL 08 SYD |
| OE41 | INTRO TO INTEGRATED LANGUAGE ENVIRONMENT | 1.0 | 400 | 8 | 01 ADE 14 MEL 14 SYD | 25 ADE 25 MEL 25 SYD | 08 PER 15 BRI | 06 MEL 07 SYD 20 ADE | 17 MEL 17 SYD | 01 PER 08 BRI |
| OE85 | MOVING FROM RPG/400 TO RPG IV | 3.0 | 1,200 | 24 | 01 BRI 02 ADE 15 MEL 15 SYD | 26 ADE 26 MEL 26 SYD | 09 PER 16 BRI | 07 MEL 08 SYD 21 ADE | 18 MEL 18 SYD | 02 PER 09 BRI |
| UA607 | SQL INTERACTIVE WORKSHOP | 2.0 | 800 | 16 | 17 SYD 24 MEL | | 01 SYD | 09 MEL | 17 SYD | |
| OL26 | AS/400 SQL PROGRAMMING WORKSHOP | 2.0 | 800 | 16 | 24 SYD | 07 MEL | 10 SYD | 27 MEL | 19 SYD | |
| OE53W | CLIENT ACCESS/400 FOR WINDOWS | 3.0 | 1,200 | 24 | 22 MEL 23 BRI 30 SYD | | 02 MEL 10 PER 10 SYD 17 BRI 24 ADE | 14 MEL 20 SYD | 05 ADE 05 PER 12 BRI 26 MEL | 03 SYD |
| UA701 | QUERY/400 INTRODUCTION | 1.0 | 350 | 7 | 07 PER 11 ADE 14 BRI 21 MEL | 08 SYD 22 ADE 22 PER 29 BRI | 01 MEL 05 SYD | 03 ADE 03 SYD 06 PER 13 BRI 13 MEL | 14 ADE 14 PER 21 BRI 27 MEL 28 SYD | |
| UA703 | QUERY/400 ADVANCED | 1.0 | 375 | 7 | | 06 MEL | 12 MEL 23 SYD | | 19 MEL | 03 SYD |
| IN40 | YOUR AS/400 ON THE INTERNET | 1.0 | 400 | 8 | | 15 MEL 25 SYD | | 07 SYD | 03 MEL | |
| OL70 | AS/400 COMMUNICATIONS INTRODUCTION | 1.0 | 400 | 8 | 07 SYD | | 08 SYD 26 MEL | | | |
| OL71 | AS/400 PEER TO PEER COMMUNICATIONS | 3.0 | 1,200 | 24 | 07 MEL 08 SYD | | 09 SYD 29 MEL | 01 MEL | | |
| 14936 | AS/400 TCP/IP SUPPORT | 3.0 | 1,200 | 24 | | 20 MEL | | 08 SYD | 05 MEL | |

Note: Courses in New Zealand are conducted on a demand basis. For details contact IBM Education in New Zealand on 0800 801 800.

* Subject to possible change

Switched Virtual Networks set the Networking direction for the future

Switched Virtual Networking (SVN) framework

IBM has developed a networking framework called Switched Virtual Networking (SVN) to help you optimise performance against the cost constraints you face daily, and address the trend towards network computing commerce.

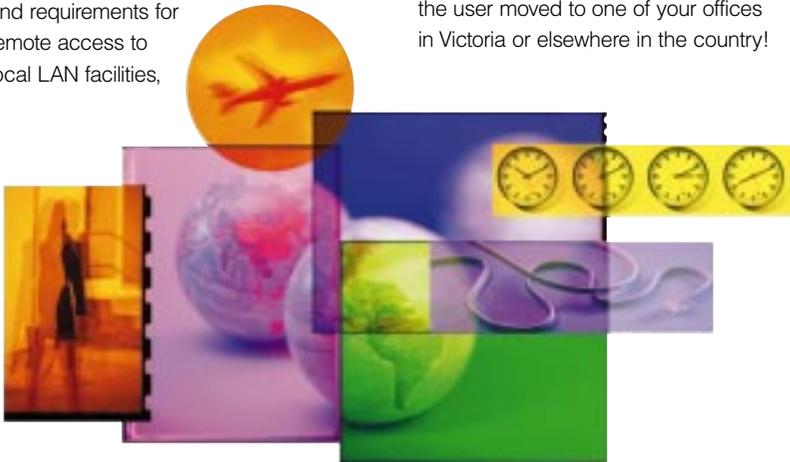
As an IBM AS/400 customer, IBM's SVN approach will provide you with a network solution that is flexible, standards based, can accommodate new applications and technologies and, importantly, incorporate switching for high bandwidth capacity. SVN assists with reducing the cost of equipment and administration with a high level of scalability and simplified management.

Full-motion video, voice and other collaborative, or bandwidth-intensive, applications benefit from a switched environment. Technologies like Lotus Notes, mobile computing, intranets and commerce on the Internet, place a diverse set of demands on your network, ranging from the ability to easily scale up bandwidth available and requirements for remote access to local LAN facilities,

to security of your network and your AS/400's mission critical information.

SVN preserves existing investments in network equipment, such as hubs, controllers and routers but adds scalability and reduced cost of management and ownership to your environment. IBM's route switching approach, called Multiprotocol Switched Services (MSS), moves the routing functions into a switching infrastructure and eliminates the need for expensive, stand-alone routers.

SVN removes the physical constraints users experience based on where and how they connect into the network by supporting virtual LANs (VLANs). With VLANs, you can group people according to what they do, rather than where they are. The network is defined with distributed systems management software instead of hardware. A user can, for example, travel from one Sydney office to another, plug his IBM Thinkpad into a LAN port, have access to the identical databases, applications and other services that they would have at their usual desk. The same would be true if the user moved to one of your offices in Victoria or elsewhere in the country!



Exploiting switching technologies

To exploit high-speed switching technologies, IBM developed Multiprotocol Switched Services (MSS), recently named Grand Winner of the Best of Show at Network+Interop 96 in Atlanta. MSS is the cornerstone for transforming switching technologies into virtual networks (VLANs) and providing distributed multiprotocol routing function. For your business this means increased efficiency, throughput, flexibility, scalability and manageability with VLANs.

IBM network computing LAN switches are the heart of SVN workgroups. IBM offerings are flexible, accommodating your current and future LAN technologies including Ethernet, Fast Ethernet, Gigabit Ethernet, Token Ring, FDDI and ATM. The SVN framework provides virtual LANs, distributed routing with MSS and high-speed uplinks to your AS/400 to integrate each workgroup within the total corporate network.

LAN switches are the premier technology to reduce shared-media LAN congestion. As replacements for shared-media hubs, LAN switches supply more capacity, without requiring any changes to workstation adapters or wiring, and also can be extended for future growth.

LAN switches can be deployed to fix today's congestion bottlenecks and are easily extended to address traffic growth demands for the future.

For further information, contact your AS/400 Business Partner or call IBM Direct on 132 426 in Australia or 0800 426 132 and ask for 'AS/400 NEWS/INFO'.

Before your financing source gave you credit, they checked you out. Now, it's your turn.

| Financing Source Comparison Checklist | | |
|--|------------|-------------|
| | IBM Credit | Your Source |
| Financing dedicated to the information technology industry | Yes | |
| Devoted to customer satisfaction | Yes | |
| Responsive to customer needs | Yes | |
| Comprehensive, flexible offerings | Yes | |
| Remarketing services | Yes | |
| Replacement insurance | Yes | |
| Leasing programs | Yes | |
| Competitive financing rates | Yes | |
| Knowledgeable support personnel | Yes | |

How well does your financier rate in customer satisfaction? Are they committed to your business? Do they offer innovative financial solutions tailored to your individual needs? Are their terms flexible? Are their rates competitive? Are their people on your side?

Over 50% of BRW's top 100 companies lease technology through IBM Credit. Many of these companies are cash rich organisations, among them banks and insurance companies. They could easily buy their equipment outright, but they choose to lease because they understand the real advantages leasing can offer in high technology equipment.

IBM Credit can tailor the right leasing option depending on your particular business needs and financial objectives.

These may include optimising cash flow/profit, reducing expense, minimising risk, protecting credit lines, maximising flexibility, or enhancing tax benefits.

To easily access information about our lease and finance products and get a quotation, our internet home page is open for business at www.ibmcredit.com.au

Visitors can find:

- Why they should lease
- Why they should choose IBM Credit
- How to choose a technology financier
- What IBM Credit can offer
- Information about IBM Credit
- A glossary of frequently used financing terms
- A request for IBM Credit to quote.

If we can assist you in any way or you would like to know more please call IBM Credit on 132 426 in Australia and ask for lease line, or call 0800 801 800 in New Zealand.





AS/400 Advanced Series
64-bit RISC technology
helped Nintendo with one
of the most successful launches
in video game history.

and ship over
350,000 units in
record time?



Wanna play a game?
How did Nintendo
launch the first 64-bit
video game system...



*Nintendo created the Nintendo 64™
system – the 64-bit video game machine
with mind-bending 3D graphics that make
for an awesome playing experience.*

*Anticipating huge product demand,
Nintendo upgraded its automated
distribution facility to AS/400 Advanced
Series with 64-bit RISC technology.*

*This orchestrated the retrieval, packing,
shipping and verification for all orders.
And made it possible for Nintendo to ship
over 350,000 units of the system to their
retailers in record time.*

*Howard Ringoen, Vice President of
Information Systems for Nintendo of
America, says, “Every day I bet our
business on AS/400. Many words come
to mind – leading edge, mission critical,
open system, reliability, cost effective,
and most of all, competitive advantage.”
Or as Mario would say, “YaaHOO!
YaaHAA!”*

*To find out how AS/400 Advanced
Series can help your business win,
call IBM Direct on 132 426 in
Australia or 0800 426 132 in
New Zealand, and ask for ‘AS/400
Nintendo INFO.’*



Solutions for a small planet™