



Multi-Site Connectivity

IBM Networking Solutions for Netfinity®

Connecting multiple sites, providing Internet/intranet access

Success in today's ultracompetitive economy requires a decentralized business model that places sales, service and support staff closer to customers. Some of these staff may work out of branch offices. Others often may work out of hotel rooms, airport lounges and other remote locations. On top of this, the continuing trend toward mergers and acquisitions has resulted in an extremely mobile and geographically dispersed workforce.

The good news is that by being closer to customers, these workers can be more effective in transacting business and providing the level of customer support that ensures long-term loyalty and repeat business. They can only be successful, however, if they are able to communicate with their colleagues and managers in other locations, and easily access corporate data they need to make the best decisions for the company.

Most companies have established local area networks (LANs) in their central offices. Extending these networks, however, to link branch offices and mobile workers reliably and securely without jeopardizing existing network investments is challenging. Providing

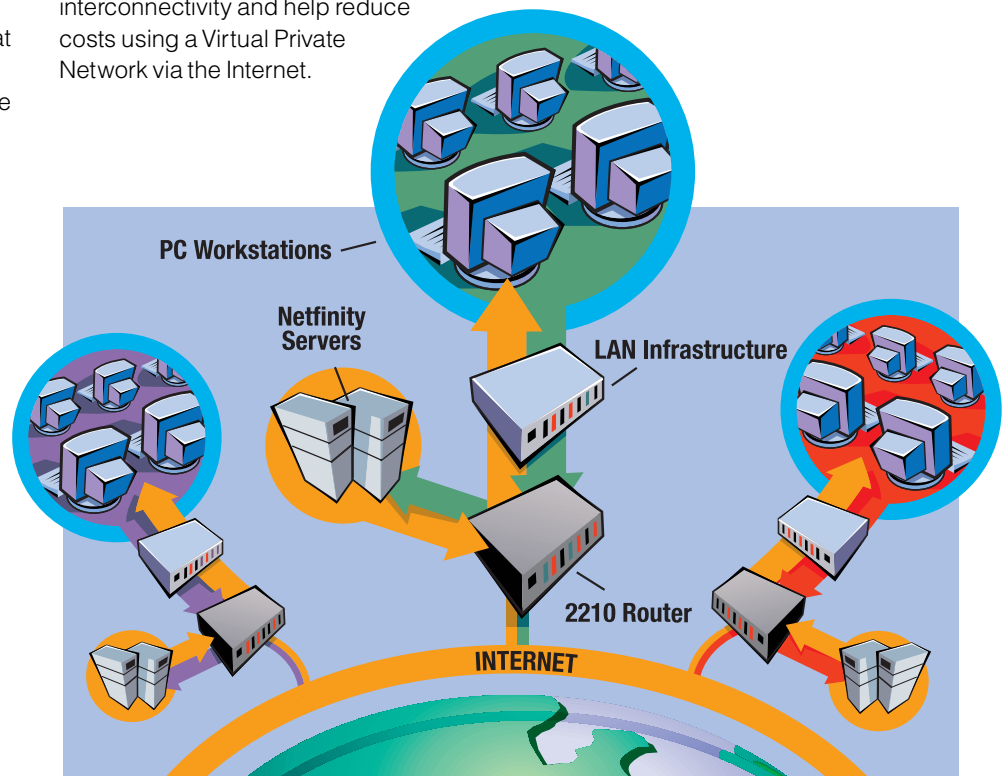
branch offices and remote workers with required e-mail and direct access to corporate data requires a multi-site networking solution. This solution enhances an employee's ability to conduct and close business in the field.

Multi-Site Connectivity Networking Solution for Netfinity

To address this growing need among medium-sized and large organizations, IBM® has created the Multi-Site Connectivity Networking Solution for Netfinity. The solution is built on IBM's industry-leading networking products. When combined, these products deliver high-performance, scalable interconnectivity and help reduce costs using a Virtual Private Network via the Internet.

Specifically:

- IBM's 2210 Nways® Multiprotocol Routers provide a low-cost entry node with the power and versatility of a full-function, multiprotocol bridge/router. They offer an extensive range of connectivity, protocols and prices to allow cost-effective implementation of network computing across a range of remote locations, branch offices and regional sites.
- IBM's Intel-based Netfinity servers provide the industry's most reliable foundation for networked businesses by delivering outstanding power, scalability, control and performance.



- Lotus® Domino™ is applications and messaging server software with an integrated set of services that enables companies to create security-enhanced, interactive business solutions for the Internet and corporate intranets. Domino provides fast and easy access to applications and data from any Web browser or Lotus Notes™ client.

IBM helps you get closer to your customers

Driven by the need to take the business to the customer, wherever that may be, companies must implement multi-site networking solutions to ensure reliable and timely connections with branch offices and remote workers. At the same time, they want solutions that will integrate easily with their existing network infrastructures to protect those investments.

IBM's Multi-Site Connectivity Networking Solution for Netfinity meets those requirements and more. Designed to handle mushrooming network traffic, this solution easily ties together multiple locations and mobile workers, deploys quickly and easily, and provides the flexibility and scalability to accommodate growth. It provides workers with rapid access to corporate data, easy e-mail communication and the ability to collaborate with colleagues across town or around the world. Most important, it enables the organization to get closer to its customers to build the long-term, profitable relationships that help ensure success.

For more information

To learn more about IBM's end-to-end networking solutions, products, services and support, visit us at:

www.ibm.com/networking



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IBM Multi-Site Connectivity Networking Solution for Netfinity at a glance

- Products Included:*
- Netfinity servers (models 3000, 3500, 5500, 7000)
 - EtherJet 10/100 PCI Ethernet adapters
 - 4/16 Mbps Token-Ring adapters
 - Multiprotocol routers (2210-12E for Ethernet and 2210-12T for Token-Ring)
 - Lotus Domino applications and messaging server software

- Business Benefits:*
- Provides security-enhanced, reliable connectivity between multiple locations for access to protected data, such as e-mail or critical information
 - Ensures easy deployment through integrated and tested components
 - Works with existing network infrastructure
 - Includes single vendor support
 - Offers scalability to grow with your business



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