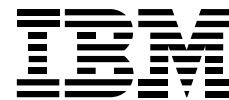


NETtalk



North America

Volume 6, Issue 2, April/May 1998
www.networking.ibm.com/NETeam

Welcome to NETalk, the newsletter for NETeam members.

This month's product feature is the recently announced IBM 10/100 EtherJet PCI Adapter with Wake on LAN. This adapter combines high performance, rich functionality, and management features that reduce the total cost of ownership. This adapter is a top performer and value leader.

Also, read about how Lancaster Health Alliance is installing a high-speed ATM backbone and a switched Ethernet solution to carry critical patient data.

We welcome your comments and suggestions on how to make this newsletter a useful and informative forum for NETeam members. Please contact the NETeam Support Center at 1 800 IBM 7472 or through e-mail at NETeam@us.ibm.com with any questions, comments or suggestions that you may have.

Thank you for all your hard work and effort in selling IBM networking solutions!

IBM Credit's Preferred Rate Financing Makes Your Solutions More Affordable

Help make your customers' Networking Solution more affordable by taking advantage of IBM Credit's most popular offering. IBM Credit's Preferred Rate Financing (PRF) lets you offer your customers today's low rates and the industry's fairest terms and conditions, such as above-board fees structures, midlease flexibility and innovative technology exchange options.

Interest rates start as low as 6.5 percent on Networking Systems as well as a wide range of IBM hardware and associated IBM Software and Services (including maintenance). Additional IBM products eligible for Preferred Rate Financing include, AS/400® and RS/6000® processors, Storage, Point-of-Sale and Printing Systems.

A wide range of lease options is available to meet customers needs. Should your customers prefer full ownership, Preferred Rate Financing is also available with an installment payment purchase agreement.

For complete details on IBM Credit's Preferred Rate Financing and product eligibility, please call IBM Fax Information Service at 1-800-IBM-4FAX and request document number 8899. A remarketer finance representative is also available to assist you at 1-800-IBM-3889. Also discover other ways financing can help you and your customers by visiting the Web at www.financing.ibm.com.



AS/400 Entry System Program

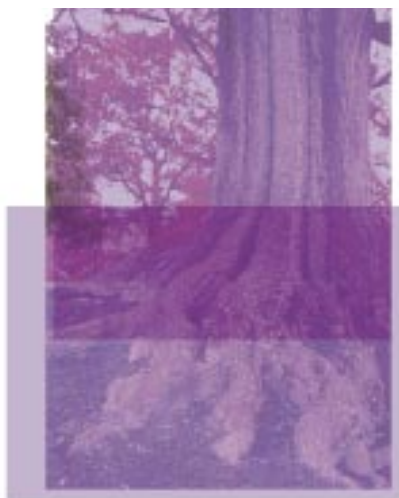
There's a new kid in town and he's riding on a 2.9% financing program!

Effective Friday, February 13, 1998, IBM Credit Corporation launched a new financing program with rates as low as 2.9%.

The AS/400 brand recently announced a new entry system... The 9406 170! To help spread the excitement about this new model, IBM Credit and IBM joined efforts and created the new AS/400 Entry System Program. If customers are not using the latest AS/400 technology, they're missing out on their ticket to e-business! Round up new customers or transition System/36™ and System/38™ users to this Year 2000 ready technology. These rates are too fantastic to ignore. New entry systems 9401 150 or 9406 170 qualify for this program when installing as the first AS/400 footprint within the enterprise or replacing an installed System/36 or System/38.

Full payout rates are shown below:

Term (number of Months)	24-36	37-60
Best Credit (1 - 5)	2.9%	3.9%
Standard Credit (6 - 10)	6.9%	7.9%



The following products are eligible if attached to and installed with the qualifying entry system: IBM Services including Maintenance, IBM Software, Networking Systems products, PC products, Point-of-Sale products, Printing Systems products except for Network Printers and Storage Systems products.

Promotional rates are valid for installations occurring before September 30, 1998. After this date, Preferred Rate Financing (PRF) rates and conditions will apply. All commercial, state and local customers are eligible to participate in the AS/400 Entry System Program.

This offering is valid on terms of 24 to 60 months, and all financing options are available at the time of the transaction. Questions regarding the AS/400 Entry System Program should be addressed to Robin Allenturner at 8-251-5067.

2210 Rebate Promotion for e-business Servers

For a limited time, purchase an eligible IBMAS/400 or RS/6000 server, along with \$10,000 or more in eligible IBM 2210 Nways® Multiprotocol Router products, and receive a \$1,000 rebate.

The IBM 2210 Nways Multiprotocol Router provides wide area connectivity using all popular carrier services such as Frame Relay, ISDN, T1 and ATM. Take advantage of the 2210's ability to provide a single, common, high-performance network between remote offices if you have "islands of computing" based on TCP/IP, Novell's IPX, SNA/APPN®, Net BIOS, AppleTalk or DECnet.

New e-business applications such as Lotus Notes® and centralized intranet servers often increase network traffic, stimulating customers to upgrade their network infrastructure. Customers also benefit from increased speed and reduced costs of carrier services such as Frame Relay and ISDN.

Please refer to ICCONLINE for details (from OV/VM type ICC) or contact your Financial Marketing Advisor. IBM Credit Corporation financing is available. Direct any questions about this promotion to IBMCA (ASMITH) on Lotus Notes.

To be eligible for this rebate, you must have both the eligible servers and routers installed on or after March 2, 1998, but no later than September 30, 1998. You are eligible to participate if you are a commercial, state or local government, or education customer. If you are a federal government customer, please call 800-333-6705 to determine eligibility. This promotion is available only in the U.S. or Puerto Rico. IBM reserves the right to modify or withdraw this promotion at any time.

SystemXtra Promotion

IBM's SystemXtra™ Technology Exchange option combines the best that IBM has to offer. Lease at least \$50,000 of IBM hardware over a 12-month period to take advantage of this option. Eligible products include Personal System Group (PSG) products such as PC Products, NETWORK STATION™, IntelliStation™, IBM Networking Hardware machine types 2210, 2216 Model 400, 8271, 8274 wide models (W33, W53, W93) and IBM Network Printers. You will find these classified as Premier or Standard on the Quarterly Rate Card.

You may finance this option with B, B+, G, S, and T under TLMA or Quicklease. However, if you choose to use Quicklease, you will have a separate agreement for hardware and financing.

*IBM's
SystemXtra
Technology
Exchange
option
combines the
best that IBM
has to offer.*

SystemXtra will assume the same pricing delegation guidelines as in all other PC deals. Deals over \$300K have standard pricing delegation. Financing highlights for this option include the following: 36-month hardware lease and 24-month soft financing. Services and software can be IBM/Business Partner, but are not required to be. (SystemXtra deals can be stand-alone PC hardware.) SystemXtra Technology Exchange is available on IBM PSG hardware, IBM Network Printers, and selected Networking Hardware routers, connectors, switches and NETWORK STATION products starting at month 24. The fee is 24% of Purchase Price Financed (PPF) for most Premier PCs and 29% for some lower function models (Advanced), Network Printers and Networking Products. The exchange reverts to PV of payments whenever that amount is less than the stated PV and exchange fee. The fee can be paid lump sum or financed over the next lease. The customer must lease a follow-on IBM Product with IBM Credit in order to take advantage of this option.

The size of your deal must be at least \$50K in the United States. If you have a deal under \$50K, you can still lease under SystemXtra but do not qualify for the technology exchange. The SystemXtra exchange fee for any deal over \$50K is 24% for premier products and 29% for advanced products and Network Printers and Networking Products starting at month 24.

The Technology Exchange Option's present value cash flows at 24 months still present values to about the same as a 24-month rate. SystemXtra offers not only the lowest exchange percent available (even under special bid), but the most flexibility with a 12-month window of exchange rather than just a single point in time.

In order to take advantage of SystemXtra's technology exchange option, call 1-800-IBM-PCPC.

Announcing the ATM Technology Institute

The premier education offering from the Networking Hardware Division is here! Customers, Business Partners and IBMers have asked for a systems approach and a technology approach on our networking solutions and here it is. The Asynchronous Transfer Mode Technology Institute provides an attendee with the knowledge and confidence needed to make informed purchase, design, installation, and configuration choices when deploying ATM technology. The Institute combines formal lectures with practical hands-on exercises. It utilizes and explores a broad set of Networking products and is an effective way to develop comprehensive ATM skills. Additional information is available at the Education tab on the NHD home page: www.networking.ibm.com/nrtprod.html.

Enrollment Details & Class Dates

The ATI is offered in two parts that can be taken either together or separately. Customers, Business Partners, and IBMers can enroll through 1-800-426-8322 (800-IBM-TEACH) or through MSE in the United States.

Course	Description
AT101	Part 1 - ATM Technology Institute (1 week, tuition \$2000) 8 June - 12 June 13 July - 17 July 14 Sept - 18 Sept
AT102	Part 2 - ATM Technology Institute (2 weeks, tuition \$4500) 15 June - 26 June 20 July - 31 July 21 Sept - 2 Oct
AT103	Parts 1 & 2 - ATM Technology Institute (3 weeks, tuition \$5000) Special price through July only! 8 June - 26 June 13 July - 31 July

hands-on

education

Lancaster Health Alliance improves service with IBM's ATM solution

In central Pennsylvania, people count on Lancaster Health Alliance to meet their healthcare needs. The mission of the company is to provide a system for developing a spectrum of superior services through continuously improving quality that will meet the healthcare needs of the people of Lancaster and the surrounding region.

Last year, Lancaster Health Alliance's Token-Ring and Ethernet backbone networks were growing and they therefore needed additional speed in several remote campus locations. The company also desired to improve customer service, increase quality, and reduce costs while transforming the business.

In order to satisfy Lancaster's need for speed, they installed a high-speed ATM backbone that carries critical patient data between two locations. They also installed a switched Ethernet solution to drive medical applications. The majority of their medical applications are currently Ethernet-based.

Nways Enterprise Manager was installed on an AIX platform that also serves as the central enterprise wide management system. Both the customer support staff and the help desk at two LHA sites now use Enterprise Manager to manage and troubleshoot the IBM 2220 Nways Broadband Switch network with more sites anticipated at a later date.

Nways Manager for AIX-Campus Manager ATM was installed on the customer's enterprise management system along with TME 10, software distribution manager and Nways Manager for AIX. Lancaster uses the campus manager for ATM to manage and troubleshoot network problems. An 8210 Nways MSS Server, 8260 ATM hub, 8272 Workgroup switch and 8271 Ethernet Workgroup Switch are being managed using the Nways Manager for AIX-Campus Manager ATM. Campus Manager for the LAN is being used to manage other hardware devices in the network.

Lancaster Health Alliance was able to replace a 10-Mbps backbone link with a 155-Mbps ATM link between remote campus locations. By switching 10-Mbps Ethernet to the desktop, they have improved their user response time. They also upgraded their network to meet future disaster recovery requirements. They are moving toward automating network activation and error detection and recovery.

Lancaster Health Alliance chose IBM because of the strength of our superior fiber solution.

Lancaster Health Alliance chose IBM because of the strength of our superior fiber solution. 3COM had proposed a stackable solution, but the customer wanted redundant features built into the closet hubs. The customer has a 200+ user-per-closet requirement, and they did not want to manage multiple stacks in each closet. By implementing IBM's ATM solution, Lancaster has been able to offer improved service to their customers as well as increased quality and improved productivity for their employees.

Contact Information

NETeam Support Center	1 800 IBM-7472, 1 919 461-3125 (fax) Hours: 9:00 A.M. to 5:00 P.M. in each time zone, Monday through Friday Pre-sale marketing support for Networking Hardware products										
North American Customer Service	1 800 IBM-SERV Hours: 24 hours a day, 7 days a week										
IBM General Information	1 800 IBM-4YOU Hours: 7:00 A.M. to 8:00 P.M. EST, Monday through Friday										
NETeam Education	1 919 461-8600 (U.S.), 1 800 IBM-TEACh (Canada) Hours: 8:00 A.M. to 7:00 P.M. EST, Monday through Friday Course descriptions and conference/course enrollment										
IBM Fax Information Service	1 800 IBM-4FAX Hours: 24 hours a day, 7 days a week Automated system providing up-to-date information on products, education offerings and services. Using IBM-4FAX requires a touch-tone phone or fax machine. The voice prompts will navigate you to your selection. Have your fax number ready.										
Marketing Incentive Funds Program Information	1 800 200-0141 (PartnerServe), 1 800 477-6756 (ProPlan) Hours: 8:00 A.M. to 4:30 P.M. CST, Monday through Friday Assistance with program offerings, Business Partner eligibility, account balances, and so on.										
World Wide Web Sites	<table border="0"> <tr> <td>IBM Corporation</td> <td>www.ibm.com</td> </tr> <tr> <td>IBM Networking</td> <td>www.networking.ibm.com</td> </tr> <tr> <td>IBM Networking Canada</td> <td>www.can.ibm.com/networking</td> </tr> <tr> <td>NETeam</td> <td>www.networking.ibm.com/NETeam</td> </tr> <tr> <td>IBM Link</td> <td>www.ibmink.ibm.com</td> </tr> </table>	IBM Corporation	www.ibm.com	IBM Networking	www.networking.ibm.com	IBM Networking Canada	www.can.ibm.com/networking	NETeam	www.networking.ibm.com/NETeam	IBM Link	www.ibmink.ibm.com
IBM Corporation	www.ibm.com										
IBM Networking	www.networking.ibm.com										
IBM Networking Canada	www.can.ibm.com/networking										
NETeam	www.networking.ibm.com/NETeam										
IBM Link	www.ibmink.ibm.com										

THE NETWORK GUY



IBM cartoon as it appeared in *LANTimes*

IBM 10/100 EtherJet PCI Adapter with Wake on LAN

Innovative Wake on LAN and remote boot PC manageability features

Industry-leading performance and low CPU utilization

Full-duplex (FDX) capability for shared or switched LANs

10/100 operation for smooth migration to Fast Ethernet

Plug and Play capability

Wide range of operating systems driver support

General description

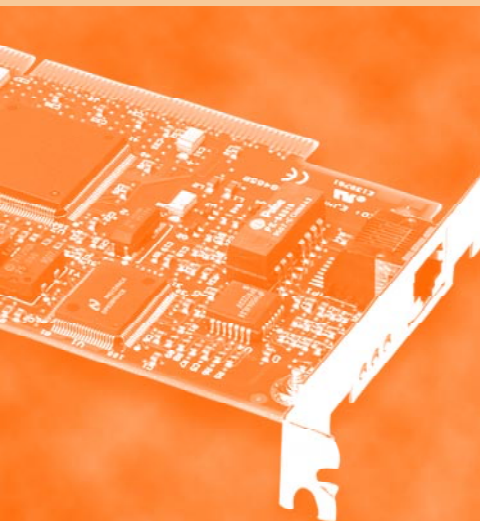
The new IBM 10/100 EtherJet PCI Adapter with Wake on LAN is a 10/100 Ethernet adapter offering high performance, rich functionality, and affordability. It features the innovative Wake on LAN capability pioneered by IBM and an on-board remote boot flash EPROM, enabling the highest level of PC manageability available for IBM's new Wake on LAN-capable PCs. Coupled with IBM's Netfinity or LAN Client Control Manager software, the adapter enables a system administrator to install new PCs remotely with a standard software image, download the latest software or project data onto PCs during non-use hours, or perform other maintenance tasks with higher efficiency and lower user interruption than ever before.

In addition, the 10/100 EtherJet adapter supports the latest standard for software instrumentation through its compliance with Desktop Management Interface (DMI 2.0), enabling the adapter to be managed by a remote management application. The adapter also enables standardized power management in the PC with its support for Advanced Configuration and Power Interface (ACPI). These management features help reduce the total cost of ownership for networked PCs.

The new 10/100 EtherJet adapter boasts enhanced device drivers with unique benefits for mission-critical applications. Its drivers support adapter fault tolerance, allowing two EtherJet adapters to be paired inside a PC in a primary-backup mode so that if there is a failure of the cable, connector, or primary adapter, then the backup adapter is automatically brought online to handle the traffic. This failover typically occurs in a fraction of a second, minimizing lost data and virtually eliminating downtime due to adapter or cable failures. This fault tolerance feature also works between an EtherJet adapter and the 10/100 Ethernet technology on the planar of many models of IBM PCs. The 10/100 EtherJet adapter is ideal for customers who cannot afford their networks to be down.

Besides its new leading manageability and fault tolerance features, the 10/100 EtherJet adapter is a top performer and value leader. It operates in all PCI-bus PCs and offers both IEEE 802.3-compliant 100BASE-TX and 10BASE-T network connectivity. With its auto-negotiation ability, the adapter automatically senses the speed and duplex mode of the network and sets itself appropriately. The 10/100 EtherJet adapter offers outstanding performance, with industry-leading throughput and minimal utilization of the host PC's CPU. Of course, it comes with device drivers for all of the leading operating systems and network operating systems.

NETeam Networking Program



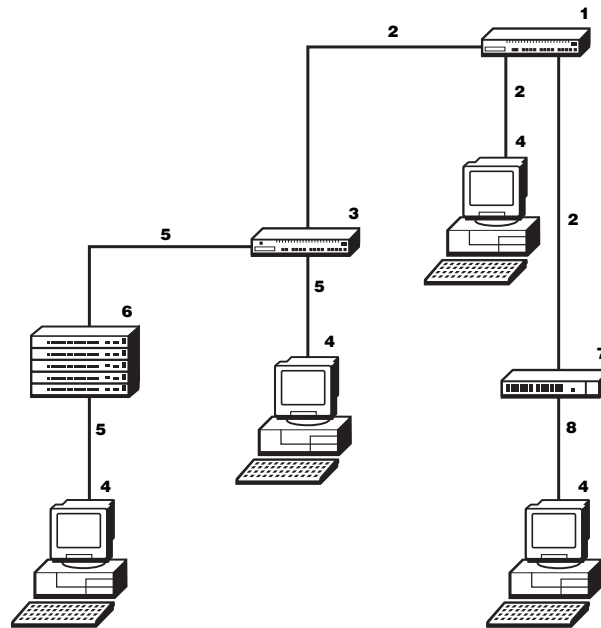
Hot buttons

- Wake on LAN and Pre-boot eXecution Environment (PXE) remote boot support using Dynamic Host Configuration Protocol (DHCP) enabling advanced PC manageability
- Adapter fault tolerance when paired with a redundant adapter, enhancing reliability for mission-critical, high-availability applications
- DMI 2.0 compliant instrumentation for asset management
- ACPI support for PC power management
- Leading-edge performance with outstanding throughput and low host CPU utilization
- Supports both 100BASE-TX and 10BASE-T through a single RJ-45 connector
- Auto-negotiation of speed and duplex mode
- Supports all leading operating systems and network operating systems
- Simple installation with Plug and Play
- On-board remote boot EPROM
- IEEE 802.3 compliance
- FCC Class B and CISPR 022 B for radiated emissions
- Displays status of links, activity and 100-Mbps operation via LEDs

For more information

Visit the IBM Networking Home Page at www.networking.ibm.com. For updates to the adapter's drivers visit www.networking.ibm.com/nes/nesether.htm.

- 1. 8225 Fast Ethernet Stackable Hub
- 2. 100 Mbps
- 3. 8237 Stackable Ethernet Hub
- 4. Workstation with 10/100 EtherJet PCI Adapter with Wake on LAN
- 5. 10 Mbps
- 6. 8224 Ethernet Stackable Hub
- 7. 8271 Nwags Ethernet LAN Switch
- 8. 20 Mbps switched full-duplex



The 10/100 EtherJet PCI Adapter with Wake on LAN is flexible enough to work smoothly in a variety of network environments. From two of the workstations it provides a 10-Mbps connection to an Ethernet hub. It also provides connections at 100-Mbps from one of the workstations to a Fast Ethernet hub and at 20-Mbps switched full-duplex from one of the workstations to an Ethernet switch.

smart

simple

Product Information

1998's product announcements continue to demonstrate our ability to provide solutions that help your customers run their businesses more effectively.

Product	Details	General Withdrawal/ Availability date
IBM Nways BroadBand Switch Control Program Version 2 Release 2	<ul style="list-style-type: none"> • Frame Relay Over ISDN allows Frame Relay DTE to access a 2220 Frame Relay port through a dial-up ISDN connection • Support of Euro-ISDN Trunk Backup through the new LC 563 brings more flexibility and reliability to the NBBS network. • Support of ATM Bearer services of a set of ATM trunks on an ATM interface • Enhancements to the NDPS traffic support • Enhancements to the Non-reserved traffic support 	29 April 1998
IBM 2220 Nways BroadBand Switch (ISDN Trunk Backup Enhancements)	Increases the reliability of the NBBS network by allowing you to define trunks over ISDN switched network Primary Access (PRFA)	29 April 1998
IBM 10/100 EtherJet CardBus Adapters for Portable Computers	<ul style="list-style-type: none"> • Offers 10BASE-T and 100BASE-TX Ethernet connectivity through a single RJ-45 connector on its LAN cable • Supports half-duplex operation at 10 Mbps and 100 Mbps • Supports the latest industry power management specifications 	29 April 1998
Upgrade from Nways Enterprise Manager to Nways Manager for AIX - LAN V1.2	Provides existing customers the opportunity to continue to manage the IBM routers using the new Java-based management applications	29 April 1998
Service Extension for LAN Network Mgr/OS2	Extended program services for IBM LAN Network Manager for OS/2, IBM Nways Workgroup Manager NT and Nways Manager for AIX	29 April 1998
RouterExpander/2 Software Family	Withdrawal of the following publications: <ul style="list-style-type: none"> • <i>IBM RouteXpander/2 User's Guide & Reference V1.01</i> • <i>IBM RouteXpander/2 User's Guide & Reference V2</i> • <i>IBM RouteXpander/2 User's Guide</i> 	Withdrawal 5 May 1998
Nways Workgroup Remote Monitor for Windows NTV1.1	32-bit native Windows NT application that operates on Windows NT Version 4.0	29 April 1998
2220 Switch Manager for AIX R1	Replaces the IBM Nways Enterprise Manager (NEM)	29 April 1998
8265 Selected Features	<ul style="list-style-type: none"> • PCMCIA IISP Code Card for SW/R2.0 replaces SW/R1.0 • PCMCIA PNNI Code Card for SW/R2.0 replaces SW/R1.0 • 8260/8265 MSS Server Module replaces 8210 MSS Server Module • MSS Microcode V2.0 replaces MSS Microcode V2.0 HD 	Withdrawal 12 April 1998
IBM Nways Enterprise Manager	IBM Nways 2220 Switch Manager for AIX V1 and Nways Manager for AIX - LAN V1.2 replaces IBM Nways Enterprise Manager	29 April 1998

2216 (Common Code R3, VPN, Fast Token Ring, Multiprot ISDN Primary/Channelized ISDN)	Broadband network connectivity choices available for the 2216 Multiaccess Connector Model 400 are enhanced with Parallel Channel and Multiprot ISDN PRI/Channelized	5 May 1998
Multiprotocol Access Services V3R1	Provides a comprehensive set of multiprotocol routing protocols and transport software support	5 May 1998
Nways Multiprotocol Routing Services V3R1	Provides new features for enhanced security, availability, and scalability for the network	5 May 1998
2210 Nways Multiprotocol Router	Improves the remote access capabilities of the 2210 Multiprotocol Router and helps to reduce your networking costs	5 May 1998
8229 Bridge Product	Withdrawal of IBM 8229 Bridge Product on 7/31/98	5 May 1998
9014 Feature of 2220	Withdrawal of Specify feature 9014 replaced by 9021 Preloaded Control Program V2R1 Selection	29 April 1998
Nways Workgroup Remote Monitor	Nways Workgroup Remote Monitor for Windows Version 1.0 replaced by Version 1.1	29 April 1998
8235 Dial-in Access to LAN	Withdrawal of 8235 family of products	7 April 1998
8210 001 & MSS Feature	Withdrawal of 8210-001 and MSS features on the 8260	12 May 1998
2216 133-MHz System Card	Withdrawal of 133-MHz System Card replaced by 200-MHz System Card	5 May 1998
3746 Enhancements (MAE, CC R3)	3746 Enhancements	5 May 1998





PO Box 201960
Austin TX 78720-9758

Tune in to *NETtalk*



**The *NETtalk* Newsletter
is now available on the Web!**

For more information, including
how to obtain a passcode for Insider
Access, please call the NETeam
Support Center at 1 800 IBM-7472.



Inside

Cover Story

*IBM Credit's Preferred
Rate Financing*

Education and Events In the Spotlight

Lancaster Health Alliance

Product Hot Sheet

*IBM 10/100 EtherJet PCI Adapter
with Wake on LAN*

Product Information

Announcements and Withdrawals

Lotus and Lotus Notes are trademarks or registered
trademarks of Lotus Development Corporation.

Tivoli and TME 10 are trademarks of Tivoli Systems
Inc. in the United States and/or other countries.

Microsoft, Windows, Windows NT and the Windows
logo are trademarks or registered trademarks of the
Microsoft Corporation.

Java and all Java-based trademarks and logos
are trademarks or registered trademarks of Sun
Microsystems, Inc. in the U.S. and other countries.

© International Business Machines Corporation 1998
Department TYCA
PO Box 12195
RTP NC 27709

Printed in the United States of America
5-98
All Rights Reserved

References in this publication to IBM products or
services do not imply that IBM intends to make them
available in all countries in which IBM operates.

APPN, Aptiva, AS/400, Business Partner, ESCON, IBM,
MVS, Nways, S/390, ThinkPad and VTAM are
trademarks of International Business Machines
Corporation.

Other company, product and service names may be
trademarks or service marks of others.

Information in this newsletter is subject to change
without notice. Changes are periodically made to the
information in this newsletter; these changes will be
incorporated in future issues.



Printed on recycled paper

DIDA71

NETtalk

A newsletter for NETeam members