

NET*talk*



North America

Issue 5 Volume 1 November/December 1997

*W*elcome to NETtalk, the newsletter for NETeam members.

Thank you for voting IBM Networking number one in support in the 1997 VARBusiness Annual Report Card (ARC). Be sure to read the cover story for more details on the ARC and other IBM product awards.

This month's product feature is the recently announced IBM 8271 Nways Ethernet LAN Switch Models 524, 612, 624 and 712. These switches are the most cost-effective means available for extending the benefits of LAN switching to the user's desktop. With the 8271 any size business can upgrade its workgroup or campus LANs to relieve existing Ethernet LAN congestion. Check out the Hot Sheet for more product highlights.

And read how Clorox Corporation is using IBM's ATM solution for an overall competitive advantage by cutting cost, increasing performance, consolidating networks and easing network and asset administration.

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 via e-mail at NETeam@vnet.ibm.com with any questions, comments or suggestions you may have.

Thank you for all your hard work and effort in selling IBM networking solutions. We wish you and your families a safe and happy holiday season.

IBM Networking Hardware leading the way in VAR support

On October 15 VARBusiness published the results of this year's Annual Report Card. IBM Networking Hardware's scores dramatically improved across the board. We tied 3Com for first in Support, with outright wins in the Presales and Marketing Support categories. Most importantly our scores have significantly improved in all categories, boosting our overall rating from seventh in 1996 to third (tied with SMC) this year.

Improvements in this vital measurement of VAR satisfaction are a direct result of responding to the requests of NETeam members. We are extremely pleased about the big jump in our score and will continue enhancements until we lead the networking industry in VAR satisfaction.

Thanks to you we are ending the year on an upswing and intend to keep those satisfaction numbers climbing. Please continue to provide us with your valuable feedback because we know that 1998 will be an even better year than 1997.

In addition to this important recognition in the VARBusiness ARC, IBM Networking Hardware Division has been recognized



this year with several other important awards. For a listing of these and a brief description, please see page 11.

For detailed results of the ARC, please see the October 15 issue of VARBusiness or visit www.techweb.cmp.com.

Fill out the enclosed survey and receive a special NETeam gift!

ARG and IBM NETeam education

Working together to meet your business needs

This has been an eventful year for NETeam education. Not only have we selected a world-class provider of IT training, we're offering a wide range of classes throughout the United States. So as a NETeam member, you have access to the kinds of hands-on network training you need to succeed in the IBM certification track. In fact over 60 percent of classroom time is spent in labs that will help you build the skills you need in real-world situations.

American Research Group (ARG), based in Cary, NC, was selected because they were a preeminent provider of IT training. In 1997 ARG was acquired by Global Knowledge Network to form the world's largest independent IT training organization, giving NETeam members more flexibility to meet their educational needs.

Plans for 1998 include expanded course offerings by ARG, more publicly available classes and additional capacity for

customized, on-site classes. And a larger number of training centers are available to host NETeam training. ARG helps IBM provide you with facilities, registration services, instructors, quality control and logistics capabilities.

"ARG is a superb choice for NETeam education because they teach the prerequisite skills required for NETeam members to succeed in the field and will help them gain IBM certification at an accelerated rate," says Geoff Wing, Worldwide Channel Program Manager, IBM Networking Hardware Division.

"1997 was extremely successful for IBM NETeam education in the U.S., based on our original expectations," said Richard Kristof, Vice President of Business Development for ARG. "In fact we've developed a new model that allows us to work well with the IBM team in an efficient and creative way."

Expect to see even more from IBM NETeam education in 1998, as we continue our successful partnership with ARG.



AMERICAN RESEARCH GROUP
A SUBSIDIARY OF GLOBAL KNOWLEDGE NETWORK, INC.

NETeam technical education

Listed below are the technical education classes for December 1997 and January and February 1998.

December	1-2	Dallas, TX	IBM 8260 Nways Multiprotocol Switching Hub
	3-5	Markham, Ont.	IBM 8273/8274 Nways RouteSwitches
	2-5	Dallas, TX	IBM ATM Products
	9-12	Markham, Ont.	IBM Token-Ring Implementation Using Bridges, Switches and Routers
	15-17	Chicago, IL	IBM Nways Manager for Windows
	16-19	Markham, Ont.	IBM Nways MSS Server Installation and Configuration
January	12-13	Dallas, TX	IBM 8271/8272 LAN Switches
	14-15	Dallas, TX	IBM 8273/8274 Nways RouteSwitches
	19-20	Markham, Ont.	IBM 8260 Nways Multiprotocol Switching Hub
	21-23	Markham, Ont.	IBM ATM Products
February	2-3	Chicago, IL	IBM 8260 Nways Multiprotocol Switching Hub
	3-6	Markham, Ont.	IBM Nways MSS server Installation and Configuration
	4-6	Chicago, IL	IBM ATM Products
	17-19	Atlanta, GA	IBM Nways Manager for Windows
	23-25	Markham, Ont.	IBM 8273/8274 Nways RouteSwitches

For more information on registration and information, in the U.S. contact ARG, Inc., directly by phone at 1 919 461-8600 or by e-mail at questions@arg.com. Visit the ARG, Inc., Web site at www.arg.com/97vendor/ibmmain.html.

In Canada contact the IBM Canada Education and Training Center in Markham, Ontario at 1 800 426-8322.

And remember . . . PartnerServe dollars can be applied toward course tuition as well as to travel and living expenses, within established PartnerServe guidelines. So sign up today!!

Another successful year with the NETeam Solution Clinics

Thanks to your suggestions, we were able to deliver the best technical sales education in the industry: the 1997 NETeam Solution Clinics. These solution-oriented education clinics are designed to help you solve your customers' business needs quickly and cost-effectively.

In 1997 the NETeam Solution Clinics served over 700 Business Partners in clinics held in Atlantic City, New Orleans, Orlando and Las Vegas. These clinics offered our NETeam members knowledge and skills that enabled them to sell IBM networking hardware solutions. The sessions were presented by subject matter experts, and each day the complexity of the presentations increased, allowing the networking novice, systems engineer and network architect all to benefit from the clinics.

These clinics offered a good mix of business and pleasure with a fun, entertaining evening event to provide an opportunity to relax and meet IBM representatives and other Business Partners. "All aspects were very well received—I liked the quality of speakers involved and the excellent packaging of presentation materials," said Kenneth E. Haire, Senior Consultant, Application Specialists.

Don't worry if you missed out on the 1997 NETeam Solution Clinics, with all the fun and opportunities to enhance your IBM Networking Hardware skills, because we will offer more, similar sessions in 1998. But if you would like to have a copy of the handout material from the clinics, please visit the NETeam Home Page at www.networking.ibm.com/NETeam to download copies.

Remember to keep posted to *NETalk* for educational session updates and events in the future.

“The quality of every speaker was superb!”

*Joan Mackey
Senior Systems Consultant,
LBP Enterprises Inc.*

information
education
support

Clorox creates a cutting-edge ATM network

Setting and achieving aggressive goals is part of the culture at the Clorox Corporation, a \$2.5 billion company headquartered in Oakland, California. Clorox, which manufactures and markets primarily household grocery products in more than 70 countries, recently moved to a new technology infrastructure to ensure its network kept pace with the company's aggressive growth plans.

When G. Craig Sullivan became Clorox's chairman and CEO several years ago, he established a new five-point strategy to help drive business. That strategy, built around the priorities of performance, people, portfolio, pace and public responsibility, is paying off. For the past three years annual revenue growth has averaged a healthy 10 percent. Clorox strengthened its portfolio with a new focus on international markets—growing from 4 to almost 14 percent of total sales in four years. And its product lineup boasts a record 14 domestic and 20 international successful product introductions last year, with more than 90 percent of Clorox's sales volume generated by products ranking number 1 or 2 in their categories.

New demands strain existing network

Clorox's existing topology, a mixture of Token Ring and Ethernet handling mostly file services on OS/2 LAN servers and client/server-based applications on HP-UX and AIX, was beginning to feel the strain. "Demand is growing from users looking for more basic functionality—e-mail, Internet access, file transfer, SNA access to host and back-up operations," explains Rick Girard, IS senior manager of global network engineering at Clorox.



"Plus, more complex applications are being added at an accelerated pace, existing programs use more graphics and employees are accessing larger databases. This increased user demand was adversely affecting response time. It was becoming apparent that we needed a more robust network."

To accommodate the changing workplace environment as well as to meet global business challenges, Girard began to explore new network technologies in earnest. "Our business—developing innovative products, expanding into new markets and acquisitions—requires a strong network so our employees can access any application they need immediately," he continues. "Clorox's business strategy is somewhat dependent on our network, so it's imperative the network easily accommodates our growth."

Leading-edge technology needed

Clorox studied several options in its search to create "the network of the future," including enhancing its existing Token-Ring and Ethernet network with switching technology. But Clorox had concerns regarding the viability of these older, mature technologies with regard to capacity and quality of service. These frame-based technologies—in the backbone or the desktop LAN environment—cannot accommodate emerging multimedia applications that require dedicated bandwidth and guaranteed arrival times.

Because even more advanced applications—imaging, multimedia, desktop videoconferencing and increased use of Web services—are on the horizon for Clorox, Girard turned to ATM, a leading-edge technology. "We evaluated ATM from a strategic, long-term perspective by asking ourselves what type of company we wanted to be," recalls Girard. "We decided Clorox should be a responsive company. That meant employees needed quick access to information and applications, whether they were at the office or working remotely, to help them deliver customer solutions fast."

"From a LAN perspective, we liked ATM's scalability and flexibility. It will allow us to build on what we have and to consolidate our network operating system and servers into one location," he explains. "ATM was the only choice to improve throughput—I no longer could justify the expense of routers."

ATM boosts performance, simplifies management

Industry experts estimate that up to 70 percent of network ownership costs are in operating the network. Therefore the simpler the network, the less costly it is to operate. In a typical LAN environment shared-media LANs are joined to backbones, often running a different LAN protocol, by bridges or routers—both high-maintenance items. WAN connections are generally through routers as well. With ATM, bridges and routers are replaced by simple connections between switches to dramatically reduce network management. The result is a more reliable, flexible and cost-effective network.

Once Clorox selected ATM as their network technology, it was time to evaluate vendors. "We initially felt we'd have to work with multiple vendors to

Clorox's network design improves performance and adds scalability to enable strategic growth

obtain the best overall ATM products," says Girard. "IBM, however, came in with the most robust and integrated set of ATM products. In a showdown with another group, IBM was superior in their setup, installation and demonstration of ATM technology. It really opened our eyes and convinced me I didn't have to compromise. I could have a single point of contact and still implement the strongest ATM solution."

IBM implements the network of the future

IBM's ATM solution for Clorox consists of a three-phase implementation: 1) the backbone, 2) LAN and 3) desktop. In the first phase, Clorox installed a 56.5-km (35-mi.), ATM 155-Mbps backbone using IBM's Multiprotocol Switched Services (MSS) to link its Oakland and Pleasanton facilities. IBM's ATM/MSS solution provides Clorox with the ability to "switch when you can, route when you must." And because IBM's total ATM solution is available in one box/platform, there's no extra equipment to purchase and manage, resulting in a simpler, less expensive, yet more robust network.

For the LAN migration, servers will be upgraded with ATM 155-Mbps interface cards to create a backbone infrastructure for Windows NT servers. Eventually, all servers will be consolidated and moved to a central site in Pleasanton. "We see a definite ROI because we'll be using one server technology instead of two," explains Girard.

The third phase, ATM to the desktop, holds significant potential for boosting employee productivity and enhancing company performance. ATM equips Clorox's network with the capacity to accommodate new, high-performance desktop applications such as multimedia and provides technology that will be viable well into the next millennium. "With ATM, we have ten times the capacity we had before. We can quickly and easily expand capacity incrementally and adjust bandwidth on demand as needed," says Girard.

"We effectively started our ATM migration with virtually no impact to our business because we didn't make significant changes at the desktop," says Girard. "We had immediate improvements in performance. For example, our backup cycle was encroaching on our business day cycle. We were running backup while people were using files. With our new network, server backup has been cut from 40 hours to 8."

ATM delivers superior voice, video and data capabilities

Clorox plans to work closely with IBM to implement future network applications, such as prototyping desktop video-conferencing over ATM. ATM is the only standards-based technology designed to handle the simultaneous transmission of voice and video services on one network. Using the ATM network for virtual

meetings and training will dramatically cut travel costs for Clorox. "We will bring training and application updates to our sales force via desktop-videoconferencing," explains Girard. "By providing them with real-time information on an ongoing basis, our sales force can deliver new solutions to customers quicker than ever before."

The company is also investigating running PBX traffic over ATM. "We can expand telephony services just by adding interface cards to increase our capacity instead of waiting for the local telephone company to provide additional bandwidth," he explains. "The goal is to consolidate stand-alone telephony service with stand-alone data service into one technology to reduce costs while enhancing performance. We can save an estimated \$2000 to \$3000 per month by using ATM for constant bit rate (CBR) traffic between our regional locations."

IBM's ATM solution gives Clorox an overall competitive advantage by cutting costs, increasing performance, consolidating networks and easing network and asset administration. "ATM is an end-to-end technology that fully supports Clorox's aggressive new business strategy," summarizes Girard.

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, etc.

World Wide Web Sites

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.ibmblink.ibm.com

In the news ...

- 8 September 1997
Network World
"Is it a bird? A plane? No, it's IBM's 'Super Hub'"
www.nwfusion.com
- 29 September 1997
Network World
"IBM makes a grab for Fast Token Ring"
www.nwfusion.com
- 6 October 1997
InfoWorld
"IBM Turns to Java for Management"
www.infoworld.com
- 6 October 1997
Interactive Week
"IBM Plans New ISR"
www.zdnet.com/intweek

Analyst quote of the month

"Several companies are beginning to offer network management applications. New vendors seem to offer some form of Java every day. However, IBM is viewing Java as a strategic initiative and seems to be ahead of the others. IBM's Networking Hardware Division (NHD), with its Nways product, can manage infrastructures containing both IBM and non-IBM devices. ...NHD, which is usually thought of as a "plumbing supplier" for SNA and network computing, is providing a network management product line that offers an active, full client/server implementation. Although other vendors are offering a view-only, Web-based management application, NHD's solution apparently provides complete management capability for the network administrator, including enabling or disabling a port on a switch through dynamic interaction with the network in real time."

Sam Albert
Sam Albert Associates,
Scarsdale, NY

As referenced in *Midrange Systems*, 29 August 1997
"Using Java to Manage Your Network"

THE NETWORK GUY

I think I've discovered one of those laws, like Moore's or Murphy's.



"Network availability varies inversely with pizza availability."



Network down. Pizza up.



Geez. Last night must've been bad.



A 5-pie problem.



IBM cartoon as it appeared in *LANtimes*

IBM 8271 Nways Ethernet LAN Switch Models 524, 612, 624 & 712

New high-performance, cost-effective Ethernet switching for the desktop, workgroup or campus LAN

Based on state-of-the-art application-specific integrated circuits (ASICs)

Standard 10BASE-T and 100BASE-TX ports via RJ-45 connectors

One model with 10/100-Mbps auto-detect ports

Optional 100BASE-TX, 100BASE-FX or 155-Mbps ATM OC3c uplink port

SNMP management, in-band or out-of-band, locally or remotely

General description

The new IBM 8271 Nways Ethernet LAN Switch Models 524, 612, 624 and 712 are the latest additions to the popular family of Ethernet switches available from IBM. These new switches, based on ASIC technology, are the most cost-effective means available for extending the benefits of LAN switching to the user's desktop. Any size business can upgrade its workgroup or campus LANs to relieve existing Ethernet LAN congestion. With the integrated Fast Ethernet and optional ATM modules that provide connections to high-speed backbones, the new switches offer an extremely attractive, cost-effective, scalable enhancement to Ethernet networks of any size.

These new 8271 switches offer support for FDX communications on the high-speed ports, cut-through switching, store-and-forward switching, virtual LANs (VLANs), Spanning Tree protocol, SNMP, BootP initialization and a local EIA 232 port for out-of-band management. And the new switches provide integrated RMON for seven of the nine standard groups, Intelligent Flow Management to minimize packet loss and Resilient Links to bypass failed links and prevent network downtime. The switches come fully loaded with all the software necessary for Plug and Play installation.

Hot buttons

- Extension of network bandwidth for data-intensive applications such as multimedia, CAD and client/server
- Expansion of Ethernet capacity through optional module slots
- Automatic sensing and automatic configuring of LAN connection types and power input for ease of use
- Improved server throughput and congestion relief with 100BASE-T full-duplex operation
- Increased LAN segmentation through interconnectivity of multiple IBM Ethernet LAN switches
- Support for RMON remote network management via SNMP
- Java-based management for integrated management of all IBM networking products

IBM versus the competition

- Bay Networks BayStack 301 and 302
 - Missing advanced functions like intelligent switching, VLANs, resilient links
 - No ATM uplinks
 - No RMON
- Bay Networks Model 2216T
 - Missing advanced functions like intelligent switching, VLANs, resilient links
 - No ATM uplinks
- Cisco Catalyst 1900
 - Missing advanced functions like intelligent switching, VLANs, resilient links
 - No ATM uplinks

NETeam Networking Program

- Cisco Catalyst 2820
 - Missing advanced functions like intelligent switching, VLANs, resilient links
 - No ATM uplinks (in plan)
- Cisco Catalyst 3000 and 3100
 - Missing advanced functions like VLANs, resilient links
 - Intelligent switching (adaptive cut-through) support is from IBM

Reasons to choose the IBM 8271 Nways Ethernet LAN Switch

- High performance at lower cost where bridge or router technologies are not required
- A staged path to better performance through incremental changes that address both immediate and long-range performance challenges
- SNMP-based management
- Device management via generic Java-based element managers and RMON management when using IBM Nways Workgroup Manager for Windows NT V 1.1 and Nways Manager for AIX V 1.2
- Investment protection through interoperation with existing IEEE 802.3 Ethernet adapters, hubs and other components

Ordering information

<i>8271 Model</i>	<i>Part number</i>	<i>LAN ports</i>
524	02L1322	Twenty-four 10BASE-T (for connecting 1 workstation to each port), one 100BASE-TX, 1 optional 100BASE-TX or -FX or ATM OC3 155-Mbps
612	86H2793	Twelve 10BASE-T (for workstation or hub connectivity), one 100BASE-TX, 1 optional 100BASE-TX or -FX or ATM OC3 155-Mbps
624	86H2794	Twenty-four 10BASE-T (for workstation or hub connectivity), one 100BASE-TX, 1 optional 100BASE-TX or -FX or ATM OC3 155-Mbps
712	86H2797	12 auto-sensing 10BASE-T/100BASE-TX, 1 optional 100BASE-TX or -FX or ATM OC3 155-Mbps

NOTE: all integrated 10BASE-T and 100BASE-TX ports are configured as MDI-X with shielded RJ-45 connectors.

<i>Optional features</i>	<i>Feature code</i>	<i>Part number</i>
100BASE-TX Uplink Module	1340	02L1340
100BASE-FX Uplink Module	1345	02L1345
155-Mbps ATM Uplink Module	1330	02L1330

For more information

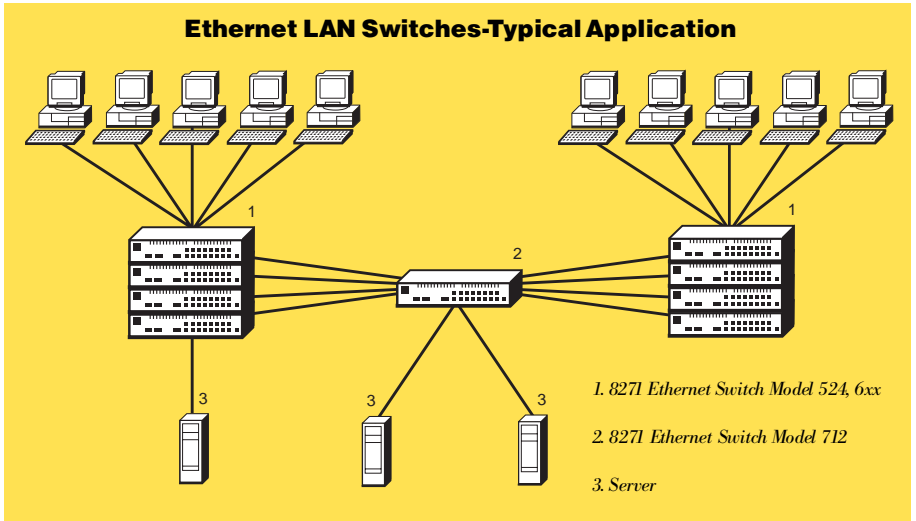
Visit the IBM Networking Home Page at www.networking.ibm.com.

Networking Hardware Products Enhance SystemXtra Offerings

IBM SystemXtra offers the end-user a complete, integrated package of industry-leading hardware and software, world-wide services and training, combined with flexible financing options. This program is delivered through authorized IBM PC Resellers. When you sell a SystemXtra total-package solution, you serve as a consultant to your customers to help them define their own technology curve.

In addition to a wide selection of PC and server products and software, SystemXtra now offers the IBM 2210 Nways Multiprotocol Router and the IBM 8274 Nways LAN RouteSwitch. SystemXtra offers you new services to sell to your customers, new opportunities to strengthen your customer relationships and enhance your profit margins.

If you are interested in becoming an authorized IBM PC Reseller, please call the Sales Solution Center at 1800 426-PCPC, option 3. For more information about SystemXtra via fax, call 1 800 IBM-3395 and request documents #11310, #11311 and #11312.



Up to 288 Ethernet switched desktops

IBM Nways Ethernet LAN Switches

Bringing switched Ethernet to the desktop

The challenge

Your customer's traditional 10BASE-T Ethernet has served long and well, but it is slowing down under the increasing demands of client/server computing. Collisions are increasing. User satisfaction is decreasing. Servers are spread out all over, making disciplined backup a nightmare for administrators. Your customer needs a quick, robust, non-disruptive and easy-to-implement fix. Right now.

The solution

Replacing existing 10BASE-T hubs with our latest models of the 8271 Ethernet LAN Switches is the perfect solution for many organizations. The configuration above supports up to 288 switched desktops. And all you have to do is swap out the hubs and move the servers to a central location. No other changes to hardware or software are required. For a configuration of this size the migration can be accomplished easily over a weekend—maybe even overnight.

So show your customer this picture and watch him smile. You've multiplied his bandwidth, fixed his server management and physical security issues, improved performance and made it all affordable. That's a perfect IBM business solution.

IBM Credit Corporation Offers a NEW Deferral Option-No Payments until 1998

Need help in convincing your customer to install now? Well, IBM Credit Corporation is now offering "The No Payment Until 1998 Deferral Option" available for installations by 31 December 1997. And unlike most payment deferrals, it does NOT result in higher monthly payments. Please make sure your customers take advantage of this special offer.

For further information regarding the 1998 Deferral Option and product eligibility, please call the IBM Fax Information Service at 1800 IBM-4FAX and request document number 8284. A remarketer finance representative is also available to assist you at 1 800 IBM-3889. And discover other ways financing can help you by visiting the Web at www.financing.ibm.com.

Product Information

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

Product	Details	General Availability date
IBM 9729 Optical Fiber Wavelength Multiplexer Model 041	<ul style="list-style-type: none">• The advantages of the 10-slot model at a lower price• Reduces line costs for optical fiber connections between sites• Replace multiple high-speed serial links with a single optical fiber	14 November 1997
IBM 2210 Nways Multiprotocol Router	<ul style="list-style-type: none">• Predefined configurations orderable through AAS ordering system• Includes high-demand software and correct amounts of DRAM and flash memory	28 October 1997
IBM 8271 Ethernet LAN Switch Models 524, 612, 624 and 712	<ul style="list-style-type: none">• Introducing new models of Ethernet switches suitable for a wide variety of environments	7 October 1997
Nways Manager for Windows NT V1.1	<ul style="list-style-type: none">• The industry's first Java Web-based management tool• Support larger networks through Java-enabled, distributed intelligent agents• Interoperable with IBM Netfinity program	21 November 1997
Workgroup Manager for AIX V1.2	<ul style="list-style-type: none">• A wide array of Java Web-based management support• Generic support for SNMP-enabled devices from Java-enabled Web browsers• New graphical device management, LAN emulation discovery functions and RMON support for selected devices	21 November 1997

Specification sheets for the 1997 Announcements

Form number	Description
G325-3435-04	IBM 2210 Multiprotocol Solutions
G224-4526-02	IBM 2216 Nways Multiaccess Connector
G325-3581-01	IBM 2218 Nways Frame Relay Access Device
G325-3503-03	IBM 2220 Nways Broadband Switch
G224-4546-00	IBM 3746 Nways Multiprotocol Controller Models 900 and 950
G224-4506-02	IBM 8210 Multiprotocol Switched Services (MSS) Server
G224-4490-02	IBM 8235 Model I40 Dial-In Access to LANs (DIALs) Switch
G224-4511-00	IBM 8237 Ethernet Stackable Hub 10BASE-T
G221-4047-04	IBM 8260 Nways Multiprotocol Switching Hub
G224-4543-00	IBM 8265 Nways ATM Switch
G224-4510-01	IBM 8270 LAN Switch Model 800
G224-4418-05	IBM 8272 Nways Token-Ring LAN Switch
G224-4525-02	IBM 8274 Nways LAN RouteSwitch
G224-4528-02	IBM 9729 Optical Wavelength Division Multiplexer
G224-4534-02	IBM Nways Enterprise Manager for AIX Release 3
G224-4527-01	IBM Nways Workgroup Manager for Windows NT
G224-4522-00	IBM 100/10 EtherJet PCI Adapter with Wake on LAN
G221-4074-06	IBM Ethernet LAN Adapter Family
G221-3456-06	IBM PC Card LAN Adapter Family
G224-4512-01	IBM Token-Ring LAN Adapter Family

You can order IBM publications via the Web at www.ibm.link.ibm.com or you can call 1 800 879-2755 in the U.S. or 1 800 426-4968 in Canada.

Time is running out.

Remember to take advantage of the *IBM 2210 Nways Router Sales Rebate Promotion*. For details, visit the NETeam "Insider Access" Web Site at www.networking.ibm.com/NETeam.

Networking Hardware Division

1997 Product Highlights and Awards

We've had another great year of introducing award-winning products to the marketplace—products that fit seamlessly into your customers' networking environments, adding the networking power needed at a competitive price. As you can see from these awards, IBM Networking Hardware products deliver extraordinary value to our customers.

From the LAN to the WAN, IBM delivers award-winning products. We look forward to another award-winning year in 1998.



IBM 2216 Nways Multiaccess Connector

was selected by the Tolly Group as a price/performance leader over Cisco's 7507 in September 1997. The Tolly Group found that the 2216 delivers twice the ESCON/Token-Ring IP routing throughput of the 7507 at a more competitive price point.



IBM 8271 Nways Ethernet LAN Switch

won a "Tester's Choice" award from *Data Communications* in July 1997. The low-cost 8271 proves to be a speed demon in setting up ATM LANE circuits. The 8-and 16-port edge devices mix effortlessly in the interoperability test bed and post respectable performance numbers.



IBM 2218 Nways Frame Relay Access Device

won a "Tester's Choice" award from *Data Communications* in February 1997. When it comes to prioritizing protocols, the 2218 is a top performer. It also does a good job of enforcing committed information rate (CIR) during periods of heavy congestion.



IBM 9729 Optical Wavelength Division Multiplexer (Muxmaster)

was named the "Hot Product" of the year for 1996 from *Data Communications* in January 1997. The 9729 delivers more than just additional bandwidth. It also cuts costs by dramatically reducing the number of fiber links needed between sites.



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Austin TX 78720-9758



Tune in to NETtalk

See what it's all about!

NETeam

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IBM 8271 Nways Ethernet Switch

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Department TYCA
PO Box 12195
RTP NC 27709

Printed in the United States of America
11-97
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NETtalk

A newsletter for NETeam members