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IBM Global Financing

IBM Global Financing offers a wide range of flexible financing options that can help you acquire IBM and associated Business Partner software, hardware and services. Software financing is one of the fastest growing segments of the IT financing market for the following reasons:

1. Match cost to benefits

The costs associated with software acquisitions are heaviest at the front end, while benefits do not fully accrue until the project is implemented. When the project is financed and structured according to your business requirements, costs and benefits can be aligned more closely.

2. Bring investments forward

Using your cash flow rather than your capital allows you to invest now for business advantage and conserve your capital for higher yielding core business investments.

3. Total Cost of Ownership

Organisations that engage a financing partner for the total solution are more likely to achieve faster return on investment and greater long-term economies.

As the world's largest information technology financier, IBM Global Financing offers customers in more than 40 countries leasing and financing solutions for hardware, software and services acquired from IBM and other vendors. Talk to us today to see how we can help you reap the above rewards.

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IBM Global Financing**

Visit ibm.com/financing/au

Finance IT with IBM Global Financing

Cross-platform compatibility

Now, in just a single glance, you can discover which software runs on which platforms. Simply refer to the alphanumeric codes.

| | |
|---------------|--|
| AIX | = AIX* |
| DOS | = DOS |
| HP-UX | = HP-UNIX** |
| LNx | = Linux** |
| MAC | = Macintosh** |
| MAC X | = Macintosh X** |
| NET | = NetWare** |
| NUMA-Q | = NUMA-Q* |
| OS2 | = OS/2* OS/2 Warp* OS/2 Warp Server |
| SCO | = SCO |
| SUN | = Sun Solaris** |
| WMe | = Windows** Millennium Edition |
| WNT | = Windows NT** |
| W2000 | = Windows 2000 |
| W31 | = Windows 3.1 and higher |
| W3X | = All Windows 3x software |
| W95 | = Windows 95 |
| W98 | = Windows 98 |
| W9X | = All Windows 9x software |
| UNIX | = UNIX** |

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For more information visit:

ibm.com/software/passportadvantage

Or call 132 426 and ask for Passport Advantage.

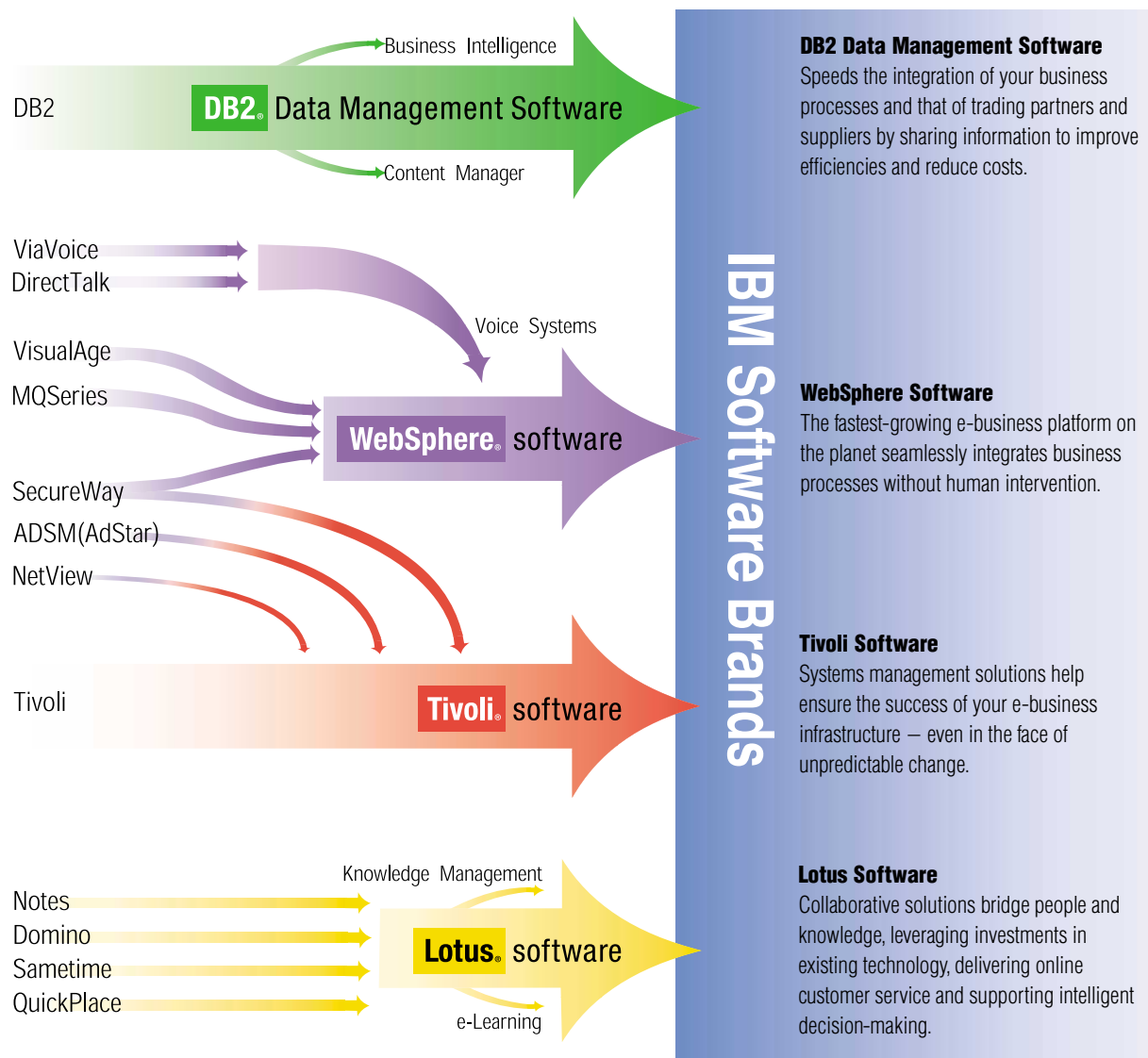
Meet the demands of dynamic e-business with IBM software.

e-business made the move from simple Web publishing to B2C and B2B transaction processing. From integrating your systems and applications with the Web to extending them across your value chain. Where do we go from here?

Dynamic e-business. As the next step in the evolution of e-business, dynamic e-business is about flexibility. Heightened connectivity. Adapting to changes in the marketplace quickly. Efficiently. Without a huge investment of money, time or resources.

IBM is working with other industry-leading companies to establish the open standards required to create dynamic e-business. And implementing these standards in our software products so that we can provide you with the solutions you need to benefit from dynamic e-business integration.

With IBM software and dynamic e-business, you can quickly adapt your systems to keep pace with an ever-changing business environment. Create more flexible business models. Maximise the value of business processes. And drive your profitability.



call **1300 880 150** for more information or to buy **today**

A comprehensive guide to the IBM software your business needs to grow.

To get greater efficiencies from your business, there's no need to scrap your current software systems, you can simply build on what you have. Especially when you're talking e-business; software is the foundation of an e-business infrastructure.

Your systems will help you gain a competitive advantage, containing customer and operational data that is priceless and growing exponentially. In a world of constant change, the ability to achieve competitive advantage, and keep it, is directly related to the flexibility of the underlying infrastructure.

IBM has completed thousands of customer engagements, working with companies such as ASX, St George Bank, Qantas and Telstra. More importantly, we've taken what we've learned in those engagements and used it to create a roadmap and a portfolio of middleware software, servers and services that can be combined to help your business.

This catalogue, developed especially for the Australian market, covers our entire spectrum of software including our four key software divisions: DB2, Lotus, Tivoli and WebSphere. If you want your business to grow, you'll find your software solution right here.

DB2 and Informix to manage and leverage data.

The IBM Data Management Software and Informix portfolio provides an open, scalable, industry standard platform across NT, Windows, UNIX, Linux, OS/390 and more. Ranging from high performance, extendable database engines powering your business application, to Business Intelligence solutions leveraging your priceless data and information, and Content Management solutions for management, storage and integration of unstructured data-like documents, audio, video, images and much more.

IBM Data Management delivers unique deployment flexibility with unparalleled scalability and availability.

Lotus for leveraging know-how.

By bridging the knowledge gaps in your business, you can establish the right teams, adapt to change and outpace the competition. Lotus software allows suppliers, partners, customers and employees share company information with three integrated solutions: Messaging and Collaboration, Knowledge Management and IBM MindSpan Solutions.

Lotus offers a leading portfolio of modular and standards-based software that easily integrates with other applications and operating platforms. Its distinctive solutions can help optimise your company's business transactions and the human interactions that support them.

Tivoli for managing complexity.

Tivoli software from IBM enables an IT organisation to reduce the total cost of ownership and improve the service levels of their IT infrastructure. Tivoli software helps traditional enterprises and e-businesses worldwide manage security, storage, performance and availability, and configuration and operations.

Tivoli software is a global leader in systems management software, in fact, 96% of Fortune 500 companies use Tivoli products and services to efficiently manage their enterprises.

WebSphere for integrated infrastructure.

IBM WebSphere is the broadest, best-integrated family of middleware in the industry. Combining application serving and integration technologies, complete customer relationship management, supply chain management, B2B and e-commerce services, WebSphere encompasses a full range of products designed to maximise your business performance.

WebSphere software gives you the tools to create a compelling Web experience for users plus enhance e-business performance. Organised into product groupings that match your specific needs, IBM WebSphere-based solutions provide your company with the flexibility to quickly transform into an adaptable, fast-growing and integrated business that can compete effectively on the Web.

All your software needs in the one place.

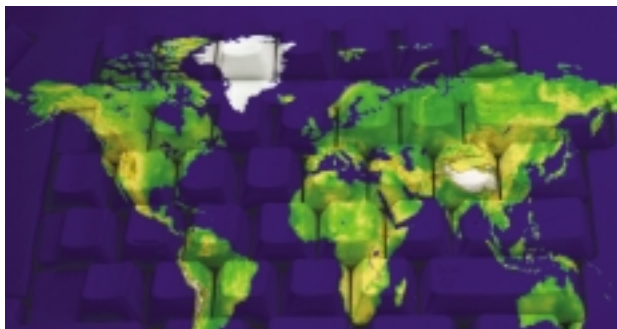
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Real-time collaboration that's fit for e-business

Lotus Sametime

WNT W2000 W98 W95



As a leader in real-time collaboration for e-business, Sametime can make working with your extended team easier than ever before. Sametime goes beyond secure instant messaging, including using the Web to improve customer service, reduce travel costs, and create communities among your employees, customers, partners, and suppliers.

For more information www.lotus.com/sametime

- **Collaborate securely in real-time over the Web**
- **Instant message, share your screen, and whiteboard ideas with your colleagues through a Web browser**
- **Easily add instant messaging or application sharing to your Web site to improve customer service and create efficiencies with your extended team.**

Instant team workspaces for the global enterprise

Lotus QuickPlace

WNT W2000 W98 W95 SUN

Features include:

- **Task Management—including Gantt chart view summary**
- **Office 2000 integration**
- **Instant Chat**
- **Shared team calendar**
- **Customised themes and templates for specific business processes**
- **Ability to work offline**
- **Available on 5 platforms and 14 languages.**

Lotus QuickPlace is a self-service tool for Web-based team collaboration. Teams use QuickPlace to centrally share and organise ideas, content, and tasks around any project or adhoc initiative. QuickPlace improves (both internal and external) team communication/collaboration process and efficiency, time to response and action, navigation of information, and the ability of team members to participate in the planning, creation, and sharing of content and deliverables.

For more information www.lotus.com/quickplace

call 1300 880 150 for more information or to buy today

The ultimate e-business client

Lotus Notes R5**WNT W98 W95**

- **A leading e-mail and collaboration software for the Internet**
- **Securely and easily manage information and collaborate - even when disconnected.**

Imagine the World Wide Web with its point-and-click ease plus world-class messaging and collaboration - all in an easy-to-use, customisable environment. With Lotus Notes R5, you have the best of both worlds. Notes lets you manage all your information needs in a single application - combining e-mail, calendaring, group scheduling, contact and task management, knowledge management and the Web.

For more information www.lotus.com/notes or www.lotus.com/inotes

Rich enterprise e-mail and collaboration

Lotus Domino R5 Servers**WNT LNX AIX
HP-UX SUN OS2**

- **Integrates your company's messaging and Web application software**
- **Fosters successful collaboration with rich Internet messaging, ease of administration, integration with back-end systems and reliability**
- **The only server solutions built on an open, unified architecture.**

Meet the Domino R5 Server family. The Domino R5 Mail Server runs on your existing hardware, software, and networks and provides superior support for e-mail, Web access, online calendaring, and more. The Domino R5 Application Server lets you deliver easy-to-integrate, collaborative Web applications. The Domino R5 Enterprise Server adds high-availability clustering for mission-critical applications. In addition, the Domino R5 family features an open, unified architecture and sets new standards for reliability, Internet messaging functionality and administrative ease.

Rapidly build e-business apps

Lotus Domino Designer R5**WNT W98 W95 MAC**

- **Contains everything you need to create collaborative, end-to-end e-business solutions**
- **Connects Web applications to live data in relational databases, ERP applications and Transaction Processing Systems.**

Domino Designer R5 is the fast, cost-effective way to create collaborative e-business solutions. This world-class development environment includes WYSIWYG HTML authoring, site/page and frameset design, and client and server-side scripting. Lotus Domino Designer R5 gives you the power to "build locally, deploy globally".

For more information www.lotus.com/dominodesigner

A better value! A better way to work the Web!

Lotus SmartSuite Millennium Edition

WNT W2000 W98 W95



- **File filters in SmartSuite exchange documents seamlessly to and from Freelance Graphics and PowerPoint, Word Pro and Microsoft Word, or 1-2-3 and Excel**
- **Integrated with strategic enterprise systems and database applications including Lotus Notes, Lotus Domino, SAP, PeopleSoft, Oracle, Sybase, and IBM's MQSeries, DB2, QMF, and Net.Data**
- **Lotus SmartSuite 9.6 is the next generation all-in-one office suite solution that will help both the individual and enterprise user meet today's business demands.**

SmartSuite

SmartSuite Millennium Edition is the award-winning desktop office suite containing Lotus 1-2-3 spreadsheet, Organiser time, information and contact manager, Word Pro word processor, Freelance Graphics presentation graphics, and Approach database. It is supported on Windows 98, ME, NT, 2000, and XP.

SmartSuite 1.7 for OS/2 is the desktop office suite containing Lotus 1-2-3 spreadsheet, Organiser time, information and contact manager, Word Pro word processor, Freelance Graphics presentation graphics, and Approach database. OS/2 Warp FixPak 15 or Convenience Package 1 (or higher) is required.

1-2-3

Lotus 1-2-3 Millennium Edition for Windows combines over 15 years of computer productivity innovations into the world's most famous spreadsheet. It provides users with everything they need to find, publish and share information across the Internet and intranets right from within 1-2-3 and delivers powerful, built-in tools for automating spreadsheet tasks and building custom business solutions.

The standalone version of 1-2-3 is Release 9.5 and is supported on Windows 95, 98 and NT only. The latest version of 1-2-3 that supports Windows 98, ME, NT, 2000, and XP is available only as part of SmartSuite 9.7.

Organiser

Award-winning Lotus Organiser R6 integrates an on-screen Calendar, Contacts, To Do, Web, Notepad, Calls, Anniversary sections and Internet scheduling, all into one convenient package. Organiser R6 includes a host of powerful features to help you take advantage of the latest business technologies – like PDAs, cell phones and the Web.

The standalone version of Organiser is Release 6 and is supported on Windows 95, 98 and NT only. The version of Organiser in SmartSuite 9.7 supports current operating systems such as Windows ME, 2000, and XP. This version is only available as part of SmartSuite 9.7.

For more information www.lotus.com/smartsuite

call 1300 880 150 for more information or to buy today

Find what you need to succeed

**Lotus Discovery
Server**

**WNT W2000
W98 WMe W95**



- **Built-in collaboration tools for instant messaging and project management**
- **Automated services for analysing and categorising information and expertise to reveal the relationships in an easy-to-use interface that can be searched or browsed**
- **Aggregates structured and unstructured information from multiple systems and sources**
- **Collaborative e-business solution that bridges people and knowledge.**

The Lotus Discovery Server is the most comprehensive knowledge server for today's e-business users. Search for answers with the easy-to-use K-map user interface, or check in-depth expertise profiles to see who knows what. Built-in collaboration features allow users to initiate instant messages directly from the K-map.

For more information www.lotus.com/discovery

Document management

Lotus Domino.Doc

WNT W2000 AIX SUN

- **Improve organisational efficiency by managing knowledge and intellectual assets**
- **Manage the lifecycle of a document – from authoring through review, approval, distribution and archiving**
- **Integrate with Lotus Workflow and Sametime to provide document management in a collaborative environment.**

Lotus Domino.Doc provides a secure, scalable document management system that enables organisations to leverage knowledge across an enterprise. Its open architecture allows customers to customise Domino.Doc to meet their needs.

For more information www.lotus.com/dominodoc

Enterprise workflow automation

Lotus Workflow

WNT W2000 LNX AIX SUN

- **Develop, manage, and monitor business processes**
- **Reduce costs by improving processes and response times**
- **Integrate with Domino.Doc to automate document routing and updating, and with Sametime for instant collaboration.**

Lotus Workflow provides a platform for automating, refining and managing complex business processes. Using Lotus Workflow, you can create applications that perform processes more quickly with fewer bottlenecks. Lotus Workflow application leverage the domino integrates easily with Domino Workflow applications can easily be written for Domino environments. New Java application interfaces provide integration with WebSphere.

For more information www.lotus.com/workflow