



Retail supplier implements Lotus Notes over APPN

Zahid Tractors protects investments with multiprotocol solution

Zahid Tractors and Heavy Machinery Company, Ltd. is the leading supplier of equipment, machinery, and auxiliary products to a wide cross-section of industries in Saudi Arabia. Their goal is to better serve the specialized and greatly expanding needs of the construction industry in Saudi Arabia. They represent some of the most distinguished industry names, such as Caterpillar, Ingersoll-Rand, Peerless, Volvo, Renault, and Pirelli.

Always a leader in its field, Zahid Tractors responded to opportunities and challenges by tremendous investments in modern facilities and equipment and sophisticated computer systems. Zahid had an enterprise-wide IBM AS/400 network running business applications. They implemented a new quality system associated with ISO 9000 accreditation on a Lotus platform. The initial implementation had the Lotus Notes servers dialing to each other. Zahid wanted to use the existing leased line SNA network to minimize operational costs. Zahid required a multiprotocol solution that could be installed with minimal disruption to their normal working day.

"I am particularly pleased that IBM can add multiprotocol support to our SNA network in such a nondisruptive manner. We were able to implement the Sockets over SNA gateway software solution within normal business hours, without any interruptions to our user community."

Graham Ferguson, information technology manager for Zahid Tractors and Heavy Machinery Company, Ltd.

Application	Lotus Notes
Software	Communications Server for OS/2 Warp
Hardware	Intel 386, or higher



The solution

AnyNet/2 Sockets over SNA Gateway connected the central offices to the branches, with replication between Notes servers, using TCP/IP through AnyNet. AnyNet is a strategic multiprotocol technology, based on the multiprotocol transport networking (MPTN) architecture within IBM's Open Blueprint.

The multiprotocol gateway allows the branches to connect to a central LAN through an Advanced Peer-to-Peer Networking (APPN) backbone. The central office gateway is attached to a LAN. The branch offices have OS/2 gateways twin-axially attached to the AS/400 for SNA connectivity and LAN-attached to communicate with the Lotus Notes server using TCP/IP.

Communications Manager/2 (CM/2) solved the customer's diverse connectivity problems, enabling LAN, twinaxial, and SDLC connectivity. AnyNet and CM/2 are now integrated with Communications Server for OS/2 Warp, a powerful multi-function gateway, which is a member of the IBM Communications Server product line.

The results

Zahid realized several benefits from this solution. The primary benefit is a major savings in dial-up line costs. Two additional key benefits were delivered with the strategic AnyNet multiprotocol technology:

- The solution was deployed without disruption to the existing network. AnyNet software lets you use existing hardware and communication lines to support multiprotocol traffic. So, Zahid was able to install Sockets over SNA gateways without upgrading OS/400 software or disrupting their APPN network, enabling access to new applications from an existing network.
- Zahid's entire APPN network is now Internet-enabled. Connecting a few network nodes on PCs allowed TCP/IP applications to run over the APPN network, with no modification to the applications and at no additional cost.

“By simply deploying a few OS/2 gateways with Sockets over SNA multiprotocol function, we Internet-enabled our whole SNA community.”

Hussein Tarhini, technical support manager for Zahid Tractors and Heavy Machinery Company, Ltd.

Zahid has the open choice of using TCP/IP applications, yet delivering the traffic on an SNA freeway. They have the benefits of SNA bandwidth utilization, multiple-line transmission, and large packet size.

With the implementation of Lotus Notes over APPN, Zahid has connected remote and central offices and realized a significant cost savings.

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