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## **IBM Delivers Easy Access to Host Data from the World Wide Web**

RESEARCH TRIANGLE PARK, N.C., February 25, 1997. . . IBM today announced the general availability of Host On-Demand, a fast and easy Java<sup>™</sup>-based solution for customers wanting to use the Internet or corporate intranets for occasional access to central computer applications or databases.

IBM is enabling customers to develop electronic business capabilities with this new web to host connectivity function. Host On-Demand allows customers to do business more quickly electronically than they can by phone or fax. This represents yet another step by IBM to add significant Internet support to its multi-platform, multi-protocol communications clients and servers.

"The explosive growth of the Internet has proliferated the use of the web browser as a familiar interface," said James Neiser, vice president of marketing, IBM Networking Software. "With Host On-Demand, customers can use their browser to explore new ways to take advantage of corporate information."

Host On-Demand is an Internet-to-SNA connectivity solution that incorporates industry-standard Telnet 3270 (TN3270) protocols, and requires no customer programming or additional hardware. Users can initiate Host On-Demand from any Java-enabled end-user platform by simply clicking on an SNA application hot link within their web browser.

All the software they need is automatically downloaded in the form of a Java applet which disappears once the host session is over. Each time the user initiates Host On-Demand, the most up-to-date applet is downloaded.

### **Customer Scenarios**

Examples of how customers can use Host On-Demand for business applications can be found in a variety of industries including automobile and insurance.

An automobile manufacturer could use Host On-Demand to make its inventory information available to its dealerships via their web browsers -- 24 hours a day, seven days a week-- resulting in enhanced customer service and the ability to respond to customer requests instantaneously.

Host On-Demand allows regional insurance agents to use their web browser to access corporate policy records and rate schedules via their web browser -- without having to install additional software. In turn, the insurance company can use that same cost-effective technology to streamline its support by maintaining the software on a small number of servers instead of a large number of individual workstations.

"Host On-Demand has been designed to connect through the Internet or intranets to leverage customers', existing investments in clients, servers, distributed computing power, and 3270 applications," explained Neiser. "From a user perspective, availability of additional content and services is dramatically increased. Host On-Demand extends the availability of existing host data to a greater number of users without the need for costly, time consuming installation of additional software or workstation programming changes. "

"Lotus demonstrated the Host On-Demand functionality with its Lotus Notes client at Lotusphere '97," said Cliff Reeves, senior director of Lotus Notes Product

Management. \*&We have received tremendous response from customers eager to have seamless access to their existing host applications from within their Notes client."

"Netscape customers see 3270 host connectivity as a key part of their intranet solutions, and IBM Host On-Demand provides this functionality as a component of the Netscape Communicator Professional Edition," said Bob Lisbonne, vice president of client product marketing, Netscape. "Our corporate customers are very enthusiastic about the way this innovative Java component integrates an intranet environment based on Netscape Communicator with valuable IBM 3270-based host systems."

### **Distribution and Availability**

IBM Host On-Demand is available now as a download from the web at no additional charge as added function for customers using current versions of IBM Communications Server for OS/2\* or AIX\*, as well as for the current version of Netware for SAA\*\*. It will also be available for the IBM Communications Server for Windows NT\*\* (currently in beta test) and OS/390 by mid-year.

While Host On-Demand meets the needs of casual users who require occasional access to host information, IBM offers Personal Communications AS/400\* and 3270 products for customers who require more extensive connectivity, richer function such as file transfer and macro support, and the ability to run production applications in order to meet their business needs.

### **More Information**

More information about IBM, its products, services and technology is available via the IBM home page at <http://www.ibm.com>. The fastest, easiest way to get information about IBM software is through the IBM Software home page at <http://www.software.ibm.com>.

More information on Host On-Demand is available by accessing the Host On-Demand home page at [http://www.networking.ibm.com/hex/hexprod\\_en.html](http://www.networking.ibm.com/hex/hexprod_en.html). Information about the Enterprise Communications family of networking software products is available at <http://www.networking.ibm.com/ecf/ecfover.html>.

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