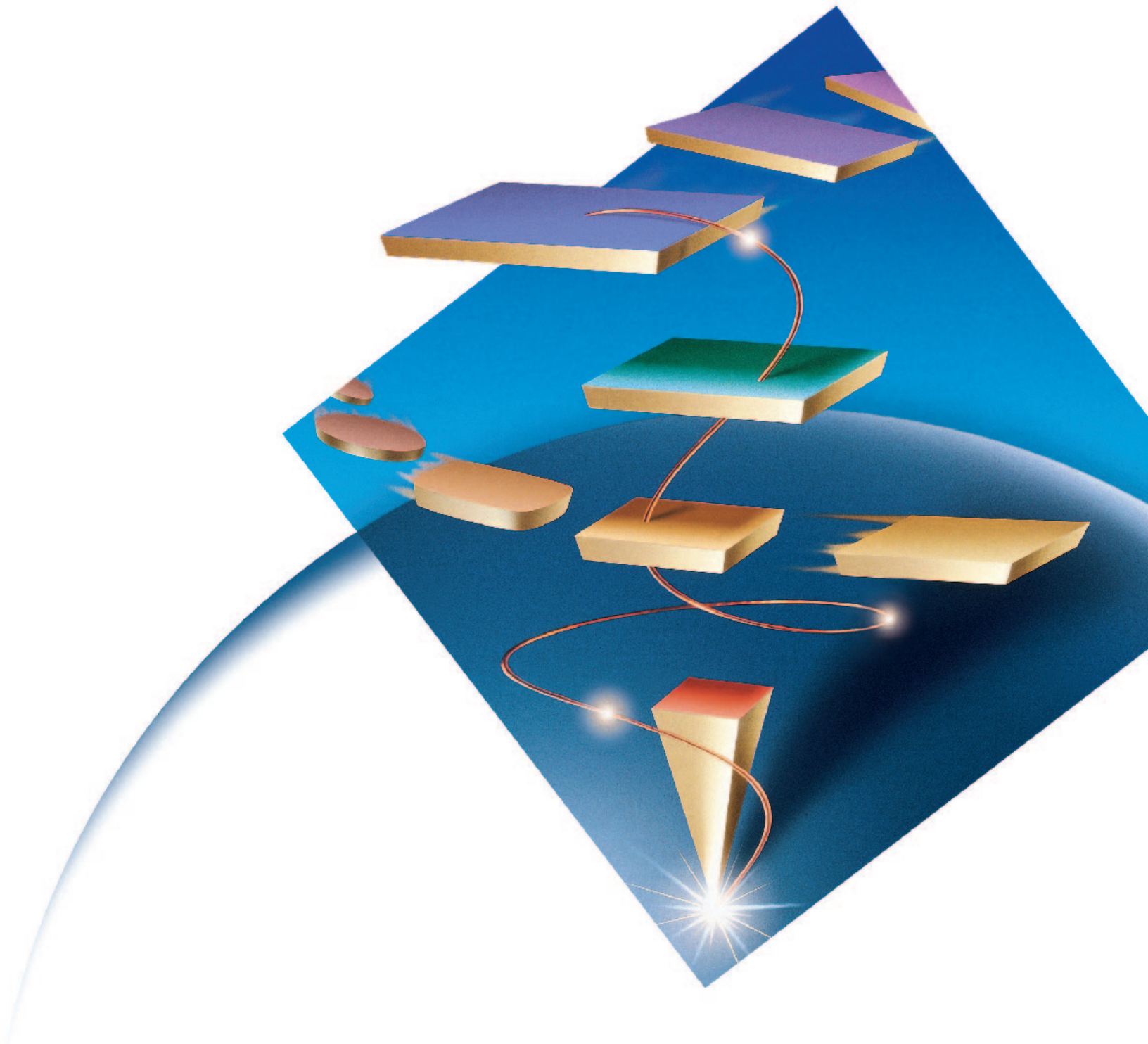




# *IBM eNetwork Software*

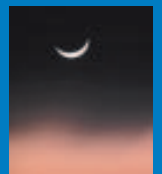
*Enterprise-class universal connectivity and information access  
for cost-effective network computing*



When the eastern hemisphere goes to sleep...

Enterprises are turning to new technologies and concepts—

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## *It's about new ways of doing business*

Global competition is ceaseless. It continues 24 hours each day, 365 days each year, all around the world. When the eastern hemisphere goes to sleep, opportunity dawns in the west. In this environment, an enterprise needs to be able to act and react quickly and constantly. It needs a nimble and creative work force, supportive partners, fresh products, and innovative ways of doing business.

To compete more effectively, reach new customers, and create new opportunities, enterprises are turning to new technologies and concepts—the Internet, intranets, network computing, and e-business—fundamentally changing the way they do business. These technologies provide new and more effective ways for you to share information with your employees, integrate partners into your business, and use your suppliers more efficiently. They unleash the power of information and applications so you can forge a worldwide team that gets to market faster, operates more efficiently, satisfies constituents better, and builds customer loyalty.

These new technologies represent powerful agents of change. That's because they now make it possible to extend the reach of your enterprise applications, data, and resources to employees, customers, and partners virtually anywhere.

And, the key to making this happen is your network.

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## Introducing IBM eNetwork Software

Never before has the network offered the promise for productivity, greater competitiveness, and success as it does today. Yet with this promise comes the challenge of effectively harnessing and leveraging the network and its capabilities. That's why we've introduced IBM® eNetwork™ Software.

IBM eNetwork Software provides enterprise-class connectivity and universal information access for cost-effective network computing. By combining IBM's expertise in delivering industrial-strength solutions for the enterprise environment with the latest networking technologies, eNetwork Software provides the foundation you need to capitalize on new technologies and improve the way you run your business.

With eNetwork Software, it's never been easier to deploy new business applications, extend the reach of your data through intranets and the Internet, exploit network computing advances, and move into the world of e-business.

### **Taking advantage of what you have**

Many believe the way to create an effective network is to completely overhaul their systems, basically starting from scratch. With IBM eNetwork Software, there's no need to replace your current networking architecture or build a parallel network. eNetwork Software provides flexibility you want to operate your business with new competitiveness and still take advantage of your existing networking infrastructure to leverage the investments you've already made.

eNetwork Software takes your heterogeneous networking environment, which may seem like an impossible collection of incompatible protocols and architectures, and makes it all work together in a simple and consolidated manner. Like one big network.

The result is application freedom and network independence. TCP/IP applications, such as Lotus Notes® or a Web browser, can run over SNA networks; and SNA applications, like many of your traditional business applications, can run over TCP/IP networks. There's no need to build new or parallel networks. And you can deploy the applications that your business really needs, not just the ones that work on your network.

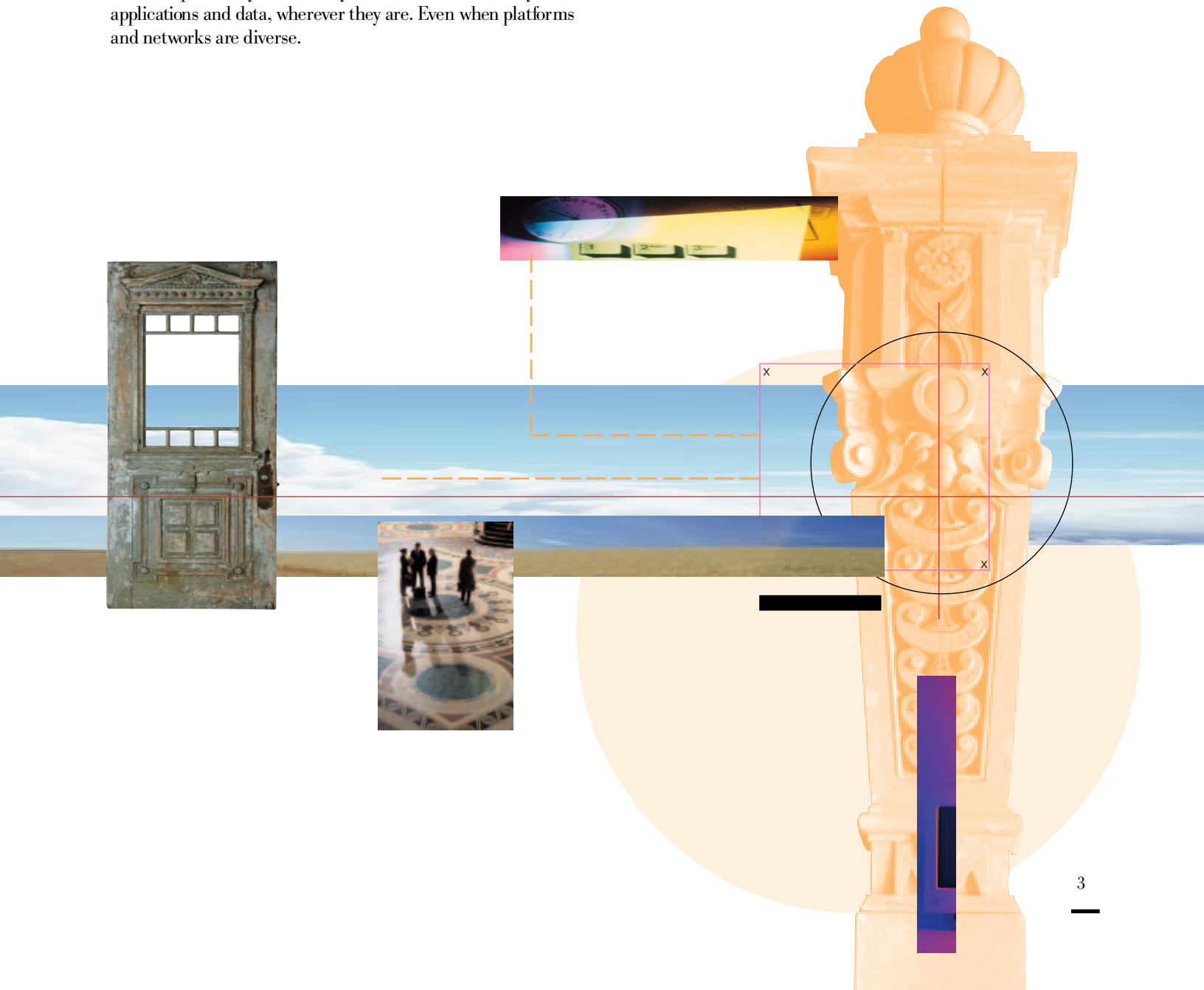


**Extending the reach of applications and data**

Your business data is one of your most valuable assets. In most enterprises, it resides in traditional enterprise systems and applications. And some of it resides on local servers in departmental or remote LANs. Regardless of where your business information is stored, it should be readily available to those who need it.

eNetwork Software lets you leverage your applications and data by bringing them to users, inside and outside the enterprise, through traditional or new ways. Wherever you are, eNetwork Software provides you with easy and seamless access to your applications and data, wherever they are. Even when platforms and networks are diverse.

So, connect your departmental and remote LANs to each other and to the enterprise WAN to share information and resources. Bring the enterprise together with an intranet and enhance communication and encourage collaboration. Put the infinite resources of the Internet within easy reach of everyone in the enterprise. Place information in the hands of your partners, suppliers, and customers. It's all possible, and easy, with IBM eNetwork Software.



## Something new in the industry

IBM eNetwork Software, with a complete range of client and server networking software products, is the only end-to-end solution available today that extends across the enterprise.

It's more than just the breadth of products that makes eNetwork Software unique in the industry. eNetwork Software also offers:

- Enterprise-class dependability
- End-to-end universal access
- Easy implementation and use
- Effective network utilization

These values represent the essential elements that address your networking needs. They serve as the foundation and guiding principles on which eNetwork Software products are designed and built.

### Enterprise-class dependability

Enterprise-class is the gold standard for business. It's built on IBM's 30 years of experience in providing state-of-the-art networking software products with the proven dependability required for mission-critical environments. And now, the dependability you expect from IBM has been extended into the new worlds of network computing, intranets, and the Internet.

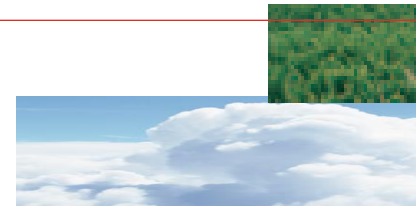
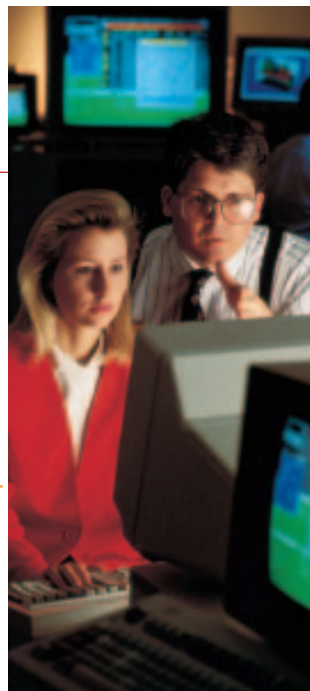
With eNetwork Software, enterprise-class dependability means reliable products and much more. For example, High-Performance Routing (HPR) is designed to provide 100-percent network availability by automatically rerouting users around failures in the network. HPR also proactively prevents congestion to ensure the performance of your critical applications and provide predictable response times. eNetwork Software offers true scalability with solutions for networks of all sizes, from small workgroups and remote offices to global enterprise networks.

### End-to-end universal access

End-to-end universal access means "any-to-any" access—any client can communicate with any server to access any application. Whether you're in the office, on the road, or at home, you can reach applications and data on your LAN, WAN, host, intranet, and the Internet, regardless of the networks in between.

With end-to-end universal access, you can select applications based on their functions, not on whether they fit into your current network. eNetwork Software Multiprotocol Transport Networking (MPTN) architecture lets SNA applications run over your TCP/IP networks and TCP/IP applications run over your SNA networks. Even IPX and NetBIOS applications can run over your SNA and TCP/IP networks.

End-to-end universal access enables you to leverage and extend your valuable applications, data, and network resources.



### Easy implementation and use

Easy implementation and use lowers personnel and support costs, improves productivity, and increases user satisfaction. eNetwork Software is leading the way with:

- Integrated components and GUI-based setup tools to ease installation, simplify configuration, and streamline management
- Simple and consistent interfaces to present a common look and feel across applications and environments
- Open and standard application programming interfaces to develop powerful applications

### Effective network utilization

The network infrastructure represents a significant portion of your total networking cost. Effectively utilizing these assets and resources creates a leverage point for reducing (or avoiding) cost and improving network performance.

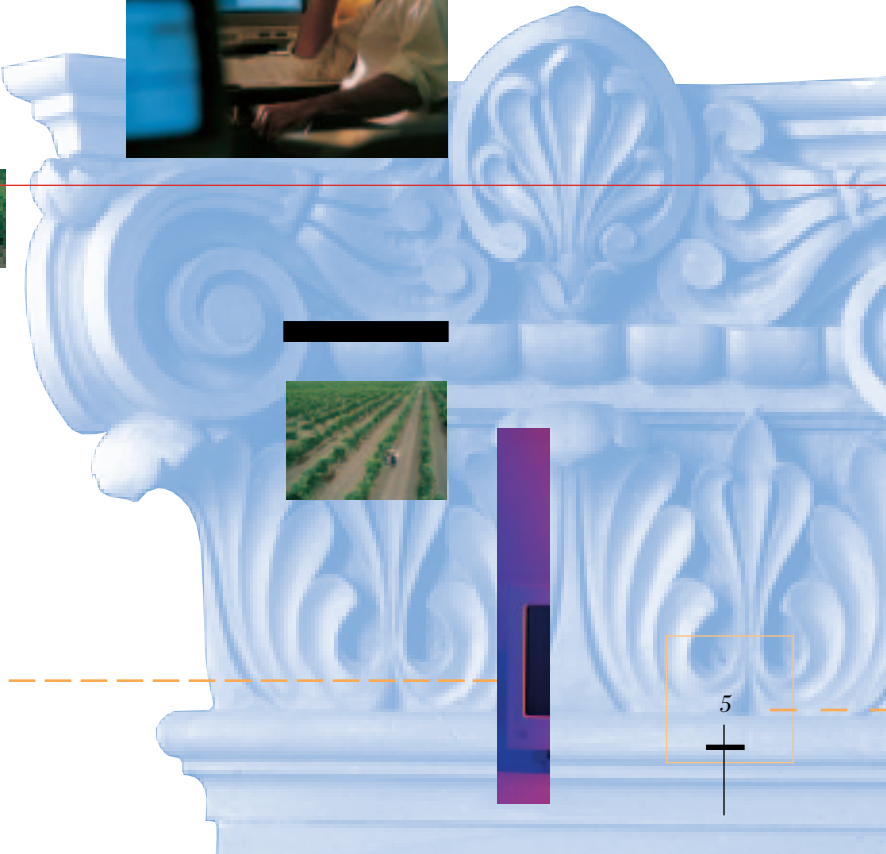
eNetwork Software maximizes the efficiency and use of your networks with advanced techniques for prioritizing transactions, controlling congestion, and load balancing. You'll also be positioned to take advantage of the latest high-speed network technologies like ISDN, frame relay, and ATM. Perhaps best of all, eNetwork Software gives you the freedom to deploy new applications without changing your network.

### A new way of thinking

It's time to take a different view of your network.

Now, more than ever, the power of the enterprise is in the power of the network. That's because your network is the key to fully taking advantage of opportunities offered by the Internet and intranets, network computing, and e-business.

No longer do you need to view the network as an information technology (IT) constraint. With IBM eNetwork Software, it's your competitive business advantage.



# IBM eNetwork Software products

## Communications Server

The Communications Server product line integrates the broadest array of networking functions and connectivity available today to provide a powerful, multiprotocol gateway that connects users and applications, even when the platforms and networks are diverse. With Communications Server, you have the freedom to address business issues without being hindered by application dependencies or network design. All with the proven reliability, open standards, scalability, and security you expect from IBM.

Communications Server supports the industry's most popular clients and provides server solutions for Windows NT™, AIX®, OS/2®, NetWare, OS/390™, and MVS/ESA™. It's even fully interoperable with OS/400® networks.

## Communications Suite

Communications Suite provides everything you need to meet your desktop communication needs: IBM Personal Communications, Lotus® Notes Mail, leading-edge TCP/IP connectivity and applications from FTP Software, and Netscape Navigator. Offering Internet and intranet access, corporate communication, and terminal emulation, Communications Suite is your single source for market-leading communication products for the Windows® 3.1, Windows 95, and Windows NT environments—all in one package.

## Personal Communications

Personal Communications (PCOMM) is IBM's premier desktop communication, terminal emulation, and application development solution. PCOMM delivers 3270 and 5250 emulation to the Windows NT, Windows 95, Windows 3.1, OS/2, and DOS environments with an effortless interface that is familiar, simple, and highly productive. PCOMM, a comprehensive and dynamic application development platform with support for a variety of APIs, streamlines the development and deployment of client/server solutions.

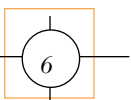
## Host On-Demand

As a Java™ emulator, Host On-Demand provides a low-cost answer for extending the reach of host applications and data through the enterprise intranet or the Internet. You don't need to make changes to your existing SNA applications and no programming is required to implement Host On-Demand. Access is as simple as pointing and clicking on an SNA application hot link from your Java-enabled Web browser.

## ARTour

ARTour™, IBM's universal platform for wireless data communication, seamlessly extends applications to your mobile employees, wherever they are, across wireless packet data, cellular, and wireline networks. ARTour is transparent to applications, so you can quickly and easily deploy your existing applications in a wireless environment.

- *ARTour Gateway and Mobile Client* enables access to your TCP/IP applications and simplifies the management and support of applications in the mobile environment.
- *ARTour Web Express* provides wireless access to your intranet and the Internet using the Web browser of your choice.
- *ARTour Emulator Express* brings host applications and data into the wireless environment.





## *It takes more than just great products*

We recognize that you need more than just products to solve your business problems. You also need the appropriate information and tools to assess your requirements, evaluate solutions, and obtain the skills necessary to apply the technologies and solutions within your enterprise. That's why IBM eNetwork Software offers you a variety of innovative resources and materials—all designed to make this process easier for you.

### **Assessing your business needs**

To assist you in your needs analysis and business justification, we've developed eNetwork Software Assessment Guides.

The eNetwork Software Assessment Guides feature customer scenarios that give you a peek at the business and technical issues facing enterprises today. They'll show you not only what eNetwork Software can do for your network, but also what eNetwork Software can do for your business. And with a sample cost/benefit analysis, you can even calculate the potential benefits for yourself.

### **Conducting evaluations**

Once you've assessed your business needs, it's time to learn about solutions. And there's no better way to learn than through a product evaluation.

eNetwork Software Evaluation Kits contain everything you need to install, run, and evaluate the newest eNetwork Software products. Each kit includes the full product code and documentation, plus helpful product information and a road map to guide you through a structured evaluation of the product's capabilities.

### **Implementing the solutions**

There's a variety of ways you can obtain implementation and support skills for eNetwork Software products. Our materials and courses teach you how to plan for, install, configure, customize, and troubleshoot eNetwork Software products.

- The IBM eNetwork On-Demand Education CD-ROM helps you learn everything you need to know about eNetwork Software. With an active Internet connection, you can even link to the eNetwork Software Web site from your CD-ROM, so you'll be able to keep abreast of the newest developments.
- The Communications Server study guides are a great way to become familiar with Communications Server products.
- IBM Education and Training offers a variety of networking-related courses, including workshops specifically focused on eNetwork Software products.

### **IBM Professional Certification Program**

Establish yourself as an expert with an IBM Professional Certification. Technical professionals can earn an internationally recognized certification by demonstrating their proficiency in and knowledge of the latest IBM technologies.

Networking software certifications include:

- IBM Certified Specialist—eNetwork Software
- IBM Certified Network Communications Engineer
- IBM Certified Advanced Technical Expert—eNetwork Software (scheduled to be available in September 1997)



**For more information**

IBM eNetwork Software brings together disparate technologies from the past, present, and future and makes them work together for you as one.

eNetwork Software bridges the easy access and global reach of the Internet, and the power of intranets and the cost-savings of network computing, to your traditional enterprise environment. With the reliability, security, and scalability you know you'll get only from IBM.

To learn more about IBM eNetwork Software, please contact your IBM sales representative or preferred reseller.

You can also visit our Web site at:

**<http://www.networking.ibm.com/eNetwork>**

Now more than ever, the power of the enterprise

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