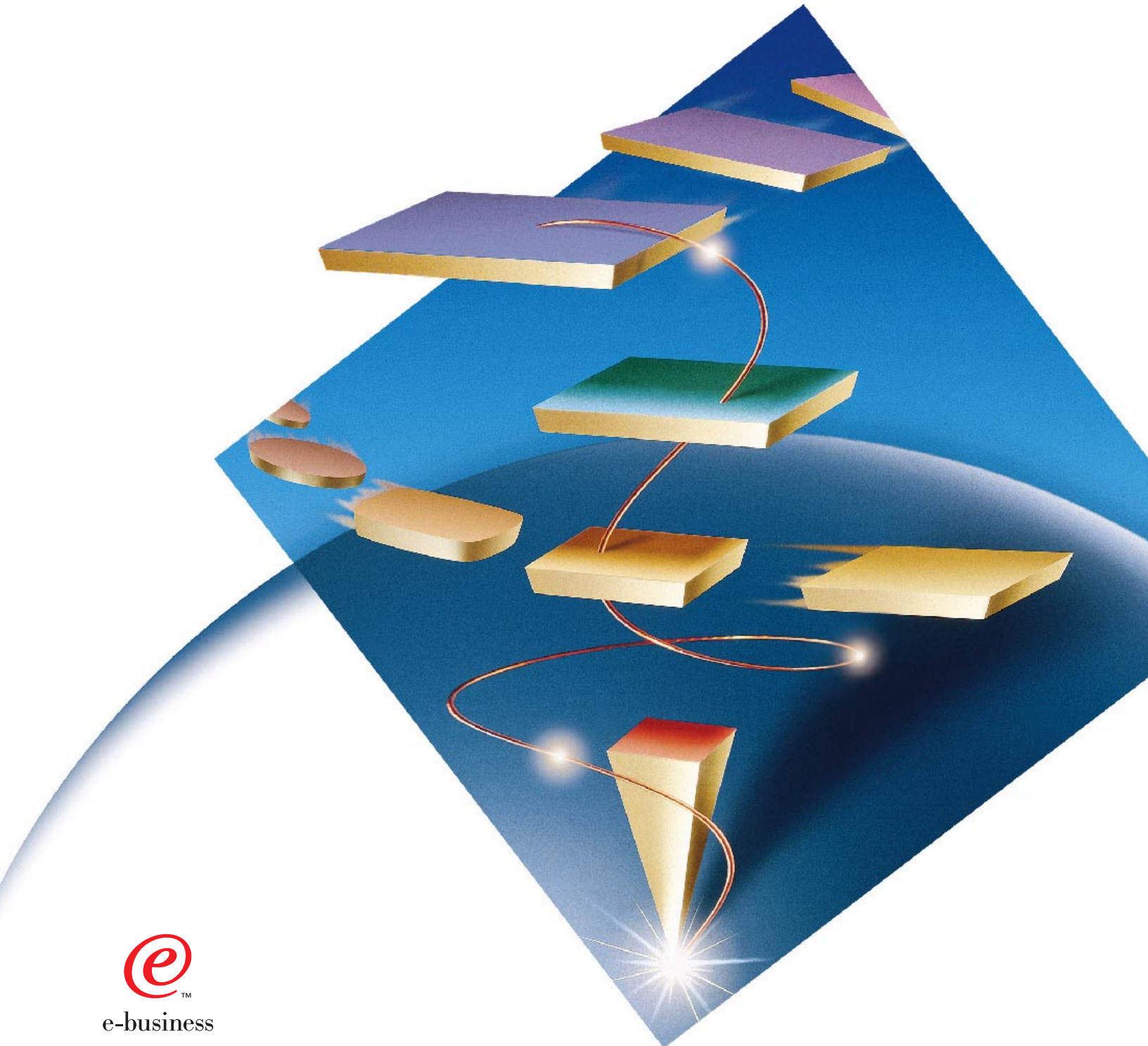eNetwork Host Integration Solution
for executives
A SecureWay® Software offering

IBM

Build a secure e-business future.

Build on what you have.

The stakes are high

Large, multinational financial services firms are trying to build networks to link tens of thousands of employees all over the world. The stakes are high – advanced communication technologies form the crucial infrastructure that makes analysts, traders and money managers more productive. Bad decisions can hand over a huge advantage to a competitor or drive customers to new technologies that bypass traditional brokerages altogether.

In the telecommunications industry, the quest to serve corporate customers has helped drive the pace of telecommunications merger activity to a frenzy.

The stakes are just as high for small and medium-sized companies choosing business partners to help them remain competitive. For example, in the over-populated banking industry, small and medium-sized banks are in fierce competition with brokerage firms, credit card issuers and finance companies. Analysts predict that in five or ten years, the industry will be reduced to a handful of truly national banks with national operations. To position themselves for that future, today's small and medium-sized banks need to make tremendous investments in technology or sell out to bigger, stronger competitors.

Dramatic market forces – acquisitions, mergers and takeovers – are shaping the way companies grow and compete globally. No matter what industry you're in or what size business you run, your needs as a CIO in today's market are universal – secure and scalable network communication solutions that connect your entire enterprise and extend your business to the world beyond. Never before have networks offered such promise for productivity, competitiveness and success.

Network communications – changing the definition

Internet technology, along with intranet and extranet implementations, have transformed the definition of a network communication infrastructure. For many companies, the most valuable applications and data still reside on large computer systems. However, access to these computer systems can no longer be limited to a terminal, a workstation with terminal emulation or even to the office environment itself. To reap the rewards of implementing Internet technology and e-business, access also needs to be extended outside the enterprise to customers, partners and suppliers – through the Internet or intranet. Outdated processes need to be revamped, to take full advantage of the new communication infrastructure.

Challenges of the new definition

Building your communication infrastructure is only half the battle – effectively harnessing and leveraging the network's capabilities and securing it are also major concerns as you extend your network to the world. A truly advanced network communication infrastructure must deliver on certain promises:

• Platform and protocol-independent access to enterprise applications and data

• Internal networks that extend beyond the enterprise

• Seamless integration of heterogeneous environments and networks

• Departmental and workgroup networks that are connected to each other, the corporate intranet and the Internet

• Reliable and fast access to enterprise applications for mobile users

All of this must be done cost-effectively and securely, while still providing reliable, dependable access.
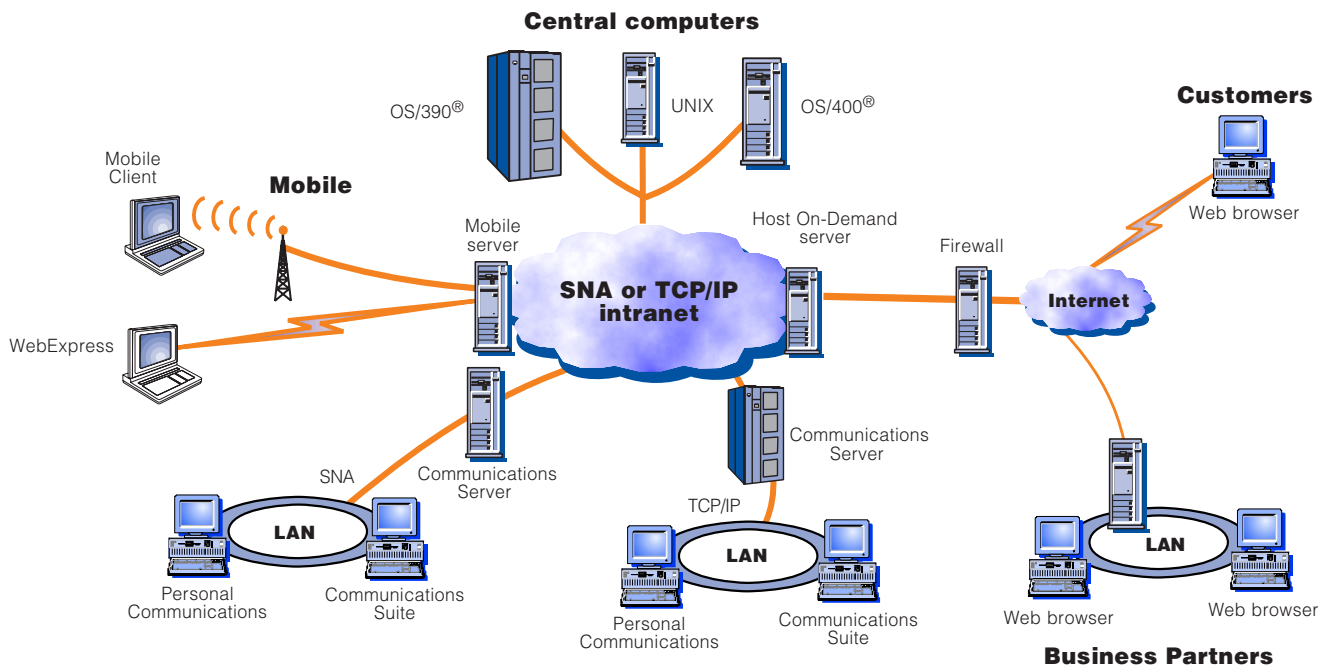
Extend the reach of your business

There is an answer. The IBM® eNetwork™ Host Integration Solution is a great technical answer and a smart business solution. This solution provides all the software necessary to enable highly secure access to your mission-critical business systems for every user, regardless of platform or network environment. IBM can help you all along the way, with design, planning and implementation.

Leverage your existing IT investment

Mergers, acquisitions and international expansion can result in myriad networking technologies within a single enterprise. A good example is the need to use TCP/IP applications, such as a Web browser, to access the Internet when the underlying network was SNA.

The Host Integration Solution is a smart business solution for extending the reach of your mission-critical business systems.

Connect your users, data and applications

Enterprises need a cost-effective way to run new and existing applications over any networking technology, with the quality, robustness and security required for the business environment. Then, business and technical issues can be handled separately, without concern about application dependencies or networking protocols. With true network integration, any client can access any server, regardless of the networks between them. So, investments in applications and networks can be leveraged and extended.

The eNetwork Host Integration Solution enables you to tie diverse networks together for seamless communication across the enterprise. Whether you currently have an SNA network, a TCP/IP network, or both, the eNetwork Host Integration Solution can be easily implemented, working with what you have today. It can also provide you with open, standards-based networking capabilities so you can build the right kind of foundation for your future e-business infrastructure.

Connecting the mobile workforce
As employees travel from the office, it's often assumed that their applications will easily move with them. However, there are several key differences between the office environment and the mobile environment. Traditional network applications operate for links with high bandwidth, low latency and low (or no) variable cost. When applications are shifted to the mobile environment, they're often slow, expensive to use (in terms of transmission costs) and unreliable. Disconnections are frequently the rule, not the exception, so the ability to intermittently synchronize a user's laptop computer with a central office database is critical. Finally, supporting mobile users and deploying and managing applications on their laptop computers is key to maintaining productivity and satisfaction.

Implementation flexibility
Users have different needs, depending on the type of platform, network connectivity or host system they are using. You can help satisfy their needs with the eNetwork Host Integration Solution. You can choose from the best-of-breed, industry-leading emulator – eNetwork Personal Communications – and the Java™ -based eNetwork Host On-Demand, which extends your host access to the Web. Both provide users with a familiar interface for accessing critical 3270, 5250, DEC or UNIX® applications, which can reduce training costs and increase productivity. Coupled with eNetwork Wireless Software products, access can be extended to your mobile workforce.

With the Host Integration Solution, you can choose between eNetwork Communications Server for Windows NT®, eNetwork Communications Server for AIX®, eNetwork Communications Server for UnixWare 7 or eNetwork Communications Server for OS/2® Warp – or, you can choose any combination of these. So you can make the right choice for your environment, whether it utilizes SNA, TCP/IP, or a fully integrated global network, including the Internet, intranets and extranets.

Delivering your business through the Internet

The popularity of the Internet has driven many businesses to provide Internet access to the critical data and applications on their host systems through the Web browsers that Internet users already have. This Web-to-host access can be based on traditional emulation for large computer systems, or it can be based on publishing customized pages of information to the user. IBM provides both types of access as part of its solution for host integration. Businesses can choose to use one or both forms of Web-to-host access depending on their particular requirements.

The eNetwork Host Integration Solution

The eNetwork Host Integration Solution includes 100% Pure Java™-based terminal emulation with a standard Web browser. This is a quick and easy approach for delivering immediate access to existing host applications for Web browser users, because it requires no additional programming. This type of access delivers a familiar user interface and provides one of the best Internet-based response times in the industry.

If your business needs to present more user-friendly host information, the Host Integration Solution can enable you to publish customized Web pages that integrate and transform various types of host information. By writing Java applets or scripts for accessing host information, businesses can dynamically provide this information with a familiar look and feel for users who are familiar with the World Wide Web – but not the host. Plus, multiple host sources can be integrated as a single page, enhancing ease-of-use. This technique allows businesses to easily extend their existing applications to customers or business partners across the Internet and extranets.

Buying the solution

You can implement the eNetwork Host Integration Solution by purchasing individual components to fit specific needs. You can also take advantage of special offerings from IBM that provide a total solution at one simple price per user,

regardless of platform or network environment. These special offerings can simplify your decision-making and reduce the cost of ownership further by removing the burden of evaluating configuration alternatives, license administration and pricing complexities. So, you can concentrate on implementing the best solution for your business.

Build your e-business future with the leading networking provider in the industry, and take advantage of the benefits of a comprehensive solution with dependable support – all from one company.

For more information

To find our more about the Host Integration Solution, contact your IBM representative or IBM Business Partner.

To order an evaluation kit and put our solution to the test, visit the eNetwork Software Web site at: *www.software.ibm.com/network*

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For Position Only

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