

*Build with the best: IBM,
Lotus and Tivoli software technology.*



Time is money. Let IBM, Lotus and Tivoli software make some time for you.

It's a different marketplace than it was just a few years ago. Use of the Web among the general populace has evolved from information gathering to e-business. As e-business gains universal acceptance, businesses seek vendors that can provide solutions tailored to their needs. And as e-business extends to the home, car and individual, growth in the technology products industry increases phenomenally.

The e-business explosion can mean tremendous business opportunity for your company—if you're prepared.

And being prepared means getting your product to market quickly without sacrificing quality. Because a few constants remain in this time of rapid change: Customers still demand high quality at a low price, and your competition will always try to beat you to market.

You can save development time by using IBM, Lotus or Tivoli software technology with your product. When you develop hardware, software or integrated solutions, you can bank on the strength and experience that have made IBM, Lotus and Tivoli world leaders in software technology. We can be your single source for software tailored to fit your needs—whether it's a small-footprint database for an information appliance or a mature and secure e-commerce solution based on our open standards-based Application Framework for e-business methodology (more about this inside).

Read on and see how IBM, Lotus and Tivoli software technology can help to complement your product. All of our software couldn't fit in this brochure, so if you don't see what you need, call us. We'll help you get ready for business.



Peter Smarda
Sales Executive
Worldwide OEM Software Technology Partner Sales

It's the best software technology in the world. Want to make something of it?

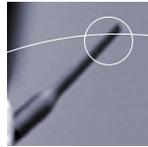
Embed it. Integrate it. Preload it.
Bundle it. Exploit it.

And deliver greater value to your customers.

Product integrators (PIs). Software vendors (SVs). Computer manufacturers (CMs). Systems integrators (SIs). Solution providers (SPs). They're all original equipment manufacturers (OEMs) that have found proven ways to cut costs. Speed up business processes and software development. And increase productivity.

They're doing it with IBM, Lotus® and Tivoli® software products. Whether you produce hardware, software or integrated solutions, OEM Software Technology has what you need to slash development costs and increase quality. There's no need to dedicate resources or enlist specialized skills to create world-class, industrial strength, open-standards software. And when you build on IBM, Lotus and Tivoli technology, you eliminate many of the risks involved in developing software on your own. Not only will you save money, you'll get to market faster.





We'll help you piece it together.

Choose from more than 3,000 products and components for redistribution, resale or repackaging. These are open standards-based, ready-to-use, top-quality software technology, components, subproducts and packaged products that you can embed, integrate, preload or bundle with your own products. And they're available at aggressive prices exclusively for our OEM software technology partners.

Don't see what you need?

Just ask.

Our dedicated team of OEM specialists can point you to the right solutions. Did you know, for example, that 90 percent of the world's Automated Teller Machines use our technology as part of financial solutions from IBM? We can help you get the most out of IBM, Lotus and Tivoli software in your solution.

Call 512 838-9870 now to learn about our volume discounts, joint marketing support and joint development. And get what you need to succeed, right now.

OEM Software Technology. What's in it for you?

Built-in savings.

All products are available to PIs, SVs, CMs, SIs, SPs and other vendors at attractive prices. As the volume of your purchases increases, so do your savings. Add to that what you'll save on development time and investments when you choose from our broad range of prebuilt, pretested software and components.

Extensive options.

Whether you need a small-footprint database for a pervasive computing device or a Web development environment to build intranet applications, IBM Software Technology is your single source.

Open standards.

With hundreds of JavaBeans™ available, IBM, Lotus and Tivoli lead the industry in Java™ and open standards technology. Our commitment to open standards allows you to create multi-platform, multivendor system architecture and use your choice of development tools and middleware regardless of the systems vendor.

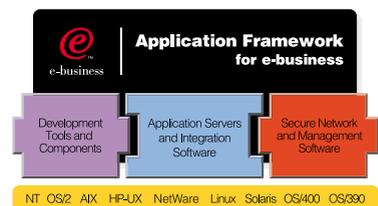
Responsive enablement.

Enjoy direct access to dedicated technical support. Plus, take advantage of consulting services, training and joint marketing planning to put you on the road to success.

The e-business cycle and the Application Framework for e-business: opening for e-business

We've worked with countless businesses to help them take the fast path to e-business. And in the process, we've observed a cycle. The e-business cycle is the process that a company goes through as it makes the transformation from a regular business to an e-business. There are four phases to the e-business cycle: transforming core business processes through the use of Internet technologies; running a scalable, available and secure environment; leveraging of knowledge and information gained through e-business systems; and building flexible, expandable e-business solutions. Organizations can start on the path to e-business in any of these phases and execute more than one phase at a time.

By observing the e-business cycle, we've developed a proven methodology for building e-business applications based on cross-platform technologies and open industry standards—the Application Framework for e-business (the Framework). The Framework is a productive environment, based on industry standards including Java technology, XML and CORBA. The flexibility of the Framework allows a new generation of scalable, secure and robust Web applications to be created that can be managed and migrated as needs change. The Framework allows you to use your choice of tools and middleware, regardless of the vendor, to build applications that can run on the operating system of your choice, including all IBM-supported operating systems, Windows® NT® and Linux.



For more information about the Application Framework, visit www.developer.ibm.com/welcome/ebusiness.

**Excellence, Incorporated.
What can you do with IBM,
Lotus and Tivoli software?**

- Create secure e-commerce solutions
- Produce pervasive information appliance solutions
- Build multimedia-intensive Web applications
- Implement online banking
- Create vertical market applications
- Develop supply-chain management solutions
- Provide appliance server solutions

...and much more.

Who's capitalizing on IBM, Lotus and Tivoli software?

- Information appliance manufacturers
- Consumer electronics manufacturers
- Computer manufacturers
- Internet solution providers
- Network service and solution providers
- Software vendors
- Product integrators, systems integrators, and solution providers in the banking and finance, manufacturing, healthcare and automotive industries.

IBM Products

Data Management

DB2 Universal Database

www.software.ibm.com/data/db2/

As the foundation for e-business, DB2® Universal Database™ is the industry's first multimedia, Web-ready relational database management system, strong enough to meet the demands of large corporations and flexible enough to serve medium-sized and small businesses. DB2 Universal Database runs on IBM and non-IBM systems alike, from the largest mainframe to desktop systems. Support for Linux has recently been added, further underscoring the "universal" in DB2 Universal Database.

DB2 Everywhere for Windows CE and Palm OS Software

www.software.ibm.com/data/db2/

DB2 Everywhere extends the power of the DB2 Universal Database to mobile workers with a new generation of embedded devices. DB2 Everywhere is for:

- Palmtops and handheld devices running Palm OS and Windows CE (EPOC support to be provided soon)
- Highly mobile workers who need a handheld device with long battery power for inventory, healthcare, shipping and other applications
- Professionals who need one device that can access DB2 data as well as Lotus Notes™, Microsoft Exchange and other information
- Lightweight data applications that need a minimal DB2 fingerprint on the palmtop

DB2 Everywhere is a 50K database engine that requires 6K of memory.



Application and Integration Management (AIM)

IBM MQSeries

www.software.ibm.com/ts/mqseries/

MQSeries® connects your business systems to form one efficient enterprise- or community-wide system. It provides an open, scalable, industrial-strength messaging information backbone that unites business processes across different computing platforms. Programs are portable, and programmers are freed from dealing with network complexity and can concentrate on business requirements. In addition, the new MQSeries Workflow and MQSeries Integrator products provide automation of workflow between systems and intelligent message routing capabilities unparalleled in the industry.

MQSeries Everywhere

IBM's MQSeries messaging software provides the new Java-enabled embedded devices with a direct communications link to MQ-enabled back-office resources, enabling users to access and process business-critical applications—such as customer and transactional databases—while they are on the move. For companies with mobile workforces, this version of MQSeries for embedded devices will provide the necessary infrastructure to build new remote computing applications.

IBM WebSphere Application Server

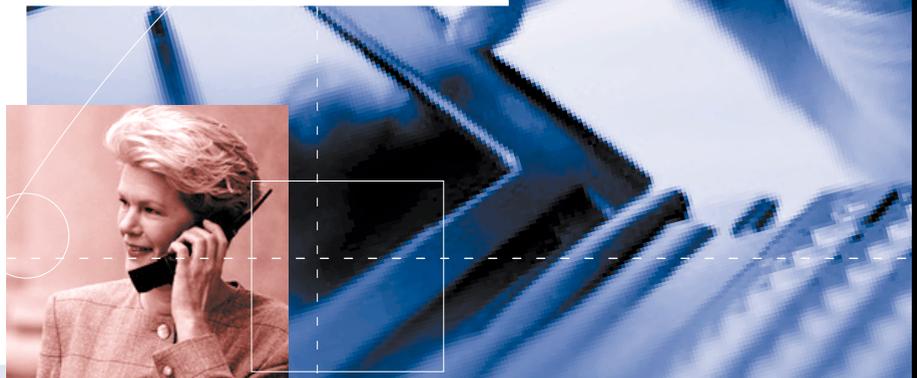
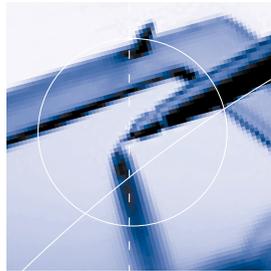
www.software.ibm.com/webservers/

IBM WebSphere™ Application Server is a complete and open Web application server that extends most Web servers into Java Web application servers. It can be used with most industry Web creation tools and with WebSphere Studio and VisualAge® for Java. Support for Enterprise JavaBean technology makes it even easier to create and deploy real e-business Web applications.

IBM VisualAge C++

www.software.ibm.com/ad/

VisualAge for C++ is a powerful C++ development environment that combines visual programming with robust professional development tools and a comprehensive set of object building blocks in the IBM Open Class Library. Develop applications on Windows 95 or Windows NT that can run on Windows 95, Windows NT or Windows 3.1 (via Win32s). Using other members of the VisualAge for C++ family, experience superior cross-platform development to OS/2®, AIX®, Solaris™, OS/400® or MVS™.





IBM TXSeries

www.software.ibm.com/ts

IBM TXSeries™ provides a shared platform and infrastructure for two industry standard application programming interfaces (APIs), CICS® and Encina, that can be used for the development, deployment and management of heterogeneous business-critical applications. It provides distributed applications with mainframe interoperability unequalled by any other middleware solution.

**IBM VisualAge for
Java and VisualAge for
Embedded Systems,
Java Technology Edition**

www.software.ibm.com/ad/

Build Web-enabled enterprise applications with IBM's award-winning Java development environment, VisualAge for Java and VisualAge for Embedded Systems, Java Technology Edition. VisualAge leads the industry with proven support for building and testing Java applets, servlets and Enterprise JavaBean components. VisualAge supports the development and management of Java programs that can scale from Windows NT to OS/390® application servers.



Connectivity Solutions

IBM SecureWay Host On-Demand

www.software.ibm.com/network/hostondemand/

Get secure browser access to host information, Java-based emulation and e-business application programming support. Access any number of TN3270E, TN5250, VT50/100/220 and CICS sessions and still use your browser for other tasks. IBM SecureWay Host On-Demand offers standard desktop utilities, file transfer, host print, a graphical user interface and Java programming tools. It requires no client installation or middle-tier server!

Additionally, the Host Access Class Library Application Programming interfaces (APIs) and JavaBeans can be separately integrated to provide Java and browser applications with built-in access to S/390® or AS/400® systems.

IBM SecureWay On-Demand Server

www.software.ibm.com/network/on-demand

On-Demand Server is Java-based software that simplifies the secure delivery of personalized Web applications to users in a network. By providing a range of security features for authentication and authorization, this application greatly enhances the ability to deliver applications across multiple servers.

IBM SecureWay Communications Server

www.software.ibm.com/network/commserver/

IBM SecureWay Communications Server for multiple platforms (NT, Solaris, AIX and OS/2) provides a powerful multiprotocol gateway, local area network (LAN) and wide area network (WAN) connectivity service. IBM SecureWay Communications Server enables personal computers to communicate with S/390 and AS/400 hosts and other personal computers.

IBM SecureWay Personal Communications for Windows 95, Windows 98, Windows NT and OS/2

www.software.ibm.com/network/pcomm/

As Web-to-host becomes the pervasive model for host access, Personal Communications has established the platform to ensure an effective transition, with tools that you can use today. This version offers all the things you have come to expect from Personal Communications, including multiple communication protocols, a consistent look and feel, easy licensing options, open system architecture, standard APIs, enhanced application development capabilities and the latest security features.

IBM eNetwork Wireless Software

www.software.ibm.com/network/mobile

eNetwork Wireless Software client/server middleware provides mobile users access to existing IP-based applications over wireless and dial-up networks, without complex reprogramming. eNetwork Wireless Software can greatly reduce the cost, complexity and time required to deploy mobile computing solutions.

Toolkits include Secure Socket Layer, Public Key Infrastructure or Key Recovery (Common Data Security Architecture).

Operating Systems/Pervasive Information Appliance Software

IBM PC DOS 2000

www.software.ibm.com/os/dos/dos2000/oem.html

IBM PC DOS 2000 is the Year 2000-ready DOS! This industry standard DOS easily upgrades any DOS version 3.3 or higher, including MS-DOS. It automatically corrects the “century rollover” exposure for many machines, supports the euro currency symbol and has defect support available through January 31, 2001.

IBM OS/2 Warp Server for e-business

www.software.ibm.com/os/warp/warp-server/

Whether you run a large enterprise or a small business, with OS/2 Warp Server, you gain a complete, fully functional application server; a highly reliable network operating system; a systems management server; backup and recovery services; and more—all in a single, cost-effective solution that's easy to install and manage. The bottom line? OS/2 Warp Server is an extraordinary, feature-rich network operating system.

IBM Embedded Development Kit for IBM PC DOS 2000

www.software.ibm.com/os/dos/dosemb/index.html

This toolkit enables hardware developers and system integrators to build an embedded ROM-based DOS solution with unprecedented ease and speed. Embedded DOS is the operating system built into many familiar appliances and systems, such as bar code readers, set-top boxes, point-of-sale terminals and traffic signals.

Small, inexpensive and stable, PC DOS is an ideal embedded system for devices ranging from handheld or notebook PCs, to consumer electronics and appliances, to any large system in which a computer is embedded and a user interface is not needed.

WorkSpace On-Demand

www.software.ibm.com/network/workspace/

IBM WorkSpace On-Demand is an Intel-based thin-client offering for PCs and native PC applications and consists of a client environment and server utilities. The server is OS/2 Warp Server based and supports native OS/2, Java and Windows 3.x/DOS, and, with a new feature, clients also can run Windows (NT, 95 or 98). The desktop is managed with a common interface across multiple platforms—providing thin client computing with current hardware and software.

Security

IBM SecureWay FirstSecure

www.software.ibm.com/security/firstsecure/

IBM SecureWay® FirstSecure addresses the risks that organizations face as they deploy e-business. Its end-to-end design satisfies businesses in the various stages of transformation.

FirstSecure is a systems-approach to security and integrates multiple products into a unified solution that includes innovative applications such as policy director, intrusion immunity, Public Key Infrastructure management, toolkits and boundary security.

IBM eNetwork Firewall for AIX, OS/400 and Windows NT

www.software.ibm.com/security/firewall/

IBM eNetwork Firewall, a SecureWay software offering, enables safe and secure e-business by controlling all communications to and from the Internet. IBM eNetwork Firewall contains all three critical firewall architectures—filtering, proxy and circuit level gateway—to provide a high level of security and flexibility.

IBM SecureWay Boundary Server

www.software.ibm.com/security/boundary/

IBM SecureWay Boundary Server extends secure networking over the Internet using virtual private networking (VPN) technology. It also protects against hackers, viruses and destructive mobile code.

IBM SecureWay Directory

www.software.ibm.com/network/directory/

IBM SecureWay Directory provides a common directory based on the industry standard Lightweight Directory Access Protocol (LDAP). This server solution is cross-platform, highly scalable and robust—designed to support industrial strength e-business security requirements.





Tivoli Systems Management

www.tivoli.com

Deployment Products

Tivoli Inventory

Tivoli Inventory offers enterprise-class inventory management. Tivoli Inventory automatically scans for and collects hardware and software configuration information from computer systems in the customer's enterprise. Tivoli Inventory is tightly integrated with Tivoli Software Distribution. At the same time, Tivoli Inventory is a powerful tool for empowering help desk support technicians and can dramatically reduce the costs of customer asset management efforts.

Tivoli Software Distribution

Designed as an integral part of the Tivoli full-cycle deployment capability, Tivoli Software Distribution focuses on continually deploying and synchronizing applications on an enterprise scale. Tivoli Software Distribution is a key solution for customers who need to rapidly and efficiently deploy complex, mission-critical or desktop productivity applications to multiple locations from a central point.

Availability Products

Tivoli Distributed Monitoring

Tivoli Distributed Monitoring offers a consistent, easy and centralized way to group and monitor key computing resources. It allows centralized information technology staff to set or change monitoring parameters for hundreds of related, remote systems with a single operation.

Tivoli NetView

Tivoli NetView breaks down the traditional barriers between network management and systems management by providing tight integration with Tivoli management applications. Combined with its ability to easily effect changes on many devices, a global support infrastructure and the backing of hundreds of third-party vendors, Tivoli's NetView is the management platform of choice.

Operations Products

Tivoli Remote Control

Tivoli Remote Control is the industry's first and only enterprise-scale remote control product. This means complete real-time remote control, the ability to quickly establish connections when there are thousands of potential targets, the ability to control not just desktop systems but distributed applications and an enterprise-class security model.

Tivoli Storage Management

The award-winning Tivoli Storage Management (formerly ADSM) family of software products is a comprehensive, enterprisewide solution that integrates unattended network backup and archive with storage management and powerful disaster recovery.

Other Tivoli Software

Tivoli IT Director

Tivoli IT Director™ is the first comprehensive IT management solution built from the ground up to meet the unique requirements of independent, smaller businesses. It comprehensively manages hundreds of systems in a "Wintel" environment, integrates existing tools, installs easily and provides a rapid return on investment.

Tivoli Cross-Site

Tivoli Cross-Site™, the Tivoli Internet management solution, enables you to realize the promise of e-business through extended systems management. Tivoli Cross-Site is an integrated suite of collaborative management applications designed to help you manage your mission-critical Internet management activities. These applications are:

- Tivoli Cross-Site for Security
- Tivoli Cross-Site for Availability
- Tivoli Cross-Site for Deployment

Tivoli Global Sign-On

Tivoli Global Sign-On provides a secure, single point of entry to computing resources that enables organizations to connect disparate networked systems. This results in significant benefits, such as:

- Increased security. Supports password, fingerprint or smartcard authentication.
- Easier administration. Simplifies setting up and managing passwords and IDs.
- Increased productivity. Reduces the time required to complete logons and simplifies management.



Lotus

Lotus Notes Client

www.software.ibm.com/sw-sell/oem-sw/domino.html

Maui, Lotus's next-generation Notes client, continues to raise the standards for messaging, calendaring, contact management, desktop integration, document management, Web integration and mobile connectivity. With support for all key Internet protocols, the Notes client will work with any standards-based Internet server, including, but not limited to, Lotus Domino™, and it will be as easy as a browser for new users to adopt.

Lotus Domino, Powered by Notes

www.software.ibm.com/sw-sell/oem-sw/domino.html

Lotus Domino is an applications and messaging server with an integrated set of services that enables easy creation of secure, interactive business solutions for the Internet and corporate intranets. Rapidly build, deploy and manage applications that help coworkers, partners and customers collaborate and coordinate critical business activities online. Domino supports a variety of clients and devices, including Web browsers, Notes clients, POP3 and IMAP4 mail clients.

Lotus Domino Intranet Starter Pack

www.software.ibm.com/sw-sell/oem-sw/domino.html

Lotus Domino Intranet Starter Pack™ is a packaged solution that gives small- and medium-sized businesses a fast, easy way to take advantage of the Internet. At the heart of Domino Intranet Starter Pack are 12 ready-to-run Web applications and the Lotus Domino Web server. Create an intranet to share information and project status and to facilitate online discussions with the entire organization. Attract and engage customers by creating a visually appealing company Web site. And establish enhanced, seamless communication throughout the organization using Internet e-mail, calendaring and fax capability.

Lotus SmartSuite Millennium Edition

www.software.ibm.com/sw-sell/oem-sw/smartsuite.html

Lotus SmartSuite® Millennium Edition gives you a complete set of desktop applications that will enable you to leverage the power of the Internet, boost your productivity and share data with your colleagues, partners and customers with unprecedented ease.

SmartSuite includes these powerful applications: the popular 1-2-3® spreadsheet, Organizer time and contact manager, Word Pro® word processor, Freelance Graphics® presentation graphics, Approach® database, FastSite intranet publisher and ScreenCam® multimedia software.



Lotus Organizer

www.software.ibm.com/sw-sell/oem-sw/organizer.html

Lotus Organizer® is the world's most popular time management software. Fast to learn and easy to use, Organizer looks and works just like a manual day planner. With Organizer, users have an all-in-one tool to schedule appointments, keep track of business and social contacts, auto-dial phone numbers, manage to-do lists, make notes, sort information, link to their favorite Web sites, share calendars and even setup business and personal meetings over the Internet.

Embedded Systems Products

TopPage

www.jp.ibm.com/esbu/E/toppage/

With TopPage, creating dynamic, professional-quality Web pages is as easy as using a word processing program! Now users don't have to master Web programming to create Web pages. Everything needed to design, personalize and share Web sites is available in one easy-to-use software package.

PerfectPhoto

www.jp.ibm.com/esbu/E/perfectphoto/

Capture, enhance and share photos using PerfectPhoto image enhancement software. Users will have fun morphing images from their digital cameras, scanners or even family snapshots. PerfectPhoto makes it easy to customize family and business Web pages, greeting cards, brochures, posters and calendars.

HomePage Print

www.jp.ibm.com/esbu/E/hpp/

HomePage Print is designed for attractively printing information retrieved from the Internet. By merely specifying a URL, you can print not only the document specified, but all the documents that are referred to in the first document.

Desktop On-Call

Desktop On-Call allows you to control your desktop PC remotely from any PC in any location worldwide. You need nothing but a Web browser to control your PC remotely.

Desktop On-Call is a 100% Pure Java™ certified applet.



Voice

IBM ViaVoice 98

www.software.ibm.com/sw-sell/oem-sw/voice.html

The next generation of best-selling speech recognition software from IBM.

The IBM ViaVoice™ 98 software family provides PC users with the power they need to be productive. Combining innovation and customer focus, ViaVoice 98 makes talking to computers fun, easy and natural. PC users can create formatted documents rapidly by using intuitive new “natural commands.”

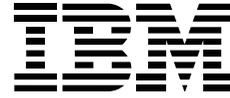
Find out more

Contact your IBM marketing representative or IBM Business Partner.

Access www.software.ibm.com/sw-sell/oem-sw/contacts.html.

Call 512 838-9870, a U.S. phone number, to have information faxed to your location.





© International Business Machines Corporation 1999

IBM United States
OEM Software Technology Sales
11400 Burnet Road
Austin, TX 78758

Produced in the United States of America
08-99
All rights reserved

AIX, AS/400, CICS, DB2 Universal Database, eNetwork, IBM, MQSeries, MVS, OS/2, OS/390, OS/400, SecureWay, S/390, TXSeries, VisualAge and WebSphere are registered trademarks or trademarks of the International Business Machines Corporation in the United States, other countries, or both.

1-2-3, Approach, Domino, Domino Intranet Starter Pack, Freelance Graphics, Lotus, Notes, Organizer, ScreenCam, SmartSuite and Word Pro are registered trademarks or trademarks of Lotus Development Corporation in the United States, other countries, or both.

Cross-Site, IT Director and Tivoli are registered trademarks or trademarks of Tivoli Systems, Inc. and International Business Machines Corporation in the United States, other countries, or both.

Windows and Windows NT are registered trademarks of Microsoft Corporation in the United States, other countries, or both.

Java, JavaBeans, 100% Pure Java and Solaris are trademarks of Sun Microsystems, Inc. in the United States, other countries, or both.

Other company, product and service names may be registered trademarks, trademarks or service marks of others.

References in this publication to IBM products or services do not imply that IBM intends to make them available in all countries in which IBM operates.