

# IBM PC Information Update

SALES AND MARKETING NEWS FOR BUSINESS PARTNERS

AUGUST 1998

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## Netfinity Manager Software—now more versatile than ever

In just a few short years, IBM Netfinity Manager software has made quite a name for itself among network managers.

For VARs and Business Partners, the inclusion of Netfinity Manager on all IBM Netfinity and IBM PC Server systems at no additional charge, should be a key selling point.

Why? Because IBM Netfinity Manager helps your customers maintain proactive control of their networked PC hardware systems by simplifying the management of those systems, a key part of many overall network strategies.

Netfinity Manager value-added tools include:

- Scheduled asset management
- Proactive problem determi-

nation and notification

- Automated alert actions page, execute command, send e-mail, etc.
- Capacity management helps support calls for upgrades and new systems with customer usage data
- Remote help desk and routine maintenance functions.



Netfinity Manager can improve the functionality of help desks by remotely connecting to a user's system to monitor and control that system and diagnose or fix problems

- Trend analysis for opti-

mum performance and avoidance of bottlenecks

- Update Connector Manager, a new tool for downloading device drivers, flash and other software updates from the Internet
- Multiple levels of integration with workgroup and enterprise managers (LANDesk, SMS, Tivoli and HP OpenView)
- Monitors component thresholds, Predictive Failure Analysis and critical files and processes.

Netfinity Manager supports many of the most popular PC and network computer operating systems - Windows NT, Windows 95, Windows 3.1, Novell NetWare, OS/2, NCD WinCenter Pro and Citrix WinFrame. It also supports NetBios, IPX, SNA (LU6.2), TCP/IP and serial network protocols.

## IBM Netfinity 5500 Awarded Best of the Best at PC Expo and Web.X

**PC Expo Excellence Awards The Best of the Best at PC Expo and Web.X:**

**Enterprise Computing:**

IBM Netfinity 5500

**Networking:**

IBM Small Business Computer Telephony Solution

PC Week's 1998 Winners' Circle Awards at PC Expo — determined by a team of judges comprising PC Week editors, PC Week Labs analysts and PC Week Corporate Partners — acknowledge the best and most innovative products introduced by the more than 900 exhibitors at PC Expo and

Web.X in New York.

**IBM Netfinity 5500 server**

IBM's Netfinity 5500 stood out from an impressive variety of new server hardware, with reliability and manageability improvements at a low price point. The Netfinity 5500 server provides mainframe-class manageability and diagnostic features, plus innovations that should enhance uptime in critical applications.

**IBM Small Business Computer Telephony Solution**

IBM Small Business Computer Telephony Solution, a low-cost Windows NT-based PBX that runs on an IBM Netfinity

server, ably manages voice mail, telephone switching and call control features such as teleconferencing with an easy to use drag-and-drop interface.

► **Source: PC Week. For a list of all PC Expo winners visit <http://www.zdnet.com/pcweek/circle/winners.html>**



# Parallel Server Clustering Solutions

**IBM Netfinity and Oracle Parallel Server Clustering Solutions deliver high availability and scalability to enterprise networks**

Netfinity Cluster Enabler Version 1.0 consists of several software components distinct from the OPS application. These components provide key services required for proper operation of OPS. In total, Netfinity Cluster Enabler components provide what can be viewed as an OPS interface to the cluster and its distributed services. Concurrent with general availability, Netfinity Cluster Enabler will be Oracle certified.

By clustering Netfinity servers running OPS, cus-

tomers can expect excellent performance due to the processing power of multiple Netfinity 7000 servers accessing a single database. Netfinity servers using OPS provide incremental growth capability as nodes are added to the cluster, without modification to applications.

Netfinity Cluster Enabler is designed and tested to support specific Netfinity configurations. It will be available for downloading over the Internet without charge at the Web site listed below.

► *Netfinity configurations that are ServerProven™ to support OPS will be posted on our Web site at <http://www.ibm.com/pc/us/netfinity/clustering.html>*

## New non-hot-swap drives for servers and workstations

Thanks to outstanding sustained data transfer rates and data access times the new IBM 4.5GB<sup>2</sup> and 9.1GB Wide Ultra SCSI hard disk drives provide ultra-high performance and capacity for IBM Netfinity, IBM IntelliStation, high-end IBM PCs and other IBM and non-IBM servers and workstations.

When real estate inside any server or workstation is at a premium, these non-hot-swap drives with their slim, 1-inch high form factor offer tremendous capacity for today's performance-hungry applications.

The drives' clever design incorporates Magneto-Resistive (MR) head technology, so they can deliver reliable storage that consumes minimal power, generates little heat and noise and provides high throughput. To further protect data, they also incorporate Predictive Failure Analysis.

To add peace of mind, the 4.5GB and 9.1GB drives offer seamless IBM support with telephone assistance and a three-year limited warranty.

If storage needs demand something different, Options by IBM offers a wide selection of award-winning hard disk drives. From the entry-level desktop to the enterprise server, IBM delivers a reliable storage solution that satisfies future capacity needs and performs beyond expectations.

**IBM Netfinity Servers**  
Solutions for businesses of all sizes

Netfinity 7000

Netfinity 7000 M10

Netfinity Rack w/7000

Netfinity Rack Suite

Netfinity 5500

Netfinity 5500 w/NetBAY3

Netfinity Rack w/5500

Wide range of Netfinity server options

Netfinity 3000

Netfinity 3500

Not to scale

# Lotus Domino software offered on IBM Netfinity and IBM PC Servers at no additional cost

Through the end of 1998, IBM and Lotus are offering the choice of either Lotus Domino Server or Domino Intranet Starter Pack licenses with IBM Netfinity and IBM PC Server system at no additional cost to your customers.

Domino Intranet Starter Pack 2.0 is a packaged intranet solution that includes the Lotus Domino server, a choice of five Lotus Notes 4.6 clients or Microsoft Internet Explorer 4.0 or Netscape Navigator 4.0 Web browsers, Internet mail and calendaring and 12 ready-to-work business applications.

Once deployed, users can benefit from communication with Internet mail, phone directory, document sharing and online discussions. Customers can also automate business processes by using customer, project and account management applications, and create an engaging

Web site in a few simple steps.

The Notes 4.6 client enables users to benefit from Notes' world class messaging and mobility. Utilizing Notes' unparalleled mobile support, disconnected users receive rich functionality, allowing them to access their e-mail, calendaring and scheduling, and other intranet applications as they work remotely.

Domino Intranet Starter Pack 2.0's advanced calendaring and scheduling capabilities enable Internet mail and calendaring users to take advantage of free-time search and directory lookup capabilities. In addition, users can send faxes right from their desktop and since the fax server integrates with their messaging system, users can send messages to a wide audience and specify whether a

recipient should receive the message via fax or e-mail.

## Affordable and Scalable

Netfinity servers offer a reliable foundation for your Lotus Software by providing outstanding power, scalability, control and service. Netfinity servers offer the latest in Intel processors and are tested and tuned for optimal Windows NT performance. With both rack and tower models available, the Netfinity family of servers provides affordable solutions for companies of any size.

"The IBM/Lotus relationship is a great example of how technology vendors are creating strategic business partnerships to ensure market leadership positions," said Amy Wohl, President of Wohl Associates, a leading analyst firm.

"The Internet continues to be

a major driver of growth and a competitive advantage for small, midsize and large companies. IBM and Lotus are offering a turnkey e-business."

## Beyond Compatibility

Not only are Netfinity servers compatible with Lotus Domino and Domino Intranet Starter Pack, they go even further to provide industry leading price/performance results for Intel processor-based servers through the Lotus NotesBench Consortium, of which IBM is a charter member.

► *IBM publishes capacity planning information for Netfinity servers, also available on the NotesBench Consortium Web site (<http://www.notesbench.org>). These reports enable you to determine system requirements based on your Domino applications and the number of users you intend to support.*



## Free IBM Netfinity and PC Server Sales Class To Begin

This one day PC Institute class will be taught in 20 cities across the US and Canada starting in early August.

- Class Description: IBM Netfinity and PC Server Sales
- Code: V5060
- Format: Classroom
- Duration: 1 day
- Tuition: None

### Who should take this course?

Anyone who sells or markets IBM Netfinity and PC Server systems. This course is well suited for customers and consultants who are interested in a complete introduction to important PC server technologies and IBM's Intel-based server offerings.

### What are the prerequisites?

Attendees need a general knowledge of personal computers and local area networks (LANs). This course is designed for those unfamiliar with IBM Netfinity and PC Servers.

### What topics are included?

- Server Fundamentals and

### Marketplace Overview

- IBM Netfinity and PC Server Product Overview
- IBM Netfinity and PC Server Technologies and Options
- IBM Netfinity and PC Server Solutions
- Server Management: IBM Netfinity Manager
- IBM Support, Sales Tools, and Reference Materials

### Are there any follow-on courses?

For technical sales knowledge we recommend IBM PC Server Competitive Sales Training (V5062) and IBM Netfinity and PC Server Essentials (V5065). For in-depth technical knowledge about IBM servers, we recommend IBM Netfinity and PC Server Technical Training (V5051).

### How do I enroll?

Visit the PC Institute Web site at [http://www.ibm.com/pc/training/us\\_v5060.html](http://www.ibm.com/pc/training/us_v5060.html) for class descriptions and class dates. Additional dates and locations will be added periodically.

## Hot Deals from IBM Netfinity

### Netfinity 7000: 0% Lease Offering

Customers can take advantage of 0.0% financing on select IBM Netfinity servers by leasing through the IBM Credit Corporation from June 1, 1998 until September 30, 1998. (PSG 98-285)

### Server Seed Program

Allows an authorized reseller, who purchases a single qualifying PC Server 325 or 330, or Netfinity 3500 or 7000 server, for internal use, the opportunity to apply for a rebate from IBM. Half of the total payment is available up front (SEED rebate) and the remaining half is available by selling (SELL rebate) six additional qualified servers of equal or greater value within one calendar quarter. (PSG 98-023, also Enhancements PSG 98-142, PSG 98-287)

### IBM Netfinity Server Upgrade Offer to Pentium II Xeon Processors

Customers purchasing Netfinity 7000 will get outstanding investment protection, and can now purchase the technology that they need today, knowing that they can upgrade to new Pentium II Xeon processor-based machines when available. The generous program rebates make it possible to get the new Pentium II Xeon processor-based Server at little additional cost. (PSG 98-376)

► *For complete information and terms and conditions regarding these and other exciting programs and promotions, please visit <http://www.ibm.com/pc/partner/us/announcements/bynumber.html>*

# "Quality of life" drives notebook sales

In a recent US survey, 60% of the respondents said the ability to use mobile systems to work at home when either family or job demands require it, is one of the most appealing aspects of the technology.

Key advantages of mobile technology cited by respondents included the ability to telecommute, keep up with their jobs while they're on the road and communicate with anyone at virtually any time.

The findings are part of "The Present and the Promise of Mobile Technology," one of several research studies recently commissioned by IBM.

It was conducted by Yankelevich Partners to study the ways business users and consumers employ mobile technology. Other information in the findings includes these items:

- Three-fourths of users cited home as the place where notebooks are most likely used. Fewer than half report using a notebook at the office and only

one-third while traveling. However, the proportion using notebooks while traveling is expected to increase to over four in ten in the next twelve months

- Notebook users - as well as cellular phone users - were much more likely than the average U.S. adult to be owners of a business or self-employed. Proprietors and business owners were more likely than users overall to view the ability to work at their job anywhere as appealing

- Among heavy users of notebooks, 44% employ them for e-mail and Internet access. Among all notebook users, the figure is 38%

- Notebooks are used a median of about six hours per week. Nearly 60% of that time is spent on job related activity, one-fifth for personal use and another one-fifth for school related activity

- When asked which notebook computer applications were used most on notebook PCs, respondents mentioned word processing (79%), spreadsheets (44%), and e-mail and the Internet (38%)
- Among heavy users who purchased their own notebooks, 77% spent under \$3,000, while 59% paid less than \$2,000.

"Consumers are just beginning to glimpse this new freedom, flexibility and spontaneity made possible through

mobile technology," says Steve Ward, General Manager, IBM ThinkPad, in summarizing the study.

"The virtual workplace of tomorrow is where self-reliance and creativity are core values, where home and job, work and play are integrated and where participation and communication are key to society.

"By listening to our customers, IBM has become the

top-selling manufacturer of high-performance notebooks for large business," says Ward "Now we're bringing the same commitment to small businesses, entrepreneurs and consumers."

► *Information on "The Present and the Promise of Mobile Technology" study and IBM ThinkPad notebooks is available at [www.ibm.com/pc/us/thinkpad/](http://www.ibm.com/pc/us/thinkpad/).*



## International Service Enhancement for IBM ThinkPads

**International Service Enhancement for IBM ThinkPad notebooks is a hardware repair service now available at no extra cost for customers who have purchased a warranty service upgrade or a maintenance agreement from IBM.**

### Service Provided

- At no additional charge as part of all current or new IBM maintenance service agreements. Customers are required to register for this service.
- In all countries where the ThinkPad machine type (as des-

ignated by its 4-digit number) is sold and serviced by IBM.

### Call for Information

IBM customers can receive information on this offering and order the service by calling 800-497-7426.

**Note:** Additional charges can apply if service is agreed to and provided outside the scope of the International Service Program.

► *For additional terms and conditions please refer to announcement letter **PSG 98-133** at <http://www.ibm.com/pc/partner/us/announcements/bynumber.html>*

## ThinkPad Solutions Corner

### OBI Options: Docking Convenience

Tired of arriving back at the office with your mobile computer and facing the daunting chore of crawling under your desk and connecting cables for your external monitor, keyboard, mouse, printer and network card? Tired of feeling like you're sacrificing something for your notebook's portability?

ThinkPad docking solutions available from Options by IBM can simplify your life back at the office and complement the power, convenience and flexibility long associated with ThinkPad notebooks. From port replicators' quick cable connections through the desktop power and flexibility of full docking, Options by IBM offers modular docking solutions that can expand to meet your growing needs.

For basic port replication, the IBM Port Replicator provides cable management for your ThinkPad 380, 385 or 560. For enhanced port replication that includes cable management plus 2 PC Cardbus slots for additional PC Cards, the Enhanced Port Replicator can expand the power of your ThinkPad 380, 385 or 560X. For your ThinkPad 600, 760, 765 or 770, the new PC Card Enabler attaches to the SelectaDock Base Model I or the SelectaBase 600/770 to provide enhanced port replication.

For the ultimate in ThinkPad docking, attach a SelectaDock III to either the SelectaDock Base Model I, the new SelectaBase 600 or SelectaBase 770 for an innovative productivity enhancement that offers both simple cable management as well as extra slots and bays for full desktop functionality and connectivity.

► *For more information on docking solutions from Options by IBM, visit [www.ibm.com/pc/us/accessories/expansion.html](http://www.ibm.com/pc/us/accessories/expansion.html)*

### ThinkPad Proven Option<sup>®</sup>: Lind Electronics Universal DC Adapters

Looking for ways to extend your ThinkPad notebook's battery charge and work longer when you don't have access to an AC outlet?

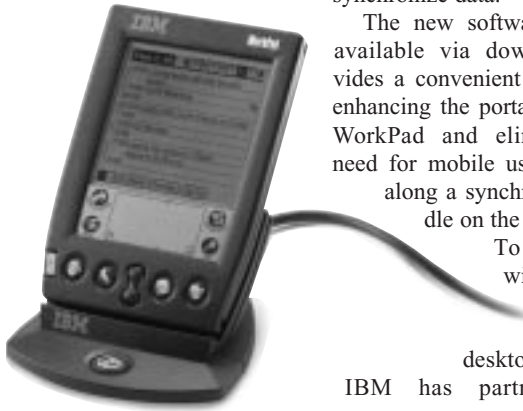
Lind Electronics' Universal DC Adapters allow ThinkPad notebooks<sup>®</sup> to be operated and the internal battery charged from automobile power sources as well as other 12V DC sources.

The adapter comes with an automobile input cable and output cable that provides adequate length for normal computer connection flexibility. The adapter is housed in a strong, lightweight, extruded aluminum case that is designed to withstand harsh mobile computing environments. Each adapter is sealed to resist moisture and high humidity. The adapter conditions and tightly regulates the 11 to 16V DC input power to the DC voltage required to operate the notebook. Voltage spikes or surges occurring on the input voltage line are filtered by the adapter, reducing possible damage to the notebook.

► *For more information on this and other convenient options from ThinkPad Proven, visit [www.ibm.com/pc/us/thinkpad/proven](http://www.ibm.com/pc/us/thinkpad/proven)*

# WorkPad wireless synchronization

IBM has announced a software upgrade—available at no charge—that enables users of infrared-enabled<sup>12</sup> IBM WorkPad PC companions to perform wireless back up and synchronization.



By simply pointing an infrared-enabled WorkPad in the direction of the latest ThinkPad notebook computers or IBM desktop PC IR adapters and tapping the WorkPad HotSync application, users can seamlessly synchronize data.

The new software upgrade, available via download, provides a convenient solution for enhancing the portability of the WorkPad and eliminates the need for mobile users to bring along a synchronizing cradle on the road.

To bring this wireless application to IBM desktop PC users, IBM has partnered with

ThinkPad Proven vendor Extended Systems. Infrared-enabled WorkPad users can simply connect the Extended Systems external JetEye IR port to their IBM commercial desktop or Aptiva PC to perform

wireless WorkPad to PC backup and synchronization of data.

► *For more information or to download the IR synchronization software upgrade, users can visit the WorkPad Web site at [www.ibm.com/pc/us/workpad](http://www.ibm.com/pc/us/workpad).*

## Wireless home communications: arming homes with convenience, flexibility and technology

**If IBM and their Emerging Technology Group have their way, people may soon have fully wired homes—without the wires.**

Consumers, and the industry as a whole, have expressed the growing need for a wireless communications standard within the home. This is due in part to the various types and degrees of wiring located within today's homes and the costs associated with upgrading to support growing communications needs. In response, IBM and 28 other leading technology and consumer electronics companies have formed an industry work group called The Home Radio Frequency Working Group (HRFWG).

In an effort to pursue and drive industry-standard specifications in this area, IBM and the HRFWG plan to publish what they call the Shared Wireless Access Protocol, or SWAP, with the hope of establishing SWAP as the standard for home wireless connectivity. SWAP would allow companies to develop industry-standard wireless products for the home.

Why wireless? Since devices would not have to remain in a fixed position or location based on hardwiring requirements, customer's would enjoy greater convenience and flexibility. In addition, wireless technology would make possible the true realization of networked PCs, appliances and phone systems within the home, without the added expense and work involved with upgrading the existing wiring infrastructure.

"I believe that the ultimate form of the household network infrastructure is wireless tech-

nology," said James Firestone, general manager of IBM's consumer division. "The potential market [for household networks] is very large."

Just a few of the exciting and innovative solutions that could emerge from incorporating industry-standard wireless technology into future products are:

- The setup of a wireless home network to share files between PCs, peripherals and new devices such as portable, remote display pads.
- The review and forwarding of incoming voice, fax and e-mail messages from a small cordless telephone handset to other cordless handsets, fax machines and voice mailboxes.
- The ability to access the Internet from anywhere in and around the home from portable display devices.
- The ability to activate home electronics systems simply by speaking a command into a cordless handset.

IBM and the HRFWG plan to publish the SWAP specification by the end of 1998, and development organizations such as IBM's Emerging Technologies Group, may begin product development soon thereafter. The first SWAP-compatible products are expected to be introduced in the second half of 1999. If you would like more information about SWAP you may access their Web page at: [www.homerf.org](http://www.homerf.org).

► *If you would like additional information about IBM's research and development efforts, you may contact our Research Web site at: <http://www.research.ibm.com/home.html>*

## New IBM Adapter for ThinkPad Notebook adds critical speed to networking

IBM has introduced the 10/100 EtherJet CardBus Adapter with 56K modem<sup>5</sup>, offering Fast Ethernet network performance and modem speeds of up to 56Kbps.

The adapter attaches to 10BaseT and 100BaseTX Ethernet networks through a high-performance 32-bit CardBus interface. The adapter's modem connects at speeds up to 56Kbps from practically all over the world.

The EtherJet CardBus Adapter with 56K modem is designed for very low power consumption, minimizing your computer's battery drain. In fact, the adapter does not consume power while it is inserted in the computer and the LAN and modem cable are disconnected.

Installation is simple, since the adapter offers Plug and Play support in Windows 95 and an easy-to-use installation utility in other environments. The adapter complies with PC 97, PC 98, ACPI and CardBus Power Management specifications. The adapter supports half-duplex and



full-duplex operation at 10Mbps and 100Mbps.

When plugged into the network, it auto-negotiates to set the speed and duplex mode, enabling easy connection to shared or switched Ethernet networks running at either speed. The adapter supports 10BaseT and 100BaseTX connectivity through a single RJ-45 connector on its LAN cable.

The adapter's 56K modem supports analog cellular and GSM cellular capability with the separate purchase of appropriate connection kits. GSM provides the convenience and flexibility to travel internationally and send data or faxes between countries without changing modems.

The 10/100 EtherJet CardBus Adapter with 56K modem meets all major industry standards, ensuring compatibility with IBM computers and networking equipment.

► *For more information, visit <http://www.ibm.com/pc/>*

# Is your PC Year 2000 ready?

**Information Technology managers at some companies see the transition of their computer equipment to the Year 2000 as a major challenge.**

The Year 2000 challenge does, in fact, span the entire IT industry and includes any system equipment, product or program that represents the calendar year with two digits rather than four, e.g., 98 instead of 1998.

If a system isn't prepared for the Year 2000, it may interpret 00 as 1900, instead of 2000. That could wreak havoc with most applications from insurance and banking industry programs to business critical data bases.

Fortunately, for its customers, IBM has been working on the transition to the Year 2000 challenge for a number of years. As a result, current IBM hardware and the latest versions and releases of IBM system software are Year 2000 ready which means that the product, when used in accordance with its associated documentation, is capable of correctly processing, providing and/or receiving date data within and between the 20th and 21st centuries, provided all other products (i.e. hardware, software, firmware) properly exchange accurate date data with it. (This statement does not apply to any software on your system.)

Many people use PCs in their daily lives and are particularly interested in how the Year 2000 may affect these systems.

The good news is that if you

have an IBM PC model introduced in 1996 or later, it has been designed with the Year 2000 in mind. Rebooting will help ensure that the hardware clock built into the IBM PC updates itself correctly.

If your IBM PC is a 1995 or earlier model, you may need to



reset the date manually from 1990 to 2000 using the operating system's command prompt (C:\>) interface. Again, this action must be performed after the Year 2000 occurs. After being reset to the new century, the IBM PC's hardware clock can maintain the date correctly. This applies to all IBM PC models starting with the PC AT.

#### Web sites available

IBM provides additional information and tools on our Web site that can help you transition successfully to the new

millennium. If you want information on IBM's support across its product lines, visit the IBM Year 2000 Web site at <http://www.ibm.com/year2000>. Specific information about IBM PCs is available at the IBM PC Year 2000 Web site <http://www.ibm.com/pc/year2000>

The IBM PC Year 2000 Web page describes additional options which may be of interest to IT professionals or others with critical computing requirements.

For example, you can consider downloading and installing a Prototype IBM Year 2000 Device Driver. The device driver is an option for you only if your PC is an older model designated as not ready for Year 2000 and is running one of these operating systems: MS-DOS, PC-DOS, Windows 95, OS/2 Warp Version 3.0 or OS/2 Version 4.0.

Assessing your IBM PC hardware is only one step in preparing for the millennium transition. Even more important is determining whether the software you use or exchange data with is ready. You should directly contact the developer of your operating system and application software, or see their Web pages, to find information about those products.

Finally, don't forget to check your data. You may find date information in your spreadsheet or database files which is stored in two-digit formats

"Our Year 2000 Web sites are in the forefront of the computer industry in providing support for customers, ranging from the individual home user to the large installation. We urge IBM users who have questions about the Year 2000 transition to visit those sites and become familiar with the resources available," says Paul Snayd, Manager of the VDT Ergonomics Project Office, IBM Personal Systems Group.

These extensive Internet sites contain a wealth of vital information including:

- A step-by-step guide on how to get ready for the year 2000
- Comprehensive and free Planning and Installation Guide
- Contact details of IBM year 2000 Technical Support Centers around the world
- Year 2000 service offerings and test equipment leases
- The most complete listing of product readiness in the industry via an interactive Year 2000 Readiness Database that covers all products from every IBM division.

## Keeping IBM Co-op Kits easy to access and download

All new IBM Advertising Co-op kits where you need them, at your fingertips.

PartnerInfo now features Co-op Kits for Netfinity and PC 300PL, ThinkPad 600, IntelliStation, Netfinity 3000 / 5500 and PC 300PL

To assist with your advertising and communications efforts, we have provided ready-to-use ad's that you can download and use, inserting your Reseller information in the spaces provided.

► **This is all available on the PartnerInfo at <http://www.ibm.com/PartnerInfo>, or you can visit the Reseller Web site at "Co-op" under Sales Tools & Promo's at <http://www.ibm.com/pc/partner/us>**

## IBM announces V.90 Data/Fax Modem Internet Kit

IBM has introduced a full-function V.90 data/fax modem internet kit for those who require a complete solution for ultra-high speed access to the Internet— as well as a broad range of data, fax and voice features—right out of the box.

The V.90 Data/Fax Modem Internet Kit offers features such as Windows 95 Plug and Play compatibility, telephony (CallerID) and voice. It also comes with a powerful suite of Internet tools on CD-ROM and a microphone to enable speakerphone features in conjunction with sound card and speakers.

► **For more information, visit <http://www.ibm.com/pc/us/accessories/>**

# New General Purpose Monitors

IBM has added two new members to its General Purpose Monitors family.

The new G74 and G54 color monitors replace previous G72 and G52 models and deliver affordable performance and

excellent ease of use. The G74 has a 17" FST CRT (15.9" viewable image size) and the G54 has a 15" FST CRT (13.7" viewable image size). They offer adjustable image control, with on-screen display (in five

languages) and a locking feature that prevents unwanted changes to customized control settings.

The G74 and G54 models also offer Universal Serial Bus (USB) capability, a fast and

easy way of connecting peripherals to your system via your monitor.

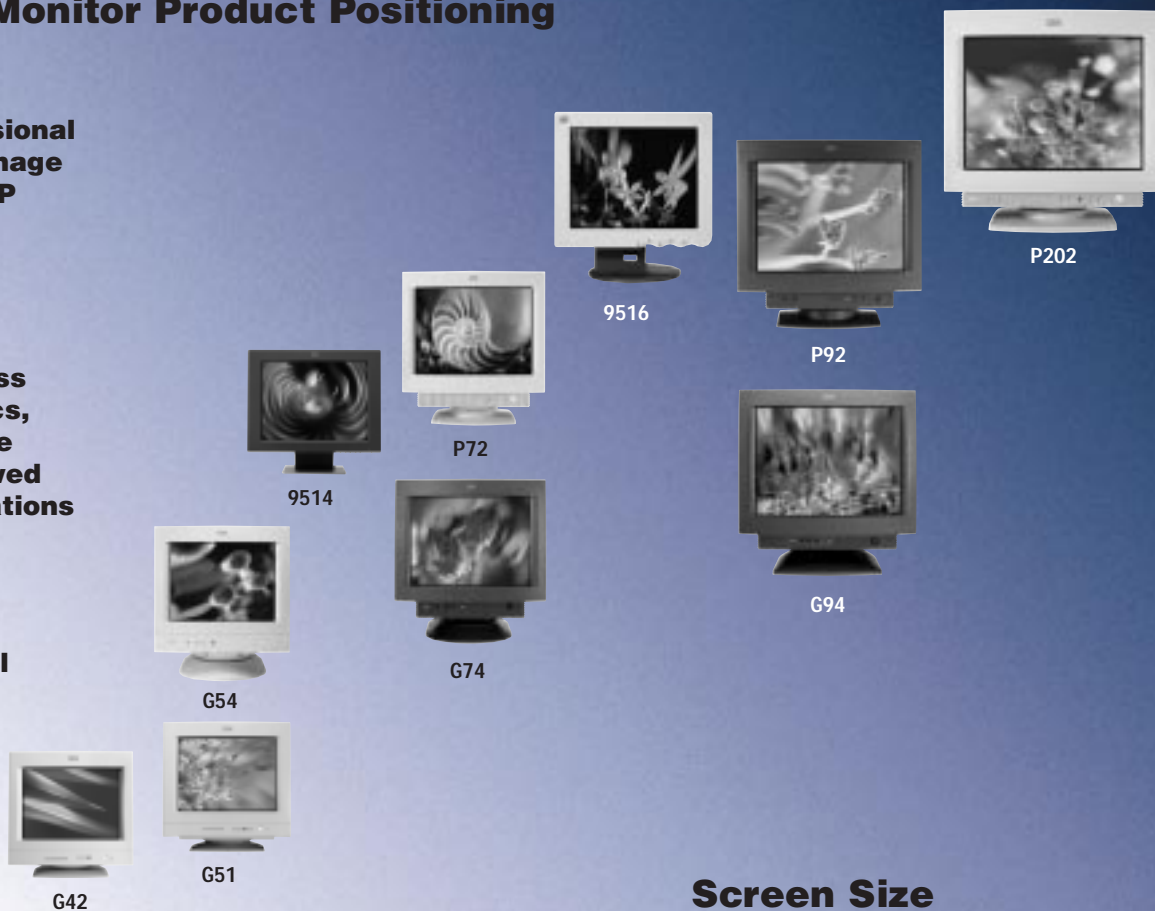
► For more information on IBM's family of monitors, visit <http://www.ibm.com/pc/us/accessories/monitors>

## IBM Monitor Product Positioning

**Professional  
CAD, Image  
and DTP**

**Business  
graphics,  
multiple  
windowed  
applications**

**General  
office  
and  
home  
use**



## Price actions for IBM PC products

For the latest information on product withdrawals, price actions, programs and promotions please visit the US PC Reseller Web site at <http://www.ibm.com/pc/partner/us>

To automatically receive a weekly Personal Systems Group Marketing Summary via fax or e-mail, please call the Sales Solution Center at 1-800-722-PCPC and select option 3. If you would like to download the summary, please visit [http://www.ibm.com/pc/partner/us/news\\_partnerupdate.html](http://www.ibm.com/pc/partner/us/news_partnerupdate.html)

### Announcement Letter database

Includes all product announcements, product withdrawals, price actions, programs and promotions.

[http://www.ibm.com/pc/partner/us/news\\_announcements.html](http://www.ibm.com/pc/partner/us/news_announcements.html)

### PSG Marketing Summary

A weekly summary of selected announcements, promotions, programs and price actions.

[http://www.ibm.com/pc/partner/us/news\\_partnerupdate.html](http://www.ibm.com/pc/partner/us/news_partnerupdate.html)

### Price Lists

Updated daily, in both Lotus 1-2-3 and Adobe Acrobat formats for easy export to other applications.

[http://www.ibm.com/pc/partner/us/products\\_pricelists.html](http://www.ibm.com/pc/partner/us/products_pricelists.html)

### Transship List

A weekly listing of products with excess inventory in the channel.

<http://www.ibm.com/pc/partner/us/supply/transshipview.html>

# ThinkPad 380 Back-to-School Rebate for Students & Faculty

IBM will offer a \$300 rebate for qualified education users who purchase a ThinkPad 380 notebook model 2635-6AU between July 15, 1998 and September 30, 1998.

To qualify, end users must be a student, member of the faculty or staff of qualified higher education institutions.

**To receive a rebate, the end user must provide:**

- A printed copy of an identification card showing current

enrollment or employment at a qualifying higher education institution. If the user has been accepted to a qualifying higher education institution, but does not have a student identification, then a copy of the letter of acceptance will be accepted as proof of eligibility.

- A Customer Rebate Request Form available from the IBM Reseller Web site: [www.ibm.com/pc/partner/us](http://www.ibm.com/pc/partner/us) or [www.ibm.com/pc/us/thinkpad](http://www.ibm.com/pc/us/thinkpad)

along with a printed copy of education identification, and an invoice from the IBM Business Partner including invoice number, purchase date, system IBM part number, system serial number and quantity. Rebate request forms must be received by IBM no later than October 15, 1998.

► **For more information and terms and conditions, refer to announcement PSG 98-399 at <http://www.ibm.com/pc/partner/us/announcements/bynumber.html>**



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## Comments or suggestions?

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## IBM PC Institute Information

Date	City	Class	Code	Days
8/22/98	Washington, DC	Quality Service Skills	YPC08	1
8/24/98	Chicago, IL	Quality Service Skills	YPC08	1
8/27/98	Chicago, IL	Netfinity Systems Hardware Repair Problem Determination	V5082	2
8/29/98	Chicago, IL	Technical Excellence	YPC07	1
9/14/98	San Francisco, CA	IBM Netfinity and PC Server Essentials	V5065	1
9/15/98	San Francisco, CA	IBM Netfinity and PC Server Cluster Training	V5056	1
9/16/98	San Francisco, CA	IBM Netfinity Manager Implementation Workshop	V5105	1
9/17/98	San Francisco, CA	Client SMART	V5118	1
9/18/98	San Francisco, CA	IBM ThinkPad Systems Technical Training	V5138	1
9/21/98	San Francisco, CA	IBM Netfinity and PC Server / Windows NT Installation	V5075	4
9/21/98	San Francisco, CA	Technical Excellence	YPC07	1
9/24/98	San Francisco, CA	Netfinity Systems Hardware Repair Problem Determination	V5082	2

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