

IBM PC Information Update

SALES AND MARKETING NEWS FOR BUSINESS PARTNERS

JULY 1998

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New IBM Netfinity 7000 models announced



Netfinity 7000 M10 with pedestal

IBM has previewed additions to its Netfinity 7000 family that offer the latest industry-standard Intel processors as a means of satisfying the ever-increasing demand for power, scalability and control in enterprise and server markets.

Key features of the IBM

Netfinity 7000 M10 include:

Power

- The Intel 400MHz 1 Pentium II Xeon processor
- Up to 1MB 2 Level 2 cache
- Five 64-bit hot swap PCI slots, twice as fast as current generation slots
- 150ns EDO memory
- 10,000rpm hard disk drives
- IBM-designed system board that brings subsystem power in

line with that of the processor.

Scalability

- 4-way SMP capability
- 8GB memory
- 12 PCI slots - all hot swap/add - for options
- Fiber channel disk support

Control

- Built-in hot swap technology for fans, power supply, PCI slots and drives
- Predictive failure analysis for key components
- Netfinity Manager software and IBM system management processor for control from virtually anywhere, at any time
- Diagnostic lights quickly identify malfunctioning components.

(Continued on page 2)

IBM extends IntelliStation line with the 400MHz E Pro

Technical professionals demanding superior Windows NT application performance and compatibility will find the IntelliStation E Pro compelling both for its competitive price and winning performance.

Powered by advanced standards-based technology and fortified by IBM's innovative remote manageability features, the E Pro brings a comprehensive NT solution to a broad range of users in the fields of architecture, drafting, desktop publishing and prepress, digital content creation, financial services and business-critical enterprise computing.

No-compromise power

Keeping pace with the award-winning IntelliStation M Pro series, the new E Pro line is equipped with the latest Intel Pentium II processors up to 400MHz¹ and Intel's next-generation 440BX AGPset. Enhanced subsystems contribute to the E Pro's outstanding application performance:

- High-bandwidth 100MHz system bus
- Accelerated Graphics Port (AGP 2X)
- 7200 rpm ATA-22 EIDE or Wide Ultra SCSI hard disk drives
- Up to 384MB of 100MHz SDRAM

The 5-slot/4-bay slimline



design is ideal for space-constrained environments from financial trading rooms to today's modular offices. The combination of refined power

(Continued on page 4)

IBM Netfinity large enterprise applications solutions

The large enterprise needs everything from small servers to super servers, from personal application software to intranet/Internet databases and manufacturing control systems. This makes the large enterprise a key revenue opportunity for dealers.

At the heart of the enterprise-wide network is the IBM Netfinity 7000 M10, perfect for clustering and featuring powerful 400MHz¹ Intel Pentium II Xeon processors with up to 1MB² integrated L2 cache.

Netfinity 5500 addresses midrange needs such as an application development organization within an enterprise and is priced with business budgets in mind. Departmental and work-group requirements - including file-and-print and entry-level applications - are

the province of the very affordable Netfinity 3000 and 3500 servers.

Software

IBM Netfinity 7000 and 5500 server systems, running your



Windows NT software, are particularly suited, as well as certi-

fied, for industry-focused enterprise resource planning (ERP) applications from leading software vendors including Microsoft, Baan, Oracle, SAP and J.D. Edwards.

financial, distribution and human resources, ERP applications blend the numerous business processes of a large enterprise into suites of shared common data files. The result is the enterprise becomes viewed and understood as the autonomous entity it is, and not merely as a conglomeration of unrelated parts.

In selling IBM Netfinity systems, remember the needs of the large enterprise extend well beyond hardware into software and all important services such as IBM ServerProven and SystemXtra.

When viewed in this way, large enterprise sales opportunities can be 'win-win' situations for you, as well as your customers.

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

By incorporating applications such as manufacturing,

IBM Fiber Channel technology

It's all about speed, availability and scalability. If your Netfinity enterprise customer needs to expand their networked systems to keep pace with the growth of their business, IBM Fiber Channel solutions transform technology into clear business advantage:

- The IBM Fiber Channel solution provides high-speed up to 100MBps data transfer over longer distances (10km) in a clustered environment. The data transfer rate for SCSI, by comparison, is 40MBps
- IBM Fibre Channel technology offers multi-host, industry-standard implementations:
 - PCI - Fibre Channel host adapters
 - RAID 0, 1, 3 and 5 controllers
 - Industry-standard hub technology
 - Netfinity Storage Expansion Enclosures and hard disk drives
- Support for Windows NT Server
- Rack-mountable RAID controller, hub and Storage Expansion Enclosure
- High-availability through key redundant and hot-swap components.

Netfinity 7000

(Continued from page 1)

In discussing IBM Netfinity 7000 M10 server systems with your customers, don't forget our world-class service and support programs, now expanded to include Remote Connect for call home remote problem determination, Update Connector for the latest drivers and fixes from the

Web, and MoST Connect for global support in 164 countries and 17 languages. They can, and do, make a difference. Full details and ordering information will be announced in third quarter 1998.

► For up to date information on announcements and technical details visit us on www.pc.ibm.com/partner/us/netfinity/

Network offerings encompass Netfinity Server to Web solutions

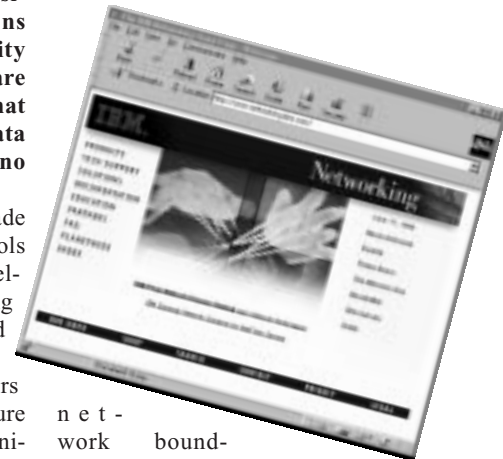
IBM has announced e-business network solutions designed for Netfinity servers. These solutions are based on the products that delivered instantaneous data access during the Nagano Olympics.

The introduction was made as part of the Netfinity e-tools for e-business launch. Developed by IBM's Networking Hardware Division and available through distributors and value-added resellers (VARs), the solutions feature IBM's award-winning Netfinity servers, world-class 2210 Nways Multiprotocol Routers and market-leading Lotus Domino Web software.

Ideally suited for medium sized and large enterprises, customers benefit from scalable, high performance Internet access to Web hosting servers and secure, high speed connectivity across local area

network boundaries. Many organizations want to manage all of their Web hosting activities internally to support increased efforts and alleviate electronic bottlenecks.

► For more information and a complete presentation of these solutions, please visit the Networking Web site at <http://www.networking.ibm.com>



IBM announces Netfinity 10/100 Fault Tolerant Adapter

IBM has announced a new Fast Ethernet adapter that delivers strong performance and high availability for mission-critical applications.

Optimized for use in servers, the Netfinity 10/100 Fault Tolerant Adapter contains a redundant NIC feature that minimizes data loss and downtime related to adapter, cable or connector failures in server connections to the Ethernet network.

Paired with a redundant adapter or with the 10/100 Ethernet connection on the motherboard of a PC server, the

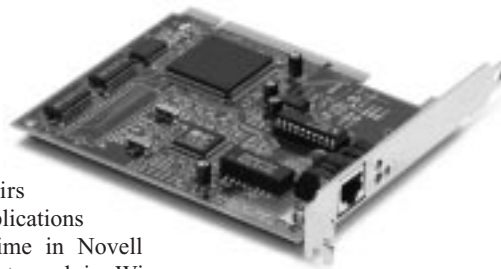
adapter can detect a failure to the primary link and automatically switch to the secondary link, thereby minimizing downtime.

The Netfinity 10/100 Fault Tolerant Adapter offers robust performance, with 32-bit PCI architecture that can handle demanding, high-traffic server environments without overly taxing the CPU.

In conjunction with a server such as the IBM Netfinity PC Server 5500, the adapter allows for 'hot plugging' thereby enabling you to swap adapters

while the server is in operation. You can also perform repairs on critical applications without downtime in Novell 4.x environments and in Windows NT 4.0 (with downloadable device drivers).

The Netfinity 10/100 Fault Tolerant Adapter is designed for flexibility, supporting 10Mbps and 100Mbps operation in both half-duplex and full-duplex modes. These factors facilitate the adapter's use



in shared or switched environments. The adapter includes simple Plug and Play installation and offers support for all leading server and network operating systems.

► For more information, visit <http://www.pc.ibm.com/partner/us/options.html>

The all-in-one, convenient adapter card

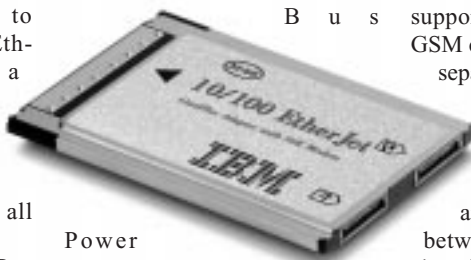
IBM has introduced the 10/100 EtherJet CardBus Adapter with 56K modem^s, offering Fast Ethernet network performance and modem speeds of up to 56Kbps.

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 Card-



Bus 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 net-

works 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 combination of redundant NIC and hot pluggability features of the adapter and the IBM servers offers unparalleled reliability and maintainability in mission-critical situations.

► For more information, visit <http://www.pc.ibm.com/partner/us/options.html>

Networking HQF Rebate

From April 25 to September 30, 1998, IBM is offering Business Partners a \$10 HQF Rebate on End-User sales of selected Ethernet and ALL Token-Ring products.

IBM offers the most complete line of networking product solutions in the industry! Our Ethernet adapters are affordable and offer many advanced features and capabilities. IBM's Token-Ring adapters provide high performance and low DOS memory utilization giving you the most for your money in client-server applications. Our Wake on LAN adapters allows a network administrator to remotely power up a workstation to perform software updates or download applications.

How it Works. It's Simple. IBM will provide a \$10 rebate per adapter to Business Partners for EDI reported End-User sales out of the Eligible Ethernet and Token-Ring Adapters. Payments may be requested after September sales data has been processed and verified by IBM.

Terms & conditions apply. For a complete list of eligible products please refer to Announcement letter 98-207.

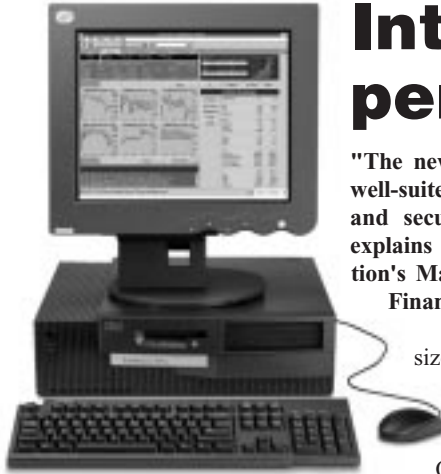
IBM offers external tape drive solution

For your server customers who want to save their extra system bays for internal-only SCSI devices, IBM offers a clever external solution: the IBM family of External Half-High SCSI Storage Enclosures.

With the snap of two parts, you can create an external tape drive with the greatest of ease. Simply combine the External SCSI Enclosure with one of the following IBM internal tape drives:

- TR4 (4.0/8.0GB) Internal SCSI Tape Drive
- IBM 10/20GB 2 Internal NS Tape Drive
- IBM 12/24GB 4mm DAT Internal Tape Drive
- IBM 20/40GB 8mm Internal Tape Drive.

Now you get the same unattended backup that does not require a leap of faith. It only calls for an IBM tape drive -- reliable storage, protection and distribution of your customers' mission critical data.



IntelliStation E Pro: A perfect fit for finance

"The new E Pro is extremely well-suited for banking, finance and securities professionals," explains Deep Kaul, Intellistation's Marketing Manager for Financial Services.

"First, is its compact size. In many situations, a desktop model is preferred.

Our customers need a unit that can fit easily with their existing work space, whether it be on, under or beside their desk. The E Pro's desktop form factor has that versatility.

"Second, they need fast,

reliable performance for their critical applications. The E Pro delivers the processor, graphics and I/O bandwidth traders need to rapidly access and analyze data so they can react instantly to the markets. "Next is support for sin-

gle or multiple monitors, with a choice of IBM's refined Trinitron and TFT monitor technology. On a crowded trading floor, the IBM 9516 flat panel display saves valuable desk space, leaving more room for more personnel.

"And finally - being analysts that know value - they want a lot for their money. From the 400MHz¹ Intel processors to our cost-saving remote manageability features like Asset ID, IBM SMART Reaction and Alert on LAN - all included on the base model - the IntelliStation E Pro is the integrated solution that financial professionals can count on."

"The IBM IntelliStation has been proven as a high performance Intel-based Trader workstation with excellent price/performance, meeting all our customers' requirements with regards to reliability, stability and cost. Together with our Trading Platform InVision +Arena, the IBM IntelliStation brings real benefits to the traders and the banks."

- Wolfgang Nier, CED CSK Deutschland.

400MHz E Pro

(Continued from page 1)

and competitive pricing makes the IntelliStation E Pro a natural for customers stepping up from Windows 95 to NT, and for UNIX and Mac environments seeking to supplement or replace their proprietary platforms. To help ease the transition to Windows NT, IBM has teamed with leading industry software vendors to certify the E Pro's application compatibility and performance. (See the IntelliStation Web site for the extensive portfolio of ISVs.)

Fast 2-D and value 3-D graphics

The IntelliStation E Pro offers a choice of application-focused graphics accelerators from industry leaders Matrox, PERMEDIA and Appian. Each of these adapters is designed for a specific range of applications:

- For high-performance 2-D: Matrox Millennium II (AGP)
- For fast 2-D and value 3-D: PERMEDIA 2A (AGP)
- For single slot/dual monitor: Appian multi-head PCI adapter (available through IBM Business Partners)

New market opportunities

The new E Pro extends the proven advantages of the IBM IntelliStation design criteria - superior application performance, responsive graphics, certified compatibility and the most advanced IS toolset - to a whole new audience of technical professionals.

► For more information on the IntelliStation family of products, visit <http://www.pc.ibm.com/partner/us/intellistation/>

IBM serves up Flat Panel Monitor rebate programs

In an effort to make increasingly popular Flat Panel Monitors even more attractive to resellers and customers, IBM has reduced its prices and announced several special offers.

IBM Flat Panel Monitor Demo Rebate Program:

This program lets authorized resellers who purchase a single eligible IBM Flat Panel Monitor for demo purposes between now and September 30, 1998, apply for a rebate payment from IBM. The limit is one eligible part number per reseller location. Rebate values are 50% of the current IBM Schedule Price.

For more information, please visit http://www.pc.ibm.com/partner/us/announcements/3a32_272.html

IBM Flat Panel Monitor Rebate Program:

Under this rebate program, IBM will pay participating authorized resellers \$100 for each 14.1-inch IBM Flat Panel Monitor they sell and \$150 for each 16.1-inch model sold. The program runs through September 30, 1998.

For more information, please visit http://www.pc.ibm.com/partner/us/announcements/3a12_272.html

IBM Flat Panel Monitor Channel Evaluation Program:

Under this program, customers may "try and buy" an IBM Flat Panel Monitor, keeping it for as long as 60 days before deciding whether to purchase it. If the customer purchases the monitor at the end of the evaluation period, the reseller will receive a \$50 rebate. The program runs through December 31, 1998.

For more information, please visit http://www.pc.ibm.com/partner/us/announcements/3a2e_272.html

Flat panel monitors are an attractive alternative to conventional CRTs in space- and energy-conscious environments such as financial trading room floors, call centers, design shops and hospitals. Although their up-front cost is higher than that of functionally equivalent conventional CRTs, flat panel monitors can actually pay for themselves over time through their lower energy costs and space savings advantages that can translate into major real estate cost savings.



PC 300GL storms market

IBM has set a new standard for entry-level desktop computers with the announcement of a completely new range of high-end models of the IBM PC 300GL that combine strong performance with outstanding affordability.

These entry-level systems are loaded with performance-enhancing features that are new to this class, like the Intel 440BX core chip set, 100MHz 1 SDRAM and AGP graphics. The new models of the IBM PC 300GL also features Intel's newest and fastest processors, which operate at speeds up to 400MHz.

Even if you do not need the fastest processor today, you can rest assured that it will be easy to upgrade tomorrow. IBM has equipped these systems with 100MHz SDRAM and the 440BX chip set so that upgrading is simply a matter of switching processors.

The graphics controller in the newest models of the IBM PC 300GL can be upgraded with additional video memory and system memory is expandable to a maximum of 384MB in 3 DIMM slots.

All in all, these models are perfect for businesses who are

budget-conscious but want to protect their investment by buying the best available technology to ensure a smooth and continuous upgrade path.

The newest models of the IBM PC 300GL offer the industry-leading manageability and asset protection features you have come to

expect from IBM, including support for innovative technologies like Wake on LAN.

Each system is licensed to use IBM SMART Reaction software, which helps protect your critical data, and IBM LAN-Client Control Manager, which makes system deployment a breeze.

The IBM PC 300GL is now available in a configuration to

meet virtually any business need or budget.

All are easy to manage in a network or work great as stand-alone machines. And all are backed by IBM's legendary quality, ask your reseller how IBM quality compares with the competition.

▶ For more information, visit <http://www.pc.ibm.com/partner/us/desktop>



New IBM keyboard adds 'hot keys' for fast and easy computing

The new Rapid Access Keyboard from IBM - with its 14 convenient 'hot key' buttons - delivers one-button passage to your favorite programs and controls.

Right from the Rapid Access Keyboard, you can launch your Internet browser to surf the Web 12, open your daily calendar to check your schedule, listen to your Mozart CD 13 for inspiration, access any Windows 95 Help screen to get out of a jam or suspend your PC 14 while you go to lunch - all with the touch of button.

Besides the Rapid Access Keyboard's combination of quiet touch and comfortable 104-key lay-out, this keyboard includes 14 rapid access buttons. These "hot key" buttons deliver one-touch entry into programs or files that could be two, three or more steps away.

Conveniently, four of the



rapid access buttons can be easily customized to launch whatever you use most. The other 10 buttons are pre-programmed to let you listen to and control audio CDs, access help whenever necessary and suspend computer operation to save energy without turning off the system.

The Rapid Access Keyboard is available in pearl white and includes indicator lights for mute and suspend mode.

A detachable wrist rest for added comfort and customizable labels to identify the four programmable buttons are also included.

▶ For more information about the Rapid Access Keyboard, visit <http://www.pc.ibm.com/partner/us/options/>



Rapid Access Keyboard

Kensington's IBM PC 300 Series Lock

Kensington and IBM have teamed up to develop the only locking device designed specifically to protect IBM PC 300 Series 3.5" diskette drives.

IBM wanted to provide the highest quality product available to protect their customers' data against unauthorized access. California-based Kensington is one of the world leaders in physical computer security and has developed the only IBM approved diskette drive lock for use in all PC 300 Series computers sold worldwide.

Benefits

- Prevents unauthorized use of the IBM PC 300 Series 3.5" diskette drive
- Prevents data theft by securely locking out diskette drive access
- Protects data contamination by preventing computer virus being introduced via the diskette drive
- Kensington's satisfaction guarantee - lifetime warranty,

complete technical support and 90-day no-risk trial



The IBM PC 300 series diskette drive lock is compatible with the following models worldwide:

- 2 x 3 300 GL (machine types 6272)
- 4 x 4 300 GL (machine types 6262 and 6282)
- 4 x 4 300 GL & PL (machine types 6561, 6562 and 6862)
- 6 x 6 300 GL & PL (machine types 6591, 6592 and 6892)
- 6 x 6 IntelliStation (machine types 6898, 6889, 8476 and 8644)

▶ For availability and other security features, visit <http://www.kensington.com>

ThinkPad System manageability

At IBM, we are making manageability a fundamental part of our ThinkPad notebooks by integrating standards-based solutions directly in the hardware and software that we offer with each ThinkPad notebook.

Through the IBM/Intel Advanced Manageability Alliance and our innovative Client Services for Netfinity, Wake on LAN, LANClient Control Manager and other networking features that we introduced on desktop systems. IBM provides all the tools you need to lower your Total Cost of Ownership by effectively managing and supporting your business' mobile computers.

Our objective, plain and simple, is to make ThinkPad the most manageable mobile systems available. We will do this by:

- Integrating both IBM and other industry-standard systems management software, hardware, and service elements into each ThinkPad system.

Many ThinkPad notebooks currently feature remote setup and upgrade support via

IBM's LANClient Control Manager and Intel's LANDesk Client Manager applications. IBM Netfinity Manager and Intel LANDesk Client Manager provide remote support, monitoring and asset management. ThinkPad notebook's also offer Wake on LAN support via the SelectaDock III for remotely updating a user's BIOS and software image even when the user is not present and the machine is powered off.

- Delivering solutions based on industry standards.

All new ThinkPad notebooks are industry-standard DMI 2.0 compliant and many can be upgraded to DMI 2.0 compliance. DMI compliance is important because it defines the components of a ThinkPad and provides tools that permit management applications access to this information, so problems can be avoided and users stay productive.

- Enabling ThinkPad systems to be effectively managed in both LAN and dial-up environments.

- Maintaining commonality of systems management features with IBM client desktop, workstation and server products.

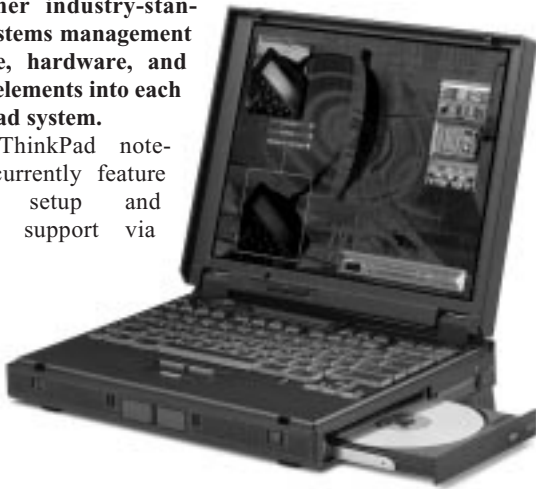
- Providing enhanced asset security features via passwords and locks.

- Providing investment protection tools such as the ThinkPad Customization Center Tool that comes preloaded on select ThinkPad models.

This unique program allows ThinkPad customers to download software programs, software updates, drivers and data updates from the Internet. Using these powerful remote

setup and support capabilities, IS professionals can reclaim many of the hours they spend on these tasks and use the time to address core business information needs. IS groups that employ these technologies for desktop clients have learned how to convert time saved in setup and support into time for creating new and effective information services that will increase product quality and customer satisfaction.

► For an overall perspective on IBM's strategy for easier, more effective systems management for desktop and mobile computers, see the *Universal Management Information Brief* at <http://www.pc.ibm.com/us/infobrf/umbs.html>



Understanding DVD compression technology

The Digital Versatile Disk (DVD), the new industry-standard disk technology that holds up to 25 times the capacity of a CD-ROM, is here and the IBM PC range will be among the first to use DVD as standard.

The disks look similar to current CD-ROMs, can hold up to 17GB² of data and will be developed to include writable versions. A single DVD can hold the entire US telephone directory, or a typical feature film (more than 800 movies are already out on DVD).

IBM's role has been central to the development of DVD, chairing the technical working group that agreed to the DVD standards to avoid a repeat of the VHS/Betamax war that plagued the video tape industry.

For business

DVD will bring tremendous advantages to businesses with data storage, archive and backup problems.

Databases, images and multimedia presentations can all easily be stored on DVD and retrieval is as simple as loading the disk in the tray.

Besides using DVD as a storage medium, the huge capacity of the disks means that multiple training systems, in different lan-

guages with different routes through the course, can easily fit on a single disk. Again, DVD could be used to distribute full-color catalogs for mail-order houses, complete with links to Internet pages for online ordering.

For home

Games, films and interactive entertainment are all high on the DVD list for home use. The massive storage capacity brings the Television/PC industry much closer together and with agreed standards on MPEG compression and Dolby sound, PCs can now play videos full-screen.

The technical advantages of DVD means that movies can carry multiple sets of subtitles in different languages, multiple audio channels can carry different language editions, and advances such as pan-and-scan allow viewers to select alternative views of the same scene - great for viewing that goal from three different viewing cameras.

PC standards

IBM expects that all PCs will include a DVD drive in the near future. The IBM Aptiva and the award-winning IBM ThinkPad 770 already include DVD, and since DVD drives can read CD-ROMs too, there is every reason to suppose that the DVD drive will become the standard.

The technical side of DVD

- DVD: 'Digital Versatile Disk'.
- The DVD format is read by an infrared laser of 635 and 650 nanometers (one nanometer is a thousandth of a millionth of a metre!)
- The laser shines through the 0.6mm protective coating onto the reflective pits underneath and is read by corresponding optics. On dual-layer DVD disks, lens focusing is used to read either the upper or lower layer of data, nearly doubling the disk capacity
- DVD technology allows the data to be more tightly packed (the pits are about half the size of those on a CD-ROM). The tracks are closer together and are written closer to the center and the coding/decoding software is much improved
- The transfer rate from DVD is roughly equivalent to a 14X CD-ROM, at 200KB 5 per second, ideal for full-screen video and multimedia using MPEG-2.

Three new SystemXtra offerings round out e-business tools

IBM SystemXtra continues its goal of helping businesses of all sizes increase the capabilities of their PCs with support services, software, training and financing options. Recently, SystemXtra unveiled three new e-business programs for small, mid-sized and even large sized companies.

IBM Internet Connection Services provides a dedicated Internet connection that makes communicating over the Web simple and affordable. If a business needs to maintain remote contact to a server, an IBM leased line connection is a perfect way to create a dedicated connection from a Web server or LAN. IBM provides fully managed end to end service including continuous monitoring and help desk support - all without customers having to dedicate a large amount of time and resources. PSG Business Partners can currently receive a one-time lead payment from IBM for closed deals - depending on the amount of bandwidth sold.

The second new offer, IBM Small Business Training Series makes it easy to acquire training on today's leading software, right at the desktop. The program provides a flexible, yet affordable, way to receive vital training for one year for more than twenty of today's most popular software programs, includ-

ing Microsoft Windows 95, NT, Office 97 and Office 95. Additional courses may become available throughout the year. Plus, customers train at their convenience, reducing the need for off-site travel and classroom instruction. This training service is sold through the PSG Business Partner channel with suggested retail prices ranging from \$225 for a single user to \$2000 for ten users.

The last SystemXtra enhancement, IBM Home Page Creator for e-business, integrates a Web site creation tool, hosting service and optional Internet access, enabling companies to establish a presence on the Web quickly, easily and cost-effectively. Multiple packages are available, from plans starting at \$24.95 per month that provide the basics a small company needs to get started, to the most comprehensive plans to create a complete e-business solution. IBM Home Page Creator is an efficient way for customers to add e-commerce capabilities at their own pace and get on the Web in as little as 24 hours. Working together, these programs provide an integrated e-business solution, taking advantage of the very latest in IBM PC technologies. It's just another way SystemXtra works to supply customized services, software, training and financing, with the focus on helping lower

the Total Cost of Ownership for IT investments. Business Partners may even be able to use these tools for their own business.

► To contact a SystemXtra sales expert, call 800 IBM-PCPC, option 3 or visit <http://www.pc.ibm.com/partner/us/systemxtra>

IBM Channel News

IntelliStation Channel Evaluation Program

An easy method for authorized resellers to place an evaluation unit in the end users' hands. Customers can evaluate the system for up to 75 days before deciding to purchase. If the customer purchases the system at the end of the evaluation period, the reseller is eligible for a rebate. For more information, please visit

http://www.pc.ibm.com/partner/us/announcements/394e_272.html (PSG 98-063). Also see Enhancements PSG 98-238.

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. For more information, please visit http://www.pc.ibm.com/partner/us/announcements/3a1a_272.html (PSG 98-285)

Server Seed Program

This program allows authorized reseller, who purchase a single qualifying 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. For additional information, please visit

http://www.pc.ibm.com/partner/us/announcements/34ea_272.html (PSG 98-023). Also see Enhancements PSG 98-142, PSG 98-287.

Government and Education Marketing Incentive Program

IBM will provide selected marketing incentives to authorized resellers who sell eligible PC products to a qualifying government or education customer. For more information, please visit

http://www.pc.ibm.com/partner/us/announcements/368a_272.html (PSG 98-110)

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.pc.ibm.com/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.pc.ibm.com/partner/us/news_partnerupdate.html

Announcement Letter database http://www.pc.ibm.com/partner/us/news_announcements.html

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

PSG Marketing Summary http://www.pc.ibm.com/partner/us/news_partnerupdate.html

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

Price Lists http://www.pc.ibm.com/partner/us/products_pricelists.html

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

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

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

IBM adds Security to e-business

New software from IBM can help make e-business even more secure.

The IBM Global Sign-on suite can identify and authenticate users accessing enterprise systems, giving them network entry with a single log-in. The security software is another in the line of e-business tools now available worldwide from IBM.

IBM and Little Tikes make 'childs play' of computer learning

IBM and the Little Tikes Company, a division of Rubbermaid, have joined together to create a cost-effective, all-in-one computing solution for young children, called the Young Explorer. The kid-sized computer is designed for early childhood centers, pre-schools, elementary schools and libraries.

Designed for ages three to seven, the kid-sized computer system features wipe-clean plastic surfaces, a bench seat for two children and a membrane keyboard with large, brightly colored keys that are just right for little hands.

The sturdy Little Tikes furniture houses a powerful IBM Pentium-based multimedia computer, along with monitor, speaker and wiring, within a ventilated, secured cabinet.

The computer is a fully functional IBM PC, complete with Pentium Processor with MMX, a minimum of 2.5GB² hard disk space and 16MB

RAM. It also includes a diskette and CD-ROM drive and 14" viewable image size color monitor.



It comes pre-loaded with Windows 95 and popular edu-

cation titles such as Millie's Math House and Sammy's Science House from Edmark, an IBM subsidiary.

Also included is Kid Desk, a smart user interface that's easy for children to use, but also prevents tampering with system functions. The computer is easy on educators, allowing them to load any Windows-based software.

The Young Explorer is available to educational, institutional and commercial customers.

► **To order the system, you can contact Little Tikes' sales and distribution network at 1-800-321-4424, ext. 3179.**

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