IBM PC Information Update

JUNE 1998

e-business

IBM adds low-cost models with Celeron® processors to IBM PC 300GL

IBM is now offering models of the IBM PC 300GL with the new Intel® Celeron processor. These models enable IBM to offer customers the latest processor technology at a lower price point.

The Intel Celeron processor is based on the same P6 microarchitecture as the Pentium® II processor, but is designed to provide a base level of functionality to meet the performance and affordability requirements of core business needs.

The Celeron processor, like the Pentium II processor, includes MMX™ technology and supports Accelerated Graphic Port (AGP) video devices.

The new models of the IBM PC 300GL utilize the first member of the Celeron product line, which operates at 266MHz[1]. Even without L2 cache, the 266MHz Celeron processor out-performs the 233MHz Pentium processor with MMX technology on many industry-standard benchmarks.

In other respects, the new models of the 300GL are almost identical to the models of the IBM PC 300GL with Pentium II processors announced in February.

They feature Cirrus 64bit AGP baseline graphics with 2MB[2] of video memory, 16 or 32MB of SDRAM main

The IntelliStation M Pro: startling performance, intelligent design

IBM has launched the new IntelliStation M Pro into a high performance orbit. On board are the best features of its award-winning predecessors along with significant innovations to enhance user productivity.

Designed for the demands of technical markets from CAD/CAM to EDA, as well as digital media creation, software development and the financial markets, the IntelliStation M Pro offers the most advanced standards-based technologies available in an NT workstation. Available with dual SMP capable Pentium II processors up to a searing 400MHz[1], this dynamic workstation was built from the ground up for increased bandwidth system-wide. The result is a user experience that is startlingly fast!

Ideal for disk-intensive, creative and technical applications, IntelliStation is equipped with dual-channel Wide Ultra SCSI I/O, integrated RAIDport for plug-and-go RAID options and huge, ultra-fast hard drives available at up to 10,000rpm.

A robust 330-watt power supply feeds six device bays and six available full-length slots, making it easy to custom-configure the IntelliStation M Pro to meet our customers' most stringent requirements. IntelliStation continues its winning ways with

IntelliStation's application-focused graphics

For creative and technical users, graphics response is the defining criteria for workstation performance. However, workstation tasks vary widely in the type of visual computing users require.

For instance, financial traders demand fast 2-D performance on multiple monitors, but don't benefit from specialized—and more costly—3-D features like texture memory and geometry acceleration. That's why IntelliStation offers a choice of graphics accelerators optimized for business-critical applications in specific market segments.

For demanding 2-D display, the 64-bit **Matrox Millennium II** comes standard with 8MB[2] (upgradeable to 16MB) of dual-ported WRAM memory and a 250MHz[1] RAM DAC (digital-to-analogue converter) to achieve industry-leading Win-Mark scores. Supporting 21-inch monitors in true color at resolutions up to 1600 x 1200, the Millennium II is an unbeatable solution for power users in enterprise, financial markets,
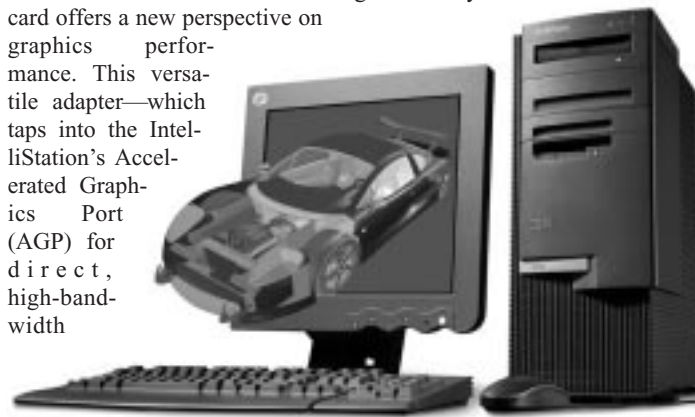
desktop publishing, document image processing and wireframe CAD. The IntelliStation M Pro can support up to four monitors powered by four Millennium II cards for a combined desktop viewing area of 3840 x 2400 pixels.

The **PERMEDIA 2 Enhanced** card offers a new perspective on graphics performance. This versatile adapter—which taps into the IntelliStation's Accelerated Graphics Port (AGP) for d i r e c t , high-bandwidth

access to system memory—delivers a sizzling 160 score on the Business Graphics Win-Mark. Building on its remarkable 2-D proficiency, this hybrid card also offers value 3-D display functions. Based on 3Dlabs

GLINT technology, the PERMEDIA 2 Enhanced card makes a graceful transition to the third dimension with support for the OpenGL, Direct3-D, and Heidi APIs.

The highly pipelined 3-D graphics core, integrated g e o m e t r y

processor and 16-bit Z-buffer of the PERMEDIA 2 Enhanced comprise a formidable—yet amazingly affordable—3-D modeling and rendering engine. For the no-compromise 3-D user, the IntelliStation M Pro

can be specified with **Intergraph's Intense 3D Pro 3400**. Armed with 16MB of frame memory and 16MB of texture memory, 24- or 32-bit Z-buffer, trilinear mip-mapping, Phong shading, bump mapping and much more, the Intergraph card paints 2.4 million 25-pixel triangles on screen per second—lit and Gouraud shaded. Add the Geometry Accelerator upgrade—with 14 dedicated digital signal processors (DSPs)—for the ultimate in 24-bit OpenGL performance in resolutions up to 1280 x 1024.

IBM works closely with its graphics technology partners to deliver the highest levels of performance and compatibility, tuning display drivers to deliver the fastest redraw rates possible. When it comes to high-priority visual computing, IBM's technical insight is fully displayed in the new IntelliStation M Pro.

▶ *For more information, please visit http://www.ibm. com/pc/us/intellistation*

Chase Manhattan ahead of its time

As flat panel monitors become more and more popular, at least one IBM customer can say it is way ahead of the curve.

The Chase Manhattan Bank has been using IBM Flat Panel Color Monitors in its investment banking trading rooms for about a year-and-a- half. Flat panel monitors are ideal for space or energy-conscious environments such as trading rooms, call centers, design shops and hospitals. "The value to the users has been space-savings on the desktop, allowing for additional money makers on trading floors, and reduced cooling and power requirements," says Brian Slater, Senior Vice President, Chase Global Markets Technology.

"They have also proven to be much easier on the eyes in heads-down environments. The IBM product and support capabilities have been an added plus." IBM recently introduced two new flat panel monitors and has also reduced prices on selected models.

Intelligent design

a choice of three new graphics engines from Matrox, 3-Dlabs and Intergraph, each adapter offered for a specific range of applications. (See "Application-focused graphics" on this page.)

IBM's leadership in system manageability is evident with several new implementations on the new IntelliStation.

To streamline deployment and provide system security, IBM's Asset ID[8] technology, part of a solution that works in conjunction with scanning devices supplied by independent companies, can identify, characterize and track the movement of IntelliStations "branded" with radio frequency ID tags.

IBM's SMART Reaction proactive failure tools provide

customized client/manager alerts and automatic backup to ensure the safety of valuable data.

And IBM's 10/100 Ethernet with Wake on LAN is now supplemented with Alert on LAN to monitor and report on temperature, voltage, chassis intrusion, component removal, disconnection to power or the LAN - even when the workstation is powered off.

With its scalable, application-focused performance, extensive portfolio of ISV certifications, proactive system manageability and all of the advantages of IBM SystemXtra, the new IntelliStation M Pro is the choice for customers seeking a comprehensive workstation solution - a solution that only IBM can deliver.

▶ *For more information, please visit http://ibm.com/ pc/us/intellistation*

IBM Asset ID technology hailed as the next security breakthrough

Asset ID[8], the radio-frequency technology incorporated into select models of IBM PCs and IntelliStation work stations was hailed as a major breakthrough when it was announced at the International Security Conference (ISC) West Show '98, held in Las Vegas, Nevada.

Asset ID is hardware and software technology that permits communication between Asset ID-enabled PCs and access control systems using radio-frequency identification technology. Access control systems can link information about the PC to a particular employee and automatically determine if that individual is authorized to remove the PC from the premises. If removal is not authorized, a notification will be sent to security personnel and appropriate action can be taken. Since Asset ID requires no battery power to operate, asset protection can occur even with the PC powered off.

The technology was enthusiastically received by conference attendees. In his report from the conference, for instance, Securities Analyst Jeff Kessler of Lehman Brothers wrote: "We believe this will represent a significant advantage for IBM in the corporate computing marketplace, which should drive rapid adoption of this technology by other computer manufacturers."

Asset ID is the result of a joint development effort between HID, IBM and Atmel." Asset ID provides a standard that allows IBM and others to tag corporate assets at a fraction of the price of other solutions," affirmed Don Small, HID Vice President of Marketing and Business Development. "We can now track what assets people are carrying with them. Having IBM lead the way sets the standard for corporate asset management."

"Industry analysts have predicted that losses arising from computer theft will reach approximately $8 billion in 1998, adding extra cost to the average commercial PC," explained Rod Adkins, General Manager, IBM Desktop Systems. "With Asset ID, we are delivering an answer to computer theft. It's another example of how IBM is leading its competitors in bringing systems management and asset protection value to our customers."

"Our background in both wireless technology and non-volatile memory facilitated the relationship with HID and IBM," related Kerry Maletsky, Product Manager, Atmel. "Asset ID will become the gold standard for future equipment developers around the world for integrated asset identification."

Customers can obtain Asset ID-compatible access control systems by contacting their local access control equipment provider, including LENEL Systems International, Inc., Mosler Inc., Northern Computers Inc., Pinkerton Systems Integration, Proprietary Controls Systems Corp., Security Technologies Group and Sensormatic Electronics Corporation, all of which were represented at the press conference by top management.

Asset ID is available in the latest IBM PC 300PL desktops and IBM IntelliStation Windows NT-based professional workstations. In addition, IBM intends to have Asset ID-enabled ThinkPad notebook computers available in the second half of 1998.

▶ *For more information, please visit http://www.ibm.com/pc/us/desktop/*

Low cost models with Celeron processors

(Continued from page 1) memory expandable to 256MB and large S.M.A.R.T. hard disk drives.

What sets the IBM PC 300GL apart from the competition are features that make it easier to manage and protect over a network, which can significantly reduce the total costs of ownership.

These systems are enabled to support IBM Wake on LAN technology and LANClient Control Manager software, so they can be remotely deployed, managed, tracked and updated. The IBM PC 300GL is based on the NLX motherboard and IBM's advanced chassis design, which means it is unbelievably easy to service and upgrade.

Another IBM innovation, SMART Reaction software, leverages S.M.A.R.T. hard disk drive technology to help protect customers' vital business data. SMART Reaction can automatically back up a hard drive that is about to fail and continuously mirror critical data to a designated file server. When the replacement hard drive is installed, SMART Reaction can then be used to restore the backed up data to the new hard drive.

The newest models of the IBM PC 300GL put the latest technology and IBM's unmatched quality within reach of everyone's budget. There is no longer any reason to settle for anything less than an IBM PC with an Intel processor inside.

▶ *For more information, please visit http://www.ibm.com/pc/us/desktop/*

ARTIC Adapter basics

What is ARTIC? ARTIC is an acronym for 'A RealTime Interface Coprocessor.' The ARTIC adapters provide a family of general purpose coprocessors that can be used to off-load realtime demands and communications tasks and provide front-end processing of signaling, process and communications data.

The ARTIC family consists of Intel-based, intelligent adapters that add computer-within-a-computer capabilitiesto your PCI, ISA or Micro Channel compatible systems. ARTIC features include 16-bit and 32-bit processors, memory options from $1MB^2$ to over 32 MB and high performance system bus interface. ARTIC also carries cables, software and publications. Open architecture, functionally superior, growth and investment protection, quality and performance are just some of the advantages of the ARTIC line of products. Some of the typical applications that ARTIC products are used for include:

• Network bridging and routing
• Telephony automation.
• Travel reservation and ticketing.

Combining existing device drivers from today's popular communication packages such as IBM Communication Server for NT and OS/2, NT SNA Server and Lotus Notes with ARTIC adapters provides a high-performance, reliable communication solution certified for worldwide use. ARTIC is the main component for establishing state-of-the-art communication solutions. It is the key to today's and tomorrow's opportunities.

IBM ThinkPad Windows NT leadership

As a leader in providing support for Windows NT on the mobile platform, IBM offers selected models in each IBM ThinkPad family that support Windows NT 4.0 with a range of advanced functions.

Customers can choose to have business-critical mobile client features preloaded onto their ThinkPad notebooks so users can be quickly setup on existing Windows NT 4.0 networks. In addition, organizations with Windows NT 4.0 networks and mobile client requirements can be confident of expert support. Strong collaboration between IBM and Microsoft helps ensure the compatibility of IBM hardware with Microsoft software. With more than 600 Windows NT experts at programming laboratories worldwide and the IBM Kirkland Programming Center in Redmond, Washington, you not only have IBM's leadership strength and commitment, but also depth of applied skills. Secure communication Sales personnel, home-based employees, traveling representatives and other mobile users can connect to Windows NT Server 4.0 using Remote Access Service (RAS), a feature that allows remote users to dial in to their corporate network.

Power management

Windows NT 4.0 advanced functions provided by IBM includes manual-based power management for ThinkPad devices and safe suspend.

Plug and Play

This feature permits hot-plugging of devices such as PC Cards, seamless attachment of a ThinkPad notebook to a docking station, and warm-swapping of devices in the UltraBay and UltraslimBay.

DVD

When DVD storage is coupled with MPEG-2 video playback and video capture capabilities,Windows NT 4.0 advanced functions on the ThinkPad 770 offer a formidable digital video and storage tool.

Mobile client security

Microsoft's NT file system provides file security through the secure logon feature and the remote client dial-up automated access to corporate servers. Windows NT 4.0 enables tight control over access permissions and protects NT file system directories and files with user-level security.

Cost advantages

As well as increasing user productivity, Windows NT crash protection and file system security offer additional advantages for the ThinkPad NT user. For mobile users who make presentations on their notebooks, failed presentations can cost real money in terms of lost accounts and clients' confidence. Windows NT helps assure that your notebook won't fail at critical times.

Also, Windows NT's file system security helps protect a user's important information if the notebook is stolen or tampered with. Whether customers have a small business, medium or enterprise network, they can be assured that with IBM, mobile clients can have the most robust and secure mobile network operating system in the industry today.

▶ *For more information, please visit http://www.ibm.com/pc/us/thinkpad*

Dual connectivity with IBM modem technology PC card modem with GSM capability

The recently announced IBM International PC Card Modem with GSM capability[9] combines ITU-T standard analog data/fax modem functions with digital GSM cellular capability.

With this capability you choose how you want to connect: analog (PSTN) or digital (GSM). Customers must order the GSM upgrade pack to get GSM capability. This product comes with a software country selector, allowing the user to click on the country in which they are traveling.

It's compatible with most popular data and fax communication software applications on the market today and comes in a preconfigured package. It also allows you to be flexible by having the ISDN capability with the purchase of an ISDN upgrade pack.

This new modem gives you the power to go wireless, providing high-speed cellular capability for selected models of Nokia, Alcatel, AEG, Higenuk, NEC, Ericsson and Panasonic phones through reliable GSM connections for wireless data and fax access.

You also have the ability to travel internationally and send data or faxes from country to country using the same modem.

The K56flex technology lets you cut to the quick with data transmission speeds up to 33.6Kbps[5] and download speeds up to 56Kbps.

The IBM International PC Card Modem with GSM capability is a new addition to IBM's existing family of PC Card Modems and it also comes with a 5-year limited warranty.

▶ *For more information please visit our Web site at http://www.pc.ibm.com/us/options/modems/56K.html*

ThinkPad Solutions corner

Featured OBI Option: Cordless Computer Connection
Turn your conference room into a communications center or relocate your office to the patio with the IBM Cordless Computer Connection from Options by IBM.

The Cordless Computer Connection provides you with an easy wireless connection that gives you the freedom to work where you want to work - outside, in another room or another floor, up to 200 feet away from your phone connection.

Getting connected with the IBM Cordless Computer Connection is simple. Just plug the base unit to a phone line, plug in the AC adapter, raise the antenna, and connect the remote unit to a modem or personal computer with modem, and you're ready to work.

Key features include:
- Built-in 900 MHz[1] antenna
- Frequency scanning to help ensure an excellent connection
- Remote unit conveniently attaches to your desktop computer or ThinkPad notebook
- Base unit connects to phone and power lines, allowing you the freedom to choose where you work with your notebook or PC (up to 200', distance may vary due to many factors)
- LED indicators warn when battery life is low, when unit is charging and when charge is needed
- 1 year limited warranty includes IBM's toll-free telephone support, 24 hours a day, 7 days a week (response times may vary).

Featured ThinkPad Proven Option[7] PPCP 100MB Zip Drive: VST Zip 100 UltraBay storage device
Looking for additional storage capacity for your ThinkPad notebook? The VST Technologies Zip 100 UltraBay Device for your ThinkPad is an ideal way to "organize, move and backup your stuff." Expand your hard drive with a removable ThinkPad Proven Zip drive that slips easily into your ThinkPad notebook's optional UltraBay and provides fast file transfer or backups with direct access retrievals. VST Zip 100 drives use standard 100MB Iomega Zip disks. The Zip 100 UltraBay I Device (part No. ZipIBM) is compatible with the ThinkPad 755 (CD,CDV), 760 (E: thick models only, CD, ED, EL, ELD, LD, XL, XD) and 765 (D, L). The Zip100 UltraBay II Device (part No.ZipIBM2) is compatible with the ThinkPad 770.

▶ *For more information on the VST Zip 100 UltraBay Drive or ThinkPadProven options, visit www.ibm.com/pc/us/thinkpad/proven*

IBM Netfinity e-business solutions opens electronic trading to the world

Intranets, extranets and the Internet. The way business is conducted and information is gathered and disseminated is undergoing a massive evolution.

It's called e-business and it can open almost any outlet, regardless of size, to the world.

The revenue possibilities for you and your customers are virtually limitless. Whether the solution is a network that supports e-mail, Web hosting or e-commerce, IBM Netfinity server systems are the secure, reliable, industry-standard e-business platform.

For starters, every IBM Netfinity server system comes with a choice of Lotus Domino Server, the leading messaging intranet and Web application server, or Lotus Domino Intranet Starter Pack at no additional charge. Domino Intranet Starter Pack includes ready-to-run applications that can help your customers automate office processes, enhance communications and manage projects with increased efficiency.

As e-business becomes business as usual and networking needs expand, it's reassuring to your customers that every IBM Netfinity server system is designed to accommodate scalable components from memory to storage to processors.

It's also important that customers understand that IBM Netfinity e-business solutions don't require an advanced degree in computer science. IBM Netfinity servers run the most popular network operating systems (Windows NT and Novell NetWare) and e-business application software (from Lotus, Tivoli and SAP).

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e-business

Plus, with tools such as IBM Net.Data, current business data can be Web-enabled and made available to end users regardless of location. In short, the transformation to e-business can be quick and simple.

IBM Netfinity server systems for e-business are packed with the latest and fastest Intel processors, PCI architecture and high-capacity SCSI subsystems. In addition to being cluster-ready, other Netfinity high-availability features include IBM Netfinity Manager software and the IBM Advanced Remote Management processor for doing business 24 hours a day, 365 days of the year.

Your customers don't want e-business solutions. They want total e-business solutions. And that's why you should talk to them about IBM Netfinity.

IBM Netfinity systems management: easier, more effective, smarter

Reducing the total cost of ownership (TCO) through better systems management is a tough challenge faced by many, if not all, of your customers.

First, there's the problem of incompatible, proprietary management tools. Second, the integration of the many heterogeneous system assets that comprise a network has long been a stumbling block. IBM Netfinity's two-pronged universal management strategy squarely addresses these issues:

• IBM Netfinity Manager is a powerful suite of tools and utilities - including turning a system asset on or off, monitoring voltage and temperature, resetting the system and remote diagnostics - that give your customers leadership-level manageability of their Intel processor-based networked systems. Netfinity Manager supports industry standards and can provide seamless integration with robust enterprise and workgroup systems management programs such as Tivoli Management Software, Microsoft SMS and Intel LAN-Desk.

• The Netfinity Advanced Remote Management processor works through Netfinity Manager and is a descendent of the IBM Advanced System Management Adapter. Integrated onto the system board of select IBM Netfinity server systems such as the Netfinity 5500, the Advanced Remote Management processor features a Remote Flash Update capability, so being there to perform this function in person is no longer a requirement. Other features include a shared system and system management processor log for centralized system information and integrated light path diagnostics that literally illuminate the way to a failed server component.

Here's how the IBM Netfinity universal management strategy can help your customers reduce the total cost of ownership:

• Reduced down time which leads to increased productivity
• Reduced service and support costs
• End users and IT personnel now free to run the business instead of running the systems.

Remember, it's not the solution but the totality of the solution that counts.

New Netfinity drives deliver high performance and capacity
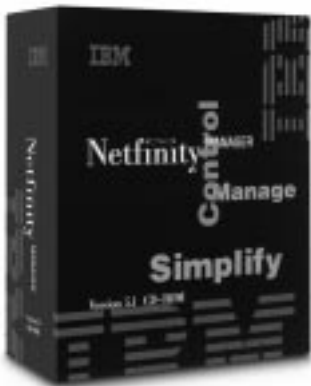
Customers choose IBM Netfinity products to be the heart of their networked system for maximum control and high availability to run demanding enterprise applications.

For cutting-edge performance and capacity in this mission-critical environment, IBM's newest 10,000rpm hot-swap hard disk drives offer Netfinity 5500, 7000 and EXP10 their greatest storage capabilities yet.

The newly announced 9.1GB[2] and 18.2GB 10K Wide Ultra SCSI SCA-2 hard disk drives are excellent high-end companions.

They provide some of the highest performance available, helping to maximize customers' enterprise investment. For the Netfinity EXP10, the half-high 18.2GB drive provides 10,000rpm performance, making this enclosure system the workhorse storage solution. This drive also operates on the Netfinity 5500 and 7000. The 1-inch high 9.1GB drive, on the other hand, provides all the advantages of its slim-high form factor for the Netfinity 5500 or 7000. Now, with slim-high, two 9.1GB drives can fit where only one drive could fit before, doubling the potential capacity. The 9.1GB 10K drive is also available for the Netfinity EXP10.

To further protect customers' investment, all of IBM's new 10,000rpm drives are low voltage differential SCSI (LVDS) capable, for extremely fast data transfer rates and very long cable lengths for flexible configuration. To capitalize on this technology, an LVDS controller adapter and cable (available early fourth quarter 1998) are required.

Business Partner support from IBM

The **Netfinity brand of servers announced last year were a clear signal that IBM was elevating its Intel processor-based industry-standard computing platforms to enterprise status.**

Now, the explosive business opportunity posed by Netfinity server systems, combined with your industry experience and knowledgeable service organizations, is primed for harvest. Here's how IBM can help you do just that:

Pre-sales support
• SystemXtra, which provides hardware, software, services and training solutions with convenient total-total package financing

• Configuration aids for several configurations
• TechConnect, our technical information, training and certification program
Set-up support
• ServerGuide that makes quick work of system setup and network operating system (NOS) installation
• 90-day IBM Start-up Support for help desk assistance for IBM Netfinity server systems, popular NOS and options
• Netfinity Manager, comprehensive systems management software
• Options by IBM allows you

to add capacity and function to your Netfinity system with a wide range of specifically designed options.

We've taken the challenge out of configuration, installation and setup by testing these options for compatibility with your IBM system
• Redbooks, our best-in-the-business 'how to' technical manuals
Post-sales support
• MoST Connect, available in many European countries allows a server service representative to communicate directly with experts at the IBM country center or the European center in

Greenock, Scotland
• Personalized Web support that can dramatically improve data accessibility
• PC Institute for education programs including product overviews and sales/technical training
• 3-year limited warranty for service
• Parts availability from nearly 500 worldwide stock locations

IBM invites its Business Partners to use our resources to help overcome the complexities spawned by today's dynamic business environments. Our strategy is clear and sends the message that we are committed to working with you to achieve the goal of our mutual success.

IBM US PC Reseller Web site re-launch

On May 11, the US PC Reseller Web site was re-launched with a new design and new navigational architecture. The new site has been developed around user-based navigation, designed to be intuitive and self-explanatory even for first time visitors.

The site is broken into five major content areas:
• Products & Services
• News & Announcements
• Sales Tools & Promotions
• Doing Business with IBM
• Support

Within each of these areas, there are several related informational components or tasks. For example, under Products & Services, you will find Catalog data, price lists, supply information, brochures/spec sheets, compatibility data, Information Briefs, and Integrated Offerings.

The data on the site will continue to be fed through PC Partner-Info, and these automated updates will continue to occur several times a day.

Recent additions to the site:
IBM Business Essentials
Your on-line "How-to-do-business-with-IBM" guide that includes reference documents, procedural guidelines, associated forms for submission, and much more.
AAP Product Detail
Now you can find all of the part numbers, detailed specs, and reconciled Schedule Prices that you need to help sell AAP products.
April Announcements Overview
On April 15, we launched the April Announcements Overview page, the Reseller's one-stop guide to PSG's "tools for e-business" announcements in April.

Please take a moment and check out the new site at:
http://www.pc.ibm.com/partner/us
Let us know what you think, please use the "Feedback" feature to respond.

Remote clustering support in Raleigh

The banner in the Raleigh IBM HelpCenter reads "Clustering," and it hangs above the area where trained calltakers in the Raleigh IBM HelpCenter provide timely remote worldwide support for IBM's high-availability solutions.

These experts are educated in a broad range of topics that cross multiple network operating systems and include Microsoft Cluster Server-certified configuration solutions, Vinca Cluster Pack and now, IBM Netfinity support for Oracle Parallel Server.

IBM fine-tunes distribution

IBM is making more changes in its distribution model and changing the way it offers price protection to resellers in an effort to reduce costs and compete with Compaq and the direct-sales market, a representative said.

"We are looking at how we could make the channel model as efficient as possible while allowing customers a way to customize the product," said David Boucher, general manager of the Advanced Fulfillment Initiative (AFI).

The advanced fulfillment initiative allows IBM's business partners to fulfill orders directly from its manufacturing facility in Research Triangle Park, N.C.

IBM also has hooked up computers from the desktop manufacturing facility to those of some of its suppliers and resellers, allowing them to coordinate the manufacture and shipping of its PL line of computers.

The company also has made arrangements for Tech Data, a distributor of PCs to dealers, to ship computers directly to Tech Data's customers directly from the manufacturing plant, cutting time to market as well as the inventory a reseller has to stock.

IBM also is going to change the way it offers price protection to resellers on the company's desktop line.

Currently, if IBM drops the price of a model, a reseller with that model in stock, no matter how old, would get a rebate. This drastically drives up the cost to IBM.

Under the new price-protection plan, price protection would be offered for 15 days. If IBM dropped the price during the 15-day period, resellers with that model would be credited for the new price. At the end of the 15 days, if there was no price drop, resellers would get a rebate of 2.5 percent on the computers.

IBM Personal Systems Group named 1998 ENERGY STAR Partner Of The Year

The IBM Personal Systems Group (PSG) has recently received the 1998 ENERGY STAR Computer/Monitor Partner of the Year award from the United States Environmental Protection Agency (EPA) at a ceremony in Washington D.C.

The award recognized IBM's achievement in developing and implementing power management features and initiatives to promote energy-efficient personal computing and help preserve the global environment.

The ENERGY STAR program is a partnership effort between the EPA and vendors in the computer industry. Its goal is to promote the use of energy-efficient personal computers, monitors and printers and strict adherence to IBM's own Design for Environment guidelines.

"The EPA is pleased to recognize the IBM PSG for its outstanding achievements in delivering energy-efficient PC products that help preserve the natural environment, and its continued commitment to promoting a strong partnership with the ENERGY STAR program," said Kathleen Hogan, Director of Atmospheric Pollution Prevention, EPA.

Through its Design for Environment program, IBM has implemented many state-of-the-art design practices, such as using fewer and recycled materials, coding plastics for recycling and initiating closed loop recycling. With these principles, IBM has introduced life-cycle thinking and consideration of a product's environmental impact and cost at the beginning of the design process.

In 1997, more than 100 IBM personal computer systems and 25 monitors earned the ENERGY STAR logo. IBM's environmentally conscious initiatives continue to translate to real energy and cost savings for business.

IBM receives top Microsoft certification

IBM has announced Microsoft CLUSTER certification for its SSA serial storage disk system supporting multiple IBM Netfinity Servers running Windows NT, the top classification for data availability on the Windows NT platform.

Clustering technology enables companies to couple PC servers so that if one fails, a second can access that server's stored data.

Interconnecting servers as a single computing resource can improve productivity for businesses using multi-server applications such as electronic business and business intelligence applications, and reduce the number of storage subsystems required.

"Microsoft certification demonstrates that IBM is an innovator in PC clustering technology," said Bill Pinkerton, Director of Worldwide Marketing for Open Systems, IBM Storage Systems Division. "Microsoft will now support certified servers attached to our 7133 SSA Disk Subsystem. This certification indicates to companies investing in Windows NT that they can depend on IBM server and storage technologies. We see this as further evidence of the increased data reliability and availability offered by IBM's serial storage technology."

Microsoft certified IBM configurations include the IBM Netfinity 7000 Server and IBM PC Server 704, 325 and 330, each using Microsoft Windows NT 4.0 Server Enterprise Edition, Cluster Server Software and attached to IBM 7133-020 SSA Disk Subsystem with an IBM SSA Cluster RAID Adapter.

The IBM 7133 disk system and IBM SSA PC RAID adapter also received Microsoft's PC 97 certification for Windows NT 4.0.

This confirms to the customer that IBM serial storage is designed for Windows NT and Windows 95 requirements and is compatible with Microsoft Windows NT, 95 and 98. This is also the highest rating available from Microsoft for a PC hardware design.

IBM fares well in *Computer-World* survey

Surveys come and go, but when *ComputerWorld* surveys 238 information systems managers about server support from IBM, HP, Digital, Compaq and Sun and tells all - as the publication did in its April 20, 1998 issue - the industry listens.

In two categories, level of support and service and value for the price paid, IBM came out on top. In the first category, response time was the primary, all-encompassing consideration. It included prioritizing problems, how long a vendor takes to answer the telephone or when service reps arrive at the customer location after a phone call. It also included how long it takes to find an answer on a World Wide Web site and the length of time it takes a vendor to prepare a service contract.

IBM's rating? Best in overall satisfaction. When it comes to price, IBM was first in the value for the dollar category. To put this in perspective, Compaq was first in the price category, but dropped to fourth in value for price paid.

The message to dealers is that IS professionals see IBM Netfinity and IBM PC Servers as backed by timely, responsive service while providing fair value for the price of that service.

Given the sameness of much of the technology in the server market, service and support is a key differentiator that separates IBM from the rest of the field.

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/usnews_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.

SmartSuite wins rave reviews

Presentations, memos, papers, databases and calendar programs—these are the tools used in both big and small businesses today.

You want to make sure you have the best tools available without paying more than necessary. Lotus SmartSuite is packaged with many IBM products, including selected ThinkPad notebooks, PCs, IntelliStation work stations and Aptivas. With SmartSuite, companies can obtain all the necessary tools for a productive office, including a database, at a low cost.

SmartSuite includes:
• Lotus WordPro, word processor
• Lotus 1-2-3, spreadsheet program
• Lotus Organizer, personal information management application
• Freelance Graphics, presentation and graphics package
• Lotus Approach, a powerful yet easy to use database
• Lotus ScreenCam, a screen recording application.

Each product has a well designed interface that makes it easy to use. You can create out-standing presentations using Freelance Graphics, winner of the Editor's Choice award from *Personal Computer World*. *PC Direct* continued the recognition saying that "every aspect of giving a presentation is addressed" in Freelance. Lotus Organizer is another favorite among the various computing magazines, including *Computer Buyer*, which called Organizer "One of the most popular Personal Information Managers with a very easy to use, personal organizer-style interface". The next version of SmartSuite will include Odyssey, making Internet and intranet publishing simple. SmartSuite is one of the most powerful, user-friendly suites of office tools available today.

▷ *For more information, please visit the Lotus Web site at* http://www.lotus.com

IBM PC Institute Information

Date	City	Class	Code	Days
7/9/98	Ft. Lauderdale, FL	ThinkPad Systems Technical	V5138	1
7/13/98	Southfield, MI	Netfinity/PC Server Essentials	V5065	1
7/14/98	Southfield, MI	Netfinity/PC Server Cluster Training	V5056	1
7/15/98	Southfield, MI	Netfinity Manager Implementation	V5105	1
7/16/98	Southfield, MI	Client SMART	V5118	1
7/17/98	Southfield, MI	ThinkPad Systems Technical	V5138	1
7/20/98	Southfield, MI	Netfinity/PC Server Technical/WinNT	V5075	4
7/23/98	Pittsburgh, PA	ThinkPad Systems Technical	V5138	1
7/24/98	Southfield, MI	Netfinity/PC Server Cluster Training	V5056	1
7/27/98	Southfield, MI	Technical Excellence	YPC07	1
7/30/98	Cincinnati, OH	ThinkPad Systems Technical	V5138	1
7/30/98	Southfield, MI	Netfinity Systems Hardware Repair	V5082	2
8/1/98	Southfield, MI	Quality Service Skills	VPC08	1
8/6/98	Worthington, OH	ThinkPad Systems Technical Training	V5138	1
8/10/98	Chicago, IL	Netfinity and PC Server	V5065	1
8/11/98	Chicago, IL	Netfinity and PC Server Cluster Training	V5056	1
8/12/98	Chicago, IL	Netfinity Manager Implementation Workshop	V5105	1
8/13/98	Chicago, IL	Client Smart	V5118	1
8/13/98	Washington, DC	ThinkPad Systems Technical Training	V5138	1
8/14/98	Chicago, IL	ThinkPad Systems Technical Training	V5138	1

▷ *For more information on the IBM PC Institute catalog and worldwide schedule, please visit* http://www.ibm.com/pc/training