

NETtalk



north america

Issue 3 Volume 1 August 1997

Welcome to NETtalk, the newsletter for NETeam members.

The most important objective in the IBM Networking Hardware Division's channel strategy is to increase our partners' revenues while reducing their costs. It is our intent to be the leader in providing revenue growth and profit opportunities to the channel. Be sure to read the cover story for full details.

This month's product feature highlights the IBM 8235 Dial-In Access to LANs (DIALs) Remote Access Servers. The 8235 servers are high-performance, modular remote-access devices that enable corporations to link telecommuters and remote offices to headquarters' LANs and public networks with all the functionality and ease of use of a direct network connection. Check out how Moosehead Breweries has achieved cost-savings and flexibility using the 8235.

We welcome your comments and suggestions on how to make this newsletter a useful and informative forum for NETeam members. Please contact the NETeam Support Center at 1 800 IBM-7472 or via e-mail at neteam@vnet.ibm.com with any questions, comments or suggestions you may have.

Thank you for tuning in to NETalk.

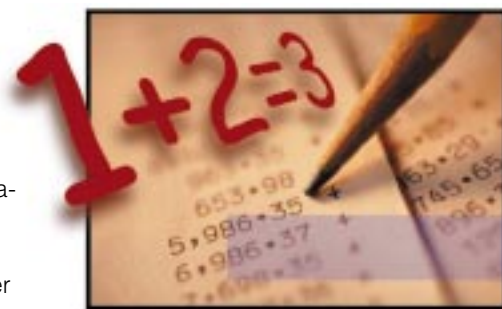
NETeam Networking Program

A simpler way of doing business

In previous NETalk newsletters you have heard about our demand-generation activities and success stories of customers buying IBM networking products. These efforts resulted in over 40% of revenue growth in our channel activity from 1995 to 1996, and we are targeting tremendous growth again this year.

The fundamentals of our business are changing to match the requirements you expect from a vendor that wants to be the best. Last month we announced that we are moving key products in our campus networking product set from a complex configuration environment into a SKU/part number ordering environment. This now allows you to order the base model products you need and add the appropriate features either initially or upgrade customer networks later. You will see more networking products being added to the IBM PC Company sales channel. This new sales channel, along with model simplification, is part of IBM's ongoing effort to make its networking products more "channel-ready."

The first products transitioned were the 2210 Multiprotocol Router and the 8274 RouteSwitch. This announcement will reduce your cost of ordering, tracking,



receiving and inventory carrying while giving you the flexibility to build the right product configurations for your customers.

Throughout the last two years we have made significant investments in our channel strategy by enhancing our marketing programs and improving our packaging, order entry and receiving logistics. This will result in more opportunities for revenue growth and better relations with IBM. Continue to watch this newsletter for details on the results we can achieve together.

Tune in to next month's issue of NETalk, which will feature IBM's award-winning 8210 Nways Multiprotocol Switched Services (MSS) Server. Other features will include details of the Networking Hardware Showcase Product Announcement.

NETeam technical education

Listed below are the technical education classes for August, September and October.

August	11-12	Washington DC	IBM 8271/8272 LAN Switches
	12-14	Dallas TX	IBM Nways Manager for Windows NT
	20-22	Toronto CAN	IBM 8235 DIALs Server
	25-26	New York NY	IBM 8271/8272 LAN Switches
	25-26	Washington DC	IBM 8260 Multiprotocol Switching Hub
	27-29	New York NY	IBM 8273/8274 Nways RouteSwitches
	27-29	Washington DC	IBM ATM Products
September	3-5	Toronto CAN	IBM ATM Products
	8-9	Boston MA	IBM 8271/8272 LAN Switches
	8-9	Morristown NJ	IBM 8260 Multiprotocol Switching Hub
	10-12	Boston MA	IBM 8273/8274 Nways RouteSwitch
	10-12	Morristown NJ	IBM ATM Products
	11-12	Toronto CAN	IBM 8271/8272 LAN Switches
	22-23	San Francisco CA	IBM 8271/8272 LAN Switches
	22-24	Toronto CAN	IBM 8273/8274 Nways RouteSwitches
	24-26	San Francisco CA	IBM 8273/8274 Nways RouteSwitches
	29-30	Toronto CAN	IBM 8260 Multiprotocol Switching Hub
October	1-3	Toronto CAN	IBM ATM Products
	6-7	Chicago IL	IBM 8271/8272 LAN Switches
	8-9	Chicago IL	IBM 8273/8274 Nways RouteSwitches
	8-10	Toronto CAN	IBM 8235 DIALs Server
	15-17	Toronto CAN	IBM 2210 Router Implementation
	20-21	Atlanta GA	IBM 8260 Multiprotocol Switching Hub
	22-24	Atlanta GA	IBM ATM Products

For more information on registration and information in the U.S. contact ARG, Inc., directly by phone at 1 919 461-8600 or by e-mail at questions@arg.com. Visit the ARG, Inc., Web site at www.arg.com/97vendor/ibmmain.html.

In Canada contact the IBM Canada Education and Training Center in Markham, Ontario at 1 800 426-8322.

And remember . . . PartnerServe dollars can be applied toward course tuition as well as to travel and living expenses, within established PartnerServe guidelines. So sign up today!!

NETeam certification

NETeam certification, through the Professional Certification Program from IBM, is designed to validate the skills of networking professionals who have acquired education and field experience on IBM networking products. The current tests are:

Test 601	IBM 8235 DIALs Server	2 credits
Test 602	IBM ATM Products	3 credits
Test 603	IBM 8271 and 8272 LAN Switches	2 credits
Test 604	IBM 8250 and 8260 Multiprotocol Switching Hubs	2 credits
Test 607	IBM Nways Manager for Windows	3 credits
Test 608	IBM 8273 and 8274 Nways RouteSwitch	2 credits

For more information on certification tests or to download sample tests, please visit www.networking.ibm.com/NETeam. You can also order sample tests by calling the IBM FAX Information Service at 1 800 IBM-4FAX (1 800 426-4329) and selecting "Product Announcement letters" and then "Education." This will allow you to request an index of available documents. To register for a certification test or to locate a testing center near you, call Sylvan Prometric at 1 800 959-EXAM (1 800 959-3926).

Events calendar

Also available are the following IBM Networking Events:

August	19-21	Raleigh NC	Networking Institute
	26-28	New Orleans LA	NETeam Solution Clinic
September	2-4	Orlando FL	NETeam Solution Clinic
	16-18	Las Vegas NV	NETeam Solution Clinic
	21-26	San Antonio TX	COMMON Conference (National)
	22-25	Palisades NY	Management College
	23-24	Atlanta GA	Networking Systems Financial College
	28-01	Orlando FL	Year 2000 Technical Conference
	30-02	Raleigh NC	Networking Institute
October	8-10	Baltimore MD	COMMON Conference
	12-16	New Orleans LA	GUIDE Conference
	20-23	Palisades NY	Technology College
	20-24	Miami FL	NSTC '97
	27-29	Montreal CAN	COMMON Conference
Information	Events		Phone Numbers
	COMMON		1 800 777-6734
	Networking Institute		1 800 775-3515
	NETeam Solution Clinics		1 800 IBM-7472
All other events		1 800 IBM-TEACH.	

Updated NETeam sales education available

Updated NETeam Sales Education course material is now available via the Web. The newly released Version 2.3 includes the latest product announcement material plus detailed competitive information. The course material is intended for a sales audience that has a basic understanding of LANs and is designed to introduce IBM's newest networking products. The material can be downloaded from the NETeam Web site at www.networking.ibm.com/NETeam.

Networking Systems Technical Conference (NSTC)

October 20-24
Fontainebleau Hilton
Miami Beach FL
Course code: E4943

Join us in sunny South Florida for the premiere in-depth technical exchange for networking professionals ... the Networking Systems Technical Conference.

Specifically tailored to the needs of all types of networking professionals, the NSTC offers a wealth of technical lectures that focus on networking, the Internet and systems management. This is presented by IBM product support and development experts, independent industry specialists and IBM customers.

Talk to networking and Internet consultants. Take part in hands-on labs. And take advantage of on-site certification testing... all while you learn about the latest IBM networking products.

To register for this event call 1 800 IBM-TEACH, ext. "Conferences." Or visit the Web site at www.training.ibm.com/ibmedu/conf.htm. The \$1750 tuition fee includes conference materials, breakfasts and lunches and an evening social event.

If you would like to take advantage of IBM's discounted travel fares, contact SatoTravel at 1 800 733-9828 and reference program number 312729. A special rate of \$145.00 per night is available at the Fontainebleau Hilton for this event and reservations can be made at the time of enrollment.

Moosehead Breweries: brewing a dial-in success

Making it better

Moosehead Breweries Limited needed a network solution that provided inbound and outbound remote access for their employees. They purchased an IBM 8235 Dial-In Access to LANs (DIALs) Server to fill those needs. Their dial-in modem pool gives Moosehead's traveling executives and remote marketing personnel smooth, effortless access to the company's network. With Windows 95 or Windows 3.1 and Lotus Notes they access their electronic mail and conduct business from the field effectively. The 8235's dial-out pool frees expensive phone lines and makes it easy to fax directly from employees' workstations.

Moosehead's collapsed backbone network connects three main sites: Saint John, New Brunswick, Dartmouth, Nova Scotia, and Mississauga, Ontario. "The network environment is extremely complicated," explains Doug Lennox, Director of Information Systems. Adding an 8235 filled an important piece of the puzzle.

Brewery staying on top

Moosehead Breweries' origin can be traced back to 1867, when a single vat of beer was brewed in a back yard in Dartmouth, Nova Scotia. Today this family-owned business, Canada's oldest and largest independent brewery, spans several continents and generates more than \$100 million per year in sales. Headquartered in Saint John, New Brunswick, Moosehead enjoys a worldwide reputation for brewing excellence. Forty percent of Moosehead's production is exported to the United States and other countries around the world. The remaining sixty percent is sold throughout Canada, in every province except Quebec and Saskatchewan.

The networking solution

In the last two and a half years, Moosehead has upgraded and moved many of their networking functions from their AS/400 systems to a LAN. The AS/400 had provided basic dial-in access with only two incoming lines. Their remote dial-in function lacked the richness of features now provided by the 8235. "Before now, Moosehead had no significant PC networking," says Lennox. The 8235 enables the use of new desktop applications, such as Lotus Notes, from virtually anywhere.

With today's sales force automation, telecommuting, customer service, Internet and intranet applications, users require fast, cost-effective and reliable connectivity. The growing requirement for remote access is driven by user need for dial-in, dial-out and LAN-to-LAN connectivity. Dial-in users need cost-effective access to centralized LAN resources. LAN-attached dial-out users need access to shared modems and phone lines. And LAN-to-LAN connections are necessary as more and more remote users depend on sharing time-critical information.

IBM's 8235 DIALs family of products are dedicated, remote LAN access hardware servers for Token-Ring and Ethernet networks. The 8235 supports dial-in from remote sites, dial-out to off-site services, fax-out and LAN-to-LAN dial-up connections via high-speed analog and digital ISDN connections. The 8235 combines remote access, dial-up routing and modem-pooling on a single device that is simpler and more cost-effective than multiple-device solutions. And it is truly open — it interfaces with multiple platforms. The range of 8235 models spans the requirements of small businesses and large corporations.

Moosehead employees have outbound faxing capabilities using Delrina WinFax Pro, which makes the fax line look just like another printer. No extra phone line is needed. The network does the rest,



resulting in big cost-savings for the company. The dial-out pool simplifies employees' jobs and improves reliability.

The additional management controls afforded by the 8235 provide greater security and confidentiality for Moosehead business than in the past. And employee ease of use is better than ever, with only one phone number required to get in instead of calling one number after another when lines are busy.

Having a pool of dial-in modems and phone lines, and using routers, provides Moosehead Breweries with a consistent cost-savings of about \$1000 Canadian per month in phone line costs alone.

This combination of cost-savings, control and flexibility and ease of use makes the networking environment at Moosehead a success.

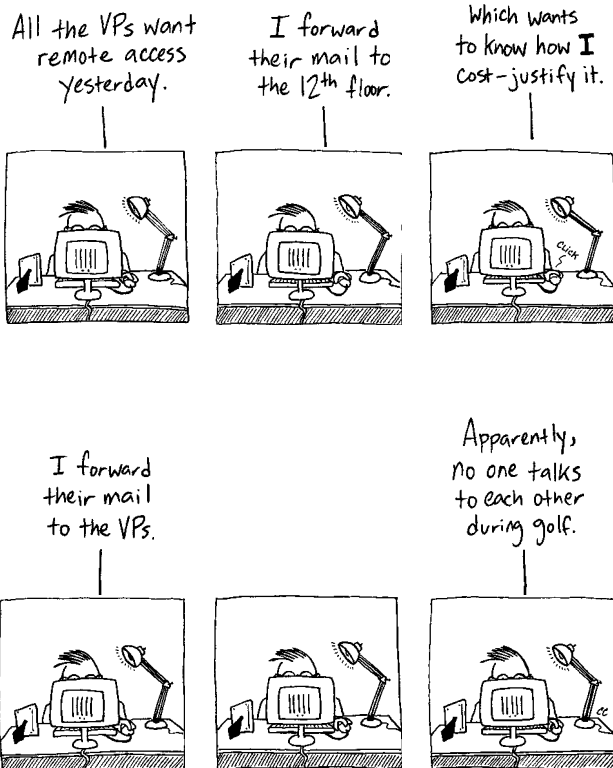
Looking to the future

Remote employees, using only Windows 95, will soon be able to access Moosehead applications and databases or their home PCs. No special configuration or client software is needed. "They can simply click on 'Short Cut to Moosehead'," says Lennox.

For more information

To obtain more information, visit the IBM Networking Home Page at: <http://www.networking.com>

THE NETWORK GUY



IBM cartoon as it appeared in July 21, 1997 *LAN Times*

In the news ...

- 26 June 1997
PC Magazine
(U.K. July 1997 Network Edition)
"IBM's 8272 Nways Token-Ring LAN Switch Editor's Choice in PC Magazine's 'Token-Ring Shoot-out.'"
Web site: www.pcmag.co.uk
- 7 July 1997
Data Communications Magazine
"Data Communications Magazine Awards Tester's Choice to IBM 8271."
Web site: www.data.com/lab_tests/mix.html
- 7 July 1997
Computer Reseller News
"IBM to Unveil AS/400 Thin Servers for Remote Offices."
Web site: www.crn.com
- 7 July 1997
PCWeek Online
"IBM Aims to Broaden Ethernet Support with Switch Upgrades."
Web site: www.pcweek.com

Contact Information

NETeam Support Center	1800 IBM-7472, 1 919 461-3125 (fax) Hours: 9:00 a.m. to 5:00 p.m. in each time zone, Monday through Friday Pre-sale marketing support for networking hardware products								
North American Customer Service	1800 IBM-SERV Hours: 24 hours a day, 7 days a week								
IBM General Information	1800 IBM-4YOU Hours: 7:00 a.m. to 8:00 p.m. EST, Monday through Friday								
NETeam Education	1919 461-8600 (U.S.), 1 800 IBM-TEACh (Canada) Hours: 8:00 a.m. to 7:00 p.m. EST, Monday through Friday Course descriptions and conference/course enrollment								
IBM Fax Information Service	1800 IBM-4FAX Hours: 24 hours a day, 7 days a week Automated system providing up-to-date information on products, education offerings and services. Using IBM-4FAX requires a touch-tone phone or fax machine. The voice prompts will navigate you to your selection. Have your fax number ready.								
Marketing Incentive Funds Program information	1800 200-0141 (PartnerServe), 1800 477-6756 (ProPlan) Hours: 8:00 a.m. to 4:30 p.m. CST, Monday through Friday Assistance with program offerings, Business Partner eligibility, account balances, etc.								
World Wide Web sites	<table border="0"> <tbody> <tr> <td>IBM Corporation</td> <td>www.ibm.com</td> </tr> <tr> <td>IBM Networking</td> <td>www.networking.ibm.com</td> </tr> <tr> <td>IBM Networking Canada</td> <td>www.can.ibm.com/networking</td> </tr> <tr> <td>NETeam</td> <td>www.networking.ibm.com/NETeam</td> </tr> </tbody> </table>	IBM Corporation	www.ibm.com	IBM Networking	www.networking.ibm.com	IBM Networking Canada	www.can.ibm.com/networking	NETeam	www.networking.ibm.com/NETeam
IBM Corporation	www.ibm.com								
IBM Networking	www.networking.ibm.com								
IBM Networking Canada	www.can.ibm.com/networking								
NETeam	www.networking.ibm.com/NETeam								

Analyst quote of the month

"The 8260 was always a better platform than it got credit for. [Its] positioning is indicative of a trend in switching hubs. When ATM was hot, switching hubs had to prepare to adapt to ATM while continuing to support the installed base of LAN technologies ... The hybrid approach the switching hubs have adopted is ideal for environments that mix ATM and other LAN technologies. Though ATM won't be on desktops anytime soon, IBM's heavy investment in ATM may pay off in the end because the technology can be adapted to many uses."

*Tom Nolle, President
Cimi Corporation
Voorhees NJ*

As referenced in *Communications Week*, June 2, 1997, "IBM's SuperSwitch."

Product Information

July was a busy month for the Networking Hardware Division. A series of product announcements are listed below that detail new models and enhancements as well as withdrawn and replaced products and features.

Announcement date and product	Details	General availability date
July 8, 1997 IBM 8260 Nways Multiprotocol Switching Hub	New enhancements include:	
	• A low-cost 8260 Model P07 with a 7-slot chassis	August 1, 1997
	• ATM Control Point V 3.1 with Super VLAN function using the 8260 and 8285 integrated LES/BUS in conjunction with MSS*	August 15, 1997
	• Support for E3/DS3/OC3/STM1 I/O card on ATM WAN 2 Module	August 15, 1997
	• New RMON Universal Feature Cards for collecting and reporting operational performance data	September 12, 1997
	• A new 24-port Ethernet 10BASE-T Telco Switching Module	October 17, 1997
July 15, 1997 IBM 8274 Nways RouteSwitch	New modules for the 8274 include:	
	• A new Ethernet switching module with up to 32 ports of switched Ethernet	July 25, 1997
	• Additional versions of selected ATM, FDDI and Token-Ring modules that support up to 4000 LAN addresses	July 25, 1997
	• Two new Fast Ethernet modules: one will be the first module for the 8274 to provide 12 fully switched 10/100BASE-Tx Ethernet ports, and the other provides 8 fully switched 100BASE-Fx ports	
	• A new lower-priced wide area switching module	July 25, 1997
	• New packaging and pricing for the IBM 8274 Management IBM 8274 Management Processor Modules (MPMs) to make them easier to order	July 25, 1997
	• RouteCell modules as an accommodation to existing 8274 customers	late August
July 22, 1997 IBM 9729 Optical Wavelength Division Multiplexer Release 2	New enhancements for this product include:	
	• A new Inter-System Coupling (ISC) for the Coupling Links Adapter, single-mode ISC and HiPerLinks Coupling attachment	September 12, 1997
	• Full support of the Parallel Sysplex environment of Coupling Links, ESCON channels and 9037 Sysplex Timer Model 2	September 12, 1997
	• The ability to transmit transparently 100-MB Ethernet with an optional connection through a 9729 using the existing FDDI adapter	September 12, 1997
	• A new Temperature Control card, adding temperature stability required by ISC for the Coupling Links Adapter	September 12, 1997
	• An upgrade to the existing laser cards, giving a maximum of 1 Gbps of speed required by ISC for the Coupling Links Adapter required by ISC for the Coupling Links Adapter	September 12, 1997
Note: *For 8260 and 8285, these enhancements are already available.		

July product withdrawals and replacements

Withdrawn	Announcement letter number	Effective date
8281 ATM LAN Bridge and TURBOWAYS 25 and 155-Mbps S-Bus Adapter	997-165	July 8, 1997
IBM 8250, 8260 and 8285 selected features	997-193	October 24, 1997
IBM 8274 selected models and features	997-189	November 28, 1997
IBM Nways Multiprotocol Routing Services Version 1 Release 1	997-198	July 29, 1997

To view announcement letters, please visit the IBMLink Web Site at www.ibmink.ibm.com.

Reminder: IBM 8238 Token-Ring Stackable Hub service-level upgrade

IBM Networking Hardware Division is providing a free service-level refresh to all customers of the IBM 8238.

IBM recommends that all 8238s be upgraded as soon as possible to the new service level. Diskette images containing the V1.13 service upgrade are now available as free downloads from our Web site at www.networking.ibm.com/nes/neshub.htm

Today all new 8238s shipped from IBM have this service upgrade applied and reflect a new EC level.

Questions to ask to uncover 8235 sales opportunities

Low-end models

Remote access is one of the hottest areas in networking today. The next time you're talking to clients about laptops, Lotus Notes, client/server database applications or e-mail, be sure to ask about their remote-access strategy. Use the following questions to determine if the client requires an IBM 8235 DIALs Remote Access Server. Don't hesitate to call the NETeam Support Center at 1 800 IBM-7472 to get help closing the sale!

Current environment

1. Does your organization have employees in remote locations or branch offices who require access to information at headquarters, other branches or from online services?
2. Are you currently using a remote-access dial-in solution?
3. Are you considering offering remote access in the next 3 to 6 months? For what purpose? (such as telecommuting, sales force automation) Has the project been budgeted? Who will be involved in the decision?

Technical environment

The following questions are designed to determine the most appropriate 8235 model and features. Be sure to review the 8235 DIALs Hot Sheet to select the best model for the client.

1. Are you a network manager trying to connect other multiple remote users or small remote networks into a central site or to other networks? How many users will you need to support?
2. What protocols will you have to support?
3. Are you using a combination of analog and ISDN telephony?
4. Are your employees either telecommuting or dialing in from branch offices?
5. How many branches does your company have and how many employees at each branch office?
6. Do your employees need Internet access? Are they using an ISP or do they have a corporate link?
7. Do you require dial-out functionality from your LAN? Where are your employees dialing out to?

8. What speed do the modems of your dial-in or dial-out users run at? Are these modems flash-upgradable? Will you be migrating to faster speed modems in the future?

9. What kinds of files will you be accessing?

Decision criteria

You may have the best technical solution, but if you don't understand how the client will make the purchase decision, the sale can be easily lost. Use these questions to determine what is important to your customer and show how IBM and your company will meet and/or exceed the requirements.

1. In selecting a vendor, how important is product reliability?
2. How important are compatibility and interoperability with your current network investments?
3. How important are ease of configuration, installation and deployment?
4. How important are modularity and the flexibility to grow and integrate new technologies as your needs change over time?

8235 Model I40 Opportunities

The preceding questions above are designed to help you determine the basic needs for remote access. In some situations you may uncover the need for a high-end remote access solution (for example more than 25 to 35 concurrent users and the requirement to support a mixture of ISDN and analog remote users). IBM's solution is the 8235 Model I40 Switch.

Remote LAN Access Whale Watch Program

Remember to take advantage of the Remote LAN Access Whale Watch Program. This program provides Business Partners with a direct link to a team of remote-access experts who can assist you in developing a winning strategy to close business opportunities.

To schedule your dedicated session, contact Brenda Tyson by calling 1 919 486-2370. To better assist you in your selling efforts, please be sure to provide an account name, the size of the opportunity, the competition and any other key issues. This program will run through the end of September.

IBM 8235 Dial-In Access to LANs (DIALs) Remote Access Servers

Fast, responsive, cost-effective access to centralized LAN resources

Easy expandability

Multitiered security

No difference in applications

Easy installation, 30 minutes or less

Centralized configuration and management, including status and activity logging

Multiprotocol support

Total remote access solution

General description

The IBM 8235 DIALs servers are high-performance, modular remote-access devices that enable corporations to link telecommuters (client-to-LAN) and remote offices (LAN-to-LAN) to headquarters' LANs and public networks with all the functionality and ease of use of a direct network connection. Remote users can get to the office network from any location using either analog or digital dial-up phone service. The combination of analog and ISDN technology and the 8235's multiprotocol remote-adapted routing technology deliver superior performance, secure and transparent access to critical corporate information and business processes, support for open industry standards and ease of deployment.

The 8235 is available in seven models. There are 6 fixed-port models supporting 2 to 8 users and a concentrator that supports up to 72 users. There are 2- and 8-port Token-Ring (051/021) or Ethernet (051/022) models with serial ports to which you can connect modems or external, asynchronous terminal adapters. There is an 8-port Token-Ring (031) or Ethernet (032) model designed with space to hold up to four ISDN BRI modules, eight V.34bis modems or eight serial cards allowing for a mix of up to eight telephone-line or modem connections.

Model I40 extends IBM's remote-access technology to the high-capacity, high-performance enterprise environment. A single Model I40 can support up to 72 analog-only or 60 digital-only or a mix of 48 analog and 23 digital users with high-speed, channelized T1/E1 with ISDN PRI connections through single and dual high-speed WAN adapters.

Hot buttons

- No difference in applications for remote users.
- Easy installation, less than 30 minutes.
- Expanded, multitiered security.
- Multiprotocol support. Protocols supported include AppleTalk for ARA 2.0 on Ethernet LANs, and NetBIOS, NetBEUI, 802.2 LLC, IPX (VLMs and NETX supported), TCP/IP, PPP and SLIP on both Token-Ring and Ethernet networks.
- Connections over analog or digital phone networks.
- Full RMON (and RMON-2) interface via a UFC.
- Easy-to-use graphical interface for configuring and managing, including status and activity monitoring.
- Support of IBM Nways Managers for Windows or SNMP manager.
- Model I40 provides a complete solution for Internet service providers.



IBM versus the competition

- *Cisco Systems 25xx*
 - No client software
 - No NetBEUI or LLC support
 - Limited dial-in protocol support
- *USR Total Control Hub*
 - Command line management interface, \$4000 extra for GUI manager
 - Third-party client, no MLP support
 - Maximum 60 users per NetServer card
 - No HP OpenView support
- *Cisco Systems AS5200*
 - Third-party client software
 - No Token-Ring support
 - Limited dial-in protocol support
- *3Com Access Builder*
 - Non-scalable solution
 - Charges separately for client licenses

Reasons to choose the IBM 8235

- Part of overall IBM network solutions
- Expandability for the future
- More functionality and performance
- Easy installation and configuration

Ordering information

8235 fixed-port models

051	8235 Token-Ring 2-port, uses external modems/TAs
052	8235 Ethernet 2-port, uses external modems/TAs
021	8235 Token-Ring 8-port, uses external modems/TAs
022	8235 Ethernet 8-port, uses external modems/TAs
031	8235 Token-Ring 8-port, uses internal modems, BRI, serial card features
032	8235 Ethernet 8-port, uses internal modems, BRI, serial card features

Feature codes for fixed-port models

4580	Single ISDN ST Basic Rate Adapter (without NT1)
5451	High-Speed (115.2-Kbps) Serial Card (single)
5575	V.34 28.8-Kbps Modem (single)
5017	Software Key for Powerburst Option for 2-port model
5018	Software Key for Powerburst Option for 8-port model

8235 DIALs Switch

140	8235 DIALs Switch, base model (without CPU/LAN)
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Feature codes for Model 140

4026	Ethernet Feature (includes CPU)
5656	Token-Ring Feature (includes CPU)
8992	8235 DIALs Switch Dual T1/PRI Adapter with software-selectable CSU/DSU
8991	8235 DIALs Switch Quad T1 (analog only) Adapter with software-selectable CSU/DSU
4031	8235 DIALs Switch Digital Modem Card (12 modems)
5019	Software Key for Powerburst Option for Model 140
4525	Single T1/PRI Adapter with CDU/DSU
4027	Single T1/PRI Adapter without CDU/DSU

For more information

Visit the IBM Networking Home Page at www.networking.ibm.com.

Web sites of interest

We've done the surfing for you!!

Make sure to visit this month's IBM Web Sites of Interest:

- Networking Redbooks:
www.redbooks.ibm.com
- Year 2000:
www.ibm.com/year2000
- IBM Business Partners:
www.ibm.com/Partners

Coming soon...a restricted-access section of the NETeam Web site

Check out the new, restricted-access Web site available September 1. This site will be used as a repository of privileged information available only to our worldwide NETeam members. Examples of some of the information that can be found include:

- Networking Hardware Product Sales Guides
- IBM Networking Competitive Marketing Information
- NETeam Product Hot Sheets
- Product Presentations
- Back issues of *NETtalk*, North America

The site is accessible from the NETeam Home Page. All you need to know to register for access is your NETeam Membership Number. Then you can choose your own password. Now you have the privilege of an exclusive information library available only to our valued NETeam members.

Visit the NETeamWeb site for more information:
www.networking.ibm.com/NETeam.

Free Business Partner CD-ROM

Opportunities in a connected world

Watch for this CD-ROM!!

A complementary CD-ROM package from the IBM Global Channels Group will be arriving in the mail this week. This informative CD contains a menu-driven selection of video segments with messages and perspectives from Lou Gerstner, key executives and Business Partners. And the package has a second CD containing presentations.

Networking Ultimate Book Club

Build your networking skills ... by joining the Networking Ultimate Book Club!

Sign up to become a member of the Networking Ultimate Book Club. The goal of this club is to help you build vital skills in networking, technology and sales by providing a continuous flow of networking literature.

As a member of the book club you will be asked to read six books selected by the club—one every two months. At the end of each reading period, members will participate in an hour-long teleconference to discuss the book. Each call will feature a special guest—the author of the book!

Joining is easy and at no cost to you! If you would like to receive more information about the Networking Ultimate Book Club membership, please send a note to Michele Romanello at micheler@vnet.ibm.com.

NETeam Program Enhancements

Look for details on the 1998 NETeam Program Enhancements being mailed in late August. Be sure to respond quickly to the mailing so you won't miss out on our exciting new program benefits!



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Austin TX 78720-9758



Tune in to NETtalk

See what it's all about!

NETeam



Inside



Cover Story

A simpler way of doing business

Education and Events

In the Spotlight

Moosehead Breweries

Product Information

July Announcements

8235 Sales Questions

Product Hot Sheet

*IBM Dial-In Access to LANs
(DIALs) Remote Access Servers*

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RTP NC 27709

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