

NET*talk*



north america

Issue 4 Volume 1 September 1997

*W*elcome to NETtalk, the newsletter for NETeam members.

On September 9 IBM Networking Hardware Division released a large announcement promising to deliver a wide range of networking solutions to meet your business needs. Announced were end-to-end, IBM synchronized, architected solutions for the LAN, the campus and the WAN as well as solutions that embrace and enhance all three. Be sure to read the cover story for full details.

This month's product feature highlights the award-winning IBM 8210 Multiprotocol Switched Services (MSS) Server. The MSS Server is a key foundation of IBM's Switched Virtual Networking strategy. Featuring IBM developed technology, the MSS Server implements multiprotocol, distributed routing in switched networks. Check out how Cornell University is using the MSS Server to migrate their network to an ATM environment while protecting their existing technology investments.

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.

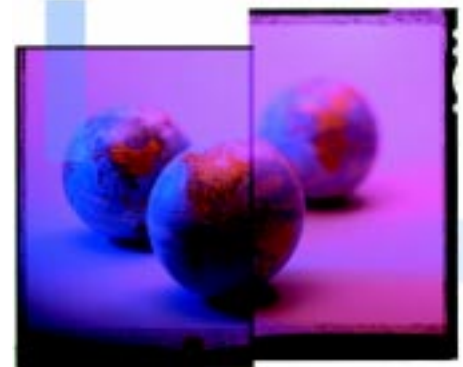
Thank you for tuning in to NETalk.

NETeam Networking Program

September Announcement: Networking Solutions Showcase

On September 9, 1997, IBM's Networking Hardware Division announced exciting networking solutions featuring innovative products that meet your customers' business needs. Our networking solutions focus on expanding capacity while protecting investments and helping networking managers to do more with less.

For your customers who want scalable switching for cell and frame networks, IBM offers direct any-to-any switching using award-winning Multiprotocol Switched Services (MSS) and global VLANs. We can deliver SNA class of service and dependability over IP networks, thanks to advanced infrastructures that achieve optimum performance from S/390 servers for SNA or IP clients connected over IP. Our Internetworking Services Component Library provides a set of common, interoperable software building blocks for creating customized solutions. We support telecommuters and travelers by delivering integrated remote LAN access through branch-office routers. WAN switch enhancements strengthen our cost-effective, high-quality voice, video and data support for markets worldwide. And our next-generation Java-based



network management allows interactive management of SNMP devices from any Java Web browser.

End-to-end, no other single vendor has IBM's range and depth of offerings and experience. Internet products and services that open up the world of e-business. Expert advice and practical help from IBM Global Network and IBM Services and Consulting. Servers and client workstations that support the latest service and management tools—like Wake on LAN—for more efficient intranet management. Infrastructure products ranging from adapters to hubs, concentrators, routers and switches for all kinds of networks from the LAN to the WAN. And our key products are consistently recognized as industry leaders not only by the press and consultants but also by our customers, who buy and rely on them.

For details on the products included in the Networking Hardware Product Announcement Showcase, see pages 6 and 7.

NETeam technical education

Listed below are the technical education classes for September, October, November and December

September	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 Nways Multiprotocol Switching Hub
October	1-3	Toronto CAN	IBM ATM Products
	6-7	Chicago IL	IBM 8271/8272 LAN Switches
	7-10	Toronto CAN	IBM 8210 Multiprotocol Switched Services (MSS)
	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 Nways Multiprotocol Switching Hub
	22-24	Atlanta GA	IBM ATM Products
November	4-6	Dallas TX	IBM Nways Manager for Windows
	11-14	Toronto CAN	IBM 8210 Multiprotocol Switched Services (MSS)
	17-18	Atlanta GA	IBM 8271/8272 LAN Switches
	19-20	Atlanta GA	IBM 8273/8274 Nways RouteSwitches
	24-25	Toronto CAN	IBM 8260 Nways Multiprotocol Switching Hub
	26-28	Toronto CAN	IBM ATM Products
December	1-2	Dallas TX	IBM 8260 Nways Multiprotocol Switching Hub
	2-5	Dallas TX	IBM ATM products
	3-5	Toronto CAN	IBM 8273/8274 Nways RouteSwitches
	10-12	Toronto CAN	IBM 8235 DIALs Server
	15-17	Chicago IL	IBM Nways Manager for Windows

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:

September	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
	8-10	Atlanta GA	NetWorld + InterOp
	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
November	5-7	Nashville TN	COMMON Conference
	10-13	Palisades NY	Management College
	11-13	Raleigh NC	Networking Institute
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.	

NETeam mailings

What to expect for the remainder of 1997

For the month of October you will not receive your regular monthly *NETtalk* newsletter. Instead you will be receiving the NETeam InfoPAK, which contains new and useful product information, announcement material and more. These key deliverables will assist you in selling IBM networking hardware solutions to your customers. Some of the deliverables that will be included in the NETeam InfoPAK are:

- IBM Networking Product Guide—a comprehensive guide containing product features and functions, competitive analysis, ordering information and more
- IBM Networking Hardware Quick Reference Guide—a handy condensed version of the Product Guide
- Networking Solutions from IBM Catalog, Autumn 1997
- Networking Solutions from IBM Price List, Autumn 1997
- IBM Networking September 9 Announcement Overview

Your NETeam InfoPAK will arrive in mid-October.

For November and December we will be sending you a combined "Year in Review" issue of *NETtalk*. This issue will focus on the highlights of 1997 and provide a preview of 1998. Look for this issue to arrive in late November.

The IBM 8210 Nways Multiprotocol Switched Services (MSS) Server: Migrate your network to the ATM environment and save money too.

The customer

Cornell University is a learning community that seeks to serve society by educating the leaders of tomorrow and extending the frontiers of knowledge. Cornell pursues understanding beyond the limitations of existing knowledge, ideology and disciplinary structure. It fosters initiative, integrity and excellence in an environment of civility and responsible stewardship. As the land-grant university of the State of New York, Cornell applies the results of its endeavors in service to the community, the state, the nation and the world.

The challenge

Cornell wanted to build a unified network for all communications including voice, video and data. The cost to upgrade the PBX was more than \$8 million a year. The university wanted to unify its networks on a single source, a single fiber or copper desktop without extensive costs.

The IBM solution

IBM migrated the Cornell network from the FDDI backbone to an ATM backbone using the IBM 8210 Nways Multiprotocol Switched Services (MSS) Server and the IBM 8260 Nways Multiprotocol Switching Hub. The 8210 MSS has the FDDI-to-ATM

cards that allow Cornell to use the 8210 as the FDDI-to-ATM router. Phase 2 consists of implementing Ethernet switching using Cornell's Cells in Frame (CIF) and ATM to the desktop. Phase 3 consists of implementing PBX-like functions on RS/6000 servers and allowing telephony over ATM. Presently the 8210s and 8260s are providing Layer 3 routing and LANE to allow Cornell to let go of its FDDI backbone. After the backbone was converted to ATM, the 8260 Hubs worked with the 8210 MSS Servers, which were used as LANE servers and Layer 3 routing across subnetworks. And some AppleTalk traffic is being routed through the 8210s.

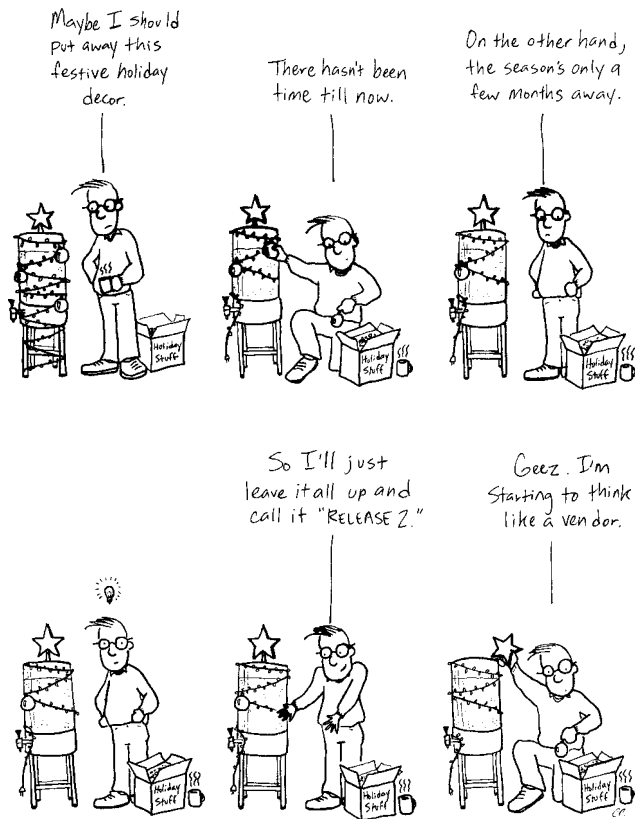
Benefits to customer

Cornell now has a single network to maintain. Students and faculty pay a single price depending on the services they require—telephony or straight Ethernet. Cornell was able to migrate their network to an ATM environment while protecting their existing technology investments.

For more information

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

THE NETWORK GUY



IBM cartoon as it appeared in LANTimes

In the news....

On July 23, 1997 IBM and 3COM announced a technology exchange and remarketing agreement to accelerate the delivery of advanced campus backbone and workgroup networking solutions. These solutions will enable customers to more quickly deploy high-bandwidth applications such as videoconferencing, online financial trading, distance learning, medical imaging and electronic banking and shopping.

- 28 July 1997
Computer Reseller News
"3COM, IBM ally forces in networking"
Web site: www.crn.com
- 28 July 1997
Computerworld
"3COM, IBM join on ATM"
Web site: www.computerworld.com
- 28 July 1997
Network World
"IBM adds zing to Token Ring"
Web site: www.nwfusion.com
- 18 August 1997
Network World
"IBM, Cisco move backbone battle to the test labs"
Web site: www.nwfusion.com

Contact Information

NETeam Support Center

1 800 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

1 800 IBM-SERV (1 800 426-7378)
Hours: 24 hours a day, 7 days a week

IBM General Information

1 800 IBM-4YOU (1 800 426-4968)
Hours: 7:00 a.m. to 8:00 p.m. EST, Monday through Friday

NETeam Education

1 919 461-8600 (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

1 800 IBM-4FAX (1 800 426-4329)
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

1 800 200-0141 (PartnerServe), 1 800 477-6756 (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

IBM Corporation	www.ibm.com
IBM Networking	www.networking.ibm.com
IBM Networking Canada	www.can.ibm.com/networking
NETeam	www.networking.ibm.com/

Analyst quote of the month

"They've got a long-standing relationship, and they're happy with it, so why not improve on it? This doesn't seem to be just a group hug, there's some real meat here with the product and technology exchange."

*Don Miller
Dataquest
San Jose CA*

As referenced in *Network World*, July 28, 1997, "3COM, IBM Broaden Partnership by Trading Key Net Products"

Product Information

September's announcements demonstrate IBM's ability to create effective networking solutions for your customers' rapidly changing business needs. Here is a summary of the announcements.

Product	Details	General availability date
IBM 8260 Nways Multiprotocol Switching Hub	• ATM Control Point software V 3.1	July 25, 1997
	• 8260 Model P07	August 7, 1997
	• RMON UFC for 827x LAN switching modules	September 12, 1997
	• 24-port Ethernet module with Telco connectors	October 17, 1997
IBM 8265 Nways ATM Switch	• New 17-slot, 12.8-Gbps, nonblocking ATM switch	October 31, 1997
IBM 8210 Nways Multiprotocol Switched Services (MSS) Server	• Version 2 for the 8210, 8260 and 8265	October 1997
	• Faster processor, integrated hard disk and preloaded configuration via a PC card for the 8210	October 1997
	• Single-slot module for the 8260 and 8265	April 1998
	• MSS Client UFC for 8270-800	April 1998
	• 3-slot 8272 module for 8260 and 8265	April 1998
IBM 8274 Nways LAN RouteSwitch	• Increased Ethernet port density	July 25, 1997
	• New Fast Ethernet modules	July 25, 1997
	• New entry-level WAN switch module	July 25, 1997
	• 3-slot entry model	October 31, 1997
	• 16-port Ethernet module	October 31, 1997
IBM 2210 Nways Multiprotocol Router	• Remote LAN access for DIALs clients	October 1997
	• 4-port ISDN adapters with S/T or U interfaces	October 1997
	• APPN/HPR Branch Extender	October 1997
	• Frame Relay X.25 SDLC support	October 1997
	• TN3270e server	Preview
IBM 2216 Nways Multiaccess Connector	• Network Dispatcher	October 1997
	• Enhanced ATM adapters	October 1997
	• MSS Client support	October 1997
	• TN3270e	Preview
	• Enterprise Extender (code name)	Preview
	• Fast Ethernet	Preview
	• FDDI and HSSI	Preview
	• APPN Branch Extender	October 1997
• HPR over ATM	October 1997	
IBM 2220 Nways BroadBand Switch	• Multiple logical trunks on a single line	December 1997
	• Trunk function on LSA3 low-speed adapters	December 1997
	• ADPCM voice compression	December 1997
	• Q.SIG on T1	December 1997
	• ISDN and Multiple J1/J2 Access/Sub-rate support for Japan	December 1997
	• Nonreserved traffic support	December 1997
	• Intermediate accounting	December 1997
	• Enhanced management of dual code	December 1997
	• Network reoptimization	December 1997
IBM 2225 Nways WAN Switch	• New I/O modules with 16 MB of memory	July 1997
IBM 2230 Nways ATM WAN Switch	• Redundant power supply	July 1997
	• Enhanced ATM flow control	July 1997

Product	Details	General availability date
IBM 9729 Optical Wavelength Division Multiplexer	<ul style="list-style-type: none"> • Inter-System Coupling • Fast Ethernet links • 1-Gbps laser upgrade 	September 1997 September 1997 September 1997
IBM 3746 Nways Multiprotocol Controller	<ul style="list-style-type: none"> • Fast Ethernet, FDDI and HSSI adapters • TN3270e support • Enterprise Extender (code name) • High-performance Type 3 adapters • Increased APPN/HPR network capacity • Multiaccess Enclosure enhancements 	Preview Preview Preview September 16, 1997 Preview June 13, 1998
NCP V7R6, NTuneMON V2R4, SSP V4R6	<ul style="list-style-type: none"> • IP coupling • Frame Relay 2210 and 2216 SNA BAN dial backup over V25bis • Priority by protocol by line and improved congestion control • Dual TIC load balancing • RIP V2 over parallel channel • Improved APPN storage utilization • Hot I/O alert and disable, degraded MLTG alert • Comprehensive NTuneMON support for all features • Simplified packaging and installation 	October 31, 1997 October 31, 1997 October 31, 1997 October 31, 1997 October 31, 1997 October 31, 1997 October 31, 1997 October 31, 1997 October 31, 1997
Common Code Release 2.0 for 2210, 2216, 3746 and MSS	<ul style="list-style-type: none"> • RIP V2 • Network Dispatcher • APPN Branch Extender • ISDN B-channel grouping • Enhanced Frame Relay • QoS for LAN Emulation • QLLC for SNA and APPN on X.25 • NHRP 	October 1997 October 1997 Preview October 1997 October 1997 October 1997 October 1997 October 1997
Common Code Release 2.1 for 2210, 2216, 3746 and MSS	<ul style="list-style-type: none"> • Distributed TN3270e server • IP and UDP over MPC+ • Enterprise Extender (code name) 	Preview Preview Preview
Nways Manger for AIX V1.1	<ul style="list-style-type: none"> • Updated device support • Traffic Manager with RMON-2 support • Simplified packaging 	May 30, 1997 May 30, 1997 May 30, 1997
Nways Workgroup Manager for Windows NT V1	<ul style="list-style-type: none"> • Java-based device management • Java applets for the 8210 and 8273 • Generic support for SNMP-enabled devices 	November 1997 November 1997 November 1997
Nways Enterprise Manager R3 for AIX	<ul style="list-style-type: none"> • Latest 2220 switch management support • Automated report generation • TME 10 NetView 5.0 support • Year 2000 support 	December 1997 December 1997 December 1997 December 1997
Nways RouteSwitch Network Management Suite	<ul style="list-style-type: none"> • Updated device support for 8273 and 8274 	July 25, 1997
Nways Campus Manager for HP OpenView	<ul style="list-style-type: none"> • Updated device support 	May 30, 1997

How to win with IBM against the Cisco Catalyst 5500

IBM 8260 with MSS

Standards-based Next Hop Resolution Protocol (NHRP) with eventual MPOA support

Cost-effective MSS solution

Robust backplane support including frame-to-cell module

Super 8260 ATM

Token-Ring 8272 blades

Cisco Catalyst 5500

Proprietary, router-based NetFlow switching

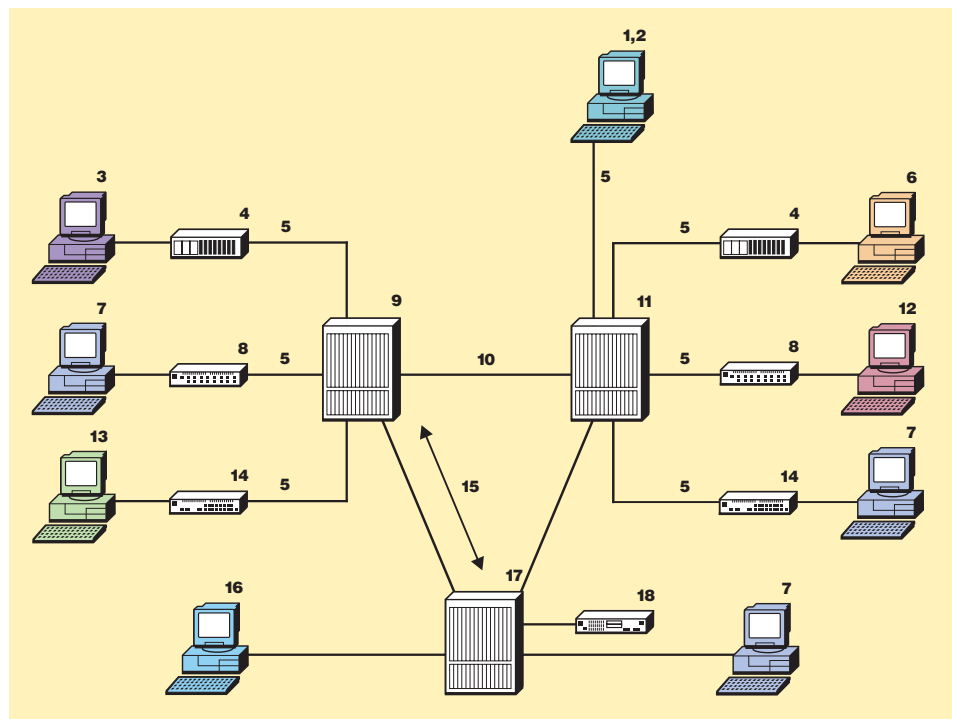
Expensive 75xx router module

Three 1.2-Gb frame backplanes currently connected with repeater technology only—not fully switched

Uses only old LightStream 1010 5.6-Gb cell backplane

No Token-Ring switching currently

1. PVLAN 1, ELAN 3
2. 1577 Client/NHRP Client/LANE Client
3. PVLAN 2, ELAN 2
4. 8270-800 with MSS Client
5. ATM
6. PVLAN 1, ELAN 1
7. ELAN 3
8. 8272
9. 8260/65
10. Redundant LES/BUS
11. 8260/65 with MSS
12. PVLAN 1
13. ELAN 1
14. 8271
15. ATM PNNI
16. ATM Server NHRP/LANE 1577
17. 8265 with LAN Switch Modules
18. 8210 MSS with NHRP Server



IBM MSS delivers true any-to-any connectivity in your ATM network with zero-hop and packet-by-packet routing, cut-through switching and bridging between LAN Emulation, 1577 CIP and RFC 1483 networks.

IBM 8210 Multiprotocol Switched Services (MSS) Server

MSS Version 2.0 enhancements:

- Zero-Hop Routing
- APPN support for Distributed ARP server
- Banyan VINES routing,
- Device drivers for Windows 95 and Windows NT

Super LAN Emulation (LANE) for ATM Emulated LANs (Super VLAN)

Virtual ATM interfaces

FDDI-to-ATM connection

Redundant IP gateway improvements

General description

The Multiprotocol Switched Services (MSS) Server is a key foundation of IBM's Switched Virtual Networking (SVN) strategy. Featuring award-winning, IBM developed technology that implements multiprotocol, distributed routing in switched networks, the MSS Server supports LAN switches using standards-based Next Hop Resolution Protocol (NHRP). By attaching the MSS Server to your campus ATM switch, you can create a high-performance multiprotocol backbone—and maximize the effectiveness of your existing networks while you migrate to an ATM network. The MSS Server provides a smooth migration path to ATM by enabling legacy networking software and hardware to take advantage of high-speed ATM backbones.

The MSS Server hardware is available in two formats: as a stand-alone box with 2 slots for 155-Mbps ATM adapters or as a 1-slot module—complete with a built-in Ethernet port and 603 PowerPC processor—for the IBM 8260 Nways Multiprotocol Switching Hub and the IBM 8265 ATM Switch.

Switch where you can, route where you must—MSS Server Version 2 helps you do just that. You can move routing functions to the edge of the network, thanks to IBM extensions to NHRP that enable workstations and servers to make routing decisions. Called Zero-Hop Routing, this capability helps MSS boost network performance while cutting costs associated with additional routers. MSS Version 2 also provides APPN functions similar to those found in the IBM 2210 Nways Multiprotocol Router and IBM 2216 Nways Multiaccess Connector.

Hot buttons

MSS Version 2.0 extensions:

- Zero-Hop Routing for reduced costs and improved network performance
- Support for key APPN functions such as dependent logical unit requester (DLUR), boundary access node (BAN), boundary network node (BNN) and High Performance Routing (HPR)
- Distributed ARP server for load-balancing and redundancy
- Banyan VINES routing over Emulated LANs (ELANs) and FDDI
- Windows 95 and Windows NT device drivers that support NHRP extensions
- Super LANE for ATM ELANs (Super VLAN)
- Redundant IP gateway improvements for enhanced end-station availability

MSS Version 2.1 extensions:

- Multiprotocol over ATM (MPOA) server support
- Source-route Super VLANs

NETeam Networking Program



IBM versus the competition

Cisco Systems ATM Processor

- No integrated network management
- Several products required to provide equivalent MSS functions
- No broadcast management
- No Super VLAN
- No cut-through wire-speed routing
- No NHRP/cut-through routing
- No redundant LAN Emulation (LANE)
- No protocol VLANs
- No Quality of Service (QoS) for ELANs

Bay Networks ATM Routing Engine

- No integrated network management
- Several products required to provide equivalent MSS functions
- No broadcast management
- No Super VLAN
- No cut-through wire-speed routing
- No NHRP/cut-through routing
- No redundant LANE
- No protocol VLANs
- No QoS for ELANs

Reasons to choose the IBM 8210

- Smooth migration path from legacy networks to ATM
- Incremental upgrades
- Simplified network configuration and control
- One stand-alone box or one 8260 module provides all functions
- A comprehensive solution for all LAN types
- A scalable, reliable LANE solution
- Integrated network management

Ordering information

Feature Codes for 8210 MSS Server

001	8210 MSS Server
8707	MSS Microcode V 2
8709	MSS Microcode Upgrade V 1 to V 2
8706	MSS Microcode V 1
5301	Memory Upgrade to 64 MB
5205	MSS Client with MMF ATM link
5206	MSS Client with SMF ATM link
5207	MSS Domain Client

Feature Codes for 8260 MSS

5300	MSS Server Module, 2-slot
5400	MSS Server Module, 1-slot
8707	MSS Microcode V 2
8709	MSS Microcode Upgrade V 1 to V 2
8706	MSS Microcode V 1
5301	Memory Upgrade to 64 MB

For more information

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

“Magic Eye” Advertising Campaign

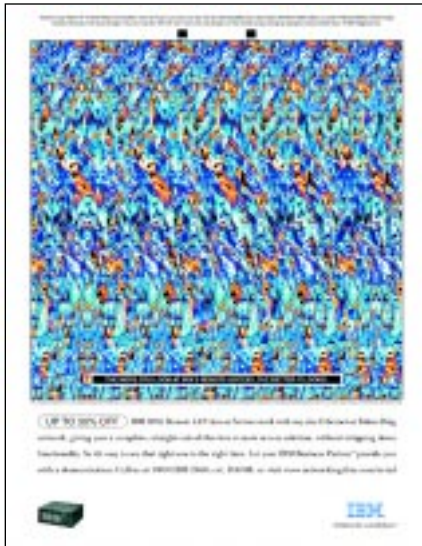
Up to 30% off IBM 8235 Remote LAN Access Servers

Now is a great time to encourage your customers who are interested in remote LAN access to purchase an IBM 8235 Dial-In Access to LANs (DIALs) Server. U.S. prices have been reduced by up to 30% (Canadian prices were previously reduced). The 8235 is specifically designed for any size Ethernet or Token-Ring network, giving customers a complete straight-out-of-the-box, remote-access solution, without stripping down functionality.

Even if you can't see it in the Magic Eye graphic, the savings are there. The call to action for customers is to dial 1 800 IBM-2468, ext. DA008, to get the name of an IBM Business Partner in their area.

The campaign began in mid-August with ads running in *InfoWorld*, *LAN Times*, *Network Computing* and *Network World*. In addition to the ad, there's a banner promoting the price reduction running from mid-August through mid-September on the following IT Web sites: CMP Enterprise Group, Computerworld, Hot Wired, Internet.com, LAN Times, Network World Fusion and ZDNet Product Package.

For more information visit www.networking.ibm.com/netad.



“Push Pins” Advertising Campaign

LAN Interconnect Solutions

For your customers who are trying to get headquarters and field offices connected, IBM offers LAN interconnect solutions that get networking pinned down. Our solutions feature products strong on interoperability—like the 2210 and 2216 family of multiprotocol routers—and ease of operation, two key requirements for customers who are just beginning to explore networking.

This ad focuses on the IBM 2210 Multiprotocol Router, a low-cost, full-function router designed to be used worldwide in small, remote offices—and a logical next step for networking newcomers. Customers in medium-size (500 to 1000 employees) companies who have at least one midrange computer (such as an AS/400) installed can benefit from an interconnect solution that's a natural extension of the systems they already use. All they have to do is call 1 800 IBM-2468, ext. DA011, to get the name of the nearest IBM Business Partner.



This campaign began in mid-August with ads running in *Midrange Systems*, *News/400 Magazine*, *CIO*, *Computerworld*, *InfoWorld*, *PC Week*, *PC Magazine*, *LAN Times*, *Network Computing* and *Network World*.

For more information, visit www.networking.ibm.com/netad.



PO Box 201960
Austin TX 78720-9758



Tune in to NETtalk

See what it's all about!

NETeam

Inside



Cover Story

Networking Solutions Showcase

Education and Events

In the Spotlight

Cornell University

Product Information

September Announcements

Product Hot Sheet

*IBM 8210 Multiprotocol Switched
Services (MSS) Server*

**Networking Hardware
Advertising**

© International Business Machines Corporation 1997
Department TYCA
PO Box 12195
RTP NC 27709

Printed in the United States of America
9-97

All Rights Reserved

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

Copying or downloading the images contained in this document is expressly prohibited without the written consent of IBM.

The following are trademarks of International Business Machines Corporation in the United States and/or other countries: IBM, Nways and RS/6000

Information in this newsletter is subject to change without notice. Changes are periodically made to the information in this newsletter; these changes will be incorporated in future issues.



Printed on recycled paper

NET*talk*

A newsletter for NETeam members