



IBM Small Business Solutions



Introducing affordable PC network solutions designed specifically for small businesses.

IBM offers a wide range of PC-based solutions to help small businesses do business better.

Whether you run a one-person shop or a company with several hundred employees, you'll be pleased to know that IBM can help you use technology to reduce costs, better serve your customers *and* acquire new ones. Over the years, we've helped thousands of small businesses in virtually every industry solve countless business problems.

Of course, your business is unique and so are the business problems you face. At IBM, we have affordable PC-based solutions that will not only help you address today's problems, but grow as your business grows.

Your IBM Business Partner offers you the best of both worlds.

IBM Business Partners are independent experts who have access to the resources of IBM. Your IBM Business Partner will work with you one-on-one, assessing your needs, then helping you to select the solution that's right for your business. Whether it is providing one of the many IBM offerings or other applications developed for specific industries or specific functions, such as accounting, IBM Business Partners can provide solutions to meet your specific small business needs.

After all, many IBM Business Partners are small business owners themselves, so they understand your needs and can help you address them, now and in the future. And with tens of thousands of IBM Business Partners worldwide, there's an excellent chance you'll find one near you.



hardware

IBM PC servers

The affordable IBM PC server was designed specifically with the needs of small businesses in mind. Everything your small business needs to link workgroups, share data, communicate and coordinate is built right in. Features include fast Intel® Pentium® and Pentium Pro processors to handle everything from file/print and applications to e-business and transaction processing. There's expandable RAM and internal storage to keep up with your needs as you grow. Internet and intranet connectivity options. A small footprint to help fit into existing space. Plus popular Windows NT® server software.

Best of all, these PC servers come with special networking and system monitoring software that lets you and your IBM Business Partner maintain peak server efficiency and nip potential problems in the bud – onsite or from a remote link. And every IBM PC server comes with dependable service and support designed to keep it – and your business – up and running.

IBM PC desktop computers

IBM PC desktop computers give you the tools you need to get the job done. Whether it's simple – yet crucial – data entry, database manipulation, or high-end graphics and Internet applications, there's an IBM PC to fit the bill.

All feature Intel Pentium or Pentium II processors, many with special technology to handle memory-intensive multimedia applications. Windows® operating system software is already loaded. A comprehensive array of network software is also included, so you can easily optimize your system by upgrading software and performing routine maintenance, remotely if you choose, after working hours so there's no need for overtime. And since IBM PCs are designed to work with IBM PC servers, connections are as simple as plugging in. IBM PCs let you concentrate on doing business, not on managing your computers.



IBM IntelliStation professional workstations

When it comes to the competitive edge, IBM's advanced technology not only levels the playing field, it can actually tilt the game your way. Take the new IBM IntelliStation™ series. They're professional workstations built with performance – and the future – in mind. IntelliStation combines Intel's most powerful Pentium processors – dual 300MHz processors are available – with Microsoft® Windows NT. And for more demanding technical software, such as engineering, digital media creation, financial and scientific applications, IntelliStation features huge hard drive capacity, memory configurations up to 1GB, and a choice of 2D and 3D graphics engines, to deliver the affordable, expandable power you need, and then some.



IBM ThinkPad mobile computers

When small business goes on the road – across the country or just across town – its needs are anything but small. That's why the full line of IBM ThinkPad® systems is a critical component of so many IBM small business solutions. ThinkPads are award-winning laptop computers that feature advanced Pentium processors, large-capacity hard drives, bright screens, and more. They are perfectly suited for everything from remote order entry to sales presentations, with configurations and price points to match your business needs and budget. And, since they're an integral part of the IBM hardware line, IBM ThinkPad systems are ready to join your network through either a local docking station or remote access.



IBM WorkPad hand-held computers

The IBM WorkPad™ is more than a personal organizer. It's a companion to a PC that provides mobile workers a window into the critical information – lists, addresses, dates, and more – they need with them at all times. Small enough to fit in a pocket, the WorkPad allows you to access phone numbers and addresses, schedule appointments, maintain to-do lists, track expenses, even write notes and memos. With an optional modem, you can also create, retrieve and respond to e-mail no matter where your business takes you. At the end of the day, data backup and synchronization is simple – the included HotSync™ software lets WorkPad and your desktop or mobile PC update each other with just the touch of a button.

IBM Network Printers

They're fast, reliable and affordable. With models for every task from entry-level small group monochrome printing to high-speed, high-volume laser printing, IBM Network Printers give small businesses the quality output you need to make your mark. They are feature-rich, with superior paper handling flexibility, simultaneous PC and network connectivity, printer management software, and "TonerMiser" technology that can reduce toner use by up to 50% and save supply costs. IBM Network Printers are designed with the network savvy you expect from IBM, and backed by IBM service and support.

IBM networking hardware

IBM networking hardware is the backbone of IBM solutions for small businesses. Ethernet hubs, adapters, routers, and more, link the components of your network – from servers to laptops to printers – and get them all working smoothly together. That means you can spend your time taking care of business, instead of taking care of your computer systems.

A full range of IBM networking hardware is available to help you connect to the Internet, share data among branch offices or stores, and establish dial-in access for sales reps and telecommuters. For power users, special hardware can boost network speed and performance. And network management features keep things running smoothly and efficiently. Of course, it's built with IBM reliability and backed by IBM service.

connectivity

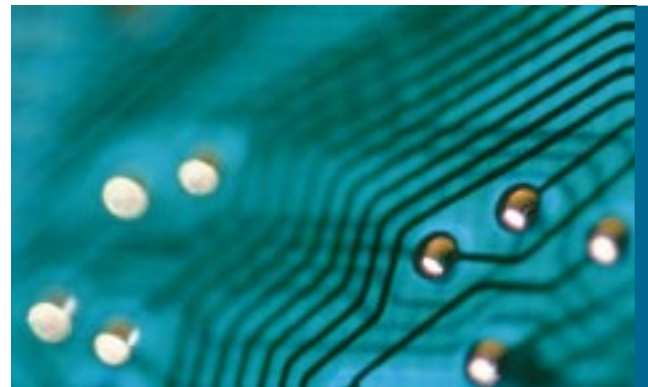
Lotus Domino Intranet Starter Pack

Getting the most out of a network takes more than just the right hardware. These days, it takes the right connectivity software – tools you can use to build an intranet that will help you communicate, collaborate, manage and sell. Lotus® Domino™ Intranet Starter Pack contains everything you need to connect with coworkers and customers.

The Intranet Starter Pack features Domino server software, five Lotus Notes® client or browser software licenses, Internet mail and calendaring capabilities, plus 12 ready-to-use business applications that help you handle everything from customer tracking to project management. There are even applications to help set up Web site home pages and product catalogs. And since the Intranet Starter Pack is a part of the Lotus Domino and Notes™ family of products, its capabilities can expand as your business grows.

Lotus Notes client

Five Notes client licenses are included in the Domino Intranet Starter Pack. You can purchase additional Notes clients singly or in multilicense packs to perfectly match the number of users in your small business. Lotus Notes provides the most robust e-mail, calendaring and scheduling, Web access and mobile support, plus Domino's productivity-boosting applications.



software

IBM DB2 Universal Database for Windows NT

With DB2® Universal Database™ Workgroup Edition, it's easy for small businesses to enjoy industrial-strength database-manipulation capabilities. Its features allow multiple users to share information on a network and develop applications with audio, video, images and documents. Because DB2 is *the* universal database, you can manipulate and analyze all your data – from mailing lists to inventory status – with a simple Java™ applet or your desktop database application. DB2 Universal Database helps you simplify with a single database for Internet, multimedia, shared data, and a variety of applications – all for a price that's easy to afford.

Lotus SmartSuite

Office suite software – word processing, spreadsheets and presentations – is the bread and butter of many small business networks. Which is why you need Lotus SmartSuite®.

SmartSuite features standard-setting 1-2-3® spreadsheet power, plus word processing, presentation graphics, database management, and personal organization software. They're all designed to work flawlessly together – as well as with Domino and Notes – while giving you more ways to use and create Internet information than ever before.

services

IBM ServicePacs

IBM ServicePac® support is an innovative way to put the full power of IBM support behind your network, while controlling costs.

Each prepaid ServicePac card gives you access to specially trained IBM support personnel who can help you with literally *any* part of your network. From hardware to software. Installation to printing. IBM *and* non-IBM products. IBM ServicePac support gives you one, highly knowledgeable resource to turn to for all your questions. To make the process even more cost-efficient, ServicePac access is not measured in hours, but in *solutions* – with an IBM specialist working with you until the problem is solved or the question answered, no matter how long it takes.



ServicePac offerings include:

- **End User Support – Priority and Suite**
Providing toll-free telephone help desk support on a broad range of desktop software applications, both IBM and non-IBM. End User Support Priority covers selected leading desktop software products and operating systems, while End User Support Suite covers Lotus SmartSuite, Microsoft Office and Corel PerfectOffice.
- **Remote Technical Support**
Providing telephone and electronic technical support to assist customers with setup, installation, configuration and problem determination questions related to a wide variety of systems, software and peripherals, IBM and non-IBM.
- **Recovery Services for PCs**
Offering replacement PC workstations and servers shipped within 48 hours for temporary use at your site for up to four weeks after a disaster that causes a disruption to the operation of the computer system.
- **Recovery Services for End Users**
Giving you access to end-user workspace in an IBM Business Recovery Center for up to six weeks following a business disaster.



financing

IBM Global Financing

At IBM, we recognize that small businesses face cash flow pressures. We also know that you can lose your hard-earned competitive edge if you are forced to stop acquiring the technology your business needs. That's why IBM Global Financing offers flexible and attractive financing options directly to you or through IBM Business Partners. We can tailor a solution for your business, enabling you to acquire the hardware, software and services you need, often at below-market rates.*

IBM SystemXtra

The IBM SystemXtra™ offering helps you leverage your technology investment by combining hardware, software, services, training and convenient total-package financing in a single monthly payment. And with the SystemXtra Technology Exchange, you can update your IBM PC server and desktop hardware after only two years, so you're not limited by older technology.

**To learn more about
IBM solutions for small businesses,
call toll-free: 1 888 IBM-5800.**



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