Extending the value and availability of your offerings

IBM

IBM Solution *Developer* Program—eNetwork Software Partners in Development Specialty

Highlights

Reap the benefits of IBM eNetwork Software Partners in Development Specialty

Focus on value-added function and not on network infrastructure

Take advantage of IBM security and directory services, rather than building them yourself

Build solutions around the promise of Java™ thin-client model for application portability and lower support costs

Mobilize your applications for today's emerging mobile workforce

Integrate your applications seamlessly with established networks, intranets, and the Internet

Collaborate with IBM, named the number one software company by Software Magazine*

e-business™

Building solutions using IBM eNetwork technologies

Intranets, the Internet, network computing, and e-business are transforming the way we do business, but the real value for many independent software vendors (ISVs), independent hardware vendors (IHVs), and their customers comes when these newer technologies are combined with existing systems and familiar applications. IBM® eNetwork™ Software Partners in Development Specialty is a part of the IBM Solution *Developer* Program, a worldwide offering that provides support and services to commercial software developers who build solutions using IBM technologies. eNetwork Software Partners in Development Specialty helps extend the value and the accessibility of IBM support and services to your company.

By joining the eNetwork Software Partners in Development Specialty, ISVs and IHVs can take advantage of world-class IBM eNetwork Software, while reaping program benefits, such as technical support, cooperative marketing programs, and product certification. This software provides the distributed services required to enable universal access to e-business applications.

Today's e-business opportunities for ISVs include:
- *LAN and Internet-to-host access*
- *Network integration*
- *Network computing and Java™ application services*
- *Mobile application enabling and access*

eNetwork Software

using IBM eNetwork Software and technologies for the networking services they need to make solutions robust enough to be viable in today's international, interconnected, multiplatform marketplace. Software platforms supported by the eNetwork Software Partners in Development Specialty are: AIX®, NetWare, OS/2®, OS/390™, SCO UnixWare, UNIX®, Windows® 95, and Windows NT®.

IBM eNetwork Software helps address today's computing challenges with:

Network integration across diverse systems
- A cost-effective way to simplify the network infrastructure to run new or existing applications over a network with a high level of quality, robustness, and security

- Flexibility to address business issues, without being hindered by application or network dependencies

- More efficient ways to extend to mobile and wireless networks

e-business challenges
Today, companies across the globe are struggling to leverage new computer technologies that improve their business processes and increase their competitiveness and profitability. Rather than spending a lot of time and money learning how to build networking infrastructure, many of these vendors are
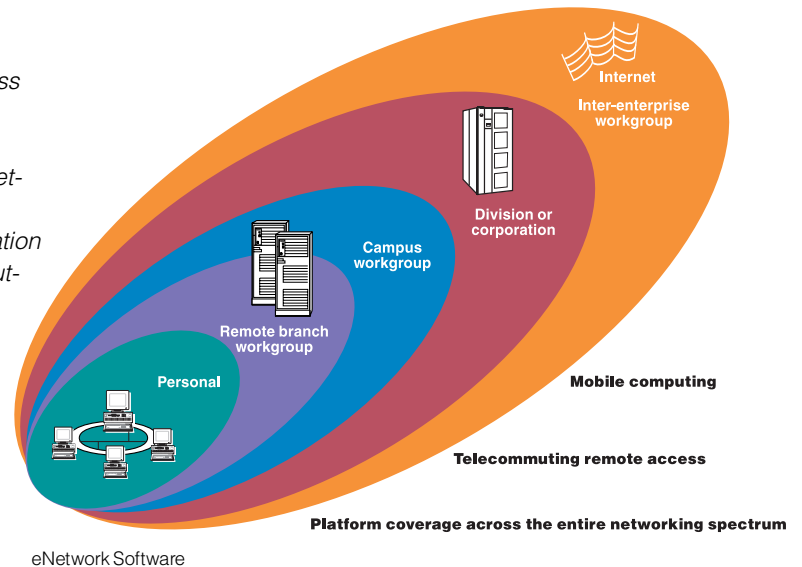
LAN and Internet-to-host access
- Access and integration with the host that is scalable, reliable, secure, and available

- Seamless integration with established networks, intranets, and the Internet

- Faster methods for traffic-handling

- Lower costs for modifying existing systems

Network computing and Java™ application services
- Java™ components that enable connectivity and integration with legacy systems

- Tools and services for management and deployment of server-delivered applications, based on user profiles

- Services for managing user profiles and access, allowing for user preferences

Mobile application enabling and access

- An easier way to use traditional networked applications in a mobile environment

- A cost-effective approach to support the needs of mobile workers, without sacrificing performance and user productivity

- Use of new Web and e-business applications from a mobile environment

IBM eNetwork Software solutions

IBM eNetwork Software solution categories include:

• Host integration

Products that provide a comprehensive solution to the universal information access needs of enterprises, organizations, and institutions whose interest in up-to-date information—when it's needed, where it's needed and by whom it's needed—is paramount. Host integration products offer universal information access demanded by companies that need to connect their customers, partners, suppliers, vendors, and employees to any source of information in the world.

Host integration products include eNetwork Communications Servers, eNetwork Personal Communications, eNetwork Communications Suite, and eNetwork Host On-Demand.

• Network client enablement

Products that give your customers access, using the power of Java™, to their enterprise's data needed for daily business operations. These products enable simple and consistent access to your enterprise data and eliminate the need for costly support of user installation, complex user configuration, and software upgrade administrations.

Network client enablement products include eNetwork Host On-Demand, Files On-Demand, and Workspace On-Demand. With tools, such as the host access class library, you can develop value-added offerings to provide enhanced Java™ solutions to your customers.

• Mobile enablement

Products that provide a complete mobile networking software platform to make it easy for ISVs to fold truly advanced mobile communication functionality right into their applications. Its flexible agent development environment enables connections of existing applications to take advantage of message selectivity from queues, active publish and subscribe, guaranteed message delivery, messaging store and forward, task automation, checkpoint restart and Tivoli® TME 10™ software distribution.

Mobile enablement products include eNetwork Wireless Client/Server, Web Express, Emulator Express, and eNetwork Mobile Equalizer.

• Security and directory integration

Products that provide a complete set of security and directory services. These cross-platform services are based on open industry standards, providing functions for user and administrator support with IBM Firewall and offering you the ability to define and manage corporate security policies and architectures. IBM Firewall also enables secure communication over intranets and the Internet through its virtual private network capabilities. Programmers are more productive with cross-platform directory services supporting LDAP, private and public key security, and the first commercial implementation of Common Data Security Architecture (CDSA).

Security and directory integration products include DSSeries, Global Sign On, eNetwork Firewall, KeyWorks, and LDAP Directories.

eNetwork Software Partners in Development Specialty

Whether you want to reshape your applications to take advantage of new e-business opportunities or to improve their performance in today's complex networking environments, eNetwork Software Partners in Development Specialty can help. The eNetwork Software Partners in Development Specialty is a comprehensive program designed to recruit, support, and go-to-market with commercial software developers who support IBM eNetwork Software.

eNetwork Software Partners in Development Specialty benefits

The eNetwork Software Partners in Development Specialty provides software developers with service and support. It provides 24 hour, seven day-a-week information that is available through the Web. Your new development project supporting eNetwork Software may qualify for electronic Q&A for 90 days at no cost. Join the specialty to see if you qualify.

The eNetwork Software Partners in Development Specialty offers:

Technical support*
- Not-for-resale (NFR) software
- Q&A support and forum
- Early product information
- Toolkits
- Beta opportunities

* Available for selected eNetwork Software products

Cooperative marketing
- Web-based IBM Global Software Solution Guide
- Sales channel visibility
- Web and press coverage
- Tradeshows and other marketing opportunities

Communication
- Web and e-mail communication
- eNetwork Connection newsletter

Product Certification
- Self-certification criteria

IBM Solution *Developer* Program provides other services, such as classes, technical seminars, hands-on workshops, and other educational opportunities. An online technical library with the latest technical reports and white papers on the newest technologies, education road maps, and a calendar of upcoming events are available. This program provides development tools and the latest information about new and existing eNetwork Software.

IBM Solution *Developer* Program can make a difference to your bottom line by offering you equipment leases, hardware and software discounts, and loaner programs. And, by letting you exploit the newest technologies that can earn you more. By participating in our beta programs and receiving early product releases, you can go to the marketplace simultaneously with new eNetwork Software products.

How to become a partner
Build on what you have. We're looking for a few ambitious partners. For more details about the IBM Solution *Developer* Program and how to join the eNetwork Software Partners in Development Specialty, visit:

http://www.developer.ibm.com/

From the Web, complete an online membership registration form, and submit a nonconfidential business development plan for each of your products. This plan should include a description of your proposed solutions.

For more information
For more information about eNetwork Software products and programs, visit:

http://www.software.ibm.com/enetwork

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