
NetWare for SAA Product Family

OVERVIEW

IBM/Novell Alliance

**IBM originated SNA... Novell developed NetWare.
Why would you go to anyone else to connect the two?**

Alliance announced
9/26/95

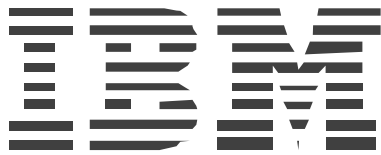


Customer Benefits

- Leveraging of SNA & NetWare Strengths
- Worldwide Service & Support
- Install Base, Business Partners, Resellers, CNEs/ECNEs/CNIs

Novell® - We've got LAN to Host reliability covered at both ends - IBM

Alliance Responsibilities



- **Primary Development**
 - Highly Skilled Corps of Developers in Raleigh NC
 - Extensive System Test Lab
- **Primary Product Support**
 - All Levels in North America
 - Levels 2 and 3 in Europe and Asia/Pacific

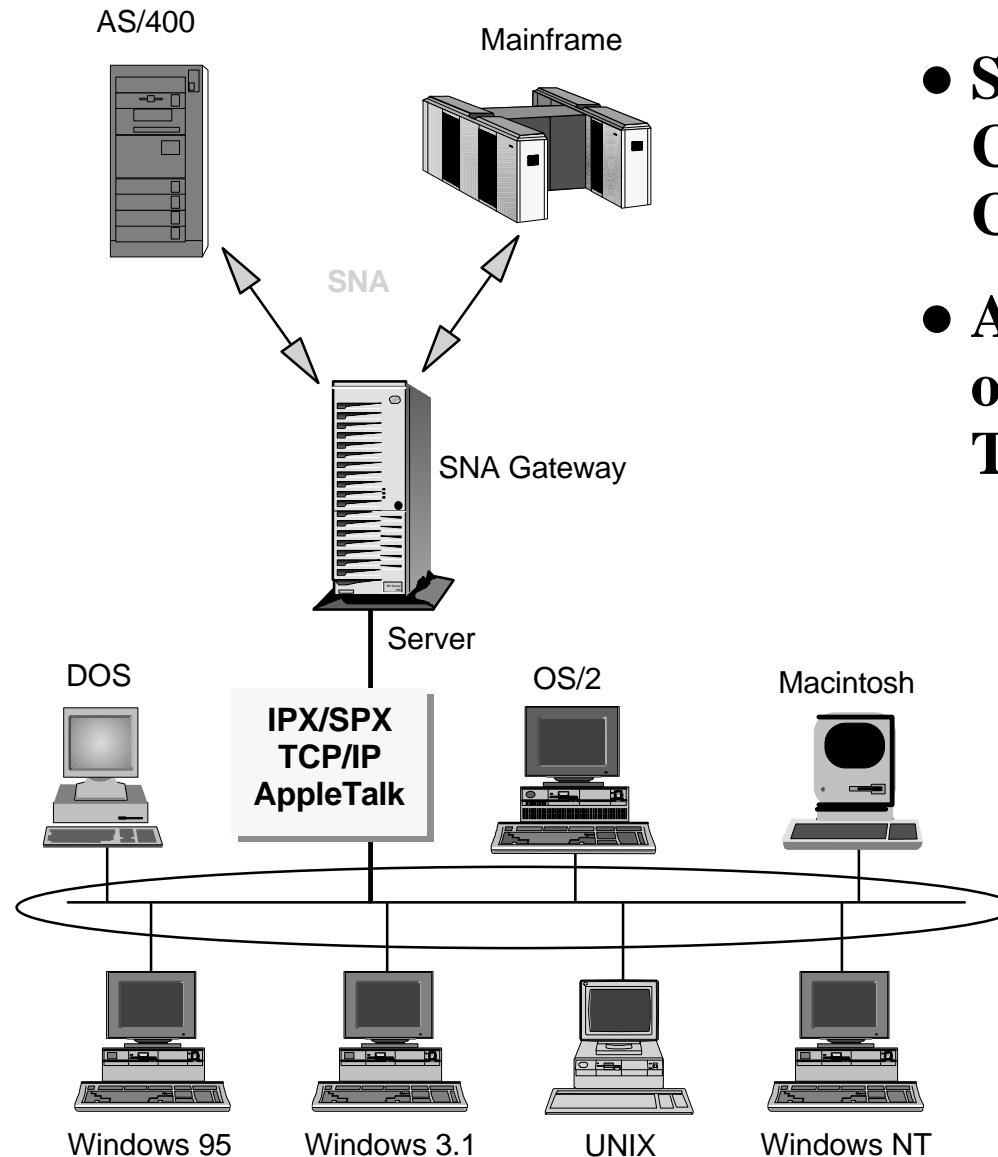


- **Primary Sales/Marketing Role**
 - Large Reseller Network for Product Ordering & Fulfillment
 - Comprehensive Educational Programs
- **Secondary Product Support**
 - Level 1 in Europe and Asia/Pacific
 - Reseller Support

Novell® - We've got LAN to Host reliability covered at both ends - **IBM**

Why Use A SNA Gateway?

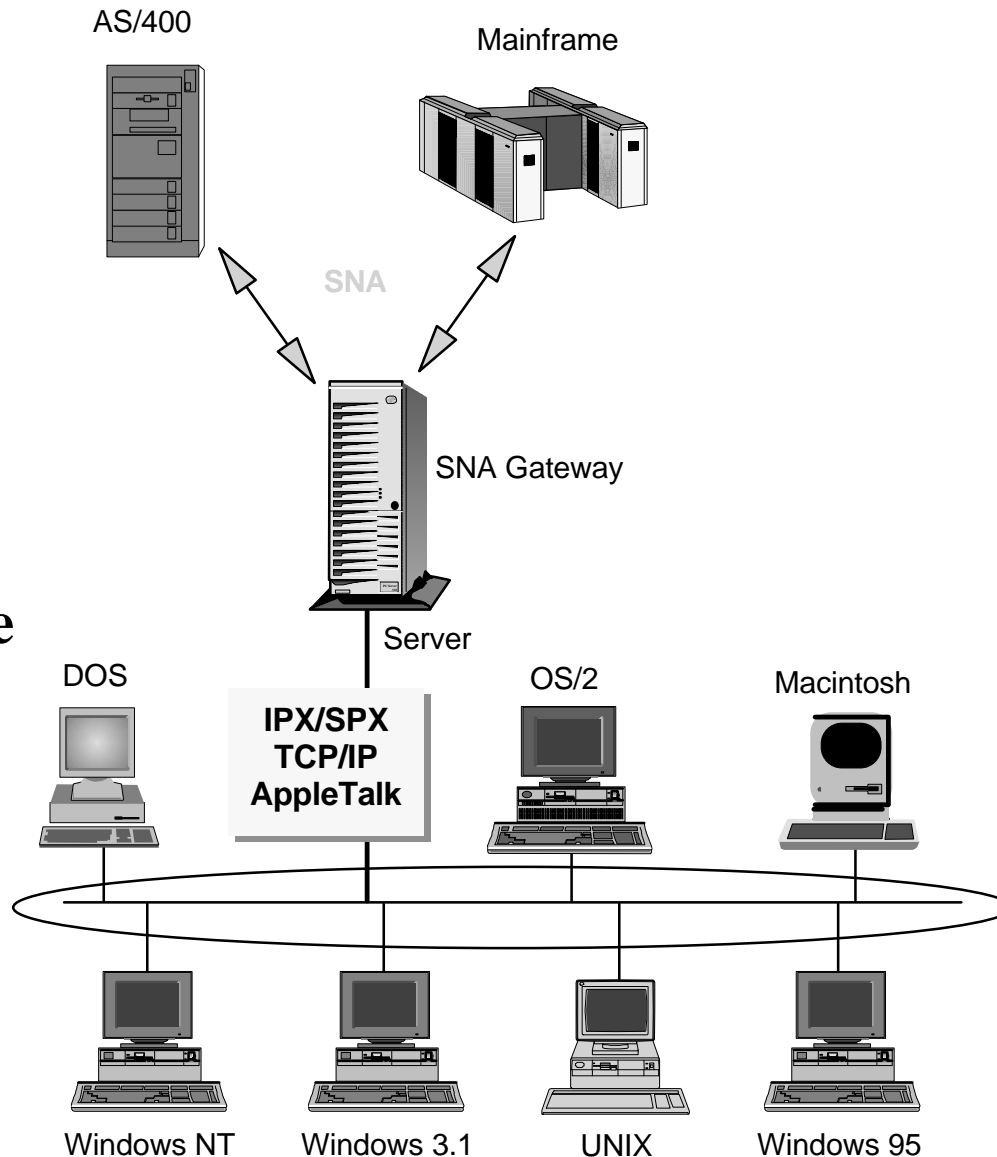
- Eliminate Duplicate Networks
- Simplified Administration and Management



- Reduced Cost
- Streamlined Client Configuration
- Accomodation of Future LAN Technologies

Why NetWare for SAA?

- **Scalable Solution**
 - Up to 3,500 Concurrent Users
- **Established Product**
 - Market Leader
 - Industrial Strength Technology
- **Strong Future**
 - Enhancements
 - Partner Products



- **Host Connectivity from Any NetWare LAN**
- **Centralized Administration & Management**
- **Complete SNA Support**
- **Extensive API Support (APPC, CPI-C, LUA)**
- **Easy to Use GUI**

Novell® - We've got LAN to Host reliability covered at both ends - **IBM**

NetWare for SAA Family

The industry's best-selling family of communications gateway software includes:

- **NetWare for SAA: S/400 Edition**

- Optimized for AS/400-only environments using the same foundation code as the flagship edition
- Announced Spring 1996

- **NetWare for SAA 2.2**

- Rock-solid NetWare connectivity to both System/390 and AS/400 host systems
- Announced Fall 1996

- **NetWare HostPrint 1.11**

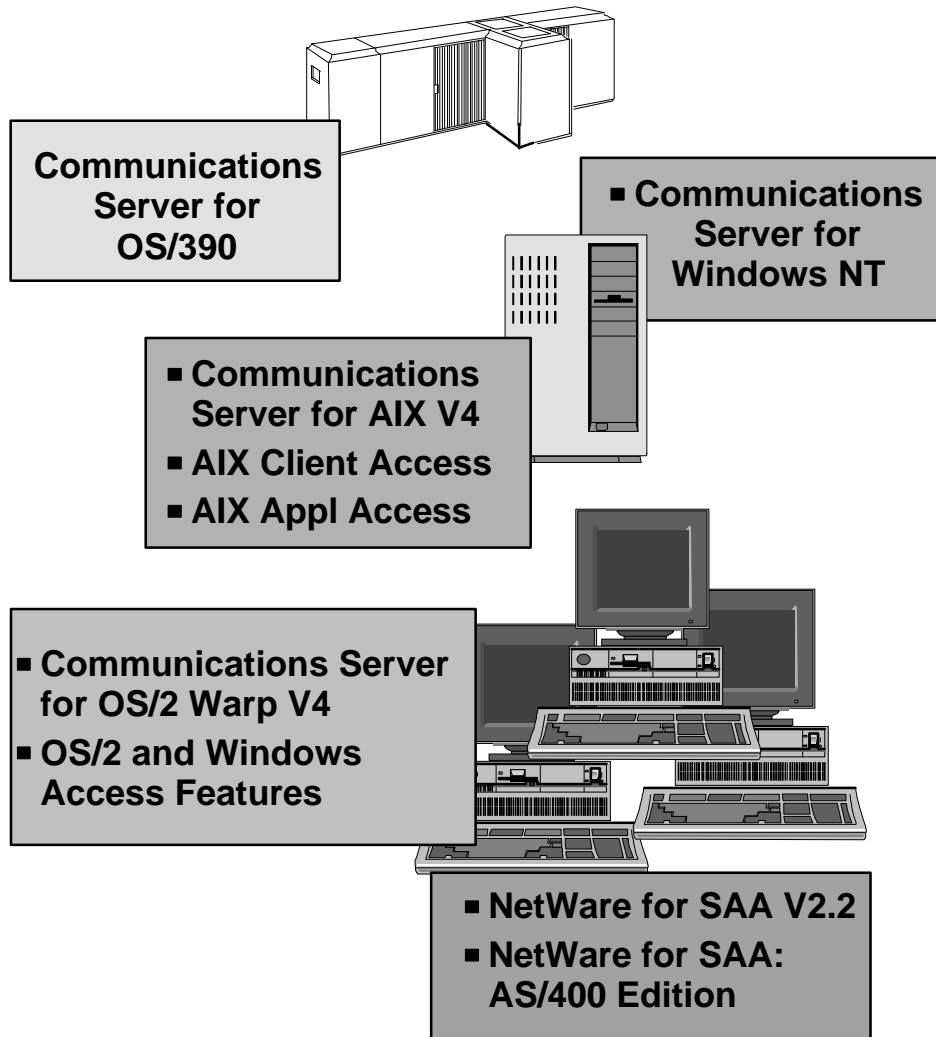
- Seamless Integration of NetWare, S/390 and AS/400 printing environments

- **NetWare HostPrint/400**

- AS/400-optimized Print Integration

The Extended Family

IBM Communications Servers... ...because one size doesn't fit all!

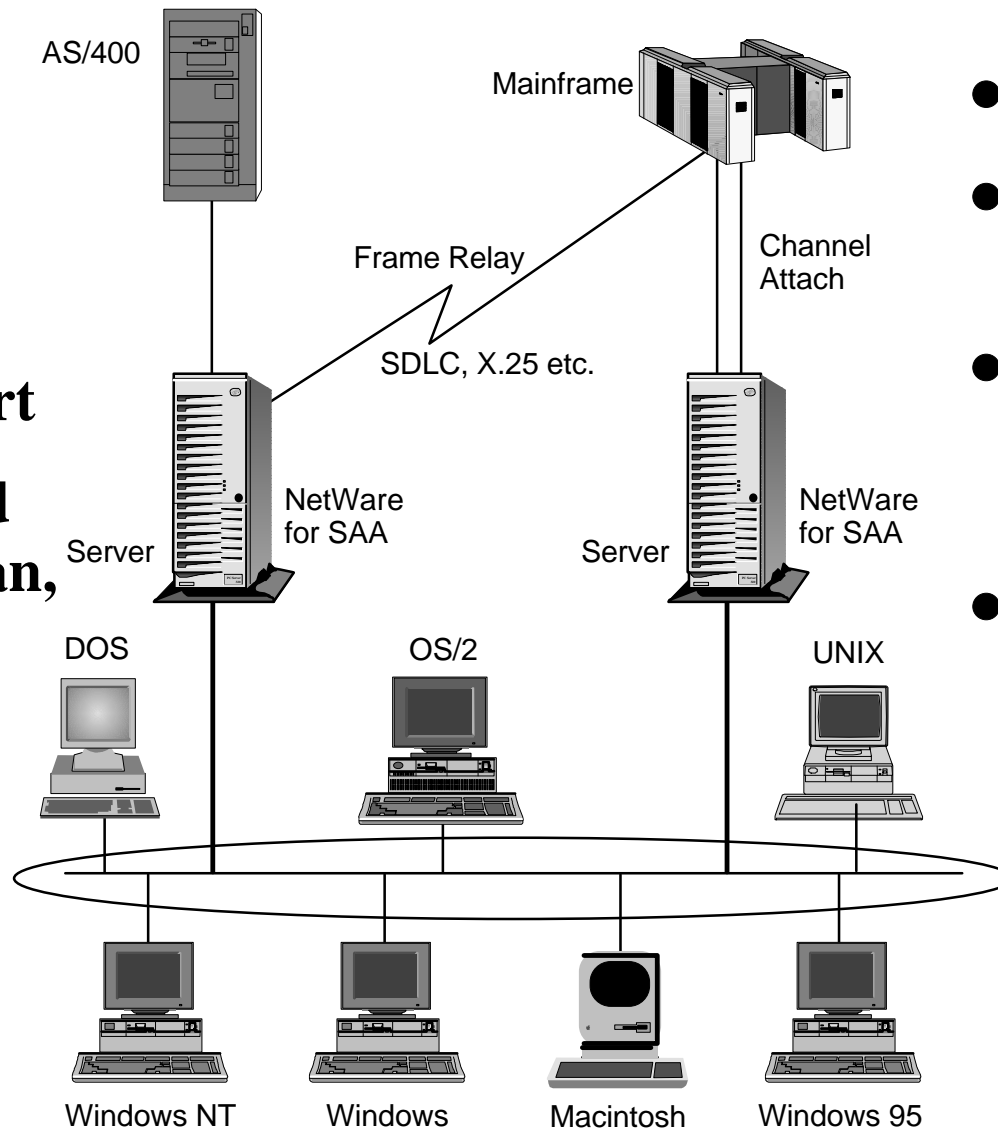


- **Optimized for their respective environments**
- **Connect diverse applications**
- **Integrate multiple networks**
- **Reduce network complexity and cost**
- **Enable rapid, cost-effective application deployment**

NetWare for SAA 2.2

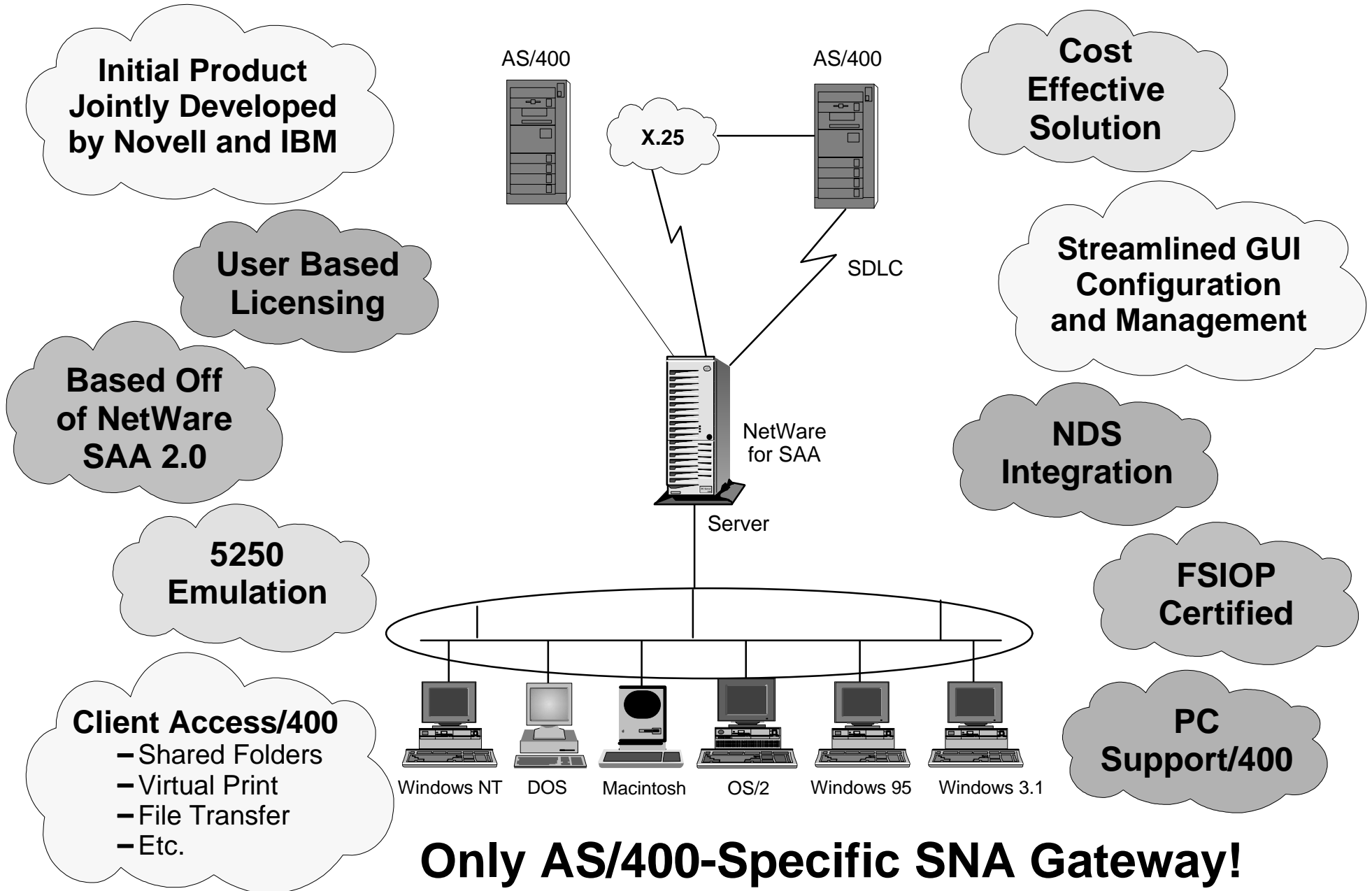
- **Wide Range of Supported Clients**
- **GUI Based Administration & Management**
- **TN3720E Support**
- **Internationalized for French, Italian, German and Spanish**

Enhanced Connectivity



- **Load Balancing**
- **Hot Standby**
- **Full NDS Exploitation**
- **Host Based Management Option**
- **TCP/IP, IPX/SPX or AppleTalk Protocols**

NetWare for SAA: AS/400 Edition

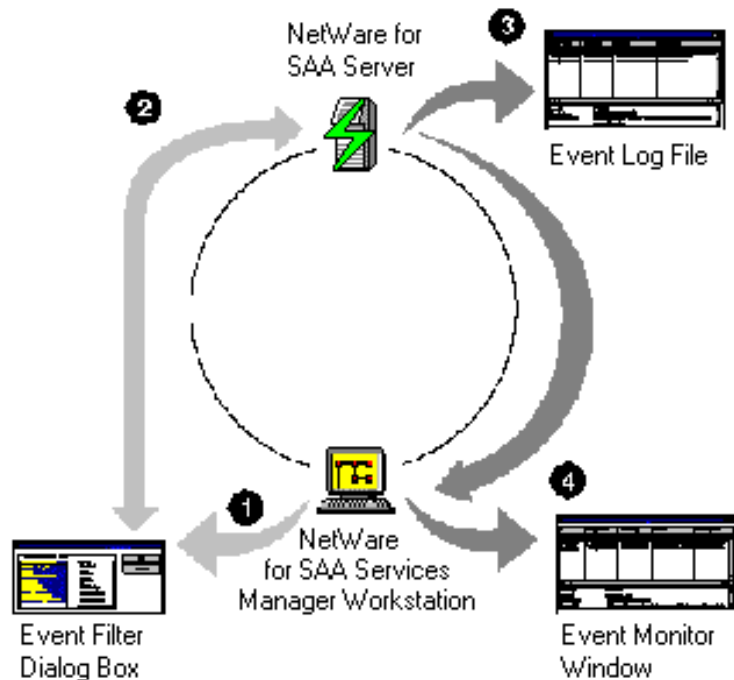
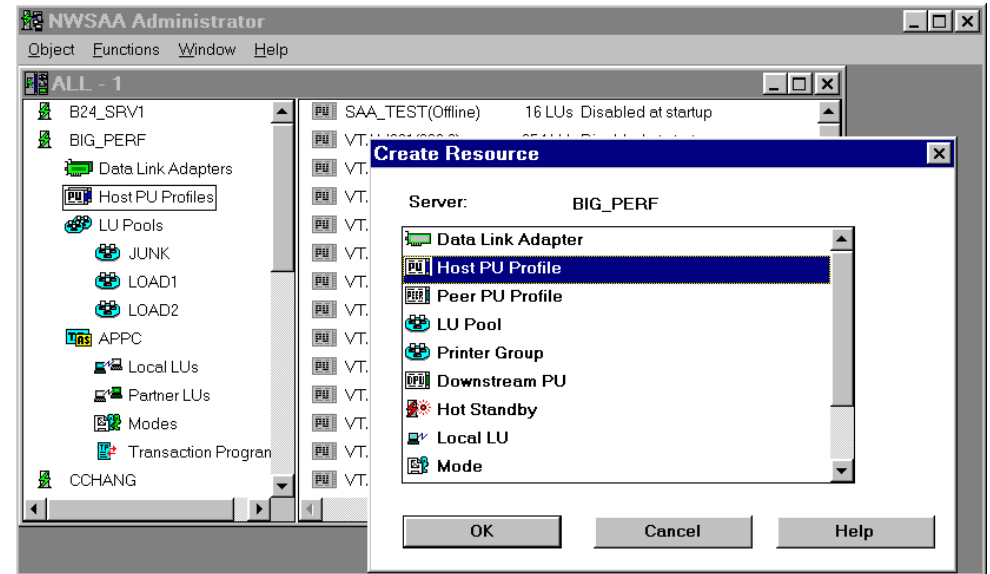


Novell - We've got LAN to Host reliability covered at both ends - **IBM**

NetWare for SAA Administration and Management

● NetWare for SAA Administrator

- Windows 3.1 and Windows 95 Configuration Utility
- Intuitive Interface
- Create, Modify and Delete Server Resources
- LU Pooling, Definition
- Hot Standby

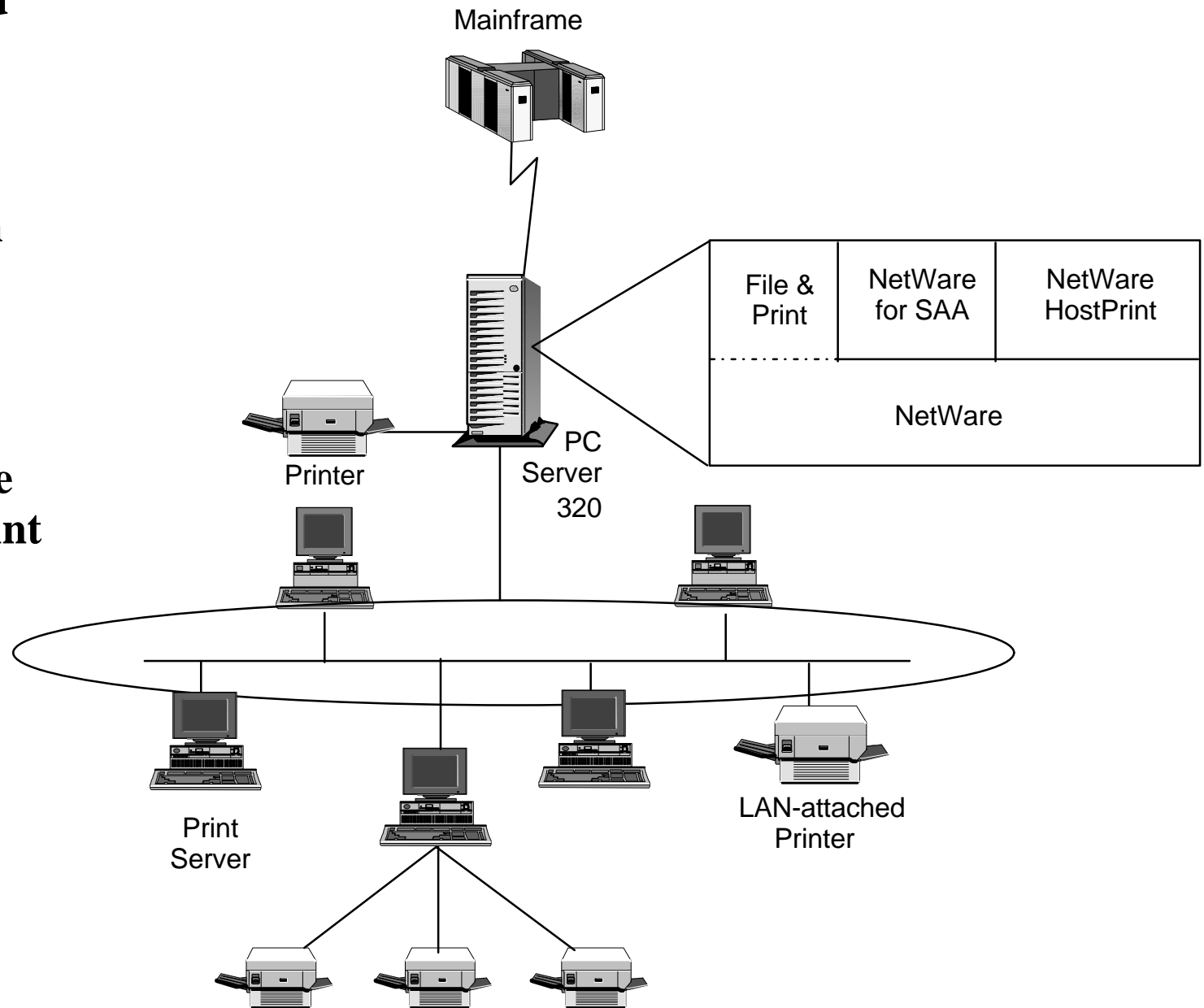


● NetWare for SAA Services Manager

- Windows 3.1 and Windows 95 Server Management Tool
- Manage Multiple Servers or Groups of Servers
- Graphic Displays
- Trevid Analysis
- Event Monitoring
- Capacity Planning

NetWare HostPrint

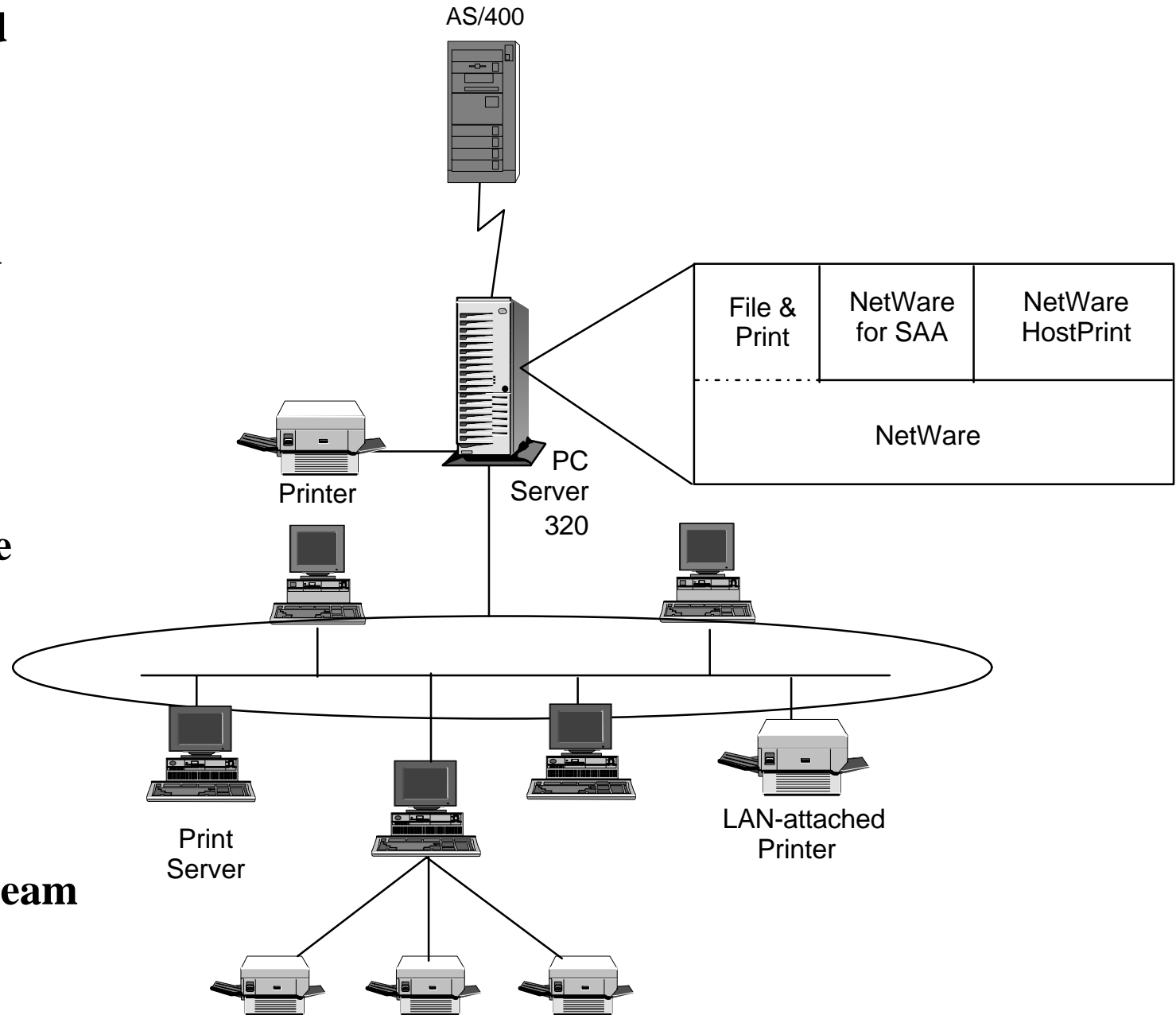
- NetWare Based IBM Printer Emulation
- Centralized Administration and Control
- LU1 & LU3 Emulation
- Direct Interface to NetWare Print Services
- Improved Performance and Reliability



Novell® - We've got LAN to Host reliability covered at both ends - **IBM**

NetWare HostPrint/400

- NetWare Based IBM Printer Emulation
- Centralized Administration and Control
- 5256 and 3812 Page Printer Emulation
- Direct Interface to NetWare Print Services
- Improved Performance and Reliability
- AS/400 Datastream



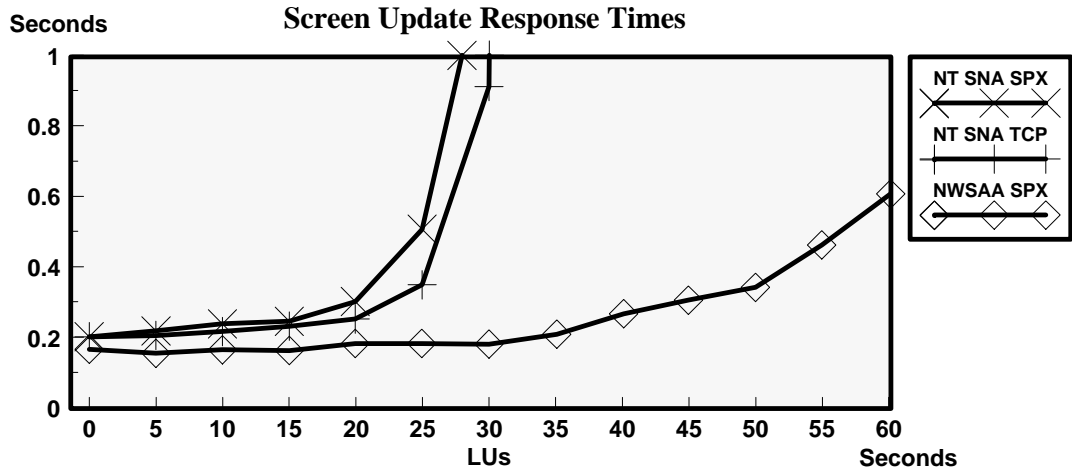
Novell® - We've got LAN to Host reliability covered at both ends - **IBM**

Internet/Intranet Functionality

● **IBM Host On-Demand**

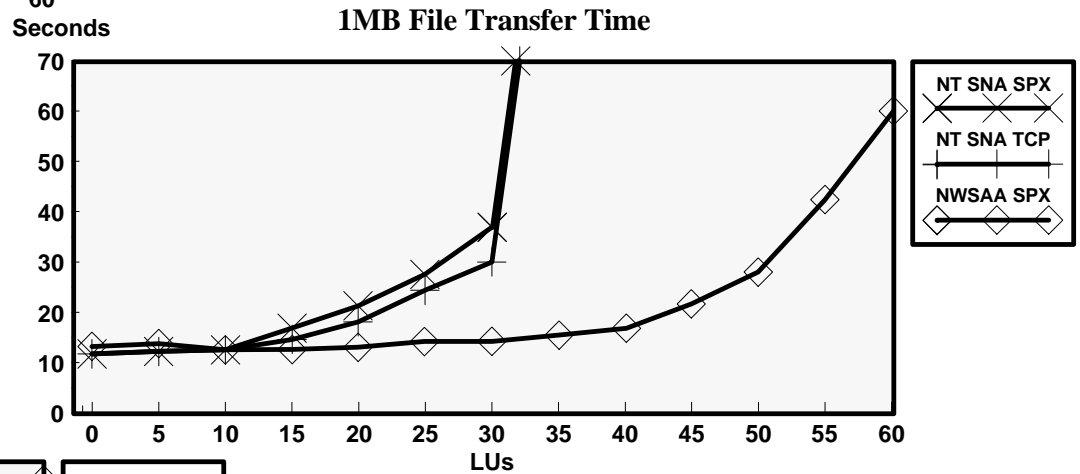
- No additional cost, Java-based host access software
- Host data and applications available to Web-centric users
- For all IBM Communications Servers, including NetWare for SAA
- Works with any Java-enabled client
- Available now as a software download from http://www.raleigh.ibm.com/hex/hexprod_en.html

Netware for SAA 2.2 vs. Microsoft SNA Server 2.11 Performance

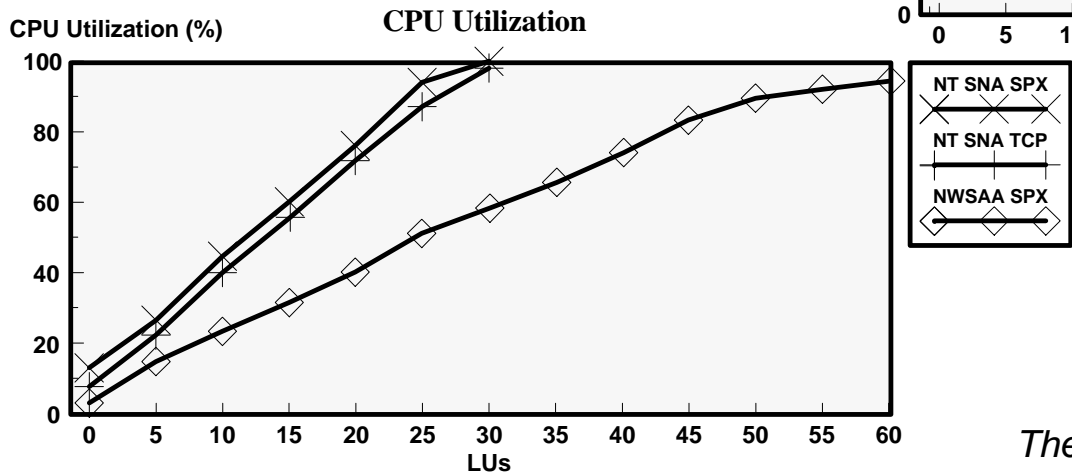


SNA server response time on a 486/66 server with 32 MB RAM "hits the wall" at 30 sessions

NetWare for SAA file transfers continue to flow beyond 30 LUs



SNA server CPU utilization spikes while NetWare for SAA shows gradual increase



The above tests were certified by the Tolly Group 11/96

For More Information on NetWare for SAA

- **Phone/Fax**

- 800-638-9273 voice
- 801 861-5533 voice
- 801-861-5155 fax

- **Web Sites**

- IBM: <http://www.ibm.com/>
- Novell: <http://www.novell.com/>
- NetWare Connectivity Forum: <http://www.novell.com/ncf>