

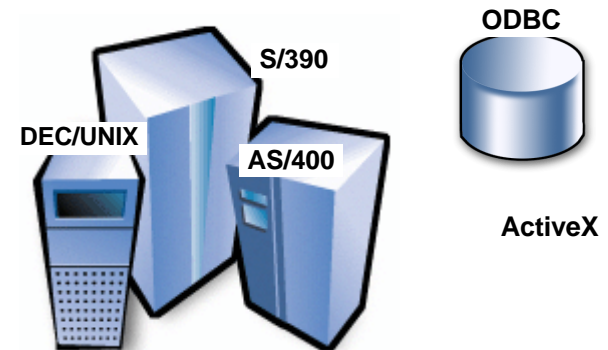
**IBM Host Integration
List Pricing
and
Support Resources
for
Business Partners**



Business Connect Software

IBM Host Integration Products

- ✓ **Personal Communications**
professional emulation
- ✓ **Host On-Demand** Java emulator
installed on a server and accessed from a
Web Browser
- ✓ **Screen Customizer** for existing
application rejuvenation to a dynamic
graphics interface
- ✓ **Host Publisher** for existing application
integration from multiple sources to an
HTML Web graphics interface
- ✓ **WebSphere Transcoding
Publisher** Provides access to web and
host information from pervasive devices.
- ✓ **Communication Servers for
OS/390, AIX, OS/2, Windows
NT, NetWare and UnixWare** SNA
Gateways, TN3270E and TN5250 servers,
security and support, optional carriers for
Host Publisher



▪ Value

- Help protect and extend investment
- Improve user productivity
- More secure, scalable, multi-platform
- Fast, low risk and low cost way to
integrate host with the Web

Host Integration Server Support

Product	S/390	AS/400	AIX	LINUX	Solaris	HP/UX	NT
Host On-Demand							
Screen Customizer							
Host Publisher							
WebSphere Transcoding Publisher							
Communications Server							

Ordering Software

- **Passport Advantage**
 - ▶ Based on Part Number
 - ▶ Available for all products
- **AS/400 Software - Dual Pipe**
 - ▶ Dual pipe - means available in both Part Number (Passport Advantage) and PID Number (AAS)
 - ▶ AS/400 Configurator - PCAS400 uses PID#
- **S/390 Software**
 - ▶ Monthly License Charge (MLC)
 - ▶ S/390 Configurator - CFSW

Host Integration Products

List Pricing = Package Price/User Price

- **Personal Communications V4.3 -**
 - ▶ 1 Registered
 - ▶ 1 Registered User Upgrade
 - **Personal Communications V4.3 for AS/400 -**
 - ▶ 1 Registered User -
 - ▶ 1 Registered User Upgrade -
 - **Host On Demand -**
 - ▶ 1 Concurrent User -
 - ▶ 1 Concurrent User (Upgrade) -
 - **Screen Customizer -**
 - ▶ Screen Customizer for Host Integration (Studio) -
 - ▶ PCOMM and CA/400 Runtime 1 Registered User -
 - ▶ Host On-Demand Runtime 1 Concurrent User -
 - ▶ There is an upgrade option from ResQnet
 - **Host Publisher -**
 - ▶ Base Server with Studio w 125 IOPM -
 - ▶ Additional 125 IOPMs -
 - **WebSphere Transcoding Publisher -**
 - ▶ Program Package -
 - **Communications Server -**
 - ▶ Program Package -
- | |
|---------------------------|
| Dual Pipe |
| \$329/\$279 |
| \$139/\$109 |
| Passport Advantage |
| \$199/\$169 |
| \$109/ \$89 |
| Dual Pipe |
| \$229/\$199 |
| \$159/\$129 |
| Dual Pipe |
| \$4,999/\$4,999 |
| \$79/\$79 |
| \$99/\$99 |
| Dual Pipe |
| \$15,000/\$14,970 |
| \$10,000 |
| Passport Advantage |
| \$20,000/\$19,970 |
| Passport Advantage |
| \$995 |

Host Integration Bundles

List Pricing = Package Price/User Price

- | | |
|---|--------------------|
| ■ Host On-Demand and PCOMM | Passport Advantage |
| ▶ 1 Registered User - | \$349/299 |
| ▶ 1 Registered User Upgrade - | \$149/119 |
| ▶ | |
| ■ Host Integration Solution - | Passport Advantage |
| ▶ 1 Registered User | \$315 |
| ▶ Communications Server for OS/2, AIX or Windows NT | |
| ▶ Personal Communications | |
| ▶ Host On-Demand | |
| ▶ Host Publisher | |
| ■ Host Integration Solution Web Access - | Passport Advantage |
| ▶ 1 Concurrent User | \$329 |
| ▶ Communications Server for OS/2, AIX or Windows NT | |
| ▶ Firewall for AIX or Windows NT | |
| ▶ Host On-Demand | |
| ▶ Host Publisher | |

Passport Advantage

- Passport Advantage - Part Number Based
 - ▶ Pricing Options
 - Volume Purchase Option (VPO)
 - Contract Option (CO)
 - Complete Enterprise Option (CEO)
 - ▶ Purchase Options
 - License Only (VPO Only)
 - License with Subscription
 - License with Subscription and Support (CO and CEO Only)
 - Subscription/Renewal
 - Support (VPO - Must use Supportline)
 - ▶ Web site - General Information
 - <http://www.lotus.com/passportadvantage>
 - ▶ Help Desk 1-800-266-8720

Host Integration PID

- AS/400

- ▶ 5639-E45 PCOMM 3270/5250 V4.3
- ▶ 5648-C54 Host On-Demand V4.0
- ▶ 5648-D01 Screen Customizer V1.0
- ▶ 5648-D31 Host Publisher V2.1

- S/390

- ▶ 5639-I45 Host Publisher V2.1

Software Subscription

- Software Subscription
 - ▶ Provides for future updates for a fee
 - ▶ IBM/Lotus Software Subscription priced by product
 - ▶ AS/400 Subscription priced by CPU size
 - One price for all software included in software subscription list
 - Price is based on system software tier (P05 - P50)

AS/400 Configurator

- PID Number products can be ordered using the Portable AS/400 Configurator - PCAS400
- Downloadable from:
 - ▶ <http://www.ibm.link.ibm.com>
 - ▶ Logon select Orderlink then Configurators
- Allows for hardware and software configurations
- PCOMM, HOD, SC, and HP are all available and are supported with AS/400 Software Subscription

AS/400 Configurator

Select Software Category

- Modify Current Software: Version/Languages/Packages
- Operating System/400 and INS/IPCS Software
- Advanced Applications
- AS/400 Related Software
- Client Products
- Advanced Function Printing
- Application Development/Productivity Tools
- Communications
- Education Courses
- Host Integration Products**
- Office/Decision Support
- Personal Learning Series (5696)
- Programming Languages
- PS/2 Educ. / NetDos / Personal Communi
- System Management
- Hardware Support PRPQ's
- Internet Products
- Services and Software Subscription or S
- Select Miscellaneous Options
- Publications

Host Integration Products

	BO	UB
5639-E45 - PCOM 3270/AS400 V4.3.1	<input type="checkbox"/>	<input type="checkbox"/>
5648-C54 - Host on Demand V4.0.1	<input type="checkbox"/>	<input type="checkbox"/>
5648-D01 - Screen Customizer for Host Intg	<input type="checkbox"/>	<input type="checkbox"/>
5648-D31 - SecureWay Host Publisher AS/400 V2	<input type="checkbox"/>	<input type="checkbox"/>

Business Partner Technical Support

■ PartnerLine

- ▶ Single point of Entry into IBM Technical Support
- ▶ Pre-sales assistance and technical support
- ▶ 1 800 426-9990 US/Canada
- ▶ Available at no charge to partners in the IBM Business Partner - Software Program

■ SupportLine

- ▶ Post-sales technical support
- ▶ Available for a fee through IBM Supportline Services - Member Level
- ▶ Advanced/Premier Partners with Value Package receive limited/unlimited usage
- ▶ 1 800 237-5511
- ▶ 1 888 426-4343 for Customer Purchase of Supportline

Information Resources

- [PartnerWorld](#)
 - ▶ www.ibm.com/partnerworld
- [Partnerinfo](#)
 - ▶ partnerinfo.software.ibm.com
 - ▶ User ID and Password required
- [Host Integration](#)
 - ▶ www.ibm.com/software/network/hostintegration
- [Solution Developer program](#)
 - ▶ www.developer.ibm.com
- [IBM On-line Technical Support](#)
 - ▶ www.ibm.com/support
- [Not For Resale \(NFR\) code](#)
 - ▶ www.bpops.com
 - ▶ User ID and Password Required
- [Host Integration Preview Kit - GK2T-2047](#)
 - ▶ Product Specification Sheets and Demo CD
 - ▶ Contact Harte Hanks 1-800 859-9618

Software Partner Info

<http://partnerinfo.software.ibm.com/>

Access Instructions on Website

The screenshot shows a Netscape browser window with the title "IBM Software PartnerInfo Worldwide Home Page - Netscape". The address bar contains the URL "http://partnerinfo.software.ibm.com/". The main content area features the IBM logo and the text "Software PartnerInfo". Below this, there is a "PartnerWorld Software" banner and a "Choose a destination" section with a list of regions: Asia Pacific, Europe, Middle East and Africa (EMEA), Latin America, and North America. Under North America, there are sub-links for Canada and United States. At the bottom, a message states: "Access to North America, Latin America & Europe, Middle East and Africa (EMEA) Software PartnerInfo is restricted. If you wish to acquire a User Name and Password, please click ---->".

IBM Software PartnerInfo

PartnerWorld Software

Choose a destination

- Asia Pacific
- Europe, Middle East and Africa (EMEA)
- Latin America
- North America
 - Canada
 - United States

Access to North America, Latin America & Europe, Middle East and Africa (EMEA) Software PartnerInfo is restricted. If you wish to acquire a User Name and Password, please click ---->

Extensive HI Information

The screenshot shows a Netscape browser window titled "IBM Host On-Demand, Version 4 - Netscape". The address bar contains the URL "ibmhoston-demandversion4productoverview?opendocument". The page content includes the IBM logo, a search bar, and a navigation menu with options like "Printable Version" and "Software PartnerInfo Home". The main heading is "IBM Host On-Demand, Version 4 Product Overview". A sidebar on the left lists "Products/Solutions:" and "Sales / Marketing Information".

Products/Solutions:

- [by Name](#)
- [by Group](#)
- [by Platform](#)
- [by Document Type](#)
- [Updates Since Last CD](#)

Sales / Marketing Information

- Current Market / Customer Situation**
- [Positioning Statement](#)
- [Competitive Landscape](#)
- What it is / How it Works**
- [Product Overview](#)

IBM Software Marketing Information for

Find [Printable Version](#) [Software PartnerInfo Home](#)

IBM Host On-Demand, Version 4 Product Overview

Secure Web to Host Access to Your Mission-Critical Data

IBM^(R) SecureWay^(R) Host On-Demand Version 4 gives you secure access to your host data, using a simple, Java-enabled Web browser. SecureWay Host On-Demand uses Java^(TM) to open the doors to your host data whenever you need it, wherever you are.

Just click on the hyperlink to launch the Host On-Demand Java applet that gives you secure and reliable access to your host data, with S/390^(R) (TN3270), AS/400^(R) (TN3191), and zSeries^(R) (TN3270).

Resources for Host Integration

Web Sites and Product Information

- IBM Host Integration
 - <http://www.ibm.com/software/network/hostintegration>
 - Brochure - G325-3785
- IBM Personal Communications V4.3
 - <http://www.software.ibm.com/network/pcomm>
 - Brochure - G325-3475
- IBM Host On-Demand V4
 - <http://www.ibm.com/software/network/hostondemand>
 - Brochure - G325-3738
- IBM Screen Customizer V1
 - <http://www.ibm.com/software/network/screencustomizer>
 - Brochure - G325-3917
- IBM Host Publisher V2
 - <http://www.ibm.com/software/network/hostpublisher>
 - Brochure - G325-3932
- IBM WebSphere Transcoding Publisher
 - <http://www.ibm.com/software/webservers/transcoding>
 - Brochure G325-3987

Education

- IBM Learning Services - E4480
 - Web-to-Host Integration with Host On-Demand, Screen Customizer, and Host Publisher

Redbooks

- IBM Host On-Demand (SG24-2149)
- IBM Web-to-Host Integration Solutions (SG24-5237)
- IBM Host Publisher (SG24-5385)

Marketing Support/Campaigns

- **CoMarketing Campaign Tactics**
 - Seminar in a Box (available 5/00)
 - Trade Show Participation (jointly)
- **Enablement Campaign Tactics**
 - Host Integration Sales Camps (6 in NA, 3 in EMEA)
 - Technical Training (You Pass We Pay)
 - Technical/Sales Webinars
 - Signature Selling
 - Sales Kits

Sales Enablement

- **Host Integration Sales Camps**
 - Open Enrollment (eeevals@us.ibm.com)
 - New York, May 2
 - Atlanta, May 4
 - Chicago, May 9
 - Raleigh, May 18
 - Boston, June 8
 - Dallas, June 15
- **EMEA Sales Camps Dates TBD**
- **EMEA BPSM T3 Sales Training**
 - LaHulpe, May 11-12

Sales Enablement

- Monthly "What's Hot in Host Integration" Calls

	<i>Date</i>	<i>Passcode</i>
–	July 11	841982
–	August 1	841984
–	September 5	841985
–	October 3	841990
–	November 7	841993
–	December 5	841998

The call-in numbers are:

888-567-7957 or t/l 650-9000 or 719-457-2525

Re-broadcast #: 800-839-4238 or 402-280-9014

Technical Enablement

- **Distance Learning - Web Based Training**
 - ▶ Host Publisher Tutorial
 - ▶ HOD/SC Tutorial (Future)

- **Education: IBM Learning Services**
 - ▶ Web-to-Host E4480 (HOD,SC and Host Publisher)
 - ▶ Host On-Demand and Screen Customizer Workshop (Future)
 - ▶ Host Publisher Workshop (Future)
 - ▶ Transcoding Publisher Workshop (Future)

- **Education: One on Many Mentoring (Raleigh)**
 - ▶ Host Publisher Advanced Topics Workshop
 - ▶ Screen Customizer Advanced Topics Workshop

- **Certification**
 - ▶ HOD/SC Certified Specialist (available **NOW!!** YPWP for E4480 class)
 - ▶ Host Publisher Certified Specialist (future)
 - ▶ Host Integration Certified Solution Specialist (future)

Host Integration Live Demo

- <http://swaydemo.dfw.ibm.com>
sign in, then select Connected e-business
- <http://swaydemo.dfw.ibm.com/hidemo/>
for scripts and screencams