IBM

1001 Winstead Drive
Cary, NC 27513

**To link your AS/400 LANs for maximum performance,
you need the right connection. And that's where IBM can help.**

Ask for your FREE IBM guide: *The 30-Minute AS/400 Networking
Handbook: Connecting your remote and branch office LANs.*

June 1997

Mr. John Q. Sample
Any Corporation
123 Any Street
Anytown, US 12345-6789

Dear Mr. Sample,

According to a recent survey from *Midrange Systems Magazine,* 88% of AS/400
system customers have at least one local area network (LAN) installed.

But interconnecting AS/400 LANs efficiently, securely, and at high speeds has always
been tough. Until now.

IBM − the maker of the AS/400 system − knows the AS/400 better than anyone.
Based on this knowledge, IBM has developed a uniquely effective way to connect AS/400
LANs: *The IBM 2210 Nways Multiprotocol Router.*

A proven solution for achieving efficient, reliable, high-speed LAN-to-LAN
connectivity throughout your entire enterprise, the IBM 2210 Router can be easily integrated
into your existing AS/400 network, without reconfiguring existing LAN installations.
Backward-compatibility with existing 5494 and 5394 controllers protects your AS/400
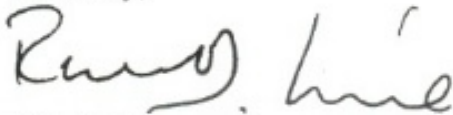hardware investment.

Available in a variety of models to fit your specific application requirements,
the IBM 2210 Router gives you more functionality than most other LAN connectivity
solutions in its price range, while allowing you to easily upgrade as your network needs
expand.

The IBM 2210 Router comes with up to two LAN ports (Token-Ring or Ethernet), four
serial ports, and an adapter slot, enabling you to support remote locations, branch offices,
and regional sites. It also permits you to connect to your business partners, customers, and
suppliers over the Internet or a private intranet. The router is compatible with major networks
including frame relay, ISDN, leased line service, X.25, V.25bis, and ATM.

Fully SNMP manageable, the IBM 2210 Router supports multiple protocols including IP, IPX, AppleTalk**, Banyan VINES**, DECNet**, SNA and NetBIOS. Its unique hardware design, which incorporates both WAN and ISDN interfaces, maximizes configuration and migration flexibility.

To receive a free handbook on IBM AS/400 LAN connectivity solutions, just call IBM toll-free **1-800-IBM-7914**, Priority Code **6N7CS002**. Or mail the enclosed reply form today, or visit our web site at **www.networking.ibm.com/2210**. The handbook is free. And there is no obligation of any kind.

Sincerely,

Ron Lurie
Manager, Networking Marketing
and Channel Programs

P.S. *The 30-Minute AS/400 Networking Handbook: Connecting your remote and branch office LANs* outlines popular IBM solutions available for AS/400 LAN-to-LAN connectivity — and offers guidance on selecting the LAN interconnectivity option that best fits your existing network structure and application requirements. To receive this free guide, you must reply by July 31, 1997.

IBM

YES, we want to make the right connections between our AS/400 LANs.

Get your FREE copy of *The 30-Minute AS/400 Networking Handbook: Connecting your remote and branch office LANs* by completing and returning the information below.

Mr. John Q. Sample
Any Corporation
123 Any Street
Anytown, US 12345-6789

AAC03

Phone: _____

Fax: _____

Internet ID: _____

Here's how to receive your FREE guide:

✉ Mail this form in the enclosed postage-paid envelope,

📠 Fax the form to us at 1-888-FAX-2IBM,

🖥 Visit our web site www.networking.ibm.com/2210, or

📞 Call IBM at 1-800-IBM-7914, priority code 6N7CS002.

Please correct your name and address as necessary, and be sure to provide your phone, fax, and Internet ID.

❑ Please have someone call me to discuss my networking requirements.

1. What is the number of LANs in your area of influence?
   - ❑ 1-10
   - ❑ 11-25
   - ❑ 26-50
   - ❑ more than 50

2. What is the number of endpoints (PCs and/or workstations) in your area of influence?
   - ❑ 0-10
   - ❑ 11-80
   - ❑ 81-650
   - ❑ 651-1000
   - ❑ more than 1000

3. Are you:
   - ❑ an End-user/IT Professional
   - ❑ a Reseller
   - ❑ a Consultant

4. What is your role in the purchasing process?
   - ❑ Decision maker
   - ❑ Researcher/Recommender
   - ❑ Other: _____

5. Are you planning to connect your remote and/or branch office LANs?
   - ❑ YES
   - ❑ NO

6. If YES, how soon will you be evaluating networking solutions?
   - ❑ 0-3 months
   - ❑ 4-6 months
   - ❑ 7-9 months
   - ❑ more than 9 months

7. Has this project been budgeted for 1997?
   - ❑ YES
   - ❑ NO

8. Are you currently working with an IBM Business Partner?
   - ❑ YES
   - ❑ NO

   Business Partner firm: _____

   _____

   City: _____ State: _____

9. I have responsibility for, or interest in (please check all that apply):
   - ❑ Token-Ring LANs
   - ❑ Ethernet LANs
   - ❑ High Speed Switching
   - ❑ LAN Interconnect
   - ❑ Remote LAN Access

This offer expires July 31, 1997