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.
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

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-IBM,
- 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
   - [ ] LAN Interconnect
   - [ ] Ethernet LANs
   - [ ] Remote LAN Access
   - [ ] High Speed Switching

This offer expires July 31, 1997