IBM

Harnessing the power of network computing has never been simpler. Or more affordable.

IBM

Network

Station

Simple

Economical

Powerful

Imagine the Power of Network Computing

Imagine a world where less really is more. Imagine terminal users without terminals. PC users without PCs. Imagine both taking advantage of e-mail, graphical user interfaces, intranet access and browsers.

Imagine an affordable, easy-to-manage, hardware-independent network computer that makes available business applications and information from a variety of servers – PC, RS/6000, AS/400, S/390 and Internet – simultaneously on every desktop.

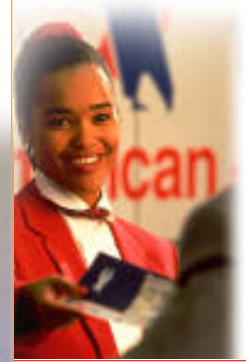*Imagine it? No, make it a reality – today! – with the IBM Network Station family of network computers.*

Work Smarter, Not Harder

The IBM Network Station is a small, simple device that brings applications and information from throughout your enterprise together on users' desktops, where they can view and work with one or more applications simultaneously.

More powerful than a terminal and more manageable than a PC, the Network Station provides easy access to all of your organization's networks and servers, using a familiar, intuitive interface for presenting both character-based and graphical applications.

Because it is designed to be managed at the server and to access server resources, the Network Station doesn't require local disk storage or the considerable desk space and resources that PCs do.

In fact, its hardware configuration is closer to a terminal's. However, the Network Station offers much more powerful access and presentation capabilities than you'll find on today's terminals. The Network Station features

built-in support for high-resolution color graphics, audio, Web browsers, a mouse and keyboard, Java language execution, terminal emulation and, of course, network connections.

But hardware isn't the important point when comparing the Network Station to terminals, PCs, NetPCs or even other network computers. It's the advantages that the Network Station offers your business. These include improved access, simplified management and lower total cost of ownership.

For example, American Eagle, the regional airline, is considering replacing outdated 3270-type terminals at its airport counters. E. D. Smith, the Canadian food processor, plans to upgrade its AS/400-based network's expensive fixed-function terminals and some PCs, while Hannaford Brothers, the operator of more than 140 supermarkets throughout New England and the Middle Atlantic states, will give virtually every one of its employees easy, economical access to the corporate intranet and e-mail. All thanks to the simplicity offered by the IBM Network Station.

American Eagle *is taking off with the IBM Network Station because of its low total cost of ownership. The regional airline, part of AMR Corp., is piloting a decentralized training program that features the simple, easy-to-use Network Station, and is considering replacing 3270-type terminals at most of its 110 airport counters because of the unit's low cost and small footprint.*

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Expand
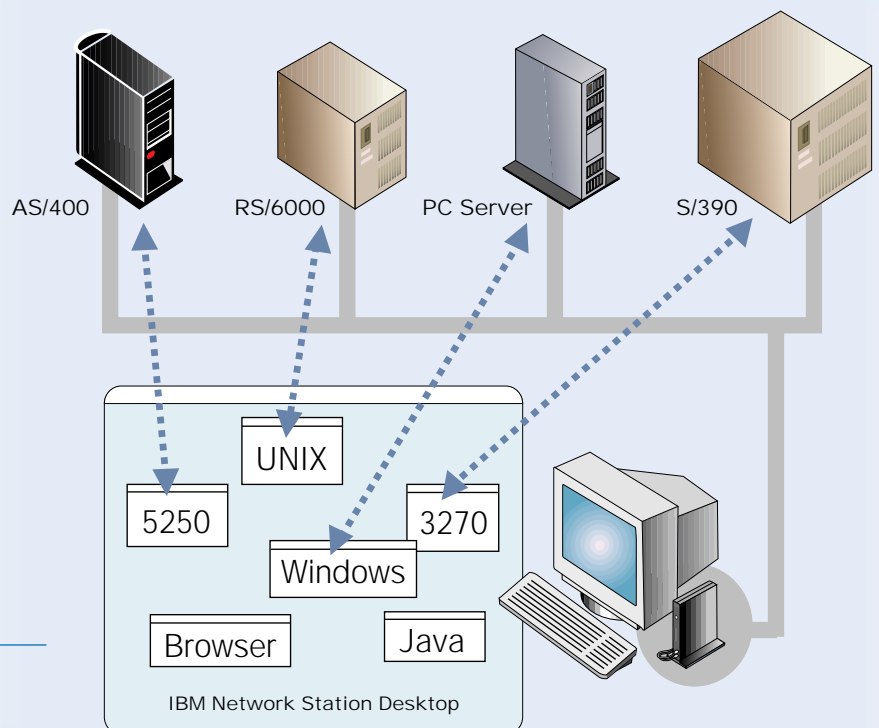# Your Reach,
Not Your
Motherboard

When you think about how today's business computer is really used, it's clear that access – not processing power – is the leading concern. E-mail, Lotus Notes groupware and the Internet are now as vital to the work environment as the business applications, spreadsheets and word processors that preceded them.

As corporate data becomes more widely distributed among numerous server platforms and networks, users need fast access to that information… without wasting time figuring out where it resides or how to connect to it.

The IBM Network Station, along with the Network Station Manager software, puts an end to this problem. It provides users with a direct pipeline to all of your PC, RS/6000, AS/400 and S/390 servers and the applications they contain. Quickly. Transparently. And easily.

The IBM Network Station is a universal access device. It can connect to any IBM server, any network and any application.

The Network Station places access to Windows, X-Windows, 3270, 5250, Internet and Java applications right at your fingertips. Simply point and click on an application icon. The Network Station runs the application and immediately displays it on your screen. It's just like working off a local

hard disk, but without the hassle. And as you make the transition from "fat" office applications to quickly deployed, resource-efficient, cross-platform Java applications, you'll find the Network Station's "thin" architecture provides the power you need at a very affordable price.

AS/400   RS/6000   PC Server   S/390

UNIX

5250

Windows

3270

Browser   Java

IBM Network Station Desktop

Manage Your Business, Not Your Computers

The IBM Network Station is simple to set up, manage, maintain and use because it requires so little hardware or computer knowledge at the desktop.

All applications and data are stored on servers. Depending on the type of application, it is either run on the server and displayed on the Network Station, or downloaded directly to the Network Station and run from there. A server also maintains profiles of each user's configuration options, preferences and access privileges. Since these are managed by an administrator instead of individual users, everyone is more productive.

Server-based network computing means that when you need to update an application, you update only the copy on the server. You don't have to go from machine to machine or deal with the potential problems that each installation could present.

Protecting data is easier with the Network Station, too. You store files, check for viruses and perform backups at the server. And when you add new functions or capabilities to your server, your Network Station users automatically inherit them.

Another plus: the Network Station isn't tied to any particular operating system or processor architecture. That means your choices for the future are wide open, and you don't have to worry about replacing obsolete technology at the desktop.

Now, isn't that a whole lot smarter, simpler, safer and less expensive than the old way of doing things?

Hannaford Brothers, *the operator of more than 140 supermarkets throughout New England and the Middle Atlantic states, has begun eliminating its mixed bag of hardware and operating systems while giving virtually all its employees access to e-mail and the corporate intranet as it deploys 1,200 IBM Network Stations.*

Raise Your Expectations, Not Your Budget

You need to make cost-effective and strategic computing investments, and the IBM Network Station can help. By eliminating many expensive and failure-prone components from the desktop, the Network Station can offer you both a low initial price and substantially reduced cost of maintenance over time. In fact, you can easily justify upgrading terminals or replacing PCs with the IBM Network Station.

The hardware is only part of the story. The Network Station also reduces ongoing training and support costs – often equal to many times your initial investment – by eliminating the time and money required to purchase, install and support numerous applications and hardware components on individual desktops.

Small footprint. Simple design. Server-based applications. Low initial cost. Built-in networking, terminal emulation, Internet browser and Java support. Centralized management. Every aspect of the IBM Network Station adds up to low total cost of ownership. Several studies suggest that network computers can offer significantly lower total cost of ownership than networked PCs and substantial savings when compared to Net PCs.

The IBM Network Station Family

Each member of the IBM Network Station family of network computers offers solutions to a wide range of business needs. Whether the demand is for basic server access, powerful Internet access or robust Java application support (available with the Series 1000 in the 4th quarter of 1997), there's a Network Station Series to suit your needs. Although each Series is optimized for a particular type of usage, all members share certain family traits. These include

- Simultaneous access to:
  – Windows applications via multiuser implementations of Windows NT (e.g. WinCenter from Network Computing Devices, Inc.)
  – S/390, AS/400, RS/6000 and UNIX systems, applications and data
  – Internet and intranet applications and data
- Java Virtual Machine
- Web browser
- IBM Network Station Manager administration and management facilities
- Textbook-sized logic unit, keyboard, mouse, audio support, serial and parallel ports, PCMCIA (PC card) support, an Ethernet or Token Ring network interface
- Support for industry-standard color graphics display monitors

Designed for what you need
- Access to business applications
- Access to the Internet and your corporate intranet
- Access to Java-based applications
- Lower cost desktop computing
- Improved security and management
- Increased productivity
- Leveraging of server and network resources
- Non-proprietary, standards-based computing

Simple to manage, simple to use and simple to install…the IBM Network Station is simply the best answer for your desktop needs.

Series Highlights

Series 100
It's about *Access*
The Network Station Series 100 is designed for the presentation of character-based and graphical applications that reside on multiple servers. Its low initial cost makes it an ideal replacement for terminals or PCs that are used primarily for application access, data entry or transaction-oriented tasks, as well as for "casual" browser usage.

- Emphasizes access to server-based applications and data
- Windows application support (via multiuser implementations of Windows NT)
- X-Windows server support
- 3270 and 5250 terminal emulation
- Optimized to favor server resources for browser and applications

Series 300
It's about the *Internet*
The Network Station Series 300 is designed for environments that combine a need for multiple server access with browser access to applications and data that reside on a corporate intranet or the Internet.

- Emphasizes access to Internet-based applications and data
- Corporate intranets
- Extranets
- Windows application support (via multiuser implementations of Windows NT)
- X-Windows server support
- 3270 and 5250 terminal emulation
- Runs Navio NC Navigator™ for the IBM Network Station and the IBM Network Station Browser
- Runs simple Java applets and applications
- Optimized to favor Network Station resources for Internet applications

Series 1000
It's about *Java*
The Network Station Series 1000, (available in the 4th quarter of 1997) combines high-speed Internet and network application performance with powerful Java language execution capabilities. It is aimed at businesses that are implementing Java-based application architectures and require robust support for Internet standards.

- Strongly emphasizes access to Java-based applications
  - Enhanced Java performance
  - Supports Release 1.1 of the Java Virtual Machine
  - Runs Navio NC Navigator for the IBM Network Station
- Access to Internet-based applications and data
  - Corporate intranets
  - Extranets
- Windows application support (via multiuser implementations of Windows NT)
- X-Windows server support
- 3270 and 5250 terminal emulation
- Optimized to enable Java-based office productivity suites and business applications

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Imagine what you can do with the IBM Network Station

Deploy enterprise applications quickly – *by installing them on the server and providing access from there. There's no need to install applications on individual machines.*

Lower your total cost of computing – *by replacing expensive desktop PCs with low-cost, easy-to-manage Network Station computers.*

Replace limited-function terminals – *and give users access to a whole new range of applications, including Windows, e-mail, the Internet and more.*

Simplify management – *by maintaining all data, applications and desktop services at the server.*

Reduce maintenance and support costs – *by standardizing on simple desktop hardware, updating and running applications at the server and utilizing industry-standard interfaces and protocols.*

Expand users' connectivity – *with simultaneous access to multiple servers, including PC, RS/6000, AS/400, S/390 and Internet servers.*

Prepare for the future – *with the Network Station's emphasis on the Internet, hardware independence, industry standards, browser-based interfaces, Java applications and thin-client architectures.*

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Access

Internet

Java

For more information

To find out more about how network computing with the IBM Network Station and the IBM family of servers can help you make the most of your business opportunities, call 1–800–IBM–7080, priority code 6N7BK05, within North America.

Outside North America, call 416–383–5152, priority code 6N7BK05.

Or, if you have access to the Internet you can find the latest information via World Wide Web at: http://www.ibm.com/nc.

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