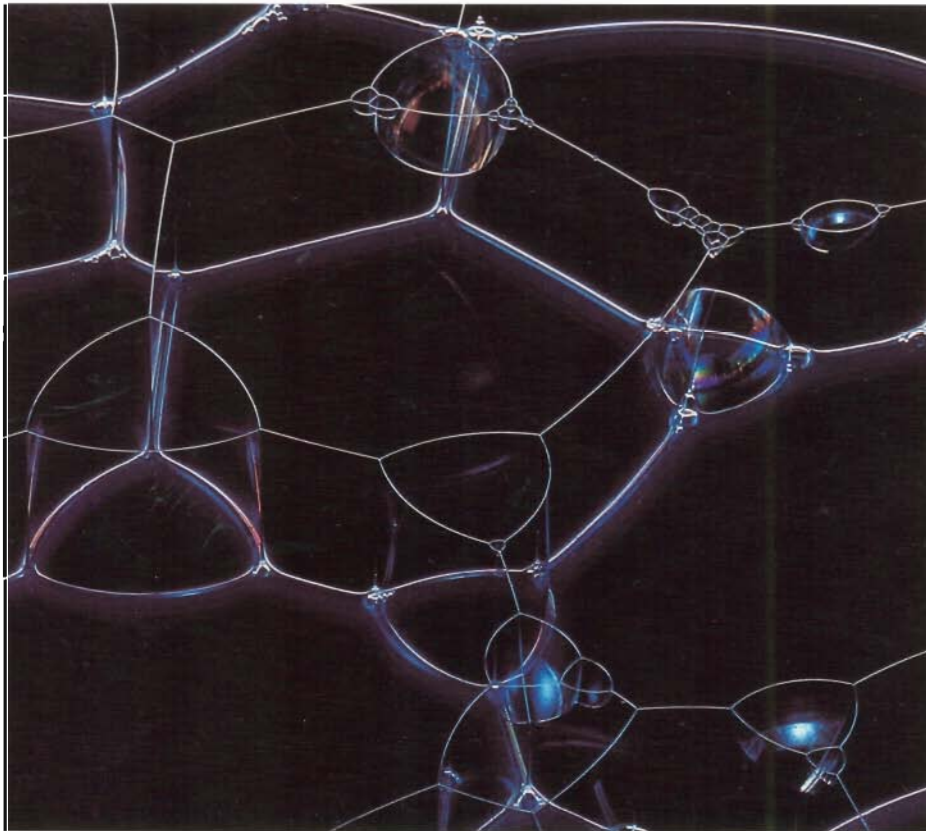
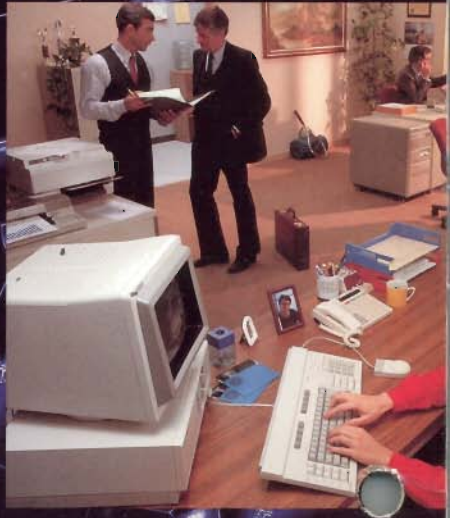
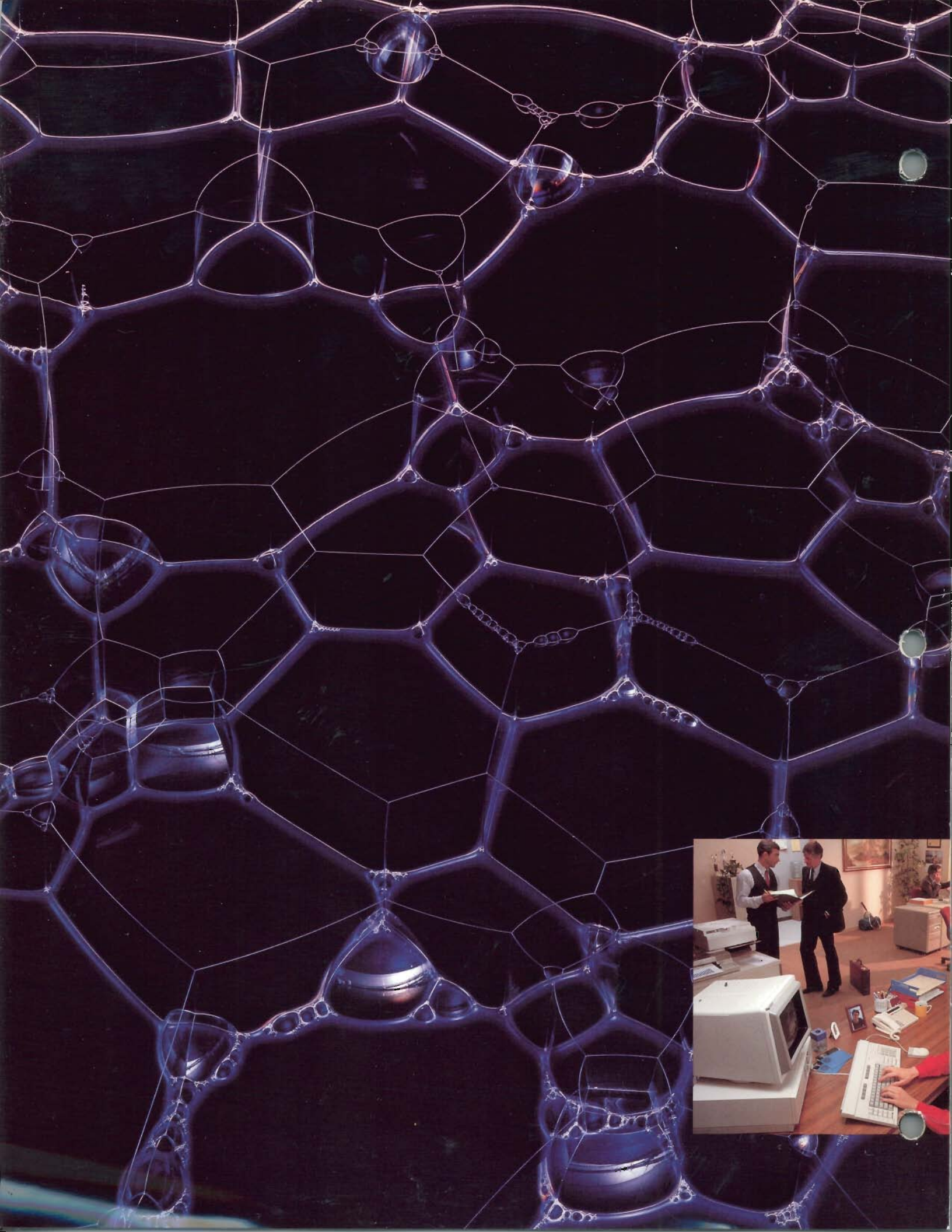


# HEWLETT-PACKARD

HP-to-IBM Connectivity:  
A Cornerstone of  
HP AdvanceNet





**HP Computer Museum**  
**[www.hpmuseum.net](http://www.hpmuseum.net)**

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# HP-to-IBM Networking: A Comprehensive Line of Quality Solutions

As more organizations with installed IBM mainframes develop the need to add new applications or systems, they are learning that Hewlett-Packard provides easy and cost-effective integration with IBM.

That's because connectivity with IBM is a major component of HP AdvanceNet, Hewlett-Packard's networking strategy.

HP AdvanceNet delivers flexible IBM connectivity through comprehensive support of IBM's SNA (Systems Network Architecture) and BSC (Binary Synchronous Communication). HP AdvanceNet also gives users standards-based multivendor networking through its strong support of the OSI (Open Systems Interconnection) reference model.

Today, HP AdvanceNet offers an extensive product line for multivendor networking, and the company operates an entire R&D facility developing HP-to-IBM communications capabilities for the future. This effort is part of what George F. Colony, president of Forrester Research, Inc., describes as "...an investment which delineates HP's long-term commitment to IBM connectivity."

This commitment ensures that users' investments in HP AdvanceNet and IBM networks are protected now and are secure for many years to come.

Hewlett-Packard has extensive experience in IBM connectivity. Since introducing our first networking products in 1973, we have steadily expanded our HP-to-IBM capabilities.

Hewlett-Packard's leadership in quality is long-standing and has been earned at customer sites of all types and sizes. A leading industry consulting firm, the Gartner Group, says that "HP has developed a robust set of IBM interconnection products. . . . Our users report good results." Users know they can count on Hewlett-Packard as the quality provider of IBM connectivity.



*Hewlett-Packard  
provides the extensive  
connectivity  
with IBM that many  
businesses need  
today.*

## HP to IBM: Meeting Needs in Many Environments

Whether it's a network for the business office, a manufacturing site, an engineering facility or a regional sales office, HP AdvanceNet delivers flexible departmental solutions and robust connectivity to IBM hosts.

These solutions provide batch and interactive communications as well as electronic mail exchange between Hewlett-Packard and IBM systems in both stand-alone and gateway configurations.

## Automation in the Business Office

HP AdvanceNet enhances office productivity by creating a shared electronic mail network that improves organization-wide communications. HP OfficeConnect products provide transparent access to either DISOSS or PROFS on IBM systems; therefore, no Hewlett-Packard software is needed on the IBM mainframe.

These products enable Hewlett-Packard users to exchange electronic mail with DISOSS users, and to file, search for, retrieve and delete documents in a DISOSS library. They also enable PROFS and HP 3000 users to communicate with each other through their own electronic mail systems.

In addition, Hewlett-Packard supplies capabilities that allow IBM terminal users who are linked to IBM mainframes to access Hewlett-Packard electronic mail and other applications on the HP 3000.

## PC-Mini Integration

HP AdvanceNet's personal computer-to-minicomputer integration delivers superior decision support and reduces costs. It does this by making information available when and where it is needed and by allowing efficient resource sharing.

Hewlett-Packard's Vectra personal computer is fully compatible with the IBM PC AT. We also support software that allows personal computer users to retrieve data from a Hewlett-Packard minicomputer, or from an IBM mainframe transparently, and convert the data into a LOTUS® 1-2-3® spreadsheet.

So if you want to put the power of distributed data processing into the hands of key decision makers, HP AdvanceNet has what you need.



## HP AdvanceNet for the Computer Center

If your people are sending accounting information from a remote office to a corporate mainframe, or submitting payroll figures to an IBM host, HP AdvanceNet offers high-performance packages that maximize productivity by making tasks like these fast and easy.

HP AdvanceNet allows high-speed interactive communications that enable Hewlett-Packard system, terminal or PC users at a remote site to access applications and data on IBM mainframes. HP AdvanceNet also provides batch communications for network-wide file transfer and document distribution.

*HP-to-IBM connectivity means greater productivity and superior decision support for people in every part of your organization.*



## IBM Connectivity in Regional Offices

Regional offices are frequently the focal points of important sales and service activities. When people have to retrieve order information or check a price list on an IBM corporate mainframe, HP AdvanceNet has the connectivity they need.

So when people are generating price quotes, checking the status of an order, confirming deliveries or responding to service needs, HP AdvanceNet puts IBM connectivity at their disposal.

## HP to IBM for Engineering

For engineers and designers to get higher quality products to market faster, they need to use the advanced capabilities that today's CAD/CAM and CAE technologies provide.

This means that they require easy access to applications, data and peripherals. HP AdvanceNet enables a mainframe to function as a database server that delivers this access.

In addition to batch and interactive capabilities for UNIX environments, HP AdvanceNet also offers third-party HYPERchannel software for very high-performance applications. HYPERchannel is a communications path between engineering workstations and IBM hosts that delivers high-bandwidth file transfer and program-to-program communications.

## Flexible Networks for Manufacturing

HP AdvanceNet can put factory inventory or product quality information on the desks of people who need it -- when they need it.

So when HP 3000 users, running popular applications such as HP Production Planning and HP Materials Management, need to access an IBM mainframe, they can do so in either batch or interactive mode. Hewlett-Packard's recommended third-party products give IBM terminal users fast access to these and similar applications on the HP 3000.

In fact, HP AdvanceNet provides extensive IBM connectivity for all phases of a computer integrated manufacturing (CIM) solution. When that solution requires people to send production status reports, inventory information or scheduling data to the mainframe, HP AdvanceNet's IBM connectivity gets the job done quickly and productively.

## HP and IBM: The Future is Bright

Users can count on the continued growth of HP-to-IBM capabilities under HP AdvanceNet. Among these capabilities are coexistence with IBM's Token Ring Network, access to both Hewlett-Packard and IBM systems via a single link to an X.25 network, and an LU 6.2 programming interface that enables users to develop applications running on Hewlett-Packard machines to communicate with IBM applications over SNA networks.

Another important part of HP AdvanceNet's IBM connectivity is network management. In order to provide a complete set of SNA functions for our customers, Hewlett-Packard will support IBM's NMA (Network Management Architecture) in our HP-to-IBM products.

## Hewlett-Packard: The Industry Standard in Customer Support

HP AdvanceNet emphasizes comprehensive customer support. As Greg Carlsted, an industry analyst for Dataquest, puts it, "I am truly impressed with the commitment to, depth and breadth of the support function for HP AdvanceNet." Hewlett-Packard's consistent #1 ranking in customer support in the annual Datapro survey confirms the strength of this commitment.

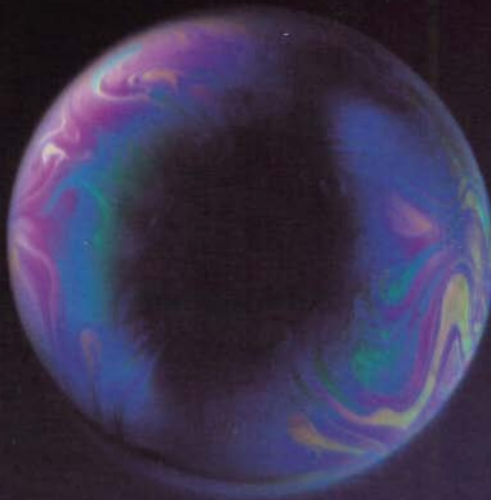
*Comprehensive IBM connectivity, quality products and industry-leading support enable HP AdvanceNet to deliver a significant competitive advantage.*



# IBM Connectivity: A Key Element of HP AdvanceNet

Hewlett-Packard provides a broad range of HP-to-IBM capabilities today, and we are strongly committed to the support of IBM offerings that will enhance HP AdvanceNet in the future. Our emphasis on networking with IBM is a key element of our larger commitment to both de facto and industry-standard multivendor networking.

Hewlett-Packard is strengthening its position as a leading supplier of IBM connectivity for one key reason: HP-to-IBM networking solutions provide a competitive advantage through improved company-wide communications, better service to customers and reduced costs. If your organization can benefit from comprehensive multivendor networking that includes extensive connectivity with IBM, look to HP AdvanceNet.





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Or contact one of the regional offices below:

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Connecting people  
with information*

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