



IBM Netfinity[®] ServerProven Program¹

Highlights

Best in the business working together for you

New and long-term IBM relationships with software industry leaders and innovators give you confidence in the compatibility of your total solution and ease of its implementation.

Applications you can choose with confidence

ServerProven solutions are applications from leading software vendors that are tested and tuned using methods that simulate real-world environments.

Options to expand and extend

Compatibility-tested IBM and third-party hardware options, subsystems and network operating systems give you flexibility to build the custom solution that's right for your business.

Outstanding service and support

Unparalleled service and support includes remote and local system management, HelpCenter access, three-year on-site limited warranty,² 90-day IBM Start Up Support, software tools, even financing options.

A total, tested solution

IBM's Netfinity ServerProven program is based on a simple idea: When choosing a business solution, you want to make sure that everything your business enterprise is likely to use from the software application to your IBM Netfinity server is proven to work together. This includes non-IBM hardware options, network operating systems and popular application packages.

IBM's ServerProven program is unique in the industry for its comprehensive scope. Our three-pronged approach includes: 1) relationships with key industry leaders, 2) compatibility testing of hardware and network operating systems and 3) compatibility testing of industry-leading application software. With Netfinity servers and the ServerProven program, you can be confident that system installation can be simplified, minimizing setup time and expense—helping you reduce your total cost of ownership.



The ServerProven program is IBM's commitment to meeting your business and technology needs through tested solutions; reducing system integration complexity and risk; and minimizing the expense associated with setup and testing.

Relationships for powerful business solutions

IBM Netfinity ServerProven solutions bring the best in the industry to work together for you. Customers selecting ServerProven solutions can be confident that their business-critical applications have been tested, validated for compatibility and designated "Netfinity ServerProven."

Over the years, IBM has forged strong relationships with industry leaders such as Microsoft, Intel,[®] Oracle, Novell, Lotus, J.D. Edwards, Baan, Tivoli, SCO, SAP and Vinca. Originally developed with large business in mind, these relationships—and the business solutions built on them—help us protect your information systems investment and future growth. IBM has since extended our business relationships to include leading software vendors who deliver solutions tailored to small and medium businesses.

Through the ServerProven program, leading software vendors test their business applications on IBM Netfinity servers in a real-world environment for total solution compatibility. ServerProven compatibility testing reduces integration risks and can offer smoother installation and reliable implementation—helping customers to reduce the cost of doing business. The ServerProven program is designed to enhance your IBM experience by offering complete, tested solutions; reducing system integration complexity and risk; and minimizing the expense associated with setup and testing.

ServerProven solutions

Because business customers frequently select application software first—before choosing server hardware—the ServerProven solutions program helps you easily identify a complete tested solution. A software application that has earned the ServerProven emblem is part of a complete, end-to-end business solution that has been identified, compatibility tested and thoroughly documented.

To be designated as a ServerProven solution, application software is tested by the software developer with IBM assistance. Using the latest industry-leading testing and performance analysis tools, ServerProven candidates exercise their applications on Netfinity servers with the ultimate goal of consistent, repeatable and measurable performance. These highly integrated tools provide a fast and easy way to test client/server applications for hundreds or thousands of virtual users—to make sure the application will work well for you. And system availability is often enhanced because the total solution has been tested for performance in real-world environments.

ServerProven solutions now include a portfolio of applications for accounting, financial management, health care, distribution, manufacturing, engineering, retail, telephony, construction and property management. The ServerProven solutions program is continually growing with dozens of independent software vendors and hundreds of ServerProven solutions.



The IBM Netfinity family of Intel-processor-based servers has a wide range of products to support your business. The award-winning Netfinity 3500 is an ideal system for small businesses needing a powerful application server.

Whether you need a high-speed communication product or just a memory upgrade, the ServerProven program gives you the flexibility to choose the product that's right for your business.

Hardware, operating system compatibility

Both IBM and third-party vendors test hardware, middleware and various applications through the ServerProven program. These components, such as CD-ROM drives, network interface cards, disk drives, tape backup software and memory upgrades, are thoroughly tested for compatibility with IBM Netfinity server systems.

Through the ServerProven program, IBM has teamed with industry-leading hardware vendors to help you drive down the cost of ownership. This is achieved by compatibility testing the most popular devices across multiple operating environments, including Windows NT®, IntraNetware, OS/2® Warp Server and SCO, to reduce installation and setup problems for end users and resellers alike. Whether you need a high-speed communication product or just a memory upgrade, the ServerProven program gives you the flexibility to choose the product that's right for your business.

Small IT staff or budget? No problem!

Typically, small and medium businesses don't have the IT staff or expertise to support the intensive research and testing needed to select and assemble a complete networking solution. And as the percentage of computing on Intel-processor-based servers continues to increase, it is essential that the costs of support and maintenance diminish and that system availability is high. The ServerProven solutions program answers these needs with simplified server solution setup, enhanced reliability features on the IBM Netfinity servers and superior service and support.

Service and support—the IBM advantage

IBM goes the extra step to offer unparalleled service and support programs that enable you to concentrate on your business and not your server solution. In addition to the ServerProven program, IBM's broad range of offerings truly provide the elements needed for a total solution. IBM offers:

- **TechConnect™**—brings the skills and resources of experts to the customer via the Internet and CD-ROM. TechConnect is a certification program designed to provide professional credentials to customers, Business Partners and resellers for the service and support of IBM Netfinity systems as well as major network operating systems.
- **SystemXtra™**—combines the financing for leased hardware, software and service into a total package for small and medium businesses. SystemXtra also helps customers reduce the risk of hardware obsolescence by providing a Technology Exchange Option, allowing them to exchange existing hardware for newer hardware for a pre-stated fee.³
- **Systems management**—IBM Netfinity Manager™ software, included at no extra charge in Netfinity servers simplifies server management and offers proactive and remote control of networked business systems.
- **90-day IBM Start Up Support**—in addition to IBM's warranty coverage for its Netfinity systems, IBM's HelpCenter™ offers 90-day Start Up Support. This offering includes telephone support⁴ for specific hardware, software and network operating system problems.
- **ServerGuide**—This CD-ROM-based collection of software tools and device drivers help install the operating system, simplify configuration of server hardware and assist with ongoing network management. ServerGuide is included with every IBM Netfinity server.
- **Remote Connect**—A "call home" feature available on select models, Remote Connect enables the server to dial IBM when it detects a problem. This remote-support feature sets in motion the appropriate level of service to keep the system up and running.
- **MoST Connect**—IBM's exclusive feature links on-site field service representatives with IBM's HelpCenter support specialists to give the customer a virtual on-site network operating system-certified specialist to help resolve network failures.
- **IBM warranty coverage**—protects IBM Netfinity systems and the installed Options by IBM and includes three-year on-site service, parts and labor.

When all the facts are in...

With IBM, you can focus on your business and not your network. IBM delivers a total server solution that is greater than the sum of its parts. IBM is recognized for depth of experience, unmatched service and first-rate hardware and software products. Why trust your business to anyone else?

IBM. When you think about it, it's just better business.





© International Business Machines Corporation 1998

IBM Personal Systems Group
 Department LO6
 3039 Cornwallis Road
 Research Triangle Park, NC 27709

Printed in the United States of America
 9-98
 All Rights Reserved

¹ ServerProven hardware includes Options by IBM and other vendors and is tested for compatibility by IBM. Warranty and support for ServerProven products is provided by the manufacturer or supplier and not by IBM.

² For information regarding the terms and conditions of IBM's limited warranty, please call 1 800 772-2227 in the U.S. and in Canada, call 1 800 426-2255. Copies of IBM's statement of limited warranty are available upon request. Limited Warranty includes International Warranty Service in those countries where this product is sold by IBM Business Partners (registration required).

³ Subject to minimum qualifying requirements. Program is subject to change without notice.

⁴ Response times may vary.

⁵ You may enroll in the TechConnect Program from this Web site.

IBM reserves the right to change specifications or other product information without notice. This publication could include technical inaccuracies or typographical errors. References herein to IBM products and services do not imply that IBM intends to make them available in other countries. IBM PROVIDES THIS PUBLICATION AS IS WITHOUT WARRANTY OF ANY KIND, EITHER EXPRESS OR IMPLIED, INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. Some jurisdictions do not allow disclaimer of express or implied warranties; therefore, this disclaimer may not apply to you.

IBM Netfinity servers are assembled in the U.S., Great Britain, Japan, Australia and Brazil or are comprised of U.S. and non-U.S. components.

Business Partner, HelpCenter, IBM, Netfinity, Netfinity Manager, OS/2, ServerProven, SystemXtra and TechConnect are trademarks of International Business Machines Corporation in the United States and/or other countries.

Lotus and Lotus Domino are trademarks of Lotus Development Corporation. Microsoft, Windows and Windows NT are trademarks or registered trademarks of Microsoft Corporation. Intel, Pentium and Xeon are registered trademarks of Intel Corporation. APC and PowerChute are trademarks of American Power Conversion Corporation. SCO is a registered trademark licensed exclusively through X/Open Company Limited. SAP is a registered or unregistered trademark of SAP AG. Oracle is a registered trademark of the Oracle Corporation. Baan is a registered trademark of the Baan Company. J.D. Edwards is a registered trademark of J.D. Edwards & Company. Other company, product and service names may be trademarks or service marks of others. Other company, product and servicemarks are trademarks or registered trademarks of other companies.



Printed on recycled paper containing
 10% recovered post-consumer fiber.



G221-6190-00

Netfinity Solutions

Options by IBM

www.ibm.com/pc/us/accessories

The established way to add capacity and function to your Netfinity server with a wide range of options specifically designed and optimized for your Netfinity system. Developed and tested side-by-side with the Netfinity servers, Options by IBM also offer the added benefit of assuming the three-year warranty term of the Netfinity server system they are installed on to provide seamless warranty coverage.

The best in the business working together

As an integral part of system design, IBM brings the best in the business together for you through strategic alliances with key industry leaders such as Microsoft, Intel, Lotus, Oracle, Novell, SCO, SAP, J.D. Edwards and Baan.

Visit the ServerProven Web site at
www.ibm.com/pc/us/netfinity/serverproven

Need more information?

IBM Reseller and general information

| | |
|-----------------------------|--------------------------|
| United States | 1 800 426-7255 ext. 4752 |
| Canada | 1 800 426-2255 |
| Solution Center (to enroll) | 1 800 426-7272 option 3 |

IBM Fax Information Service

| | United States | Canada |
|----------------------------------|----------------|----------------|
| | 1 800 IBM-3395 | 1 800 465-3299 |
| Enterprise Storage Solution | #43114 | #45486 |
| Netfinity Fibre Channel Solution | #43044 | #45469 |
| IBM Systems Management | #43011 | #45468 |
| Netfinity Clustering Solutions | #43012 | #45467 |
| Netfinity Service and Support | #43031 | #45487 |
| Netfinity ServerProven Solutions | #43047 | #45473 |

World Wide Web

| | |
|--------------------------|--|
| Netfinity | www.ibm.com/netfinity |
| Support | www.pc.ibm.com/support |
| TechConnect ⁵ | www.ibm.com/pc/techconnect |
| SystemXtra | www.ibm.com/pc/us/systemxtra |