digital™

MEMORANDUM

**TO:** **Departmental Managers**
**Application Development Managers**

**RE:** **The Departmental Challenge**

We know you have business-critical operations across multiple departments, sites, and geographies.

You have to meet the needs of the business by connecting these operations together, but you also need to have choices of the kinds of applications that will work best for your groups and make them more effective. As you tie groups together, they have to be able to collaborate and share information, applications, and resources from different vendors' systems.

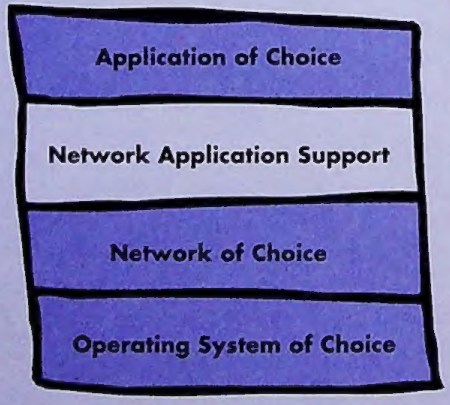
At Digital, we are committed to providing networked application solutions that give people and departments access to the information and resources they need. We want to help you build systems supported by a solid network infrastructure in which people can communicate and collaborate as needed — even with those outside the enterprise.

This package was developed to give you easy access to straight answers about our solutions for networked applications. As you investigate your options here and elsewhere, we think you'll see what we mean when we say Digital is the Open Advantage.

**Networks Marketing**
**Digital Equipment Corporation**

## CHALLENGE

**Your department has to implement more sophisticated applications and reporting systems that will help in the planning and decision-making process. As a part of this, you also want to connect directly to applications on systems in other parts of the company.**




## Network Application Support

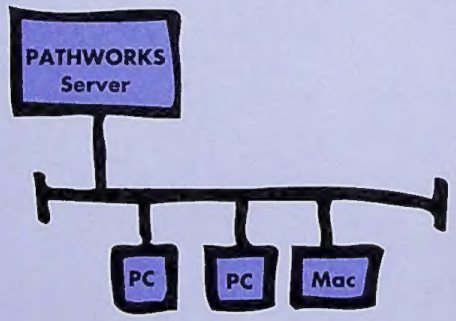
Digital's open networks are possible today through Network Application Support (NAS) — Digital's open system foundation for integrating your company's applications across distributed, multivendor environments and platforms — recognizing the mixed platform realities of today's companies. NAS is not only a blueprint for application integration, it is a suite of software products based on standards including application programming interfaces, run-time services, and documentation.

## ADVANTAGE

***With Digital everything from desktop systems to large computing resources is tied together using NAS — a client/server model based on the concept of peer-to-peer computing.*** ■

**CHALLENGE**

**Of course, different groups within the department have selected different desktop devices with different operating systems and are running different applications. You need to make certain that all of these work together.**




**ADVANTAGE**

***Desktop devices do not have to be reduced to terminals in order to participate in your enterprise networks. PATHWORKS extends the power of the PCs to the network as a whole.*** ■

## PATHWORKS Networking Products

The PATHWORKS corporate network operating system is Digital's answer to open, multivendor networks for PCs. PATHWORKS is a family of PC networking products that serve as a cornerstone for Digital's NAS capabilities.

The PATHWORKS family features a modular product set based on standards. It provides the networking infrastructure for client/server computing including file and print services, electronic mail, access to applications, as well as network management utilities.

Included in the family is PATHWORKS Links for Windows, a set of products that offer a complete system for communicating, navigating, and integrating information on your PC network. PATHWORKS Links runs over Digital's PATHWORKS network software, which can connect to users all over the world. At the same time, it provides all the features of Microsoft Windows plus electronic conferencing, a browser for PC and LAN files, and conversion and viewing services, all layered on PATHWORKS for DOS. ALL-IN-1 MAIL provides X.400 messaging services. PATHWORKS Browser allows users of any Windows-based PC to access information anywhere in the system regardless of what application produced the information and what network operating systems are being used.

PATHWORKS Conferencing lets Windows users set up electronic conferences for sharing information. This product is integrated with X.400-compliant ALL-IN-1 MAIL to allow users of a conference to mail information to other users.

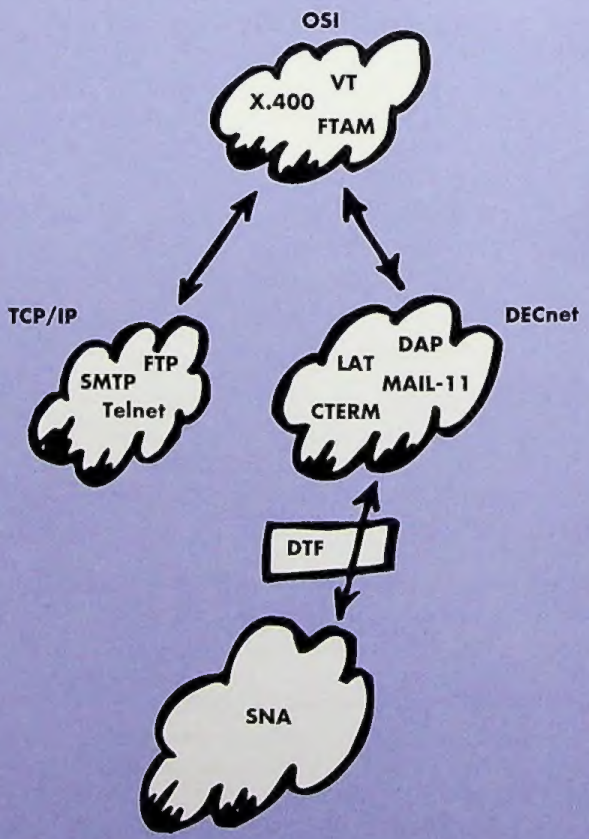
Finally, eXcursion for Windows lets users display and control X Window applications from within the Microsoft Windows environment.

### PATHWORKS Client/Server Computing

PATHWORKS client/server computing provides the environment for distributed transactions and applications, and client-to-client processing. These processes are distributed, often transparently, even over wide area networks (WANs). The solutions are scalable to meet your needs and to grow as your needs change.

## CHALLENGE

**You're moving to develop cross-functional teams to help address such issues as product and service quality, customer satisfaction, and streamlined operations. This is changing the pattern of communications among your people and groups, and has greatly increased the volumes and kinds of communications that need to occur.**




## ADVANTAGE-NETWORKS

Digital's ADVANTAGE-NETWORKS gives you the ability to:

- Combine multiple open network protocols in a single system
- Communicate with "single protocol" machines (via gateways where necessary)
- Link multiple media access methods
- Create a global, multiprotocol backbone network

No one else can bring you such a consistent networking infrastructure.

ADVANTAGE-NETWORKS also provides you with a full suite of multiprotocol routers to bridge and route open protocols — TCP/IP, DECnet, and OSI. The components of ADVANTAGE-NETWORKS are truly open. They have been developed and tested to international standards. ADVANTAGE-NETWORKS provides the system and terminal connections, PC connectivity, and IBM/SNA interconnections that draw together your company's disparate resources. ADVANTAGE-NETWORKS includes the modular, expandable, network management capabilities of DECmcc that allow all components of your network to be managed, regardless of vendor.

### Open Network Services and Utilities

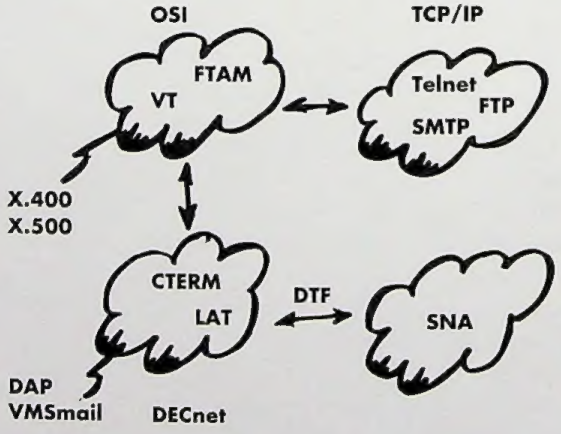
Digital offers a full range of network services and utilities including: file transfer, directory services, E-mail, network management, and remote login. These services are expanded to provide voice services using CIT (Computer Integrated Telephony) and EDI (Electronic Data Interchange). These are standard services offered under both OSI and TCP/IP. With Digital, multiprotocol end systems incorporate both sets of services so they can communicate over open backbones between open systems, as well as communicating to DECnet, SNA, and PC LANs.

### OSI Application Developers Toolkit

For those situations where you need to build your own applications, Digital provides the OSI Application Developers Toolkit. The Toolkit contains APIs (Application Programming Interfaces) to allow you to write applications for an OSI network. The Toolkit is available for both VMS and ULTRIX, and includes APIs for FTAM, VT, OSI upper layers, XTI for transport, and an ASN.1 compiler.

### Application Gateways

Your network will not become 100 percent open overnight. Some systems will be DECnet, others TCP/IP, others OSI, while others will become multiprotocol. In order to allow full communications during your network transition, Digital provides application-layer gateways. These gateways allow DECnet applications (such as DAP, CTERM, LAT, and Mail-11) to communicate with OSI applications (such as FTAM, VT, and X.400). OSI applications are also able to communicate with TCP/IP applications such as FTP, Telnet, and SMTP.




### InfoServer

With InfoServer — Digital's high-performance LAN storage device — up to 100 network PC users can share information across multiple operating environments. This powerful storage server is ideal for applications where volumes of information need to be shared. Unlike file servers, InfoServer operates at the block level, so multiple systems can be served simultaneously. InfoServer client software supports PATHWORKS for DOS, VMS, and Novell NetWare environments.


### Digital and IBM Communications

In today's multivendor realities, two major players are Digital and IBM. In almost any multivendor network, users need to interoperate between DECnet and SNA environments.

With IBM Interconnect products from Digital, users on TCP/IP, DECnet, and SNA-based systems can be linked together for:

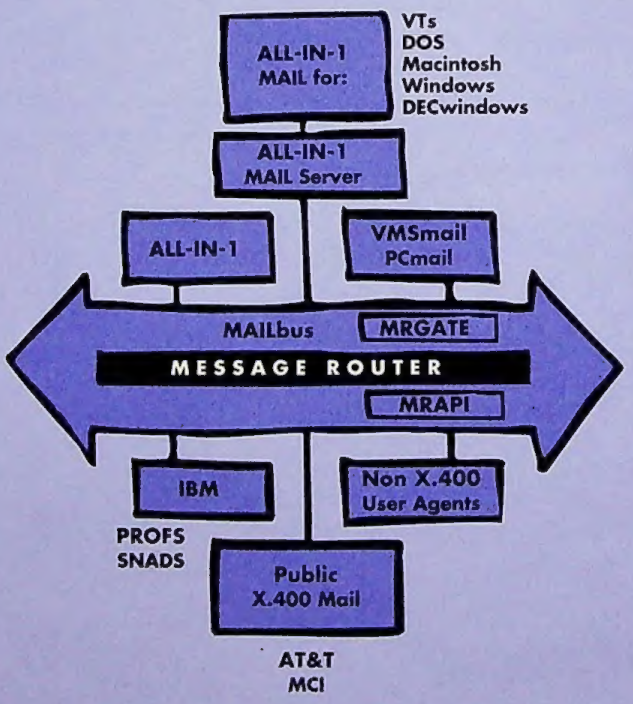
- Bidirectional interactive access to information and applications from their desktop
- Bidirectional information transfer so that they can move data back and forth
- Program-to-program interface so that the applications can share information and functions
- Management functions to handle components in both environments.

**ADVANTAGE**

***With Digital, you get true interoperability between today's predominant network environments. This interoperability extends today's proprietary networks into an open environment — traditional boundaries have been broken.*** ■

## CHALLENGE

**All users and groups need to communicate directly so they can collaborate and coordinate their efforts.**




## Electronic Mail

MAILbus is a microcosm of the Open Network and is a fully networked application.

MAILbus is a family of electronic mail integration products. Digital's MAILbus provides multivendor interconnect capabilities for message transfer, message management, and directory support throughout the network. It provides effortless mail connections for X.400, ALL-IN-1 MAIL, the ALL-IN-1 Integrated Office System, SMTP-based Systems, VMSmail, IBM's PROFS and SNADS, and PC mail over both public and private mail systems.

Taking advantage of Digital's PATHWORKS products for connecting systems, ALL-IN-1 MAIL makes it possible for Microsoft Windows, Macintosh, and DOS users to communicate via a worldwide X.400-based mail system. For communications with your customers and vendors, Digital's EDI products operate over standard X.400 connections.

For business travelers who need to stay in touch, MOBILIZER for ALL-IN-1 provides message transfer between DOS notebook, laptop, and palmtop computers, and the ALL-IN-1 Integrated Office System.

## ADVANTAGE

***Digital electronic mail applications allow you to connect your existing mail applications today — without modifications. They also let you migrate to mail systems based on open standards over time.*** ■

## THE OPEN ADVANTAGE

The advantage for you once again turns up on the bottom line. Whether it's the low cost of tying in local and remote employees, or the empowerment of employees to choose the platforms and applications best for them and yet have access to necessary information no matter where it resides, you win. Whether it's the economies, efficiencies, and productivity of shared resources, or the investment protection that comes with the commitment to standards, the net result is that departments and workgroups that were once isolated can now be linked together. And that translates into competitive advantage and success.

## Worldwide Network Integration Services

In today's environment a successful business must have a fully integrated network infrastructure that supports its business strategies. Digital offers full worldwide network integration services to help you plan, design, implement and manage your network no matter who manufactured the pieces. That's because Digital's strategy is based on an open environment — Open Technology, Open Services, and Open Business Practices.

All of these efforts combine to make up Digital's Open Network Advantage — products and services available to you anytime, any place for any solution . . .from smaller Desktop Networks . . .to Campus Networks . . . to Enterprisewide Integration.

**Digital . . . The Open Advantage**