News and Information for the Attachmate Customer

Attachmate COMPASS

volume 2
issue 3

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A Bit of Information

Eighty percent of companies surveyed are using Internet technologies and products for internal functions.

ZONA Research 2/96

Seizing the Intranet Opportunity

A strategy for extending host data to your Intranet.

In 1995 Intranets emerged as the indisputable next wave in enterprise computing with server revenues estimated at $476 million in 1995 growing to $13.1 billion by 1999, according to a Zona Research study. It is adherence to standards along with the highly adaptable nature of their computing requirements that make Intranets the optimal enterprise computing environment for many Attachmate® customers.

In a single architecture, Intranets provide the infrastructure for a multitude of business interactions. Intranets help groups across a dispersed enterprise focus on a common vision by fostering a collaborative working environment. A wealth of new tools, such as Attachmate's OpenMind® (see page 5) are today extending this collaborative environment with advanced functionality.

It is this same open environment that creates the opportunity for true three-tier client/server computing:

Tier 1 - Host databases and application servers

Tier 2 - LAN servers to support Web communications and applications

Tier 3 - A "thin" client desktop requiring only a Web browser

This new Intranet architecture provides the foundation for addressing IS challenges of scalability, security and cost.

Intranet migration, however, also creates a new challenge: Finding a way for IS to leverage existing enterprise investments in both host-based and two-tier client/server applications by providing them as three-tier client/server applications accessible via the Intranet.

Linking your mainframe to the web is an easy jump with Attachmate. See page two for details.

Three Tier Solution

To this end, Attachmate has developed Emissary™ Host Publishing System (EHPS), an Intranet based, three-tier computing solution. The EHPS product fits perfectly in a three-tier environment consisting of a Web browser used as a thin client desktop, one or more Web servers providing connectivity between the desktop and new business applications, and an Intranet server running the business application and providing connectivity to all host and LAN-based data stores and applications. This architecture provides real time, dynamic integration between legacy systems and new client/server applications. EHPS, a LAN server-based application, provides many benefits that cannot be found in any two-tier client/server application, including:

- Access to both relational (i.e. residing in databases) and non-relational (i.e. accessible via screens) host data within a single LAN-based application.
- Combines both host data and LAN-based data by the same application with access provided through a Web browser on a user's desktop.
- Reduces complexity of software distribution and maintenance compared to "fat" client applications.
- Utilizes currently available programming skills. There is no need to learn new coding schemes like HTML and Java;™ or communication protocols like HLLAPI and APPC.
- Leverages existing investments in both host applications and client/server technology for significant cost savings.

EHPS is a robust solution designed for companies that wish to provide either access to existing host applications for Intranet users, or a development environment for new applications both supporting Intranet or Internet users. Companies attempting to bridge Intranet and Internet environments are creating newly re-engineered applications using Visual Basic® These new applications provide access to information in older systems that have traditionally been difficult to use due to network topology and conventional character-based terminal session methods of access.

Moving forward

Future releases of Emissary Host Publishing System will include new technologies and capabilities including:

- Object Wrapping: An object model that extends the concept of COM (Common Object Module) and CORBA (Common Object Request Broker Architecture) to include legacy information. As a known object, legacy data can be treated as an object and embedded in other known objects. For example, a form from a legacy application could be embedded in a Microsoft® PowerPoint® file that is embedded in an HTML file to create a completely interoperable, dynamic Web page.
- Support for other popular development environments such as PowerBuilder,® Visual C++,® and Delphi.™
- Support for other host formats: Attachmate is planning future releases of EHPS supporting other host system formats and databases.

Choosing the right solution

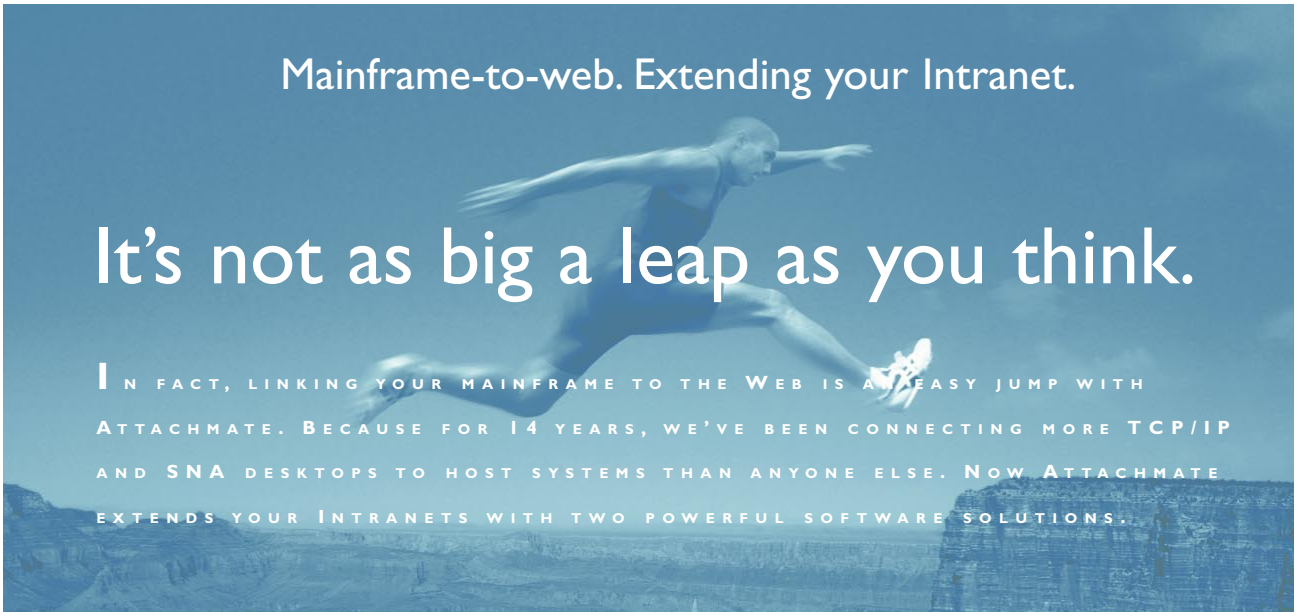
When evaluating solutions that enable access to legacy applications it is important to evaluate user information resources and understand how they are being used. The selection of technologies and how they should be deployed will vary greatly depending on the user community.

A straightforward traditional host connectivity strategy may be most appropriate for a user community with heavy transaction processing needs. In this case, three-tier client/server technology may not produce the desired benefits, and a traditional Windows-based connectivity solution like EXTRA!® Personal Client is more appropriate.

Users who require more casual access to information on the host and don't require a great deal of real-time host interaction will benefit greatly from the HostSurfer™ component of EHPS (see page 2).

A user community that has inquiry and decision support needs and requires either concurrent access to host and LAN-based data or concurrent access to both relational and non-relational host information will gain the most from Emissary Host Publishing's three-tier client/server architecture and development environment.

Whatever direction your Intranet migration takes, Attachmate is delivering the solutions to maximize the Intranet opportunity, while leveraging your existing information system investment.



1 Link legacy applications to any Web Server with Emissary Host Publishing System

On-the-fly HTML and Web-to-host development in a single solution.

With new version 2.0 of Emissary Host Publishing System (EHPS), Attachmate builds upon the Intranet technology already awarded "Best of PC EXPO" in June by BYTE Magazine. A new component, Emissary HostSurfer, provides on-the-fly conversion of Mainframe or AS/400® screens to HTML for browser viewing. This new functionality combines with the more sophisticated application development solution to offer organizations the flexibility to establish Web access to host data in whichever form best fits their needs.

On-the-Fly Conversion

For casual Intranet only uses, the new Emissary HostSurfer component provides on-the-fly HTML viewing of host terminal screens including special keys, cursor control via radio buttons before each field, and time-out for terminal state. Connectivity is still a requirement, however this feature of EHPS allows terminal access without having to develop a Visual Basic application.

EHPS Three-tier Development

EHPS is also comprised of development tools and server technologies specifically targeted at helping host system users transition to Intranet-based three-tier client/server applications. EHPS's Middleware development tools revolve around Attachmate's QuickApp® and QuickDB™ products. These are proven products that extend the capabilities of popular development tools like Visual Basic. QuickApp is used to rapidly integrate screen data from a host application into a client/server application by taking care of all of the communication and host navigation issues. QuickDB provides analogous capability for applications that use host databases, by directly accessing raw data stored in these databases.

Once data is retrieved from the host and placed into the Visual Basic application it can be combined with data from LAN-based sources. It must then be formatted for display on any Web browser. An ActiveX™ Control is used to automatically generate HTML from any Visual Basic form. This capability improves programming efficiency because there are no new languages to be learned or additional software to write.

An open Platform

EHPS is architected to be compatible with popular third party communications gateways such as Microsoft's SNA Server, Novell's SAA® gateway, and others that support TCP/IP for back-end communications with the host. Initially, EHPS supports an IBM® SNA host environment providing access to IBM 3270 and 5250 applications, and DRDA™ compatible databases including DB2, DB2/400,™ and SQL/DS.™ It is Attachmate's strategy to eventually provide access to all major enterprise systems from the Intranet desktop.

EHPS further demonstrates its open architecture philosophy by supporting Web servers and browsers from many vendors on many platforms. Web servers need to support Common Gateway Interface (CGI), Internet Server Application Programming Interface (ISAPI), or Netscape™ API (NSAPI). Since EHPS does not need to run on the same machine as the Web server, it is compatible with Web servers running on Windows NT,® Windows® 95 and UNIX.® EHPS generates Level 2 HTML plus tables (now referred to as HTML Level 3.2), and can be used with most Web browsers including Emissary Desktop from Attachmate, Netscape Navigator,™ Mosaic and Microsoft Internet Explorer.

Security

One of the strengths of host systems that corporations have come to rely on is the security they provide for corporate information. EHPS does not attempt to replicate this security, but rather relies on host-based security systems such as RACF to protect corporate information from unauthorized exposure or modification.

In addition to host security, an enterprise can further protect the environment by using firewall and router technology to allow only certain inbound requests to be passed to a specific host system. This technology can also be used to regulate access to the EHPS server and the Web server(s) used by an Intranet.

If necessary, SSL, PCT or other Web-based encryption and authentication protocols may be deployed to protect and control communications between the Web server and browsers.

Emissary Host Publishing System. A powerful award winning product founded in Attachmate's heritage of providing products which reduce complexity and enhance productivity.

New Features in Emissary Host Publishing System 2.0

- Support for AS/400 data and applications.
- Emissary HostSurfer – high performance HTML on-the-fly solution for IBM mainframe and AS/400 terminal applications.
- Enterprise Access Library™ (EAL) support – Enables existing 2-tier HLLAPI applications written with EXTRA! to be easily migrated to the Intranet.
- Application Pre-load Facility – a performance enhancement that allows customers to eliminate the wait time for accessing Visual Basic applications.
- QuickTrace – quickly analyze and resolve problems.
- Netscape API (NSAPI) Support – Customers needing to connect to Netscape Web Servers will see improved performance using NSAPI instead of CGI.
- Performance Monitor Support – Enables users to monitor EHPS performance criteria via the NT Performance Monitor.
- User ID and Password Queue Support – streamlines security procedures by eliminating the need to hard-code authentication and security data.
- DB-List, DB-Combo, DB-Grid Controls – support for these controls gives the developer greater flexibility and more options in developing the interface of the Visual Basic application.
- MAPI Controls Support – allows the user to include Microsoft Exchange in the development strategy.

2 EXTRA! Personal Client Meets all of your Host and Internet Connectivity Needs

Multi-host solution named "Best Universal Client Software" by the readers of LAN Times.

New version 6.2 of EXTRA! Personal Client represents the third generation of Attachmate's premier solution for enterprise information access. This new release features enhanced performance, more options for Internet access with the addition of Microsoft's Internet Explorer 3.0, and improved 32-bit functionality. No other product offers this depth of information access, making EXTRA! Personal Client the ideal solution for building and extending your corporate Intranet. A fact confirmed by a recent LAN Times survey.

exclamation points!

New EXTRA! Personal Client 6.2 includes:

Improved 32-bit functionality
- Windows NT 4.0 Shell Support
- Twinax for NT
- 32-bit Host Graphics
- 32-bit Banyan® Connectivity

More Internet Options
- Internet Explorer 3.0
- Netscape Navigator 3.0

Enhanced Performance
- Intelligent Installation
- MPTN
- Light Pen Support
- AS/400 Communications Engine

LAN Times asked its readers to name the vendors that provide the "best networking products" in a number of categories. EXTRA! Personal Client was chosen by LAN Times' readers as the "Best Universal Client Software". The category includes products that provide universal multi-host access from a single desktop.

"Many industry honors are based on the opinions of industry gurus or the results of laboratory testing, but a LAN Times Readers' Choice Award reflects the actual utility of products in real-world settings," said Susan Breidenbach, editorial director of LAN Times. "The selection of Attachmate's EXTRA! Personal Client by LAN Times' readers is a testament to the product's ability to meet universal-access needs in today's increasingly interconnected world."

"We put our customers first, therefore the LAN Times Readers' Choice Award is particularly fulfilling because it is awarded by readers based solely on product category, not off a pre-printed list of nominees," said Susan Farmer, EXTRA! Personal Client product marketing manager. "EXTRA! Personal Client truly is the best universal client software as determined by those we design the product for—the corporate customer."

Attachmate extends the same excellence found in EXTRA! Personal Client throughout our complete EXTRA! line of connectivity solutions.

The EXTRA! Product Family — A clear path for migration to new technologies.

Fundamental to the EXTRA! family of enterprise solutions is Attachmate's commitment to help you make the best decisions for your organization now, and as your computing strategy evolves. The depth of Attachmate's EXTRA! product family is your assurance of a smooth transition to future technology and steadily increasing value.

Whether your organization requires access to a single host or multiple hosts, is planning a move to client/server technology or an Intranet, is migrating from SNA to TCP/IP or from LANs to WANs, EXTRA! can take you there.

The industry's first comprehensive line of 16 and 32-bit Windows, Windows 95 and Windows NT solutions, the EXTRA! Family can address your specific needs. Your choices range from full-function, multi-host, Intranet solutions, to products optimized for specific connectivity to a single host. The following overview will provide you information on the right EXTRA! product for your needs.

Reduced Training and Support Costs

Throughout Attachmate's EXTRA! Product family you'll find functionality that reduces complexity, increases productivity and lowers the overall cost of software ownership. Our revolutionary host-aware technology and bookmark navigation enable EXTRA! Products to provide the easiest access to host information available today.

OLE 2.0

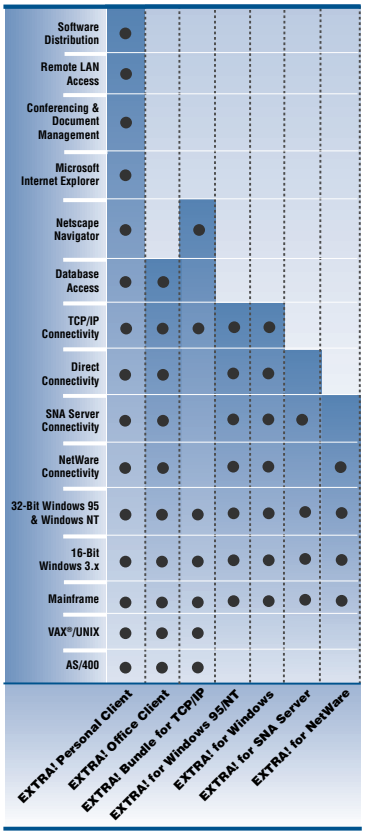
Attachmate's implementation of OLE 2.0 linking technology allows users to link host data with other popular Windows applications. The information becomes fully integrated and transparently linked so any change to pertinent host data can be refreshed easily in your desktop application files. No programming or macros required.

Unsurpassed Compatibility

Attachmate is the only vendor in the enterprise access market space that has earned the right to display the "Designed for Windows 95," "Microsoft Office Compatible," and "Designed for Microsoft BackOffice" logos, providing the assurances that EXTRA! products will work in complete harmony with Microsoft products. Attachmate is in the process of securing Microsoft's new "Designed for Windows NT and Windows 95" emblem as the next logical step in our long running support for Microsoft's 32-bit operating systems.

The EXTRA! Family of Enterprise Solutions

Defined by value that grows with your needs



- ***EXTRA! Personal Client***
  The Premier Solution for Universal Information Access
- ***EXTRA! Office Client***
  The Total Windows Solution for Enterprise Information Access
- ***EXTRA! Bundle for TCP/IP***
  The Total Windows Solution for TCP/IP Information Access
- ***EXTRA! for Windows 95/Windows NT***
  The Complete Windows 95/Windows NT Solution for Mainframe Information Access
- ***EXTRA! for Windows***
  The Complete Windows 3.x Solution for Mainframe Information Access
- ***EXTRA! for NetWare for Windows 95/NT***
  The Windows 95/Windows NT Solution for Mainframe Information Access via the NetWare® SAA Server
- ***EXTRA! for SNA Server for Windows 95/Windows NT***
  The Windows 95/Windows NT Solution for Mainframe Information Access via the Microsoft SNA Server
- ***EXTRA! for NetWare for Windows***
  The Windows 3.x Solution for Mainframe Information Access via the NetWare SAA Server
- ***EXTRA! for SNA Server for Windows***
  The Windows 3.x Solution for Mainframe Information Access via the Microsoft SNA Server

Attachmate-Microsoft Partnership Benefits BackOffice Customers

An increasing number of Attachmate customers rely upon some component of Microsoft's BackOffice™ to run their business applications. Attachmate has responded to this increase in BackOffice use by expanding our commitment to delivering products and services optimized for the BackOffice environment. This commitment includes the recent formation of an Enterprise Alliance with Microsoft – a partnership that promises tremendous benefits for our mutual customers.

Jim Allchin, senior vice president of Microsoft's Desktop and Business Systems Division, summarized the Attachmate relationship by saying "Microsoft chose to partner with Attachmate because of its worldwide product, sales and support leadership in the host connectivity market. Attachmate's clients and server add-on products combined with our powerful Internet/Intranet platform including Microsoft SNA Server and BackOffice provide our mutual customers with a complete best-of-breed desktop/Web-to-host connectivity solution."

A True Partnership

Attachmate's BackOffice solutions are founded in our close employee relationships with Microsoft personnel at every level. The following new service programs exemplify the unique level of cooperation between Attachmate and Microsoft employees

Attachmate has created a specialized Medallion program as part of its Attachmate Intranet Masters (AIM) reseller initiative to meet the needs of resellers of SNA Server and the Microsoft BackOffice family. The Medallion program will be closely tied to Microsoft's SNA Specialist program. The SNA Specialist program is a category under the Microsoft Solution Provider umbrella, intended for companies that specialize in consulting, installation, support and related service opportunities involving Microsoft SNA Server. Together these programs will result in a comprehensive support network for customers.

Attachmate has enhanced our suite of SUPPORTWARE!™ offerings to include coverage of Microsoft's SNA Server. Together with Microsoft we have created an escalation procedure to ensure an integrated and responsive support system for corporate customers.

Attachmate has also created a dedicated Enterprise Consulting Group (ECG) that will work in close collaboration with Microsoft Consulting Services (MCS) to focus on host information access projects involving SNA Server.

Attachmate has used these close working relationships with Microsoft to develop a unique set of products optimized for the BackOffice environment.

More Value for Exchange

Attachmate's EXTRA! Connector product suite offers the only products available to help large organizations migrate from host-based office systems to Microsoft Exchange Server. The products, EXTRA! Connector for PROFS/OV and EXTRA! Connector for SNADS, provide messaging and scheduling connectivity between LAN-based systems and IBM host-based office systems including PROFS,® OfficeVision,® SNADS and Verimation Memo. By combining Microsoft Exchange Server and the Attachmate EXTRA! Connector for PROFS/OV and SNADS products, companies get all the tools necessary to seamlessly move from traditional host-based messaging servers to Microsoft Windows NT operating system-based Microsoft Exchange servers.

Attachmate's OpenMind also brings added value to Microsoft Exchange, enabling customers to use Exchange in conjunction with the powerful groupware conferencing, document tracking, and management capabilities of OpenMind.

Bridging the Gap

Detailed on Page 2, Attachmate's Emissary Host Publishing System interacts with the Microsoft Internet Information Server through the Internet Server API (ISAPI). ISAPI is a standard programming interface specially designed for Internet server applications. It is similar to CGI (Common Gateway Interface) used with many current World Wide Web server UNIX-based systems, but provides higher performance and scaleability by taking advantage of the advanced functionality of Windows NT. Emissary Host Publishing System also includes support for Microsoft ActiveX Controls.

Reducing the Cost of Ownership

Attachmate's NetWizard® 3.0 enterprise software management system provides powerful software distribution, application metering, management, and inventory. NetWizard leverages the power of Windows NT Server for branch office software distribution, Microsoft SQL Server® for inventory management, and may be used in conjunction with Microsoft Systems Management Server (SMS). NetWizard's capabilities embrace the Windows 95 and Windows NT client and server platforms giving companies all the tools necessary to manage and automate the migration of enterprise workstations to Windows 95. With NetWizard, companies gain full control of workstation software and applications throughout the enterprise.

Optimized SNA Server Host Connectivity

For customers standardized on Microsoft SNA Server, Attachmate has developed SNA Server specific versions of our award-winning EXTRA! for Mainframe and RALLY!™ for AS/400 clients. Optimized for the SNA Server environment, these solutions are the most cost effective products for SNA Server access to a single host system.

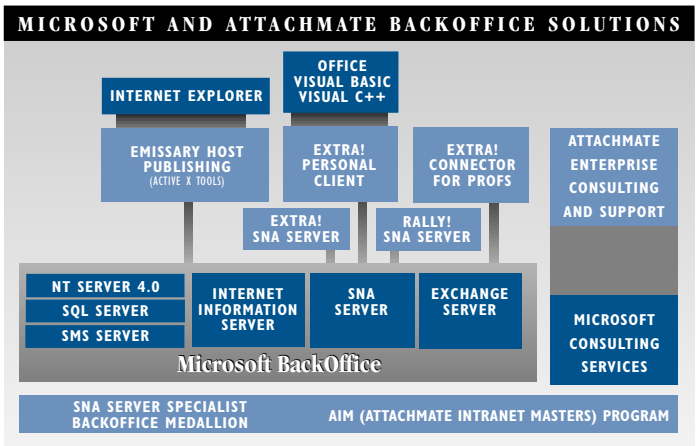
Both EXTRA! for SNA Server (see page 3 for more details) and RALLY! for SNA Server maximize Microsoft's SNA Server functionality. You can take full advantage of SNA Server's key features such as load balancing, hot backup, and fault tolerance capabilities.

Our hallmark Host-aware technology, a standard feature in all our SNA Server host access products, significantly eases host navigation. Without programming or macro development you can easily navigate directly to host data, customize host screens, even integrate host data directly into desktop applications.

RALLY! for SNA Server is a full 32-bit solution supporting Windows 95 and Windows NT desktops, while EXTRA! for SNA Server comes in both a 16-bit Windows 3.x version or a high performance 32-bit version for Windows 95 and Windows NT.

For customers requiring multi-host access, EXTRA! Personal Client, Attachmate's premier multi-host solution, provides everything needed to get the most out of the Microsoft SNA Server when connecting to IBM mainframes and AS/400s.

If BackOffice components form an integral part of your information system, Attachmate is the right partner to complement your BackOffice solutions. Just ask Microsoft.



RALLY! for AS/400 for Windows 95 & Windows NT

RALLY! for AS/400 for Windows 95 and Windows NT is a powerful 32-bit connectivity product for the AS/400. Optimized for Windows 95 and Windows NT, RALLY! for AS/400 offers superior performance, with fast load time, and low memory usage. RALLY! for AS/400 comes equipped with our own 32-bit router, utilizing Attachmate's extensive connectivity expertise to provide robust, full connectivity routing capabilities. And RALLY! for AS/400's navigation capabilities allow complex routing from various host destinations back to the desktop, dramatically simplifying host interaction.

At a Glance

- Robust connectivity support, including MPTN support for SNA over IP, allowing any APPC client/server-based application to run over TCP/IP.
- Full-featured setup utility, including:
  - Silent install option for quick, unattended installations.
  - Common or personal program group install options for customizing under Windows NT.
  - Detection of previously installed components, thus enabling over-installs and un-installs.
- Full OLE 2.0 support, enabling quick automation and linking capabilities.
- Data queue support for efficient record processing on the AS/400.
- Host-aware navigation technology extends ease-of-use to a new level with RALLY! for AS/400.

OpenMind–The Out-of-the-Box Intranet

New OpenMind 3.0 wins praise from analysts and customers alike.

There was no missing the message when OpenMind's brilliant, sunflower clad box adorned the cover of Network Computing's March 15 issue: For an out-of-the-box Intranet solution, Attachmate's offering stands at the front of the pack, winning Network Computing's "Editors' Choice" award.

This award was only the beginning for this innovative solution which in following months was awarded the "Best of LAN Times" award. LAN Times summarized OpenMind's innovation by stating, "As a local groupware product, OpenMind does its job well, letting users participate in discussions, access corporate policies and information, and share documents. As an Internet groupware product, it does even better, providing your company with access to the vast wealth of resources on the Internet."

Quick and Easy Intranet

OpenMind allows companies to establish an Intranet quickly and inexpensively. It is simple and easy to install, unlike other collaborative solutions which require extensive programming and/or customization. OpenMind extends and leverages a company's existing infrastructure and investment in mail and messaging systems such as Microsoft Exchange.

Because OpenMind requires no customization, extensive programming, or outside consultants, the product exemplifies Attachmate's "easy-to-use" computing solutions for companies wanting to build corporate Intranets. OpenMind is highly scalable and can accommodate smaller departmental workgroups as well as large global enterprises. For companies looking to establish an Intranet, adding enterprise-wide content management, a collaborative workspace, and workgroup capabilities to Web servers are important first steps.

Network Computing confirms OpenMind's ease-of-use, especially when compared to products like Notes, declaring "Notes itself isn't a groupware application at all, in the same way that Excel isn't a financial forecasting application. Notes is a platform for building groupware applications."

> ***"...OpenMind is more advanced than Collabra Share as a large enterprise product, especially with its powerful multiserver replication and communications capabilities."***
>
> *Network Computing*
> *March 15, 1996*

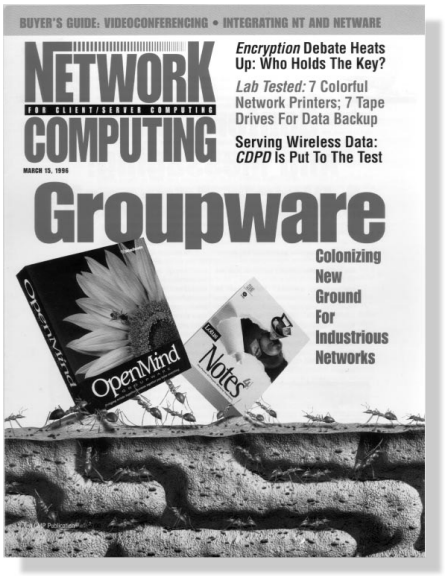
Sharing information and ideas

OpenMind establishes a shared information workspace, making it very easy for users to participate in personal and group discussions. OpenMind users can publish application files and HTML documents, participate in threaded discussions, and link to data on local or remote Web servers, the World Wide Web, or Usenet news (Net News).

"One of the biggest challenges for a company like ours is facilitating internal communications," said Brad Stevens, marketing communications manager at the Wireless Data Division of AT&T Wireless Services. "We need to put information in the hands of our employees, and OpenMind gives us a central repository from which our people can draw and share the knowledge they need to do their jobs."

LAN Times says "OpenMind's most important function is as a facilitator of personal and group discussions. As discussions continue and build, the Mind database becomes the corporate mind as well, acting as a vault for the collective knowledge of the employees."

The OpenMind 3.0 Server and five clients are now available for free on the Attachmate Web site http://www.attachmate.com, allowing you to set up an Intranet for five team members at no cost. This is a great opportunity to explore the fit of an Intranet within your organization. Check it out today!



In March, Network Computing awarded OpenMind its Editors' Choice award for best Enterprise Groupware.

New in OpenMind 3.0

■ ***Powerful Browser Capabilities –*** OpenMind 3.0 includes Attachmate's Emissary Desktop Browser technology which provides robust Web page access that capitalizes on advanced HTML 3.0 capabilities. Emissary also supports many of the extensions found in Navigator and Internet Explorer, such as forms, tables, and frames.

■ ***MAPI 1.0 Support –*** OpenMind 3.0 supports MAPI 1.0 and provides full interoperability with Microsoft Exchange through the E-mail and NetNews Gateway add-on module.

■ ***Verity® Search Engine –*** OpenMind 3.0 provides far-reaching search capabilities through the Verity search engine. All OpenMind information is indexed for retrieval.

■ ***Automatic account creation –*** gives companies the option to allow users to create their own accounts. This capability is particularly useful when providing information to customers and prospects – the first time user can access information but has limited access rights until they are verified.

■ ***Additional features –*** include advanced security administration, more robust replication, and an uninstall capability.

Introducing the Superior Choice for HP Connectivity

Attachmate recently launched KEA!® 700/98 for Windows, Windows 95 and Windows NT. This powerful new solution further expands Attachmate's comprehensive line of high performance host access products, while continuing the quality tradition established by KEA! 340/420: Winner of the prestigious DEC User award 4 years running.

Complete HP 3000, HP® 9000 access.

KEA! 700/98 provides PC connectivity to both HP3000 and HP9000 host system environments. KEA!700/98 is specifically designed to work with either system enabling HP3000 based applications to take advantage of the HP terminal properties and HP9000 applications to use the advanced VT 420 capabilities. KEA! 700/98 is complete with TCP/IP and NS/VT connectivity protocols right out of the box. There's no extra software to buy and no extra charge.

A better way to work.

With KEA! 700/98, you can create your own unique interface via customizable menu bar options and programmable keyboard mapping which allows you to map keyboard keys to any HP terminal sequence. Or you can easily automate host sessions with KEA!'s macro language. KEA!'s install-ready SmartPads turn complex actions – like logging into a host or executing HP functions – into a simple point-and-click. For more sophisticated automation, use KEA! 700/98 in conjunction with Attachmate's client/server tools; SELECT!,™ QuickPeer,™ and QuickDB to exploit the host as the ultimate corporate server. Using these tools in conjunction with Visual Basic and PowerBuilder gives you the capability to develop graphical front-ends which integrate legacy information from multiple host systems.

Drawing upon Attachmate's heritage of host access expertise, KEA! 700/98 delivers:

All Windows platforms in a single product

- Runs on 16- and 32-bit PC platforms, including Windows, Windows 95, and Windows NT.
- Whether you're upgrading to Windows 95 or Windows NT now or later, KEA! 700/98 is the right choice if you're serious about your HP connectivity solution.
- Supports all major Windows NT platforms (Intel, Digital Alpha AXP,™ MIPS, and PowerPC).

Maximizes the Windows' 95 Environment

- Custom menus and dialog boxes.
- Seamless integration with applications such as Excel, Word, and Lotus Organizer.®
- Integrated HP and VT emulation.
- Support for OLE 2.0. Drag and drop file transfers.

More functionality and better value than other HP connectivity products

- A more complete emulation of the HP 700/98 specification.
- A wider variety of APIs.
- Highly customizable menus.
- A higher functional VT emulation (VT 420).
- Included HP connectivity protocols (TCP/IP and NS/VT).

KEA! 700/98. The right choice for HP connectivity from Attachmate, the leader in enterprise information access.

Introducing New IRMA 3270 PCI Adapter

Attachmate IRMA™ 3270 PCI adapter is the industry's first 3270 coax adapter designed to support new PCI- based systems.

A new bus architecture, Peripheral Component Interconnect (PCI), is rapidly becoming a de-facto standard for both PC compatible manufacturers and Apple.® PCI is a processor-independent Local Bus standard for interfacing highly integrated peripheral controller components, add-in boards, and processor memory systems. Originally intended for direct communication between high-bandwidth devices and the system board's processor, PCI's plug-and-play ease has spurred acceptance for peripheral components regardless of bandwidth needs.

IRMA 3270 PCI Adapter offers direct connect customers a complete, leading-edge solution.

- ·Connects PCI-based PCs to IBM Mainframes.
- ·Supports both coax and twisted-pair cabling.
- ·Plug and Play BIOS compatible.
- ·PCI bus compliant hardware (target mode).
- ·RAM-based for easy software upgrade.
- ·Maximizes performance utilizing PCI bus enhancement.
- ·PCI bus 2.1 compliant hardware.

IRMA 3270 PCI Adapter adds yet another reliable product to Attachmate's complete line of adapters for PCs, Macintoshes, laptops and gateway PCs. Choose from direct, asynchronous, or synchronous connections to fit about any architecture.

Also available from Attachmate is a complete line of IrmaTrac products, developed by Microdyne including:

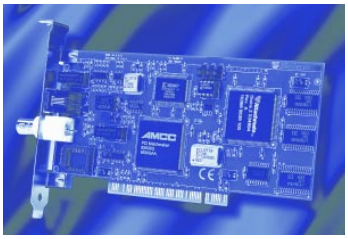
IrmaTrac Convertible 4/16 Token Ring Adapter

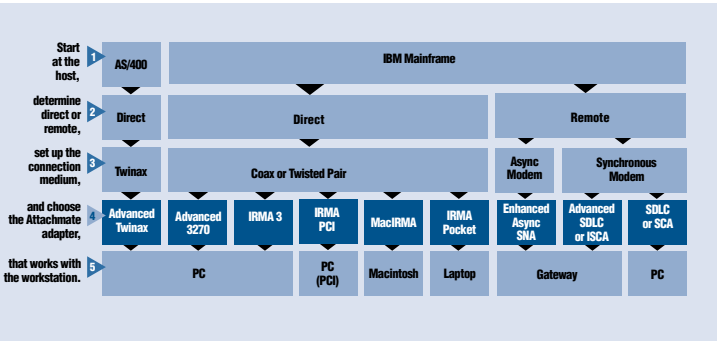
IrmaTrac HardTop 4/16 Token Ring Adapter

MacIrmaTrac NuBus 4/16 Token Ring Adapter

and more...

Contact your local Attachmate sales office for details on any of Attachmate's hardware products.





The Attachmate Advantage

Attachmate's unique team of experts brings the industry's greatest breadth of experience to defining, designing, testing and delivering integrated solutions. We are committed to engineering products that work easily, produce results immediately, and lower your cost of software ownership.

Nowhere is this commitment more clearly illustrated than in our long-standing tradition to providing top-notch service. We've spent more than 15 years delivering world class support to corporate computer users worldwide. Now see how we're making it even easier for you with innovative new programs for support and maintenance plans.

SUPPORTWARE! – One of the Best Investments You'll Ever Make

SUPPORTWARE! offers four plans: Enhanced, Elite, Strategic, and Global. These plans meet the unique needs of your organization's resources, support policies, and procedures.

Only Attachmate guarantees 72-hour critical problem resolution for Elite, Strategic and Global customers.

Our world-class support team helps you become productive quickly, and immediately off-loads support concerns from your own technical staff.

Product Highlights

Get the most from your Attachmate software. SUPPORTWARE! plans can improve user proficiency through responsive, accurate, and insightful service.

Cost-effective. With SUPPORTWARE! you pay only for the services you need. We simplify enrollment with minimal paperwork and procedures, so your staff can stay focused.

New in SUPPORTWARE! For Elite, Strategic, and Global customers, Attachmate now guarantees to resolve critical problem code fixes within 72-hours (three business days) to minimize system downtime. No other organization in the industry offers this extraordinary level of support.

Experience where it counts. Attachmate has been a consistent leader in providing the highest level of support for customers – the SUPPORTWARE! team can offer you:

- Years of experience in defining, designing, testing, and delivering integrated solutions.
- Intranet expertise – host connectivity, client/server development, communications and collaborative software, networks, remote access, and the Internet.
- The benefit of strong relationships with industry leaders like IBM, Microsoft, and Novell.®

Choose your SUPPORTWARE! Option

Enhanced Plan – base-level telephone support for occasional assistance.

Elite Plan – personalized services for assistance with business-critical applications.

Strategic Plan – high-level support in mission-critical environments.

Global Plan – high-level enterprise support for multinational organizations.

Detailed information on SUPPORTWARE! is available by calling toll-free in the United States or Canada at 800-288-5232. For Unisys SUPPORTWARE! call 800-274-6633, or 513-745-0500. For International Sales information, call USA 206-644-4010 or contact your nearest sales office. For an order form, request document #3116 (US) or #3117 (Canada) via FaxBack at 206-649-6595.

The Attachmate Advantage

Get the inside track with our Upgrade Maintenance Plan.

Keep up with Attachmate's latest product innovations with our Upgrade Maintenance Plan. It's the easiest way to ensure that you get the most current versions of Attachmate products and the best price. With the one-year plan, you are eligible to "trade-Up" to a higher functioning Attachmate product – at a reduced price – as long as your plan is in effect. And we also offer special discounts on volume purchases.

Receive these key Upgrade Maintenance benefits:

- Automatically receive the latest upgrades of your Attachmate software
- Keep productivity high and reduce administrative overhead
- Pay less for product upgrades
- "Trade-Up" at a substantially reduced price
- Simple ordering and billing process with just one form
- Choose a one or two-year plan to streamline budgeting and billing

For more information contact your preferred reseller or Attachmate at 800-288-5232.

Limited Time Opportunities

Time is disappearing, act now before these offers fade away!

Attachmate Customer Information

resources.

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(206) 649-6595

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Australia (Sydney)
(61) 2 9975 7188
Belgium
(32) 2-481 07 50
Brazil
(55) 11 532-2830
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(45) 42 17 10 00
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(33) 1 4604 1010
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Switzerland (Geneva)
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(44) 1 734 890 390

COMPASS, Attachmate's quarterly publication was conceived to offer Attachmate customers and friends information and guidance as they address enterprise connectivity challenges, technology trends and productivity issues of today. We hope you find this publication useful, and welcome your suggestions for future issues. Please forward comments to:

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Special Offers

EXTRA! Bundle for TCP/IP

The ultimate value in high-performance TCP/IP Connectivity

If you're standardizing on TCP/IP as your network protocol of choice, we have the ultimate deal for you. We've put together a comprehensive solution in EXTRA! Bundle for TCP/IP: multi-host access via enhanced Telnet, with high performance TCP/IP, FTP, NFS,® e-mail, and Netscape Navigator.

Act before December 31, and for only $195 US you get solid dependable TCP/IP performance, the most popular Internet access available, and the strength of Attachmate's 14 years of enterprise connectivity expertise to guide your TCP/IP implementation.

EXTRA! Bundle for TCP/IP
$195 US through December 31, 1996

1. EXTRA! Office Client v. 6.1 (license-restricted for Telnet use only)
   - TN3270E 16- and 32-bit versions
   - TN5250 16- and 32-bit versions
   - TNVT340 16-bit version
   - TNVT420 32-bit version
2. 3179-G Host Graphics - 16-bit
3. Host Automation Utilities and Tools
4. PathWay VxD TCP/IP Stack
5. Drag and Drop FTP
6. LPR/LPD
7. NFS client
8. Pronto Mail
9. Netscape Navigator v. 2.01

Trade-up to KEA! 700/98

The total solution for HP Connectivity

Attachmate now gives you a choice for HP connectivity with the launch of KEA! 700/98. It's the only software for HP 3000, HP 9000, and VAX connectivity complete with TCP/IP and NT/VT protocols right out of the box.

For a limited time, you can trade-up to KEA! 700/98, from any other HP connectivity product for only $99 US. Act now to take advantage of this tremendous value

New Case Study Video

Learn how other businesses are working with Attachmate to reduce complexity, increase productivity, and lower the cost of using, managing and supporting enterprise-wide information systems. This 35 minute video delves into customer solutions including The State of Maryland, Pepperdine University, First Interstate Bank, AT&T Wireless and more, to explore the creative ways they addressed complex IS challenges. Return the reply form on page 8 for your free video.

Easy Web-site Access to Product Evaluations and Demos

Attachmate's is pleased to offer customers easy access to product evaluations and product demos via our web site, http://www.attachmate.com. Products currently available for direct download include:

- OpenMind 3.0 Server and Clients
- EXTRA! for SNA Server
- EXTRA! for NetWare
- EXTRA! for Windows 95/Windows NT
- EXTRA! X PC-X Server
  - for Windows 3.1
  - for Windows 95/Windows NT
- Emissary Desktop 2.0

Keep an eye on our web site as we are continually updating product eval opportunities.

Attachmate Intra.News

An Intranet information source for IS professionals

Attachmate Intra.News is a quick reading compilation of all the facts you need to know to keep pace with what's new at Attachmate and in the world of Intranets. Delivered directly to you monthly via E-Mail, Intra.News will draw upon the full resources of Attachmate expertise to serve you perspectives on industry trends, technical tips on Intranet computing, and the most current information on Attachmate's Intranet solutions. You'll be among the first to know about new Attachmate product releases, updates to our web site, and the latest productivity breakthroughs.

So arm yourself with information that will help you do your job. Return the form on page 8 complete with your e-mail address, or subscribe via our web site http://www.attachmate.com.

All prices listed are in U.S. dollars. Contact your local sales office for additional details.

events calendar

You are invited to visit Attachmate exhibits at the following Trade Shows:

When	What	Where	
September 18-20	Networld + Interop	Atlanta	USA
October 8-10	UNIX Expo	New York	USA
October 8-11	Government Technology Conference	Tallahassee	USA
October 29-31	Networks Expo	Dallas	USA
October 29-30	ITEC - Kansas City	Kansas City	USA
November 11-13	DECUS '96	Anaheim	USA

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Attachmate

COMPASS

News and Information for the Attachmate Customer

volume 2
issue 3

Mainframe-to-web. Extending your Intranet.

To find out more, see page 2.

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Need a TCP/IP Solution?

Act Now and get TCP/IP with EXTRA! Value Including Netscape Navigator

See page 7 for details

fax this form **today** to learn more.

For more information fax this form to **206.649.6035.**

Please tell me more about:

1. ❑ Attachmate Customer Case Study Video
2. ❑ Emissary Host Publishing System
3. ❑ EXTRA! Personal Client
4. ❑ EXTRA! Office Client
5. ❑ EXTRA! for Windows NT/95
6. ❑ EXTRA! for Windows 3.x
7. ❑ EXTRA! for SNA Server
8. ❑ EXTRA! for NetWare
9. ❑ EXTRA! Connector for PROFS and SNADS
10. ❑ Netwizard
11. ❑ OpenMind
12. ❑ RALLY! for AS/400
13. ❑ KEA! 700/98
14. ❑ Attachmate Hardware Adapters
15. ❑ SUPPORTWARE!

Other_____

❑ **YES! I want to qualify for a FREE 30 day evaluation copy of the EXTRA! Bundle for TCP/IP.**

When will you deploy TCP/IP?

- ❑ 0-6 weeks
- ❑ 6 weeks - 6 months
- ❑ 6 months +
- ❑ Unsure
- ❑ No plans

How many desktops need TCP/IP connectivity?

- ❑ 1-25
- ❑ 26-50
- ❑ 51-250
- ❑ 251-500
- ❑ 500+

Please update the label below with name or address changes, and provide a current phone, fax and internet address.

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Internet ID

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