

# 3COM Networking Products Demo

## **Corporate Overview**

3Com Corporation was founded in June 1979 by Dr. Robert M. Metcalfe, one of the principal inventors of Ethernet technology.

Ethernet is one of the oldest, most broadly accepted networking technologies.

Today, as the world's largest independent supplier of network products, 3Com connects more types of computer systems to one another than any other group. This system emphasis, together with a strict adherence to industry standards, enables 3Com to offer broad multi-vendor and multi-site connectivity.

3Com's commitment to designing open-architecture, industry-standard networking systems has enabled the company to lead the drive to next-generation operating systems such as OS/2 while continuing full support for DOS and Macintosh platforms. The OS/2 LAN Manager, a joint venture by 3Com and Microsoft Corporation, will provide seamless integration between OS/2, DOS, and Macintosh workstations with Unix, VAX and IBM host environments.

3Com has demonstrated a similar commitment to Apple—at the 1988 MacWorld exhibition in Boston, 3Com and Apple jointly announced AFP support for 3Com's 3+Open software. With over 20 product introductions in fiscal year '88 and 13 consecutive quarters of increasing sales, 3Com is well on its way to reaching its goal of becoming the first \$1 billion networking company.

## **Networking Scenarios**

3Com provides products for users with diverse communication needs: workgroups (workstations connected via a LAN network), desktop-to-host (work stations or terminals connected to mainframes or minicomputers), and network-to-network (many smaller networks connected to form a single inter-network).

With its wide range of products, 3Com can deliver the solutions you need for connecting dissimilar equipment, centralizing control and combining resources onto one manageable, integrated network.

3Com offers a variety of packages to service these products. Depending on the package, pre-and post sales support might include phone consultation, onsite maintenance, factory repair, product updates, and training.

Now let's look at each in turn.

Workgroup networking allows any member of your "community of workstations" to share resources and communicate efficiently. Desktop-to-host networking gives workstations and terminals access to all the resources available on powerful corporate mainframe and minicomputers. Connecting networks to networks enables mainframe, mini- and microcomputers to communicate over potentially vast distances.

With 3Com workgroup networking products, all members of your workgroup can communicate—regardless of the types of workstations they use. With 3Com desktop-to-host networking products, you can connect your workstation or terminal to any type of host computer. With 3Com network-to-network products, you can link similar and dissimilar networks together—even if you're using multiple protocols and types of network media.

## **Simulation**

Of course, recognizing how each type of networking will benefit your group is what is truly liberating. Let's explore each set of advantages next. For instance, begin to explore the advantages of workgroup networking, and you'll find users can share information and resources and begin to communicate electronically in very exciting ways.

These can include getting daily sales forecasts, participating in electronic communications or simply sharing resources that already exist in your organization.

Desktop-to-host networking allows users to access centralized information and resources from their own workstation. This could mean gaining data access across formats, sharing databases, and bringing to life a company-

wide bulletin board. By linking networks to networks, users can communicate with mainframes, minicomputers and other workstations from almost any location in this company, and around the world.

These are exciting times. We hope you have learned more about our networking products and what they will do for you. Call us today at our 800 number to start connecting your work group!