



## **Memorex Telex announces connectivity solutions and upgrade program to ease mainframe to open systems migration.**



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IRVING, Texas--(BUSINESS WIRE)--Nov. 1, 1994--Memorex Telex, a leading provider of enterprise network solutions, today announced a suite of SNA-to-LAN connectivity solutions and an upgrade program to help businesses migrate to a client/server, open systems environment.

Product introductions include the 9300 Internetwork Server family, two 1174 Internetwork Controller models and Generation C software for the 1174 family, all of which are designed to ease the integration of legacy systems with LANs and multiprotocol networks.

The Next Step Upgrade Program provides a comprehensive strategy for helping businesses with SNA-based networks make the transition to open systems. The upgrade program is effective immediately and runs through March 31, 1995.

Upgrade solutions combine products, services and customer support to enhance SNA network efficiency and smooth SNA and LAN integration. The upgrade program helps customers increase network functionality, decrease operating costs and position the network for future growth. The upgrade program also offers pricing discounts and trade-in credit to maximize investment in existing equipment and provide a cost-effective transition.

"An industry leader in 3174-compatible technology with 42.8% of U.S. shipments in 1993, Memorex Telex has a significant installed base that will benefit from the Next Step Upgrade Program," said Elisabeth Rainge, analyst with International Data Corp. "Memorex Telex with this announcement is providing the means for integrating SNA and LAN networks in cost-effective, competitive solutions."

For customers requiring a more comprehensive review of their network environment, the upgrade program is supported by Memorex Telex's Advanced

Services. Project management and network design services are available to help the customer select and tailor a solution to meet business needs. To help implement changes as quickly as possible, integration and education services ensure that the solution is properly installed and that users are trained to leverage network enhancements.

The products announced today augment Memorex Telex's 9400 Enterprise Communications LAN-to-mainframe gateway family, extending the company's range of solutions for addressing open systems migration needs. For businesses with complex LAN connectivity needs, Memorex Telex offers the 9300 Internetwork Server family with a variety of network connectivity options and client support. For those continuing to upgrade and build their SNA networks, Memorex Telex's new 1174 Internetwork Controller models with enhanced Generation C software extend the LAN connectivity of the controller.

With Generation C, customers can leverage the right technologies for today's needs while preparing for future migration steps.

"Gen C has the advantage of multiple connectivity with built-in IPX support," said Roland Silvis, manager of communications at J&L Specialty Steel Inc., where Generation C has been running on 1174-25R/L models attached via Token Ring, channel and front end processor. "It removes the need for multiple boxes, simplifying the maintenance and upkeep of that application."

The 9300 Internetwork Server family consists of three models, each aimed at solving a specific integration problem. The 9301 Communications Concentrator is designed to maximize the customer's existing network investment by allowing older installed controllers the ability to communicate via Token Ring or Ethernet instead of over an SDLC line. The only product of its type to provide channel connection and online configuration, the 9301 will save the customer line costs and the need to purchase or upgrade a front end processor.

The 9311 LAN Access Server is designed for the heavy communications traffic and simultaneous use of multiple protocols found in today's corporate network. Featuring IP encapsulation based on industry-standard data link switching, the 9311 provides a common routable networking protocol to connect SNA and TCP/IP systems.

An internetwork gateway designed specifically as a communications processor, the 9341 LAN Device Server features SNA host access for UNIX, IPX and DEC LAT clients.

For businesses seeking to preserve or even expand their SNA infrastructure,

Memorex Telex introduces the 1174-15R/L and -25R/L Internetwork Controllers, which provide SDLC, channel-and LAN-attached host connectivity with unparalleled scalability, flexibility and performance. Generation C software provides excellent integration of TELNET, LAT and IPX clients for customers with coax connectivity needs. Generation C helps businesses protect their SNA and LAN investments while increasing network manageability with standard features such as TCP/IP over Token Ring, LLC-to-LLC gateway and online configuration.

All products are available now. Prices vary by country. U.S. list prices start at \$9,000 for the 9301; \$9,500 for the 9311; \$12,250 for the 9341; \$8,889 for the 1174-15R/L; \$8,379 for the 1174-25R/L; and \$895 for Generation C.

Memorex Telex (NASDAQ: MEMXY) draws upon more than 30 years of experience in addressing the networking needs of companies with SNA-based environments. Operating in 25 countries around the world, with distributor links in other countries, Memorex Telex maintains a global organization of more than 4,000 professionals. Memorex Telex's offering of networking, LAN-based, information storage and archival automation products coupled with a worldwide service organization work together to provide complete customer solutions.

In addition to traditional systems service, a comprehensive Advanced Services offering includes strategic, integration, performance control and education services. Memorex Telex also has strategic business alliances with many industry leading network solution suppliers, including Intel, Fujitsu, Novell and Data General Corp. For more information, call 800/876-1535, ext. 1000.

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