AS/400

IBM Printers… there is a difference

❖ **Integration**
Built in, not added on. IBM printers are designed, built, tested and supported as an integrated part of AS/400 systems.

❖ **Ease of use**
Extensive usability built in for AS/400 and network environments – the best of both worlds.

❖ **Total Presentation Solution**
From composition to e-output, IBM provides the total AS/400 presentation architecture.

❖ **Investment protection**
Integration and extensive testing to maximize capability and compatibility with all OS/400 releases.

❖ **Scalability**
With the broadest range of printers in the business, IBM has print solutions that can keep pace with your growth.

❖ **Openness, Standards**
Most printers available with PCL-6, Adobe® Postscript® 3, IBM IPDS™, SNMP and the Infoprint® 21 even has IPP support.

❖ **Total cost**
Integration, compatibility, print management, and support can translate into cost savings.

❖ **High availability**
Diagnostics, integrated web administration, IPDS control, IBM AS/400 expertise and IBM's world-class service all contribute to high uptime.

❖ **Designed for business**
The AS/400 is designed for business (and e-business). So is IBM AS/400 printing.

❖ **IPDS**
IPDS® (Intelligent Printer Data Stream) enables you to move printers to the network, yet retain the function, control, and error recovery of direct-attached AS/400 printers.

I B M   P r i n t e r s .   I n n o v a t i v e .   I n t e g r a t e d .   F o r   y o u r   p e a c e   o f   m i n d .

Download free software from the web! Network Printer Manager lets you install, configure and manage your printers remotely. www.ibm.com.printers

Print both sides of every sheet on models with duplex.

Infoprint 21

Rugged and powerful, the IBM Infoprint 21 is loaded with features that make it an ideal workhorse. Designed to be a printer of choice for IBM server platforms and e-business print solutions with

up to 21 ppm at crisp 1200 dpi. The Infoprint 21 also provides enhanced media support (labels and cardstock), workgroup software solutions including Web ready print, and a low total cost of ownership.

} Integrated
Powerful
Loaded with features

New

Up to 21 pages per minute—speed for demanding workgroups

IBM's toner savings technology— use less toner, still get great looking documents and save up to 50% on your toner supply costs

RePro, copier-like capability (send once, print many)—shorter network transmission time

1200x1200 dpi —crisp images

Optional two-sided printing (duplex)—save paper and stock

Paper capacity of up to 1,750 sheets—keeps it running longer

Internal web pages let you setup, configure and manage printers remotely…this is hot!

Powerful new controller technology

Flexible forms handling, including labels and card stock—now give your barcode labels laser quality

RePro, copier-like capability (send once, print many)

IBM has an incredibly broad line of printers!

Check out the web at www.**ibm.com**/printers or
for more information on AS/400 printing visit
www.**ibm.com**/printers/as400

Print on a wide variety of formats including ledger, legal, postcards, labels and envelopes.

Infoprint Color 8

Fast and impressive, the IBM Infoprint Color 8 advances color to the speed of today's e-business environment. With remote printer management and up to 8 ppm in color and black and white, the Infoprint Color 8 is an ideal choice for color business printing.

} Fast color
for today's demanding
e-business environments

Up to 8 color pages per minute, —fast color

Crisp color integrates with AS/400 color output applications—visualize the possibilities

True Adobe PostScript—compatible

Industry standard color matching support— consistent

Incredible price point—cost effective

Broad forms handling, including transparencies, labels and cardstock—flexible

Single-pass color engine—optimize speed and reliability

ServicePac

IBM ServicePacs offer real security. The security of fast, expert service on-site for 3 years (including warranty period). This service covers all labor, parts and material necessary to help ensure your printer keeps producing high quality prints. You can purchase a ServicePac® at any time during your printer's warranty period. Plus: The IBM FIRST service system enables our specialists to diagnose your problem quickly, on-line, which saves everyone time!

} The security
of IBM Service

Special Offers

❖ **Complimentary Memory Upgrade**
Purchase the new IBM Infoprint 21 today and receive an additional 32Mb of memory at no extra cost! This exciting offer will increase the number of applications the Infoprint 21 will support.

❖ **Total Solution Financing**
For selected printers, acquire a total printing solution which includes the printer, IBM service and IBM supplies for as low as $41* (US) per month with approved credit.

❖ **Complimentary Installation** – A $199-$349 (US) value
For a limited time buy selected IBM printers with a ServicePac and get complimentary installation.

❖ **AS400 Print Kit**
For a limited time get fast ethernet and AFP/IPDS together at a significant discount.

❖ **Workgroup Printer Information Kit**
Need more information? Request the workgroup printer information kit to get more details on IBM's printers.
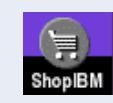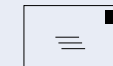

It's easy to contact us…

Call the Printer Selection Center at
1 800 358-6661 option 3

Contact us on the web at
www.printers.**ibm.com**/brc/workgroup.html

You can even buy on-line at
www.**ibm.com**/shop

Detach and mail the BRC to the right

Name _____
Company _____ Title _____
Mailing Address _____
City _____ State/Province _____ Zip/Postal Code _____
Phone _____ Fax _____ E-mail _____

This data may be used to provide you with information from IBM or selected organizations world-wide about products, services or activities that may be of interest to you.
☐ Please do not use my information collected here for future marketing or promotional contacts or further communications beyond the scope of this transaction.
☐ YES, Please send me valuable information by e-mail about products and services that are relevant to my business needs.
☐ YES, Please send me the Complimentary Workgroup PrintPak

1) What types of documents are printed at your location?
☐ Books and manuals
☐ Packing slips, manifests, multi-part forms, bar codes
☐ Statements, invoices
☐ Customized marketing materials and brochures
☐ Multiple copies of digital documents
☐ General office and personal printing
☐ Centrally managed printing of critical documents to multiple locations

2) At your location, does your organization primarily
☐ Outsource your printing needs (Skip to question 5)
☐ Provide in-house printing

3) What brand(s) of printers are currently installed at your location
(check all that apply)
☐ IBM   ☐ Agfa   ☐ Data Products
☐ Decision Data ☐ Epson   ☐ Genicom
☐ Hewlett Packard ☐ Lexmark   ☐ Océ
☐ Printronix   ☐ Tally   ☐ Tektronix
☐ Xerox   ☐ Other_____

4) Check all printing services you provide or would like to provide your internal/external customers:
☐ Black and White   ☐ Highlight or spot color
☐ Variable data in B/W   ☐ Variable data in color
☐ Full color   ☐ Fax on-demand
☐ CD-ROM   ☐ Internet printing
☐ Does not apply

5) What best describes your need for new printing solutions?
☐ Print requirements defined
☐ Some requirements defined
☐ In process of defining scope of requirements
☐ Scope of requirements not defined
☐ No need

6) What is the timeframe for your decision ?
☐ Within 90 days   ☐ 3-5 months   ☐ 6-12 months
☐ 13-18 months   ☐ Over 18 months ☐ Unknown

7) What is your language preference for communications with IBM?
☐ English ☐ French

6C0BW0004