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SNA•ps 5250 and IBM Client Series Q&A (2/93)

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TOPIC -----

This article answers questions about the SNA•ps 5250 and IBM Client Series announcements.

DISCUSSION -----

Q: What is SNA•ps 5250?

A: SNA•ps 5250 is software that provides Macintosh computer users with emulation of IBM's 5250 family of terminals and printers. With SNA•ps 5250, any Macintosh personal computer, from the PowerBook to the Macintosh Quadra, can access the extensive suite of applications available on IBM's AS/400 systems.

Q: What will come in the box with the SNA•ps 5250 product?

A: SNA•ps 5250 contains a personal APPC only gateway, 5250 terminal emulation software, and 3812 print emulation software enabling stand-alone access to an AS/400 when used with an Apple Token Ring NB card or Serial NB card.

Q: What is SNA•ps 5250 GC?

A: SNA•ps 5250 GC is software that provides Macintosh computer users with networked solutions for emulation of IBM's 5250 family of terminals and printers. SNA•ps 5250 GC contains a 5250 terminal emulation software, and 3812 print emulation software. When used in conjunction with a SNA•ps Gateway, and an Apple Token Ring 4/16 NB card or Apple Serial NB

card, SNA•ps 5250 GC enables networked Macintosh users via LocalTalk, EtherTalk, or TokenTalk access to an AS/400.

Q: Is IBM actually selling an Apple product?

A: Yes. The SNA•ps 5250 application software will be sold by IBM as part of the AS/400 Client Series, which specifies IBM and end-user products and application development tools designed for client/server computing. The SNA•ps 5250 product is scheduled to be included in the Client Series starting June 25, 1993.

Q: How can I order SNA•ps 5250 software from Apple?

A: SNA•ps 5250 may be ordered beginning in June 1993 through Apple authorized resellers. Pricing and availability outside the United States will vary by country. For more information, call Apple's Network Information Line at 408-862-3385 between the hours of 8AM and 5PM, Monday through Friday, Pacific Time.

Q: What does IBM's version of SNA•ps 5250 cost? How can I order SNA•ps 5250 from IBM?

A: For more information or to place orders, contact an IBM marketing representative or call 1-800-IBM-CALL.

Q: Why is IBM selling this product as part of the Client Series?

A: The goal of the Client Series is to provide AS/400 customers with products that provide personal computers users with applications and tools that allow them to effectively integrate their desktop device of choice with the AS/400 environment. Since both the Macintosh and the AS/400 are leaders in ease of use for the personal computer and midrange categories, it was natural to include support for the Macintosh in a program that is designed to deliver ready to use solutions to customers.

Q: Will Apple be selling SNA•ps 5250?

A: Yes. Apple will be selling SNA•ps 5250 through all existing channels worldwide when it begins shipping in June 1993. For more information, call the Network Information Line at 408-862-3385. Pricing and availability outside the United States will vary by country.

Q: Will SNA•ps 5250 be available from IBM worldwide?

A: No. At this time, Apple's participation in IBM's Client Series is limited to the U.S. and Canada.

Q: How will the product be supported? Should I call IBM if I have a problem or should I call Apple?

A: Customers who buy SNA•ps 5250 from IBM through the Client Series will receive support on the product directly from IBM. Technical problems that can't be addressed by the IBM Support Organization will be escalated to the Apple Engineering Support Organization.

Q: What are the key features of the product?

A: This product allows Macintosh computers equipped with either an Apple Token Ring 4/16 NB card or Apple Serial NB card to connect to any AS/400 and emulate IBM's 5250 terminal and printer family. The product supports both Token Ring and SDLC attachments to the SNA network, and

LocalTalk, Ethernet, and Token Ring connections to AppleTalk networks when running as a client to an SNA•ps Gateway. It supports IBM 5250 screen display formats, as well as keyboard remapping and keystroke recording to enhance its ease of use. SNA•ps 5250 also supports standard Macintosh copy-and-paste techniques, enabling users to smoothly integrate AS/400 data into their Macintosh applications. In addition, SNA•ps 5250 includes SNA•ps Print application software, allowing Macintosh users to print directly from the AS/400 to any locally attached or networked printer.

Q: What is the SNA•ps product family?

A: Apple's SNA•ps family is a set of software products that provide protocols and services for Macintosh users who need access to data and applications in IBM's SNA environments. The SNA•ps products offer concurrent support for terminal emulation, host based printing and peer-to-peer communication in SNA networks from a single Macintosh computer or an AppleTalk network gateway. The SNA•ps product line consists of three products: SNA•ps Gateway, SNA•ps 3270 and SNA•ps 5250 as well as programming kits for custom application development.

Q: There are existing third-party products in this market. Why has Apple elected to do this product?

A: Apple elected to develop SNA•ps 5250 for the best reason possible: our customers asked us to do it. As part of our efforts to identify what products should be developed under the Enterprise Networking Initiative (part of the alliance between Apple and IBM), both companies talked with a wide range of customers. At the top of the lists of both IBM and Apple customers was better integration between Macintosh and the IBM AS/400 midrange system. To this end, we have provided the Data Access Language Server for AS/400, and are now introducing the SNA•ps 5250 product. It is our intention to develop additional products that further the integration of the Macintosh and AS/400.

Q: Can I use it in conjunction with my existing SNA•ps Gateway? Can I use SNA•ps 5250 concurrently with SNA•ps 3270?

A: Yes. The number of sessions is limited only by the Gateway configuration and amount of memory available on the user's Macintosh to run 5250 and 3270 sessions.

Q: I am currently using SNA•ps 3287 to print to my LaserWriters. Can I upgrade to SNA•ps Print? How much does it cost? How can I get it?

A: Yes. Upgrades from SNA•ps 3287 to SNA•ps Print software will be available in June. There will be no charge for the upgrade. For additional information, contact Apple's Network Information Line at 408-862-3385.

Q: Will IBM be selling other Apple products, such as computer systems?

A: At this time, only SNA•ps 5250 will be part of the Client Series. It is the intention of both companies to add other Apple software products to the program as soon as possible. These products will allow networked Macintosh computers access to applications running on the AS/400 as well providing easy access to all of the data resident on the AS/400. While any additional products will be considered for inclusion in the Client

Series, there are no plans to include Apple hardware in the Client Series.

Q: Does Apple provide other IBM AS/400 connectivity products?

A: Yes. Apple currently offers the Data Access Language Server for AS/400, and the SNA•ps Gateway product. Data Access Language for the AS/400, which began shipping in December '92, provides easy access to relational data residing on the AS/400. The SNA•ps Gateway, available since June 1991, provides SNA services to Macintoshes on AppleTalk networks. It currently supports 3270 and APPC services, and with the shipment of SNA•ps 5250 in June will also provide support for 5250 services. These products are available through Apple's existing channels. For additional information on either product, contact Apple's Network Information Line at 408-862-3385.

Q: How does SNA•ps work with the Data Access Language Server for AS/400?

A: The SNA•ps Gateway or SNA•ps 5250 packages provide APPC connections for Apple's Data Access Language Server for AS/400, which allows Macintosh computers to transparently access relational databases and files on AS/400 systems. Data Access Language is a SQL connectivity language which provides users with a consistent interface from the desktop to the information residing on a variety of servers and host computers, including IBM, Digital, UNIX and other computers. With this consistent interface, Macintosh users can easily integrate information from the server or host computer into off-the-shelf applications for further analysis, manipulation and reporting.

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