Dedicated High Performance Hosting

IBM Global Serv
Network Servic

- Intel NT
  - Netscape Enterprise Server or Microsoft Internet Information Server
  - 4 Gig Disk Storage (max: 8 Gig)
  - 128 MB Memory (max: 4 Gig)
  - 20 Gig Bandwidth/month
- RS/6000
  - Netscape Enterprise Server
  - 4 Gig Disk Storage (max: 8 Gig)
  - 128 Mb Memory (max: 1 Gig)
  - 20 Gig Bandwidth/month
- Sun
  - Netscape Enterprise Server
  - 4 Gig Disk Storage (max: 8 Gig)
  - 128 Mb Memory (max: 4Gig)
  - 20 Gig Bandwidth/month

Oracle
Informix
Sybase
DB2

JAVA COMPATIBLE

Internet Sales Tactics

IBM Global Serv
Network Servic

- **Successful Approaches**

  Combine NS Solution with Other Offerings.

  Tie Internet Solution To Mission Critical Application.

  Tie Solution to Unique Competitive Features of the NS Solution.

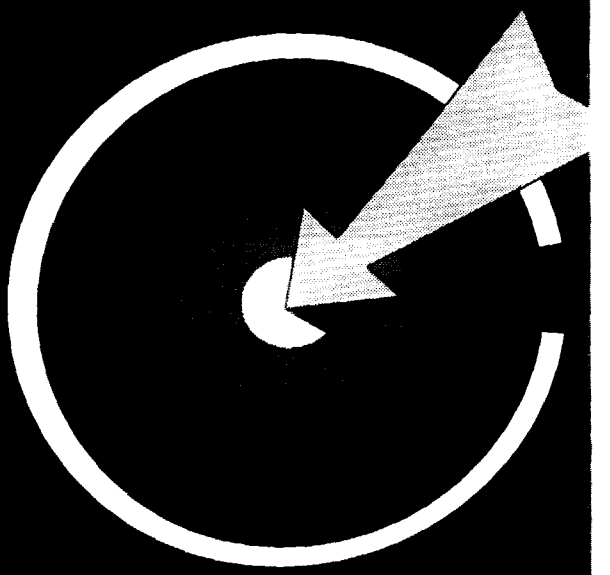
  - Internet Dial Fencing
  - Quality of Service
  - Dual Dial (Secure and Unsecure)
  - Connection To Backend Mainframe Systems

  Use The IBM NC Specialists.

Internet Sales Tactics

IBM Global Serv
Network Servic

- **Proper Qualification**
  - Do They Have a Budget ?
  - Are They Willing to Make a Revenue Commitment ?
  - Is There a Imminent & Compeling Event ?



- **Danger Signs**
  - Prospect More Interested in Price Than Quality
  - Associations With Little Control of Members
  - No Specific Application
  - Prospect Wants Fix Price Internet Dial For Current High Use Network Application
  - Prospect Wants NS Custom Solution That Generates Little NS Revenue