

Superior network platform
for small business

Easy Install **Remote Management Enabled**
Internet Ready **Nodal Licensed**
Remote Access

Small Business
SOLUTIONS

**INTRANETWARE™ FOR SMALL BUSINESS
FROM NOVELL®**

If you own or manage a small business, you want a network platform designed to meet your needs—not a one-size-fits-all solution. IntranetWare for Small Business from Novell is one of a kind because it's designed specifically for small businesses. It's a network that's not only easy to use but affordable to own and operate. In fact, with nodal licensing, you purchase the exact number of connections you need. And you can add additional nodes as you need them—even one at a time.

WHAT'S IN IT FOR YOU

A network brings working people together like nothing else can. It lets you access and exchange information. You can share files, printers, modems and other computing resources. Connect to the Internet. And, of course, connect to each other. IntranetWare for Small Business makes it all

easy. Custom-made for small business owners and managers looking for a no-hassle networking solution, it offers all of these advantages:

- **SIMPLE INSTALLATION, EASY ADMINISTRATION.** IntranetWare for Small Business can be installed in less than 30 minutes. Novell Easy Administration Tool™ (NEAT) makes adding users, printers, groups and applications to your network simple—providing graphical, step-by-step directions.
- **PAY AS YOU GROW.** You want the network technology you need when you need it. With nodal licensing, you can add additional employees to the network as your business grows, buying the exact number of licenses you need today and tomorrow.
- **HELP IS NEVER FAR AWAY.** With IntranetWare for Small Business, forget about sifting through manuals. You get answers in no time on-line. On-screen, graphical help includes full-text documentation with full-text search capabilities using the industry's most powerful tools.

IntranetWare™
FOR SMALL BUSINESS

Novell®

What's more, you can connect to the Internet using Netscape Navigator[®] (the Internet browser included with IntranetWare for Small Business), to get up-to-the-minute documentation from Novell.

- **NETWORK ACCESS ANYTIME, ANYWHERE.** With NetWare Connect[™] (included with IntranetWare for Small Business), any employee or supplier and customer you authorize can access the network from any location using any Windows[®], DOS or Macintosh[®] computer.
- **REMOTE-MANAGEMENT-ENABLED.** A feature-rich network operating system, IntranetWare for Small Business enables an authorized service technician or reseller to remotely monitor your network and even diagnose and correct most network problems without going on-site—resulting in faster, more affordable service and support.
- **MINIMIZE HARDWARE EXPENDITURES.** IntranetWare for Small Business and NetWare Connect also let you save money because your staff can share modems and phone lines to dial out and connect to the Internet.

INTRANETWARE FOR SMALL

BUSINESS IS IN GOOD COMPANY

IntranetWare for Small Business is the small business network platform from Novell, the world leader in networking for more than a decade. It offers many of the benefits of

IntranetWare, Novell's latest enterprise networking solution. However, IntranetWare for Small Business provides networking and Internet access without requiring you to add functionality you may never need, such as multi-site LAN management, complex network management tools or Web-site hosting capabilities. And while it's custom-made for small business, IntranetWare for Small Business is also flexible. As your business and your networking needs grow, it provides a smooth and affordable upgrade path to IntranetWare—so your network suits your needs no matter how extensive they may be in the years ahead.

SYSTEM REQUIREMENTS

SERVER

- Minimum recommended processing power: 486 processor or higher
- Minimum recommended memory: 24MB RAM, 145MB hard-disk space (plus 25 for DOS)
- CD-ROM drive
- Server Adapters. More than 60 different adapters have been tested and approved for use.

WORKSTATION

- Supports all PCs and Macintosh computer systems.

©1996 Novell Inc. All rights reserved. Novell and NetWare are registered trademarks; IntranetWare, NetWare Connect and Novell Easy Administration Tool are trademarks; and Novell Authorized Reseller is a service mark of Novell, Inc. in the U.S. and other countries. Macintosh is a registered trademark of Apple Computer Corporation. Netscape Navigator is a trademark of Netscape Communications Corporation. Windows is a trademark of Microsoft Corporation.

For More Information

Contact your local Novell Authorized Reseller,[™] or call Novell at 1-800-NETWARE (638-9273).

Novell, Inc.
122 East 1700 South
Provo, UT 84606

Novell[®]

Novell®

SOLUTIONS

JANUARY 97

IntranetWare for Small Business is the affordable, secure and reliable network platform that's optimized for single-site small businesses.

An Internet-ready solution, IntranetWare for Small Business does not require a network professional on staff and can be administered with little or no training. It grows with your customers' businesses and provides an easy path to the IntranetWare product.

TARGET AUDIENCE

The target market for IntranetWare for Small Business is companies that need up to 25 network users per individual site. In contrast, the IntranetWare product, Novell's full-service intranet solution, is designed for larger companies with more complex networking needs—such as wide-area networking and more than 25 users.

QUALIFYING QUESTIONS

- *Are Internet capabilities such as E-mail, information retrieval and collaboration with remote workers important to your company?*

- *Would you like to share printers, modems, phone connections, disk storage and other devices from your computer?*
- *Do you want an affordable network that is easy to install and simple to use and maintain?*
- *Does your company have 25 or fewer computers at a single site?*
- *Would you like to easily share information with co-workers, partners and vendors at any time, from anywhere?*

COMPETITIVE STRENGTHS

Although IntranetWare for Small Business is targeted at smaller companies, it's still a very powerful product. In fact, it is based on the proven technology of NetWare 4.11, the number-one networking platform that's used by a majority of Fortune 500 businesses.

IntranetWare for Small Business provides the same industry leading performance as IntranetWare. And in many ways the two products are identical. However, as you can see in the following chart, IntranetWare for Small Business customers obtain only those features that make sense for small businesses.

IntranetWare™
FOR SMALL BUSINESS

FEATURE COMPARISON

FEATURE	INTRANETWARE FOR SMALL BUSINESS	INTRANETWARE	NETWARE 3
<i>Nodal licensing and pricing</i>	<i>YES</i>	<i>NO</i>	<i>NO</i>
<i>Based on today's most secure and reliable network technology</i>	<i>YES</i>	<i>YES</i>	<i>YES</i>
<i>Users per network</i>	<i>Up to 25</i>	<i>5-1,000</i>	<i>5-250</i>
<i>Allows single sign on to multiple servers</i>	<i>YES</i>	<i>YES</i>	<i>NO</i>
<i>Communications Server (share modems & phone lines)</i>	<i>YES (NetWare Connect included)</i>	<i>Add On</i>	<i>NO</i>
<i>Graphical Administration Utility</i>	<i>Novell Easy Administration Tool & NetWare Administrator</i>	<i>NetWare Administrator</i>	<i>None</i>
<i>Remote-management enabled</i>	<i>YES</i>	<i>YES</i>	<i>Add On</i>
<i>IP-to-IPX Gateway</i>	<i>NO</i>	<i>YES</i>	<i>NO</i>
<i>Web Server included</i>	<i>YES</i>	<i>YES</i>	<i>NO</i>
<i>Netscape Web Browser</i>	<i>YES (Navigator 3.0)</i>	<i>YES (Navigator 2.1)</i>	<i>NO</i>
<i>Requires networking experience/training</i>	<i>NO</i>	<i>YES</i>	<i>YES</i>
<i>WAN-capable</i>	<i>NO</i>	<i>YES</i>	<i>Add On</i>
<i>Auto-detection of hardware</i>	<i>YES</i>	<i>YES</i>	<i>NO</i>
<i>HTML documentation</i>	<i>YES</i>	<i>NO</i>	<i>NO</i>
<i>Directory structure</i>	<i>Flat</i>	<i>Hierarchical</i>	<i>Flat</i>

EASY TO INSTALL, USE AND ADMINISTER

The last thing small business customers need is to spend the bulk of their time as ad hoc network administrators. IntranetWare for Small Business greatly simplifies administration tasks. For example, it:

- *installs in less than 30 minutes*
- *automatically discovers network devices*
- *includes the Novell Easy Administration Tool™ (NEAT) with graphical, step-by-step directions so adding users, groups, printers and applications to the network is simple*

SHARE MODEMS AND PHONE LINES

IntranetWare for Small Business includes the NetWare Connect™ software, so any authorized employee, supplier or customer can dial in to the network from any location using a Windows*, Windows 95*, Windows NT*, DOS or Macintosh* computer with a modem. In addition, customers minimize their hardware expenditures since employees share modems and phone lines to dial out and connect to the Internet.

FULLY INTERNET READY

IntranetWare for Small Business includes Netscape Navigator* 3.0 and other features your customers need to dial out to an Internet service provider.

THE RIGHT SIZE—THE RIGHT PRICE

IntranetWare for Small Business gives customers the advanced features they'll use, without the complexity and expense of enterprise capabilities they don't need. Obviously, cash flow is a critical concern for small businesses. IntranetWare for Small Business is priced to satisfy your most value-conscious customers with an affordable entry point and pay-as-you-grow nodal licensing flexibility. Nodal licensing allows you to add additional users to the network as your business grows, so you only have to buy the exact number of licenses you need. And each license is for the whole network, not just for a single server.

EASY UPGRADES

IntranetWare for Small Business makes it easy to upgrade from NetWare 2.x and 3.x. Upgrade utilities greatly reduce installation time while information is transferred from the old to the new network, and the administrator doesn't have to recreate information. As for "growing out" of IntranetWare for Small Business, that's impossible. IntranetWare for Small Business is a part of the IntranetWare family. When you outgrow the small business offering, simply upgrade to IntranetWare. It doesn't get any easier.

BIG BENEFITS IN A SMALL PACKAGE

IntranetWare for Small Business fits nicely into Novell's line of network solutions and best-of-breed network services. It combines advanced networking capabilities into an easy-to-use solution that, until now, simply hasn't been available. Your customers receive the expertise, service, support and networking know-how that's only available from the world leader in network and intranet technology. What's more, it's a small business solution that:

- *is affordably priced to "pay as you grow"*
- *is based on the most secure and reliable networking technology*
- *lets customers more efficiently and effectively use software and hardware resources*
- *is remote-management ready*
- *is developed for, supported by and sold by more network professionals than any other network platform*
- *uses file-by-file compression, letting customers store much more information using their existing hardware*
- *offers a seamless path to IntranetWare*

Small business owners can now share in the benefits that were previously available only to larger companies. By selecting Novell, your customers choose best-of-breed network services and keep their options open to upgrade to Novell's leading enterprise and full service intranet solutions. When you're looking for the best small business networking solution, there really is no comparison.

SYSTEM REQUIREMENTS

Minimum recommended processing power:

486 processor or higher

Minimum recommended memory:

*24MB RAM, 145MB hard-disk space
(plus 25 for DOS)*

© 1996 Novell, Inc.
All rights reserved. Novell and NetWare are registered trademarks and IntranetWare, NetWare Connect and Novell Easy Administration Tool are trademarks of Novell, Inc., in the U.S. and other countries. Netscape Navigator is a trademark of Netscape Communications Corporation. Windows is a registered trademark and Windows NT and Windows 95 are trademarks of Microsoft Corporation. Macintosh is a registered trademark of Apple Computer Corporation.

For More Information

*Contact your local
Novell Office*

*Or visit our Web site at
<http://www.novell.com>*

*Or call
1 800 346 6855
for additional product
literature*

*You may also contact
Novell (toll free) at
1 888 321 4272*

Education Course Information

For information on IntranetWare for Small Business education courses, call 1 801 222 7800 or your local sales office.

Technical specifications and availability are subject to change without notice.