

NOVELL

NETWORKING INFORMATION TO KEEP YOU CONNECTED

News



LAN WORKPLACE® AND LAN WORKGROUP™ GET YOU FROM HERE TO THERE.

Are you selling into the hottest, fastest-growing market in the computing industry? If not, this is a great time to get started. The desktop TCP/IP connectivity market is growing at an unprecedented rate; in fact, it is expected to double in 1994 alone.

Why the incredible growth? As more and more customers use UNIX systems to "rightsized" their computing infrastructures, they need to integrate these systems with other desktops. Another reason is that many

organizations are seeking to standardize their inter-networking on TCP/IP, as well as support their growing number of telecommuting employees. The exploding popularity of the Internet as it goes mainstream is also driving up customer demand for solutions that help them tap into the Internet's vast resources.

Novell's LAN Workplace and LAN WorkGroup are a perfect sell for this rapidly-growing market. They give MS Windows and DOS users easy,

concurrent access to NetWare®, TCP/IP and Internet resources — right from the desktop. And with over two million users, LAN Workplace is already the most popular and reliable desktop TCP/IP connectivity package in the world.

LAN Workplace is installed on the desktop, giving users direct access to resources with or without NetWare. For large NetWare networks, server-based LAN WorkGroup gives users the same great features, plus it simplifies network

managers' jobs by providing centralized TCP/IP installation, configuration and IP addressing.

And with version 4.2 now shipping, LAN Workplace and LAN WorkGroup sport new features like graphical dial-in, helping users telecommute and get on the information super-highway. This is a tremendous opportunity for you to cash in on the booming Internet and telecommuting markets.

So get going today with the proven leader from the proven leader. With LAN Workplace also available for OS/2 and Macintosh computers, Novell offers users the broadest set of products for desktop TCP/IP connectivity—and gives you the opportunity to sell complete, cross-platform solutions with the best NetWare integration around. So you can help your customers get "from here to there" with the most popular TCP/IP connectivity packages in the world. We have a wealth of sales tools to get you started. Call 1-800-772-UNIX today for more information.



STAY TUNED FOR THE FABULOUS LAN WORKPLACE PROMOTION! DETAILS COMING YOUR WAY SOON.

NETWARE 4 DAYS

All Novell sales offices are now hosting special NetWare 4 seminars on the first Wednesday of each month, via live satellite broadcast.

AUG 3 All Offices

SEP 7 All Offices

AUG 9 All Offices

NOVELL SEMINARS

Novell resellers, customers and other interested individuals are invited to attend these free seminars covering such diverse topics as networking your business, NetWare 4, network management, AppWare and UNIX connectivity. The following is a small sampling; please call your local Novell sales office for a more complete listing.

RESELLER TRAINING

AUG 26 PRINCETON, NJ

AUG 27 TAMPA, FL

AUG 29 HERNDON, VA

AUG 04 NEW YORK, NY

NETWARE 4 & NETWORKING

AUG 26 CHICAGO, IL

AUG 26 LOS ANGELES, CA

AUG 27 HERNDON, VA

AUG 03 SOUTHFIELD, MI

UNIX CONNECTIVITY

AUG 27 JACKSONVILLE, FL

AUG 28 FALLANSELLE, FL

AUG 04 SOUTHFIELD, MI

TECHNICAL UPDATES

Technical Information and Product Updates are designed for the reseller and cover a variety of topics.

AUG 26 CHARLESTON, SC

AUG 27 KIRKLAND, WA

AUG 10 MINNEAPOLIS, MN

AUG 16 CINCINNATI, OH

AUG 16 DAYTON, OH

AUG 16 MINNEAPOLIS, MN

AUG 18 LOUISVILLE, KY

AUG 19 COLUMBUS, OH

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IF YOU HAVE ANY QUESTIONS OR WISH FURTHER INFORMATION, INCLUDING THE TELEPHONE NUMBER OF YOUR LOCAL NOVELL OFFICE, CONTACT
1-800-NETWARE