



Workgroup Server Software Update

Information About New Server Software

January 1995

For Sales Personnel Only

AppleShare and AppleSearch Clients for Windows

Product Description

Apple has introduced Windows client software for both AppleShare® file and print service software and AppleSearch™ information search and retrieval software. The AppleShare and AppleSearch Client for Windows products provide Windows users in a local-area network (LAN) with full access to the capabilities of these applications, and with the familiar Windows "look and feel." They support Windows versions 3.1 and 3.11, as well as Windows For Workgroups (WFW) 3.11. Already low cost, easy to use, and high performance, Apple's server solutions are now cross platform—ideal for customers with mixed Macintosh® and Windows environments.

Positioning

For organizations running AppleShare or AppleSearch, these applications now support Windows clients. In addition, for organizations with Apple® Macintosh and Windows software-based computers, Apple's Workgroup Servers now provide easy-to-use, low-cost, cross-platform solutions.

Key Selling Points

- **Tighter integration of networked Macintosh and Windows computers.** Collaboration among all users in the network is now easier and more effective, because everyone can take advantage of a central server to store, share, and retrieve documents, as well as to share networked printers. (Note: To share files successfully, network managers will need to inform users of a few simple rules, designed to avoid a file-conversion issue inherent to Windows. To help you and your customers understand these rules, Apple will publish *The Good Network Citizen Guide* on the February ARPLE supplement.)
- **Easy-to-use, low-cost, cross-platform network solutions.** With Windows client software, Apple now provides AppleTalk® LAN managers with the easiest-to-use, low-cost, cross-platform file and print sharing and information-retrieval solutions.
- **Intuitive interface.** Now *all* users can work with AppleShare and AppleSearch using the interface with which they are most familiar, whether it's the Mac™ OS or Windows. There's no need to learn new ways of working, so productivity is maintained.

- **Compatibility.** The Windows client software is fully compatible with Windows 3.1 and 3.11 and WFW 3.11, as well as with customers' existing Ethernet cards and cables, enabling convenient, cost-efficient installation.

- **Printer access for Windows users.** With the AppleShare Client for Windows software, Windows users have easy access to networked printers on an AppleTalk LAN.

- **Cost-effective Internet access for all AppleSearch users.** AppleSearch now enables all Macintosh and Windows users on the LAN to search not only local information sources, but also Wide Area Information Servers (WAIS) on the Internet (requires Internet connection).

Prospects

Likely prospects for the Windows client software are decision makers who are Macintosh oriented and who manage cross-platform networks that have more Macintosh computers than Windows software-based computers. It is ideal for any mixed workgroup on a LAN, from campus computer labs to office departments, particularly in fields such as publishing, design, and marketing.

Availability and Upgrades

The AppleSearch and AppleShare Client for Windows products are expected to ship by the end of February 1995.

The AppleSearch Client for Windows will be bundled with the AppleSearch version 1.5 server software. Current AppleSearch version 1.5 customers can receive the AppleSearch Client for Windows for a nominal shipping and handling charge.

Customers who purchase any Workgroup Server after January 1, 1995, are eligible to receive the AppleShare Client for Windows software free of charge. Workgroup Server customers who purchased their server before January 1, 1995, as well as customers who purchased AppleShare software separately, can purchase the AppleShare Client for Windows software through authorized Apple resellers. Both the AppleShare and AppleSearch Client for Windows products come with a network license that allows distribution of the Windows client software to any Windows software-based computer connected to the network. For more information, call the Apple Business Systems Network Information Hotline at (408) 862-3385, or send an AppleLink® message to ABS.NETINFO.

New and Faster AppleShare

In mid-1995, Apple intends to release a new version of AppleShare that will provide significantly faster performance when running on a Workgroup Server 6150, 8150, or 9150. This new AppleShare version will be available for a nominal shipping and handling fee to customers who purchase a Workgroup Server 6150, 8150, or 9150 after January 1, 1995. It is expected to come preinstalled on select Workgroup Server configurations. This new version—and its inclusion with Workgroup Servers—is part of Apple's ongoing strategy to provide server customers with increased price/performance value. Details about upgrades for other AppleShare customers will be available when the product is formally introduced.

Q&A

How does the Windows client software improve Apple's competitive stance in today's market?

This software makes AppleShare and AppleSearch usable for cross-platform AppleTalk networks, which in turn increases the value of our Workgroup Servers. Overall, it supports Apple's stated commitment to moving toward greater compatibility with Windows software-based systems.

Previously, customers used Farallon software to allow PCs to access AppleTalk networks. Why is AppleShare Client for Windows a better solution?

Unlike Farallon's product, AppleShare Client for Windows is designed to take advantage of the architecture of Windows. Because of this, it requires less conventional PC memory, costs less, and delivers excellent performance and compatibility.

Can I use the AppleShare Client for Windows software with DOS applications?

The AppleShare Client for Windows software is a solution for Windows users. PC users can run DOS applications from a Windows/DOS session. For DOS-only PC users, Apple recommends that network managers investigate other PC connectivity solutions for DOS, such as Farallon's PhoneNet PC.

How do customers get Macintosh and Windows client software for both AppleShare and AppleSearch?

With AppleShare, the Macintosh client software is free for the entire network, because it is an integral part of the Mac OS. The AppleShare Client for Windows software is now bundled with all Workgroup Servers. It is also available for purchase to other customers (those who previously purchased AppleShare separately or owners of existing Workgroup Servers), and it includes a network license.

The AppleSearch client software for Macintosh was originally sold in a 10-pack with a limited license. This changed with AppleSearch 1.5 (which shipped in November 1994), in which the Macintosh client software was included with the AppleSearch server software. Now both the Windows client software and the Macintosh client software are bundled with AppleSearch server software.

Which PC-compatible networking cards and cables are compatible with AppleShare Client for Windows and AppleSearch Client for Windows software?

Most Ethernet networking cards and cables that have ODI and NDIS support are compatible; the following is a list of the most commonly used:

- 3COM EtherLink II/16
- 3COM EtherLink III
- 3COM EtherLink/MC
- Artisoft AE-2
- Artisoft NodeRunner
- Asante EP2000+
- Eagle/Novell NE1000 (or compatible)
- Eagle/Novell NE2000 (or compatible)
- Intel EtherExpress 16
- SMC (WD) EtherCard PLUS Elite
- SMC (WD) EtherCard PLUS 16 Elite
- Xircom Pocket Ethernet II
- Xircom Pocket Ethernet III
- Xircom CreditCard Ethernet Adapter

(Note: An up-to-date, detailed document covering specifics on compatibility issues is available via AppleFAX at 1-800-462-4396, or (415) 598-4329.)

Why didn't Apple increase the processor speed of the Workgroup Servers at this time?

Increasing the processor speed of a Workgroup Server does not significantly improve the performance of AppleShare. In fact, the higher cost of the faster processor chip results in lower price/performance value when compared with the current Workgroup Servers. For this reason, Apple chose not to increase the processor speed of the Workgroup Servers at this time.

What kind of performance increase can customers expect from the updated AppleShare?

The new AppleShare software version is under development, and is expected to be available in mid-1995. Prerelease software benchmarks show at least a 35 percent increase in AppleShare performance. We expect to see similar enhanced performance when the software becomes available.

Which developers will be creating cross-platform applications with the new AppleTalk Protocol Stack for Windows?

The new AppleTalk Protocol Stack for Windows, codeveloped by Apple and Miramar Systems, enables independent software developers (ISVs) of database, electronic-mail, scheduling, and other network services to develop additional cross-platform versions of their applications for AppleTalk network systems. Several developers, including ACI US, EveryWare Development, Dantz Development, Claris, Helios, ON Technology, and SoftArc are currently evaluating the AppleTalk Protocol Stack for Windows.