TEAMnet

Why do we need TEAMnet?
Phone charges between Waterloo, Dubuque, and Davenport offices are becoming astronomical. Travel costs between all the locations are also increasing. Playing phone tag trying to get information from/to other employees chews up unbelievable amounts of time. Time is also lost by having different people resolving the same problems, simply because they were unaware someone else was doing the same thing. The way we internally process orders is a fiasco. All of these problems cost us money, directly or indirectly. By taking advantage of some of the uses listed below, we can directly influence how effective each one of us is at reducing unnecessary costs and making ourselves more productive.

What is TEAMnet?
TEAMnet will transparently connect the local area networks (LANs) that we have at each TEAM location into one large wide area network (WAN). Anything you can do over the local network (Email, access the file server, etc.) you will be able to do over the wide area network (within reason).

What will we use TEAMnet for?
- Email: At this time, sending Email is limited to just the local network. Now we'll be able to send Email to everyone in TEAM. Also we will connect to outside Email systems so that we can send/receive mail with people from outside of TEAM (ie AppleLink, the Internet, etc.).

- File Sharing: FIle servers (Appleshare, Novell, and Unix) we be available to all networks. Now it will make sense to have standard repositories for strategic TEAM information that we all need access to.

- Dial-in access: You'll be able to "dial-in" to the network from home and on the road.

- RealWorld access: Instead of only some people having access to our RealWorld accounting and ordering system, everyone on the network will be able to concurrently access it (some modules will still require security clearance). Eventually, the Sales Order Worksheet will be replaced by RealWorld Professional Invoicing. Sales people will create a quote which can be printed off and made part of a standard formal quote presentation, then quickly converted to an order without rekeying in the data.

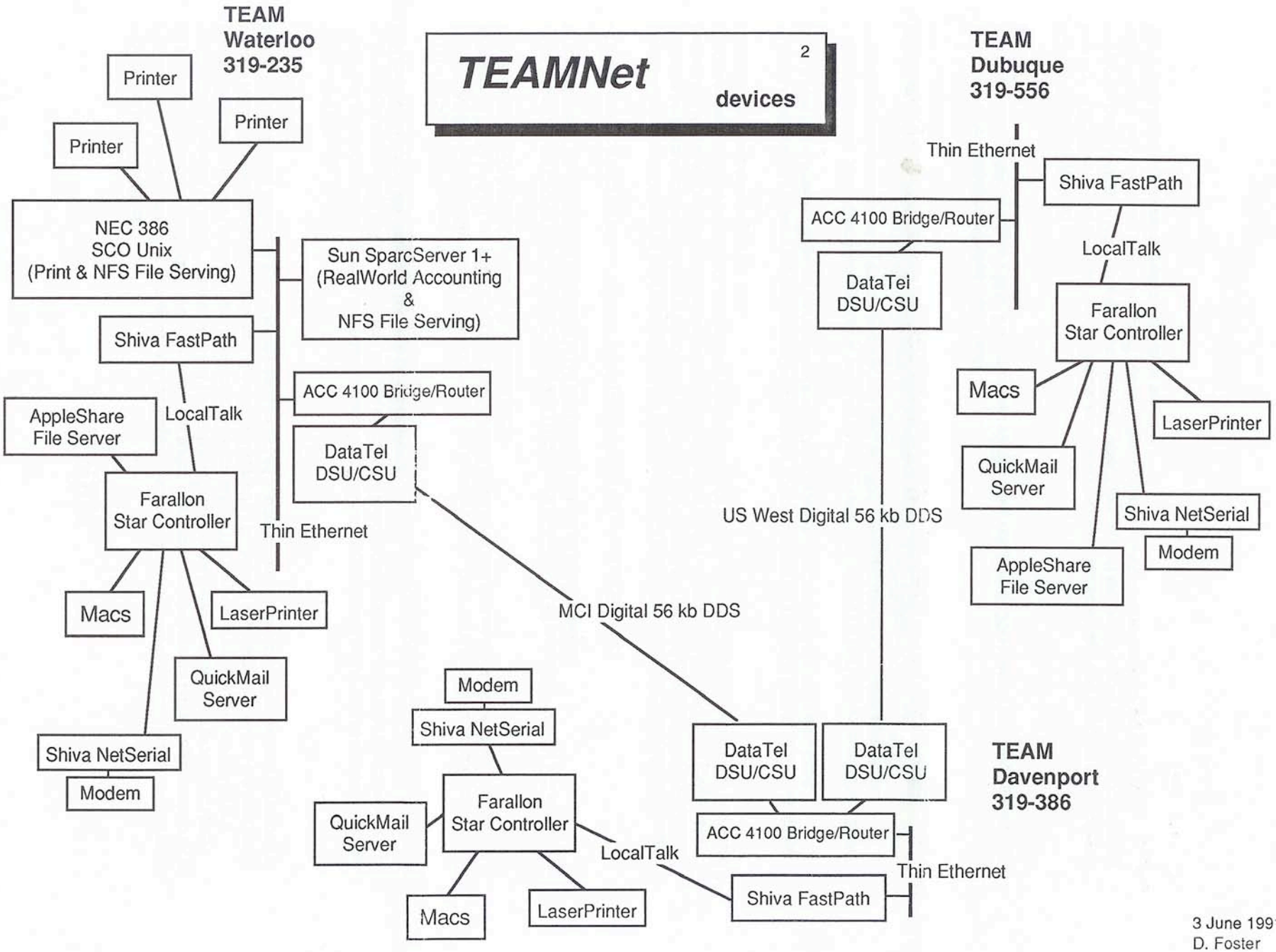
- Report Distribution: Custom reports (created with the new IQ reportwriter we have purchased) will be interfaced direct to the Email system. Reports can now be Emailed out, rather than printed and distributed by hand.

- Bulletin Boards: Electronic bulletin boards will be created. These can be used for such things as posting TEAM corporate announcements, new product pricing, software bug fixes, meeting minutes, meeting agenda, etc.

- Scheduling: By creating one large network, programs such as On Technologies' new personal & meeting scheduling software can be used.

When will it be available and what will it cost?
The target startup date is 1 June 1991. The cost is not cheap. Line costs are $1,700+/month and hardware will cost $20,000+.

Can we "resell" TEAMnet?
You bet! TEAMnet is just an example of using the technology we sell. We've already had inquiries about helping companies build their own internal wide area networks. Use it to point out the true power of networked computing using Apple, IBM, Compaq, and Sun even if you don't want or need a wide area network. If we use it right, TEAMnet can be biggest advertisement and asset we have.



3 June 1991
D. Foster

SRI International
Network Information Systems Center
333 Ravenswood Ave., Room EJ291
Menlo Park, California 94025
800/235-3155 or 415/859-3695 Fax: 415/859-6028

May 16, 1991

Doug Foster
K & R Group Inc.
DBA Team Connecting Point
105 West 76th Street
Davenport, IA 52806

Dear Mr. Foster:

You have been assigned a block of Class C numbers. 30 total.

```
The new class and net number for TEAM-Nets is:

Class C, #192.104.107.0 through Class C, #192.104.136.0

NIC handle of technical POC is DF238
```

It is suggested that host number zero in any network be reserved (not used), and the host address of all ones (255 in class C networks) in any network be used to indicate a broadcast datagram.

The association between addresses used in the particular network hardware and the Internet addresses may be established and maintained by any method you select. Use of the address resolution procedure described in RFC-826 is encouraged.

Note that for networks connected to the DDN-Internet, the gateway must be either a core gateway supplied and operated by BBN, or a gateway of another Autonomous System. If this gateway is not a core gateway, then some gateway in this gateway's Autonomous System must exchange routing information with some core gateway via EGP.

NOTE: Separate authorization is required to connect any independently assigned network numbers to the DDN-Internet.

Thanks again for your cooperation!

May 16, 1991

Angela M. Jones

Angela Jones
Hostmaster, DDN Network Information Center