ASCEND

Ascend customers have been waiting a long time for network management . . .
And now it's here.

To celebrate, we're offering $30 million in network management software . . . FOR FREE.

That's right. Purchase our NavisAccess™ management software and you can have the NavisAccess™ software option for free. (One for every MAX™, MAX TNT™, or GRF™ you own.[1]) The more Ascend devices you have on your network, the larger your savings.

What is the software option?

The NavisAccess software option provides a license to manage Ascend devices with NavisAccess (you can't manage Ascend devices without them). It is administered by a hash code.

We're offering them for all Ascend devices shipped through May 31, 1998 – up to $30 million in free software!

So what's the catch?

No catch. Just buy one or more of our specially-priced NavisAccess software suites, and the software option is yours – one for every Ascend device you have.

If you have only two MAX TNT units and eight MAX 4000 units, you will save $15,950 – more than the cost of any NavisAccess software suite.

We've even provided a special worksheet so you can quickly calculate just how much you'll save.

And did we mention that the NavisAccess software itself has also been reduced for this offer? For software feature details, see the enclosed datasheet. Consult the enclosed Purchasing Guide for details on what a NavisAccess suite contains.

[1] Valid for all Ascend MAX, MAX TNT, and GRF devices shipped through May 31, 1998. Does not include Multiband. Ascend Pipeline 50, 75, 85 and 130 include the software option at no cost and can be fully managed with NavisAccess.

Sounds great, but what about the fine print?

There are no hidden costs. Here is everything you need to do:

1. Purchase any NavisAccess software suite between March 1, 1998 and May 31, 1998. Use the enclosed NavisAccess Purchasing Guide to determine exactly what you need to order.

2. When your software is delivered, a special access code will be included in the box. This code will allow you to access a hash code generator on the World Wide Web. From there, you can generate the hash codes you need to enable the NavisAccess software option on your devices.

3. The hash code generator requires device serial numbers. To make the process easier, we'll give you instructions on how you can use NavisAccess to automatically retrieve a list of serial numbers from all Ascend devices on your network.

Can I have a test drive?

Sure. NavisAccess 30-day evaluation software downloads and CDs are available now from the Ascend Web site at **www.ascend.com/navisaccessdemo**. But don't wait too long or you'll miss out on your share of our $30 million offer.

What is in the NavisAccess Suite?

The NavisAccess software suite contains the following three products:

- NavisAccess:Console – base software, version 4.1
- NavisAccess:IP – multi-vendor option, version 4.1
- NavisAccess:Trend – historical reporting/trending option, version 4.1

The Suite contains the latest version of NavisAccess, which includes many new features. And, of course, you receive all of your software options for free.

Suites are available at the following special prices:

NavisAccess Suite for Windows NT	**$ 9,995**[2]
NavisAccess Suite for Solaris standalone	**$11,995**[2]
NavisAccess Suite for HP OpenView on Solaris	**$13,995**[2]
NavisAccess Suite for HP-UX standalone	**$11,995**[2]
NavisAccess Suite for HP OpenView on HP-UX	**$13,995**[2]
(No further discounts apply.)	

[2] *U.S. pricing. International pricing may vary on a regional basis.*

How do I get it?

Call your Ascend representative today or call **1.800.621.9578 (Option 3)** for a list of VAR representatives in your area.

What if I already have NavisAccess?

Anyone who purchased NavisAccess 4.0 will receive a free, one-time only upgrade to the NavisAccess 4.1 Suite. The upgrade will automatically include access to the free software options.

NavisAccess savings worksheet

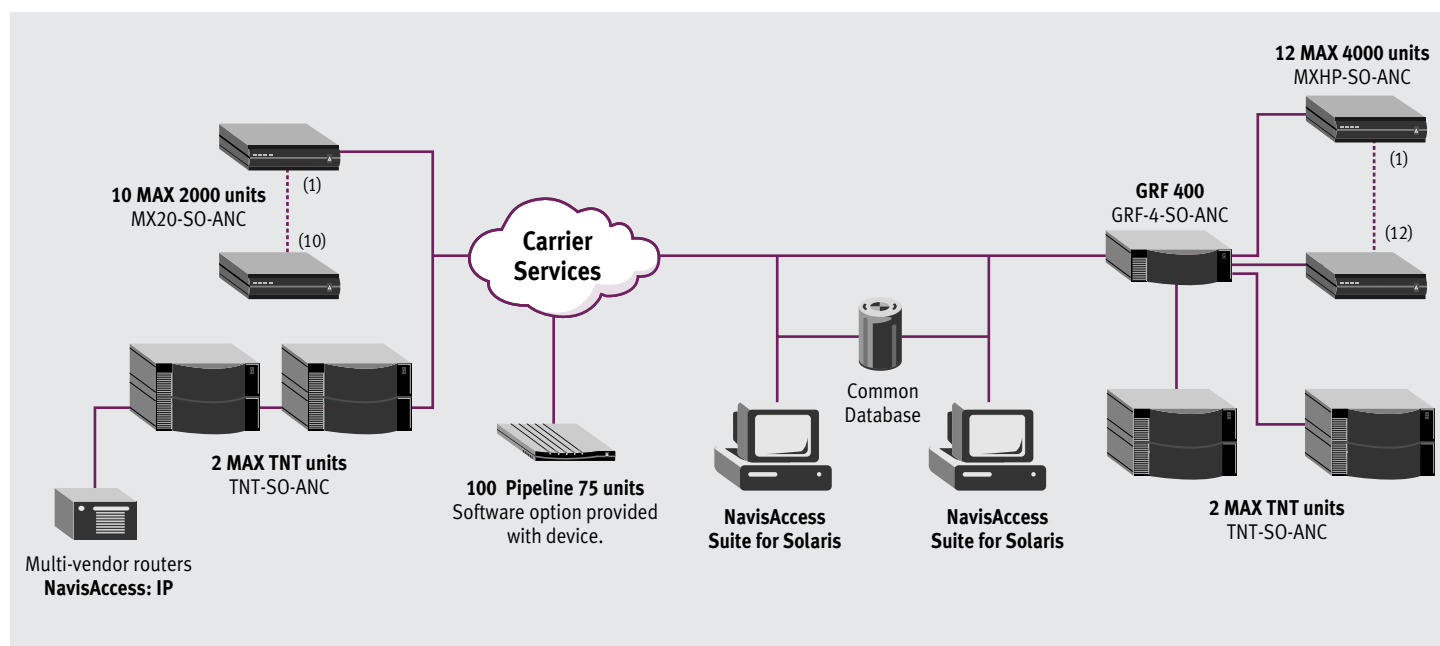| Device[3]	Number of installed devices		Per device cost of software option	YOU SAVE
MAX 200Plus		x	$ 250	
MAX 1800		x	$ 395	
MAX 2000 series[4]		x	$ 550	
MAX 4000 series[5]		x	$ 995	
MAX TNT		x	$3,995	
GRF 400		x	$4,995	
TOTAL SAVINGS				$ _____

[3] Applies to all devices shipped to you by May 31, 1998.
[4] Includes MAX 2000, 2018 and 2024.
[5] Includes MAX 4000, 4002, 4004, 4048, 4060.

NOTE: *Because installing the software options is a manual process, you may wish to contract with your Ascend VAR for installation assistance.*

This offer ends on May 31, 1998, and will never be repeated.

12 MAX 4000 units
MXHP-SO-ANC

10 MAX 2000 units
MX20-SO-ANC
(1)
(10)

Carrier Services

GRF 400
GRF-4-SO-ANC

(1)

(12)

2 MAX TNT units
TNT-SO-ANC

100 Pipeline 75 units
Software option provided with device.

Common Database

NavisAccess Suite for Solaris

NavisAccess Suite for Solaris

2 MAX TNT units
TNT-SO-ANC

Multi-vendor routers
NavisAccess: IP

Sample network.

Example: How much can I save?

The following table shows how much you would save on the sample network shown above.

Software options and Quantity	Model Number	Regular Price Per*	Your Cost	Savings
10 MAX 2000 software options	MX20-SO-ANC	$ 550	$0	**$ 5,550**
12 MAX 4000 software options	MXHP-SO-ANC	$ 995	$0	**$11,940**
4 MAX TNT software options	TNT-SO-ANC	$3,995	$0	**$15,980**
1 GRF 400 software options	GRF-4-SO-ANC	$4,995	$0	**$ 4,995**
PLUS: savings on 2 NavisAccess Software Suites on Solaris (vs. individual purchase of NavisAccess)				**$ 2,490**
TOTAL SAVINGS				**$40,955**

* *U.S. Pricing. International pricing may vary on a regional basis.*

Worldwide and North American Headquarters
One Ascend Plaza
1701 Harbor Bay Parkway
Alameda, CA 94502, United States
Tel: 510.769.6001
Fax: 510.747.2300
E-mail: info@ascend.com
Toll Free: 800.621.9578
Fax Server: 415.688.4343
Web Site: http://www.ascend.com

European Headquarters
Aspen House
Barley Way
Ancells Business Park
Fleet
Hampshire GU13 8UT, United Kingdom
Tel: +44 1252.360000
Fax: +44 1252.360001

Japan Headquarters
Level 19 Shinjuku Daiichi-Seimei Bldg.
2-7-1 Nishi-Shinjuku
Shinjuku-ku, Tokyo 163-07, Japan
Tel: +81.3.5325.7397
Fax: +81.3.5325.7399
Web Site: http://www.ascend.co.jp

Asia-Pacific Headquarters
Suite 1908, Bank of America Tower
12 Harcourt Road
Hong Kong
Tel: +852.2844.7600
Fax: +852.2810.0298

Latin, South America and the Caribbean Headquarters
One Ascend Plaza
1701 Harbor Bay Parkway
Alameda, CA 94502, United States
Tel: 510.769.6001
Fax: 510.747.2669

ASCEND