

IBM UNIVERSAL SALES MANUAL

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Ibm Sales Manual

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IBM's 360 and Early 370 Systems Emerson W. Pugh, Lyle R. Johnson, John H. Palmer, 1991 No product offering has had greater impact on the computer industry than the IBM System 360 This book describes the creation of this remarkable system and the developments it spawned including its successor System 370 **IBM Universal** International Business Machines Corporation, 1991 **Inside IBM** James W. Cortada, 2023-10-31 IBM was the world's leading provider of information technologies for much of the twentieth century What made it so successful for such a long time and what lessons can this iconic corporation teach present day enterprises James W Cortada a business historian who worked at IBM for many years pinpoints the crucial role of IBM's corporate culture He provides an inside look at how this culture emerged and evolved over the course of nearly a century bringing together the perspectives of employees executives and customers around the world Through a series of case studies Inside IBM explores the practices that built and reinforced organizational culture including training of managers employee benefits company rituals and the role of humor It also considers the importance of material culture such as coffee mugs and lapel pins Cortada argues that IBM's corporate culture aligned with its business imperatives for most of its history allowing it to operate with a variety of stakeholders in mind and not simply prioritize stockholders He identifies key lessons that managers can learn from IBM's experience and apply in their own organizations today This engaging and deeply researched book holds many insights for business historians executives and managers concerned with stakeholder relations professionals interested in corporate culture and IBMers *Building an on Demand Computing Environment with IBM* Jim Hoskins, 2004 This MaxFacts Guidebook describes the three components of IBM's new on demand business model so IT professionals can see the big picture and understand how their businesses can benefit Pros will come away with a new understanding of how to evolve a current computing infrastructure to achieve the flexibility vital to the emerging on demand business world Provided is an overview of key building block product lines such as IBM eServer systems TotalStorage Infoprint printers WebSphere DB2 Tivoli and Linux **Building IBM** Emerson W. Pugh, 2009-01-23 No company of the twentieth century achieved greater success and engendered more admiration respect envy fear and hatred than IBM Building IBM tells the story of that company how it was formed how it grew and how it shaped and dominated the information processing industry Emerson Pugh presents substantial new material about the company in the period before 1945 as well as a new interpretation of the postwar era Granted unrestricted access to IBM's archival records and with no constraints on the way he chose to treat the information they contained Pugh dispels many widely held myths about IBM and its leaders and provides new insights on the origins and development of the computer industry Pugh begins the story with Herman Hollerith's invention of punched card machines used for tabulating the U S Census of 1890 showing how Hollerith's inventions and the business he established provided the primary basis for IBM He tells why Hollerith merged his company in 1911 with two other companies to create the Computing Tabulating Recording

Company which changed its name in 1924 to International Business Machines Thomas J Watson who was hired in 1914 to manage the merged companies exhibited remarkable technological insight and leadership in addition to his widely heralded salesmanship to build Hollerith's business into a virtual monopoly of the rapidly growing punched card equipment business The fascinating inside story of the transfer of authority from the senior Watson to his older son Thomas J Watson Jr and the company's rapid domination of the computer industry occupy the latter half of the book In two final chapters Pugh examines conditions and events of the 1970s and 1980s and identifies the underlying causes of the severe problems IBM experienced in the 1990s

Exploring IBM ES/Server P-Series Jim Hoskins, Robert Bluethman, 2003-09 The eServer pSeries is IBM's strategic family of UNIX computers This updated overview and reference discusses the latest pSeries models options disk storage printers tape drives UNIX operating system enhancements e-business software displays network stations and much more Also addressed are business issues such as leasing versus purchasing maintenance strategies cost justification and office ergonomics Hypothetical case studies of small medium and large businesses illustrate how to solve real business problems with pSeries solutions This replaces 1885068816

Building Blocks of Society James W. Cortada, 2020-11-25 The history of information is a rapidly emerging new subfield of history Historians are identifying the issues they need to examine crafting novel research agendas and locating research materials relevant to their work Like the larger world around them historians are discovering what it means to live and work in a world that increasingly sees itself as an information society Long a discussion point among sociologists economists political leaders and media experts historians are integrating their methods and research into the larger conversation This book proposes a way to look at the history of information and to history as a whole that is simultaneously relevant to observers in other disciplines and familiar to historians of business economics sociology and technology The author presents that advocacy in two ways with theoretical and historiographical discussions of what information ecosystems and infrastructures are and their value for this kind of research second through a range of case studies applying those concepts The wide range of case studies is purposeful in demonstrating the applicability of the ideas presented in the early methodological chapters Themes mentioned in each of the early chapters are consistently applied in all subsequent chapters This book breaks from the more traditional historiography of book history sociological and philosophical discussions about knowledge and society The first two chapters focus on the craft of the historian in this new field better known as historiography and methods Subsequent chapters are case studies showing what results when a historian writes about ecosystems and infrastructures moving our discussion from theory to practice The book is an important and substantive contribution to this new subfield an essential primer as well as a major statement for all historians on how next to evolve their craft

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The Industrial Reorganization Act: The computer industry United States. Congress. Senate. Committee on the Judiciary. Subcommittee on Antitrust and Monopoly, 1973

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