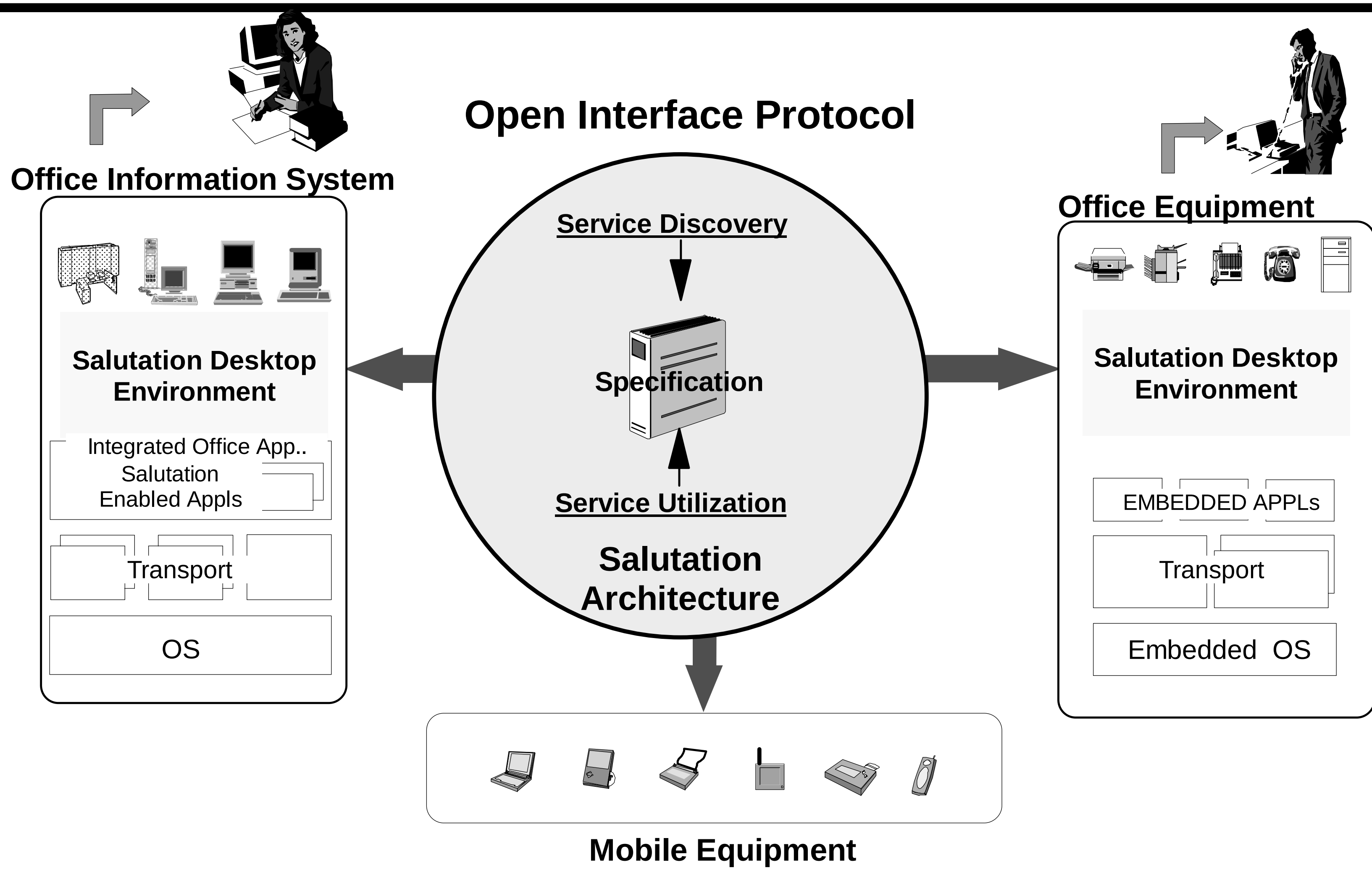
The Salutation Consortium

November 1996

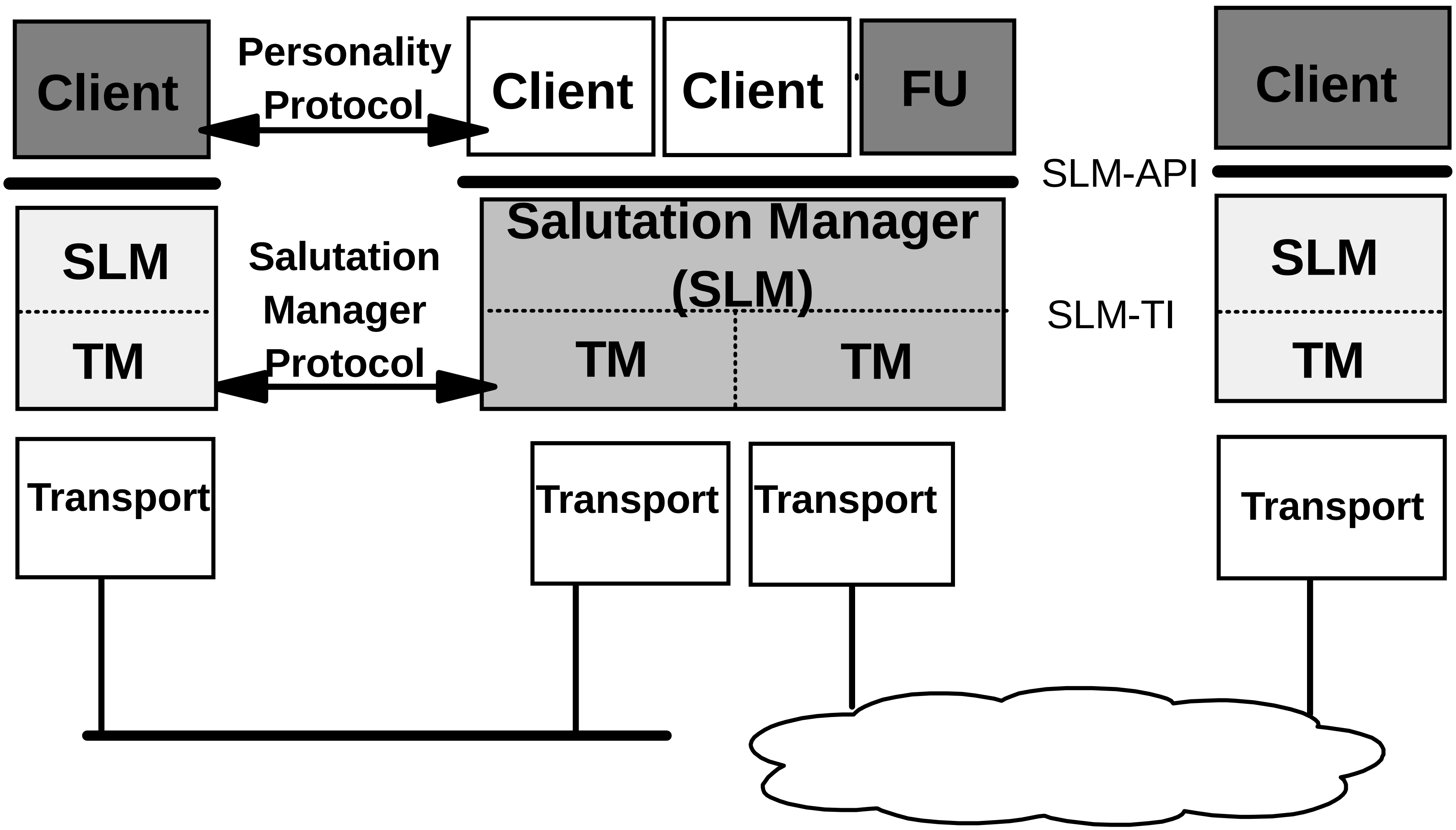
Prepared for Salutation Consortium
by IBM Corporation
For PWG Nov/96 Meeting

Salutation Architecture



* Standardization By Joint Activity among the Industry Companies
* Open Specifications
* CPU, OS, Transport,Independent Specifications

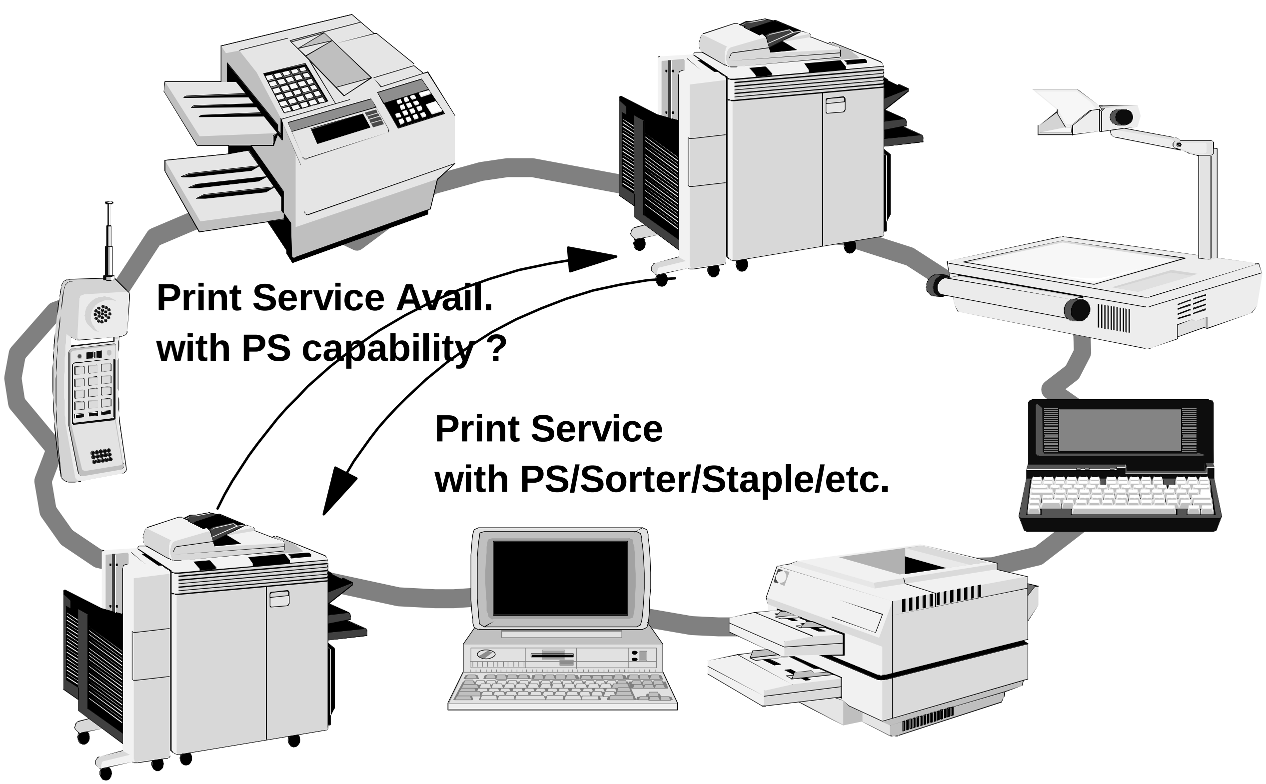
Architecture Model



Transport = TCP/IP, IPX/SPX, NETBIOS, IrDA, etc.

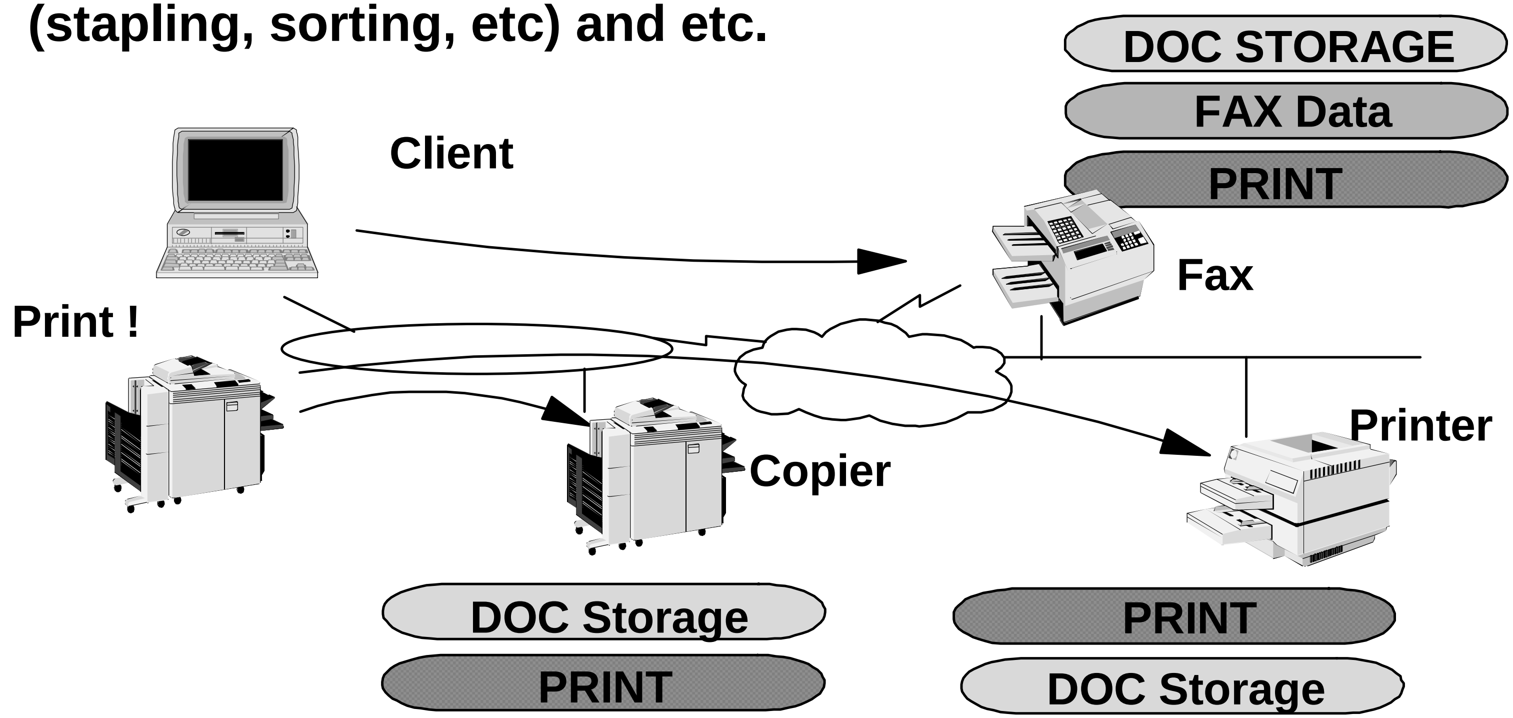
Salutation Manager (SLM)

- **Service Broker Role among Networked Office Equipment and Services**
  - **Service Discovery**
  - **Capability Exchange**

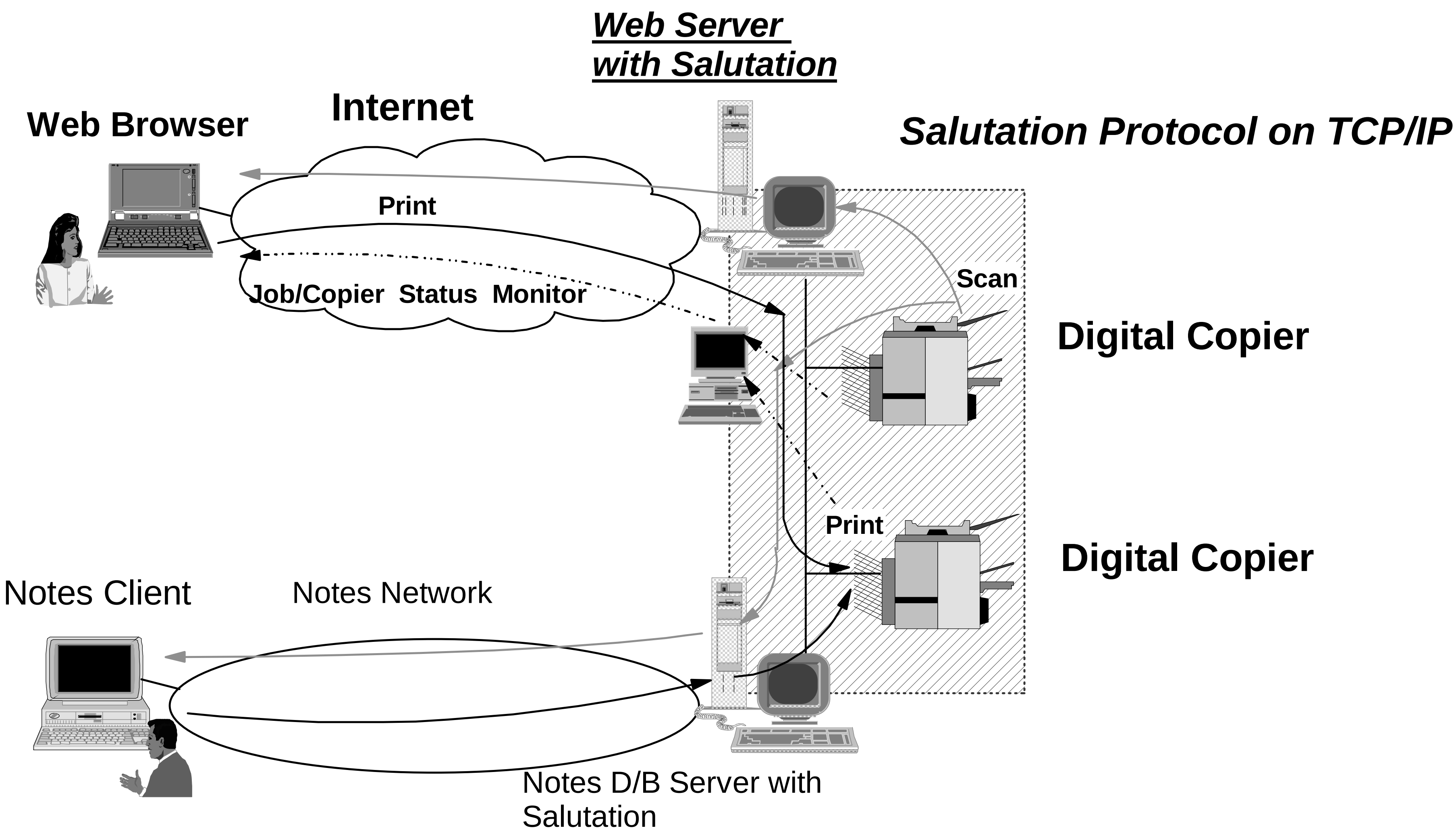


Functional Unit (FU)

- **Common Functions found in Office Equipment**
- **Functional Abstraction:**
  - **Defines Service Request command, e.g., SendFAX command, etc.**
  - **Abstracts Capabilities/Characteristics of Services, Applications and Devices as *Attributes*.**
    - **e.g., PDLs (PCL, ESC/P, PS, etc), paper size, finisher capabilities (stapling, sorting, etc) and etc.**



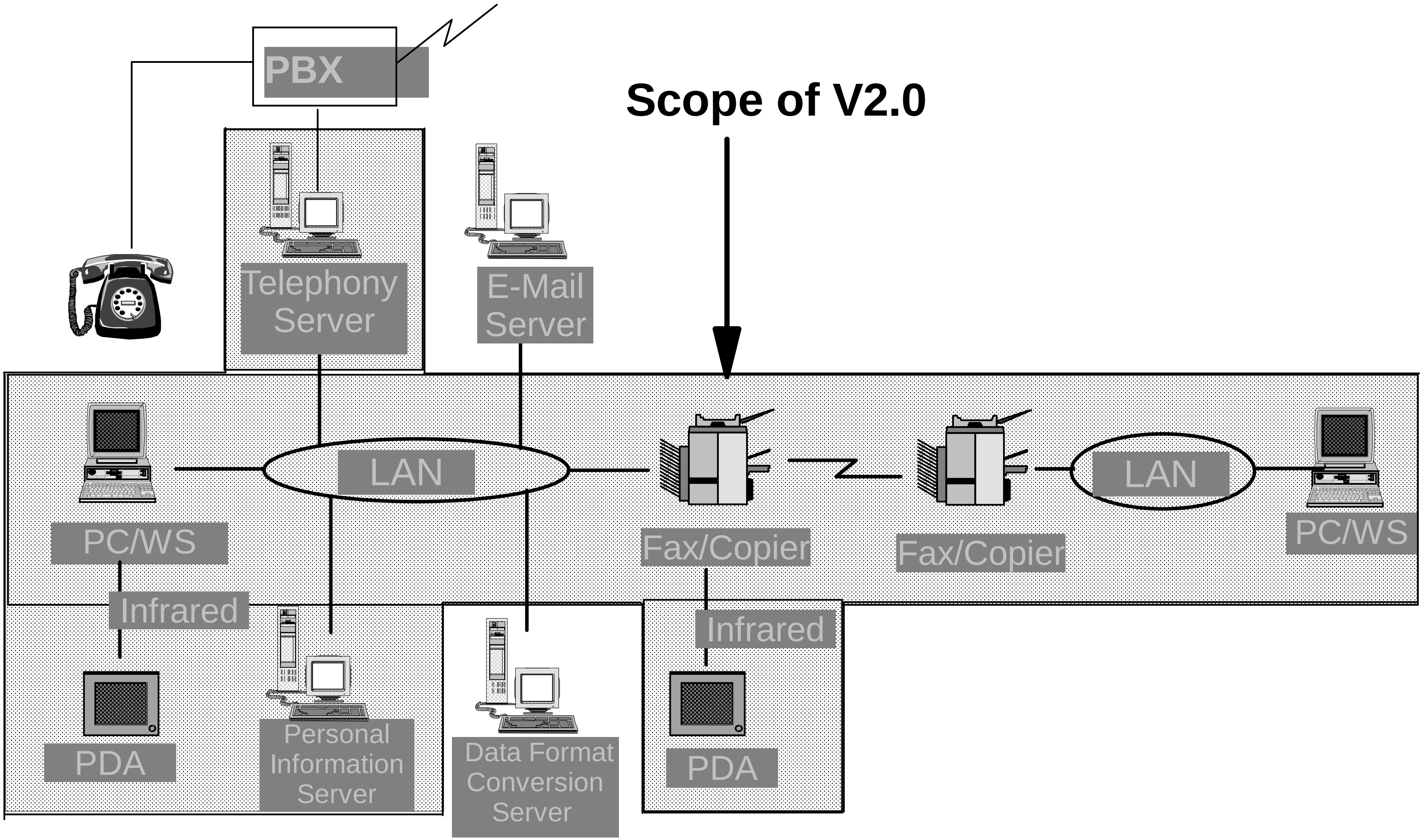
Demo at May/96 Tokyo Trade Show (Business Show)
- Office Equipment Utilization in Internet -



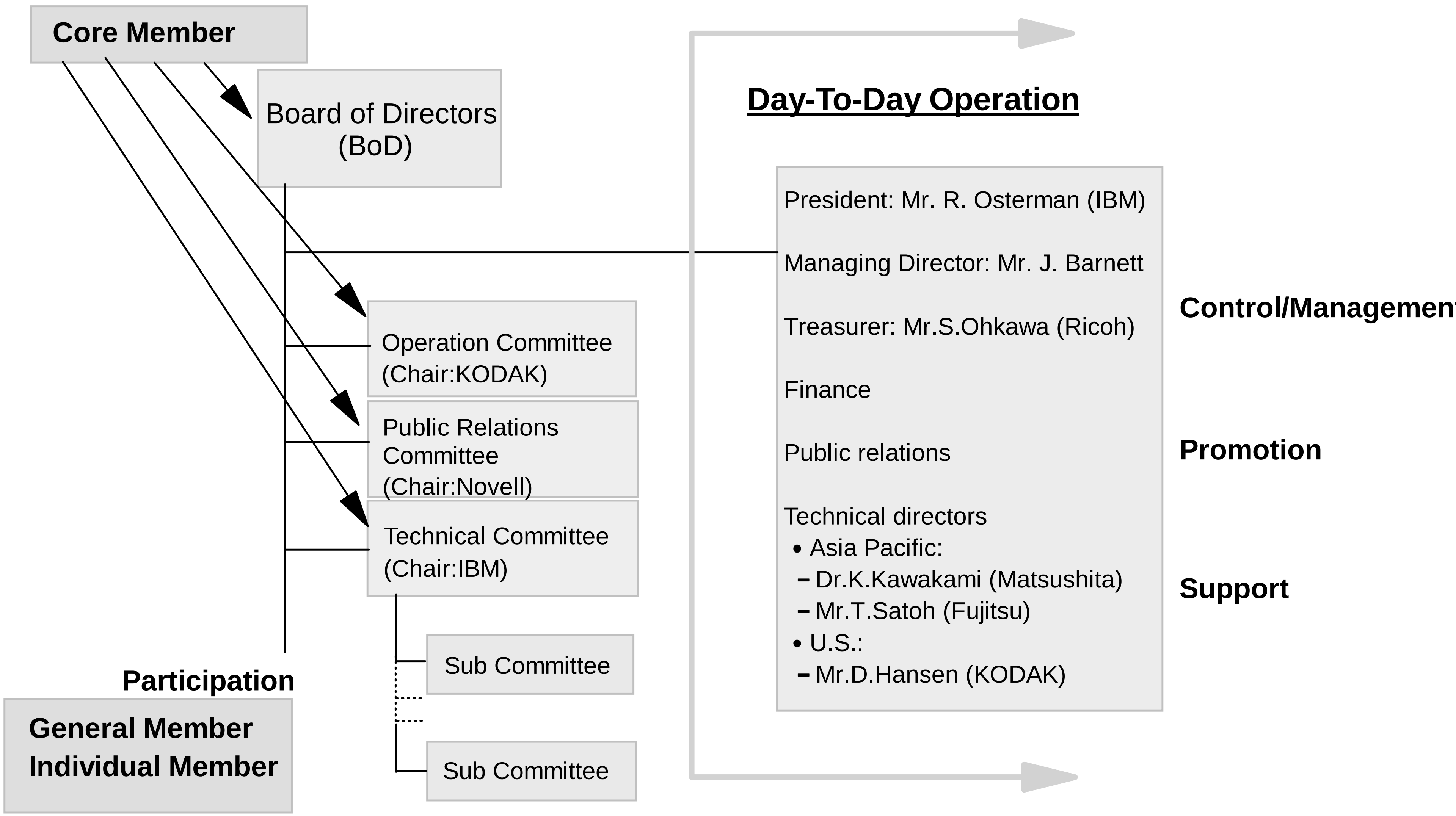
Salutation Benefit for Office System

- Utilize MFP as Network Copier, Printer, Scanner and Fax
  - Less Equipment, More usage
- Enjoy Networked Equipment without NOS
- Manage Office Equipment as a part of Office System
  - Management (Service Availability ,Alert,etc)
  - Accounting System
- Allow Mobile User for Easy/Simple Access to Office System
    - No need to worry about IP address, Device Driver, etc.
      (Service Discovery Implementation Allows For Automatic Selection/Loading of Required Device Drivers Into Mobile Client Side.)

Scope of SLA V2.0 - Jan/31/96



Consortium Formation



Consortium Members

- APTi
- Axis
- Brother Industries
- Canon
- Casio
- Eastman Kodak
- Fujitsu
- Fuji Xerox
- Hewlett-Packard
- Hitachi
- Integrated Systems (ISI)
- IBM
- Iwatsu Electric
- Kobe Steel
- Konica
- Lexmark
- Matsushita
- Microware Systems
- Minolta
- Mita
- Mitsubishi
- Muratec
- Novell
- Oki Data
- Ricoh
- RIOS Systems
- Sanyo
- Seiko EPSON
- Sharp
- Toshiba
- Xerox

COMDEX/Fall - 11/18-22

- Salutation Consortium Booth in Internet Pavilion (Adjacent to Netscape Booth)

- Demonstration of Internet-Appliance Collaboration
  - Lotus Notes and Web Server (IBM)
  - NetWare NDS (Novell)
  - Two Fax Products (Mita, Murata)
  - One Copier Product (Ricoh)
  - NetEye Camera (Axis)

Business Show '96 in Tokyo

(May 14, 1996 - May 17, 1996)

- Salutation Consortium Booth

- Participants : (10 companies)

  APTi, Canon, Fujitsu, IBM

  Matsushita, Mita, Muratec,

  Ricoh, Sharp, Toshiba

- Demonstration Scenarios :
  - Integration of DPPC and applications
  - Interoperability among PC,OA and Mobile
  - FAX Application in LAN Environment
  - On-Demand Print, etc.

- Sessions by Member Company Executives
  - Canon
  - Matsushita
  - Novell

Further Inquiry

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WWW : Salutation Consortium home page

- http://www.salutation.org/

  Salutation Architecture Specifications

  Application Form

  ByLaws, Member List, etc.