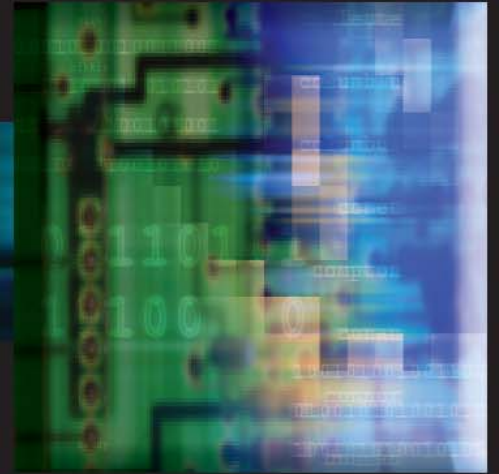
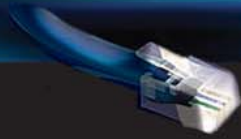


Make the Connection



COMMON
A USERS GROUP



Membership Information

What is COMMON ?

COMMON is an international professional association, which over the past 44 years has grown to become the world's largest membership organization of IT Professionals using IBM and IBM-compatible information technology. The organization is comprised of corporate, individual, and user group members representing more than 23,000 individuals involved with IBM iSeries and AS/400 applications and solutions.

Why Join COMMON ?

COMMON membership grants you access to top IBM executives, major vendors, and valued peer relationships. A membership coupled with each of COMMON's industry leading conferences provides an excellent return on investment. COMMON membership is a valuable asset to any successful IT Department, and COMMON conferences are the most cost effective means of continuing your IT education.

Highlighted below, along with the enclosed inserts are some of the benefits a COMMON membership will currently afford you:



Educational Conferences and Expos



Twice each year, COMMON Conferences offer you the industry's leading experts and is considered the best education in IT. COMMON conferences provide you with traditional class-room education, hands-on labs, the ability to voice your opinions and concerns at IBM's Town Hall meeting, the opportunity to participate in IBM focus groups, networking opportunities, and industry influence. The Expos give you a first-hand look at the latest products, technologies, and business solutions in the industry.

Networking

At the conference, you'll join thousands of fellow IT professionals, IBM executives, and developers in sharing both information and solutions. You can participate in formal forums, "Ask the Experts", or meet casually at other impromptu networking sessions, as well as a variety of COMMON's planned Networking Receptions.

Membership Publication

COMMON provides its members with a complimentary issue of our 4-color technical publication COMMON **CONNECT** 6 times a year. Each issue is packed with timely information on COMMON, our conferences, industry news and technical articles that could help you solve today's IT issues.

Members-Only

Access to COMMON's Members-Only section of our web site allows you to take advantage of **e-BOFs**, our online community forum, and handouts from all previous conferences, as well as other member benefits as they become available.



IBM Affiliate Program

As a member of COMMON, you can save hundreds, even thousands of dollars by purchasing through COMMON's IBM Affiliate Program. You will also have access to special offers on IBM eServers, software, services and storage products. This program gives you an exclusive opportunity to shop and save online!

IBM Trade-In Program

The IBM Trade-In Referral Program provides a total end-to-end solution for life cycle management on your technology investments. IBM offers cash back for any IBM or non-IBM parts and systems that still have residual value, as well as recycling services for hardware which has become obsolete.

e-BOF is an online community forum. It combines the advantages of a bulletin board with the benefits of COMMON's well-known "Ask-the-Experts". Each month, an expert in a given topic will be scheduled in a topic room and available to answer pre-posted questions. Members may post questions, as well as reply to others throughout the year. This not only allows members to solicit input from COMMON experts on a given subject, but will also allow the exchange of ideas and solutions with peers in the industry, some of whom may have already solved the exact issue you may now be challenged with.

Rooms are categorized by subjects. Some rooms may have multiple discussions. For example, the Lotus Room may have a Lotus discussion as well as a Domino discussion. Likewise, the RPG Room may have discussions for RPG II, RPG III, and RPG IV.

Current Rooms:

- RPG Room
- Java Room
- Lotus Room
- Web Application Room
- Security Room
- Linux on iSeries Room

Rooms are added based on demand.

For further details, or to sign up to participate, please visit COMMON's web site at www.common.org

A stand-alone conference for iSeries Decision Makers held within the COMMON Education Conference & Expo for the best of both worlds

Highlights...

- Receive timely, executive-level instruction from iSeries industry leaders
- Maximize your iSeries investments
- IBM leaders and other leading vendors show you the future
- Set exclusive appointments with exhibiting vendors and solution providers
- Network with colleagues, industry experts, and IBM Executives

COMMON Health Insurance Program

COMMON members are faced with many tasks...and providing quality medical care for you, your family, or employees may be one of them. If so, you may not have the time to shop around, you have limited options, or the options you do have are simply too costly.

With this in mind, COMMON put together a Health Insurance Program using multiple insurers and options to help you simplify this process and identify a plan that meets your needs.

The administrator of this new program has ample experience: multiple insurance company contacts, national web marketing, customer base of primarily individuals and small employers, hundreds of monthly phone calls, emails, and requests for answers. They know the first two questions are price and coverage. Are there co-pays for doctors and drugs? What's the deductible? What's the out of pocket maximum before the insurance company pays 100%, and what's the lifetime benefit? They have the answers.

For additional information on this member benefit, please visit www.common.org or call COMMON at 800.270.8223.

COMMON members - common needs - personal solutions!

Your Return on Investment (ROI)

Joining COMMON pays immediate dividends. As a member, you have access to the members-only section of our Web site, which contains a sampling of session handouts from prior conferences. You'll also receive our bimonthly magazine COMMON**CONNECT** and enjoy exclusive savings and discount programs.

Membership also entitles you to attend COMMON conferences, which have been cited as one of the most cost-effective ways to gain the tools and knowledge you need to meet the changing demands of information technology. You'll pay a reasonable amount for intensive education, unlike any offered within the industry, and you'll garner a tangible, immediate return on your investment.

In addition to the direct savings on education, conference attendees make professional contacts whom they can consult long after the conference ends. They have direct access to IBM developers and managers. The Expo offers an opportunity to talk one-on-one with industry vendors who provide the latest products and services. This means attendees return to the office with real-time solutions that can be implemented immediately-without wasting countless hours in independent research.

A typical COMMON conference attendee participates in nearly 40 hours of sessions presented by leading professionals in the IT industry - individuals who would charge up to \$500 per hour, if you could secure them! At COMMON conferences, they're a standard part of our educational package.

Don't miss your chance to join us at our next conference and experience the education and information-sharing opportunities that only COMMON can offer.

ROI Example

Take a look at how one conference attendee calculated his "Return on Investment" by attending a COMMON conference.

His company faced IT challenges. By attending a COMMON Conference he received the help he needed to tackle those projects. Without COMMON, he would have incurred the cost of bringing in a consultant and using various sources to educate himself, including time consuming and costly classes.

(cont. on back)

By attending a COMMON Conference and following the appropriate Course of Study during the conference, an attendee will gain the knowledge he needs—and more—in less time, and at a lower cost.

Costs avoided by attending COMMON Conference

<u>Solution</u>	<u>Cost</u>
3 days of consulting	\$4,080 (24 hours x \$170/hour)
Book purchase	\$65
Seminar or online class	\$595
Time away from office for education	\$480 (8 hours x \$60/hour)
65 hours research	\$3,900 at \$60/hour
Total cost	\$9,120

Costs incurred by attending COMMON Conference

<u>Solution</u>	<u>Cost</u>
COMMON conference registration fee	\$1,295
Travel/housing/living costs	\$1,500
Time away from office for confrence	\$2,400 (40 hours x \$60/hour)
Total cost	\$5,195

Savings \$3,930.00

Shouldn't you be cashing in on the potential of what COMMON conferences can do for you and your business?

AVIS Car Rental Program

COMMON members are entitled to special savings on all classes of Avis rental cars--to help with transportation year-round as well as special discounts while attending our conferences. From daily rates to weekly rates you'll be sure to save on your car rental needs by participating in COMMON's AVIS Program.

NEXTEL

NEXTEL and COMMON have teamed up to offer you a 20% discount on all cellular and walkie-talkie products offered through ITS-NEXTEL.

▶ Coast-to-coast digital walkie-talkie built into every phone for instant contact

▶ Flexible rate plans to fit your lifestyle

▶ BlackBerry PDA with cell phone and walkie-talkie. With a BlackBerry, you can send and receive email, run Java applications, browse the Internet, utilize server-based solutions for organizations using Microsoft Exchange or IBM Lotus Domino, centralized administration tools for IT Departments and much more!

And now, you can switch your wireless service to Nextel and keep your existing phone number!

For more information, please call COMMON's Membership Department at 800.270.8223 or ITS-NEXTEL at 708.873.0200.

Club Quarters

With your COMMON membership, you become a member of these private, full service hotels (a new concept for the hotel industry). You will pay lower rates for quality hotel rooms in the best locations in the center of a major city. Club Quarters are located throughout the United States and in London. Some current locations are listed below with more locations to come in the near future:

Boston: 161 Devonshire Street (near Post Office Square)

Chicago, Central Loop: 111 West Adams Street (near LaSalle)

Chicago, Wacker at Michigan- 75 E Wacker Drive

Houston - 720 Fannin Street (off Rusk and Main Streets)-open early 2004

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New York, Midtown - 40 West 45th Street (off Fifth Avenue)

New York, Downtown - 52 William Street (off Wall Street)

Philadelphia: 1628 Chestnut Street (opposite Liberty Place)

San Francisco - 424 Clay Street (across from Embarcadero Center)

Washington, DC: 839 17th Street, NW (on Farragut Square)

London: In the Historical "City" (Financial and Business District)

Gracechurch - 7 Gracechurch Street

St. Paul's - 16-28 Ludgate Hill

230 W. Monroe
Suite 220
Chicago, IL 60606

Phone: 800.777.6734

www.common.org