



News from WA

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Welborne Associates Launches Online Quoting System



Starting April 1, 2010 Welborne Associates opened an online store for quoting purposes.

The online quoting system allows our clients to browse for particular products they may be interested in acquiring. The system then notifies Welborne Associates Staff of the request for a quote. Our personnel review the request and provide a quote for the items selected. They then look at the items selected and may contact you with suggested revisions based on cost savings, functionality changes, or other benefits.

Navigating the catalog is easy and efficient utilizing drop down category menus and search capabilities.

low you to narrow down your product alternatives and give you a better way to make business decisions.



You can research further into product details by click on a specific product and viewing detail Specifications and Extended Specs. You can even browse a compatible accessories list as well as list of similar products.



Quick filters and side by side comparisons al-



Once you have researched, selected an compared products you can easily request a quote by simply pressing the Quote Me button next to your selected product.

If you have additional products to purchase, you may continue adding these prod-



ucts to a shopping cart and then request a complete quote.

At check-out you are given the option to register or request a one-time quote.

Registration gives you the option to monitor your activity as well as speed up subsequent requests.

Go to : <http://www.welborne.com/estore> to look over the site.

A big thanks to our testers/clients who participated in developing this great tool!

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Please help us to continue to provide excellent service to our clients by filling out the questionnaire at:

[welborne.com/survey](http://www.welborne.com/survey)

Online Quoting Tool - Tips and Tricks

Top 10 “Value” Picks are the featured items on the Home Page at www.welborne.com/estore.

These items are often selected from the real-life needs of our clients and they are distinguished from similar products because of characteristics such as total cost of ownership, ergonomics, and effectiveness.



Top item featured this month is the HP Laserjet P2055DN Printer. Why? Because it is a quality HP laserjet printer. This means it costs more upfront but it pays off in many small ways that add up to big savings.

The HP P2055DN laser jet savings start with the 2.5 cents/page cost for toner which is the best cost/page available for a low volume laser printer. Below are some considerations that are not often considered when choosing between a \$200 laser printer and a \$500.00 printer:

The P2055DN can be a standard printer for any office because it can be used as a per-

sonal “convenience” printer, e.g. on someone’s desk, or it can be shared by a small workgroup. If more than one printer is needed then this means less sku’s (stock keeping units) in the supply closet. Networking is the “N” in P2055DN.

It prints on two sides of the paper automatically which often saves a second sheet of paper, especially when only one or two lines are printed. e.g. unnecessary data contained at the bottom of a webpage. This also saves staples and the time to staple and then the space to store two pieces of paper stapled together. Automatic, two sided printing is the “D” in P2055DN.

Fast, first page out. 8 seconds for the first page out is more than a few seconds faster than the competitors. It means that this printer is using the highly efficient and long lasting HP technology that gave them their market share advantage for the past fifteen years. The “instant on” technology uses less electricity and it lasts a long

time. Any other laser technology, sometime used in low end HP laser jets or in other brands, and the product life and duty cycle is reduced. Also, the cost per page for toner can increase significantly.

The technology in the HP 2055DN printer is very similar to the HP Laserjet 6P that I purchased in 1997 and it is still running. Also, my printer at home is always on, which means that the laptop running on the kitchen table (or anywhere in the house) can always print and do it instantly.

If you are looking for a printer, check out the “Components” section of the Welborne.com/estore. When you find one that you are interested in drop us a quote. Be sure to mention, on the comments page, what it is for and, as much as possible what features are most important.

SonicWall NSA 2400MX Now Available

The all new SonicWALL NSA 2400MX eliminates the need for independent security and switching products by combining robust security and flexible switching in a single, expandable, easily deployed and managed solution.



Whether you currently run a PRO 1260 or even a PRO 2040, you will find value in many of these new features:

1. Increased Port Density with Advanced Switching – delivers the highest port density of any product in its class, featuring (10) 1 GbE and 16 FE ports, port bonding, QoS and port-level security.
2. Modular Expansion. Providing support for future expansion modules from SonicWALL, the NSA 2400MX will
3. Flexible intelligent switching – provides features such as VLAN trunking, Layer 2 QoS, Layer 2 network discov-

be able to further increase switching port density, or provide WAN termination for T1/E1 and ADSL by assuming responsibility for WAN access and eliminating unnecessary routers from the network.

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Greatest lesson from recession: Keep employees happy*

The biggest takeaway from the recession for employers could well be to take better care of their workers, according to a recent survey of chief financial officers (CFOs). Nearly three in 10 (27 percent) executives surveyed said they learned not to overlook team morale. CFOs also cited the value of controlling costs early on (22 percent) and not cutting personnel too deeply (22 percent).

The survey was developed by Robert Half Management Resources, which provides senior-level accounting and finance professionals on a project and interim basis. It was conducted by an independent research firm and includes responses from 1,400 CFOs from a stratified random sample of U.S.

companies with 20 or more employees.

CFOs were asked, "Which one of the following is the greatest lesson you have learned from the recession?" Their responses:

Place greater focus on maintaining employee morale 27%

Take decisive measures more quickly to avoid multiple rounds of cost cutting 22%

Make sure you have enough staff to maintain productivity 22%

Implement more detailed succession plans for company 15%

Other 1%

No lessons learned 11%

Don't know/no answer 2%

"Without a motivated workforce and adequate staffing levels, companies can be ill-equipped to take advantage of improving market trends," said Paul McDonald, executive director of Robert Half Management Resources. "They may also risk losing top employees as the job market strengthens."

McDonald added, "Many companies have realized that reducing costs in various operational areas earlier in the downturn would have better prepared them for the slowdown."

*As published in ConnectIT News By: Mark Cox

" Without a motivated workforce and adequate staffing levels, companies can be ill-equipped to take advantage of improving market trends"

Security and Flexible Switching Combined (from Page 2)

- er and link aggregation.
4. Next-Generation Unified Threat Management (UTM) Security – integrates intrusion prevention, file and content inspection, and Application Intelligence, enabling data leakage prevention and granular application control.
 5. Advanced Routing Services and Networking Features – include support for Open Shortest Path First (OSPF), Router Information Protocol (RIP), 802.1q VLANs, Multi-WAN failover, zone- and object-based management, load balancing, advanced NAT

modes and more, to ensure network availability, ease of integration, and granular configuration flexibility.

Businesses require robust security to protect against today's emerging threats. At the same time, they need flexible switching to communicate effectively in a fast-paced global marketplace.

The SonicWALL® NSA 2400MX makes achieving both of these goals possible in one easy-to-use, affordable, consolidated solution.

Security

Complete situational awareness that keeps your network safe from new and evolving

threats.

Performance

High-speed performance removes the network bottleneck.

Flexibility

Flexible, intelligent switching capabilities fit any small- and medium-sized or distributed organization.

Ease-of-Use

Easy to set up, operate and manage.

For additional information about the NSA 2400MX call us at 219-879-3584

"Businesses require robust security to protect against today's emerging threats. "



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Shadow Glow Reflection
Gradient & Shadow Bevel

What's New in Office 2010? - Part 2

Office 2010 is scheduled to launch this month. This is the second of a series of articles highlighting what's new.

Top 10 new things in Word 2010:

1. *Discover an improved search and navigation experience:* You can now view a summary of search results in a single pane and click to access any individual result. The improved Navigation Pane provides you with a visual outline of your document so you can browse, sort and find what you need quickly.

2. *Work with others without waiting your turn:* With co-authoring, you can edit papers and share ideas with others at the same time. You also can view the availability of people authoring the document with you and easily initiate a conversation without leaving Word

3. *Access and share your documents from virtually anywhere:* Post your documents online and then access, view and edit them from just about any computer or your Windows phone.

4. *Add visual effects to your text:* you can apply format-

ting effects such as shadow, bevel, glow and reflection to your document text as easily as applying bold or underline.

5. *Turn your text into compelling diagrams:* Choose from dozens of additional SmartArt® graphics to build impressive diagrams just by typing a bulleted list.

6. *Add visual impact to your document:* Adjust pictures with color saturation and temperature controls and get improved tools for easier and more precise cropping and image correction to help you turn a simple document into a work of art.

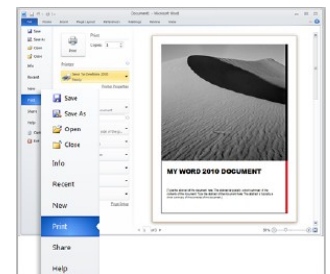
7. *Recover work you thought was lost:* Accidentally closed a document without saving? No problem. Word 2010 lets you recover unsaved versions of recently edited files as easily as opening any file, even if you never saved the document.

8. *Transcend communication barriers:* Translate a word, phrase or document more easily than before. Set separate language settings for ScreenTips, Help content and displays. And, get additional assistance for English as a second language with English text-to-speech play-

back.

9. *Insert screenshots and handwriting into your documents:* Capture and insert screenshots directly from Word 2010 to quickly and easily incorporate visual illustrations into your work. And, when you use a tablet-enabled device such as a Tablet PC, you get improved tools for formatting ink as easily as you format shapes.

10. *Accomplish more with an enhanced user experience:* The new Microsoft® Office Backstage™ view replaces the traditional File menu to let you save, share, print and publish your documents with just a few clicks. And, with the improved Ribbon, you can access your favorite commands even more quickly by customizing tabs or creating your own to personalize the experience to your work style.



Contact Welborne Associates for details.