

IN THIS ISSUE

We're addressing the subject of virtual business, the power and support needed to do business at the speed of the internet.

Table of contents

Notice to all VAX Users.....	page 1
Compaq Ships Three Millionth Server	page 2
Welborne Associates now has an additional MCP	page 2
Tru64 UNIX on AlphaServer systems.....	page 3
PSINet InterFrame.....	page 4
WhatsUp Gold	page 4
Compaq Armada-Solutions for Web-enabled Business.....	page 5
A Great Deal on a Multifunctional Printer.....	page 6

Did You Know?

Mondavi Winery relies on Compaq	page 3
Web Design	page 3

Notice to all VAX Users

Plans are underway at Compaq to bring VAX hardware products to end-of-life over the next two years. The transition from VAX to Alpha has been very successful and we are seeing a much greater demand for Alpha products. Therefore, Compaq will be announcing last order and ship dates for its VAX hardware products.

It is important that VAX users are aware of retirement plans to be able to manage the migration as smoothly as possible to the newer Compaq server technology. The schedule for bringing the VAX hardware products to end-of-life will be phased out over time.

<u>Model</u>	<u>Last Order Date</u>	<u>Last Ship Date</u>
VAX 7000 Model 800	September 30, 1999	December 31, 1999
VAX station 4000 Model 96	September 30, 1999	December 31, 1999
VAX 4000 Model 108	September 30, 2000	December 31, 2000
MicroVAX 3100 Model 88/98	September 30, 2000	December 31, 2000

We will be happy to help you migrate to the new Alpha technology. With over 30 years in the computer field, we have worked with all the systems, new and old, and specialize in "Legendary Solutions for Legacy Systems". Just give us a call. 800-299-3584

Welborne Associates Congratulates Irene Barker, Microsoft Certified Professional

Welborne Associates is pleased to announce that Irene M. Barker has earned Microsoft Certified Professional status for Windows NT. She has been recognized by Microsoft as an individual with the technical training skills and knowledge needed to design, implement, and support solutions in Microsoft NT installations.

Barker's expertise is in the Windows NT field, which complements and extends Welborne Associates' capabilities in networking integration. Her past experience has centered on internet mail and messaging support. All Welborne Associates technical staff hold Microsoft Certified Professional status.



Compaq Ships Three Millionth Server to Planet Online

Milestone Achieved in Record Time with Shipment of 8-way ProLiant Server

HOUSTON, November 2, 1999 - Compaq Computer Corporation (NYSE: CPQ) today became the first company to ship three million industry-standard servers, which is more than the combined shipments of IBM, HP and Dell. This milestone is another proof point of how Compaq delivers high-performance *NonStop*[™] eBusiness solutions for its customers' most demanding applications.

The Compaq logo, consisting of the word "COMPAQ" in a bold, red, italicized sans-serif font.

Planet Online, a backbone Internet Service Provider (ISP), purchased the 3 millionth server, a Compaq ProLiant 8500 8-way server, with Compaq/Intel co-developed Profusion architecture and Pentium® III Xeon[™] support. The purchase reinforces Compaq's growing strength in the ISP and Application Service Provider (ASP) markets, and builds upon its leadership in the Industry-Standard Server and Web server markets.

"This milestone speaks volumes about the broad customer endorsement of Compaq's ProLiant standards-based platforms," said Mary McDowell, vice president and general manager, Industry-Standard Server Division, Compaq Computer Corporation. "Working closely with our customers and partners, Compaq has become the only company to ship 3 million industry-standard servers, making us the clear market leader. Compaq is committed to providing customers with the most manageable, reliable and highest performing servers to maximize the competitive advantage in a nonstop world."

John Beaumont, managing director of Planet Online accepted delivery of the 3 millionth server from Compaq's President and Chief Executive Officer Michael Capellas, at the GartnerGroup Symposium/ITxpo in Cannes, France.

The innovative capabilities of the 8-way ProLiant server were particularly appealing to Planet Online, which handles over 400,000 e-mails per hour and receives more than one million hits per day on the Web sites that they host. Currently, more than 2,500 companies have their Web services hosted within the Planet Online network operations center. Planet Online, headquartered in the United Kingdom, is the Internet company of Energis (the rapidly growing FTSE 100 telecoms company). Planet Online is the UK Internet Service Provider Association's "Best Business ISP" and is the ISP behind Dixons' Freeserve.

Compaq's 8-way ProLiant servers offer new levels of power across a broad range of applications, changing the way enterprise customers, ISPs and ASPs conduct e-business. Compaq introduced its first industry-standard server in 1989 and by 1996 sold its one millionth server. Less than two years after this, the company reached its two million milestone, and just 13 months later shipped its three millionth server. Today, one of every three servers shipped is a Compaq ProLiant.

[Page 2]

Welborne Associates is dedicated to providing the equipment and knowledge to enable organizations and businesses to make the most of their solutions. If you'd rather access this document live on the web, click on:

<http://www.welborne.com> and follow the links to the current newsletter.

If you find this newsletter useful, feel free to forward it to an associate, or send an email with pertinent information to info@welborne.com, to add someone else to our mailing lists.



Welborne Associates
5185 W. Indian Trail, LaPorte, IN 46350
Phone 800-299-3584

Tru64 UNIX on AlphaServer systems

24x365 enterprise power-without the complexity-at an affordable price

Availability. Scalability. Manageability. Security. It's what organizations look for in today's Internet-driven eBusiness economy-and it's what CompaqTru64 UNIX on AlphaServer systems delivers, more easily and affordably than any other RISC UNIX platform on the market.

Availability that scales with your eBusiness

AlphaServer systems running Tru64 UNIX scale with ease, from the entry-level AlphaServer DS10 to a 14-processor AlphaServer GS140-with the same robust operating system spanning the range. Competitive eBusiness calls for platforms that scale dynamically to meet unpredictable computing workload demands. "Our purpose was to provide the best possible Web hosting service for a very competitive price," said Chris Atkins, director of Commercial Product Development at MindSpring. "We are beefing up our infrastructure by adding new Compaq AlphaServers, which have proved to be among the fastest and most reliable for Web hosting.

" Superior "on board" management and security

With a clustered Tru64 UNIX solution, when business booms, management costs don't. Because a Tru64 UNIX TruCluster configuration has a single system image, cluster file system and cluster alias, it can be managed as easily as a single system. Implementation and ongoing management are dramatically simplified, for faster time to solution and reduced cost of ownership.



Mondavi Winery relies on Compaq and Check Point to keep the wine-and information-flowing

As one of the world's largest wineries, California-based Robert Mondavi Winery annually distributes almost six million cases of ten different wine labels crafted at its seven wineries around the world. But these days, there is more than wine flowing at Mondavi. An information platform anchored by Compaq ProLiant servers, Microsoft Exchange and Check Point SecuRemote is helping transform the old-world winery into an information-age competitor.

Mondavi's nearly 200 field salespeople have demonstrated a surprising reliance on the latest information technology. By dialing into a network through a local ISP connection, salespeople can exchange e-mail, check inventory, create spreadsheets to analyze account sales and profitability-even access the company's decision-support system to run online queries. The winery operates about 45 Compaq ProLiant servers-ranging from the Compaq ProLiant 1500 to the Compaq ProLiant 7000-to support firewall, Microsoft Exchange, Microsoft SQL Server and other critical company applications. "For us, it's not a question of which server brand, but which Compaq server?," says Brian Shelden, Mondavi's IS director. "We don't even consider other vendors. Compaq servers offer reliability and performance in one package."

How it works

- Compaq ProLiant 1850, ProLiant 7000 and ProLiant 2500 servers
- Intel Pentium II 450, Intel Pentium II 400 Xeon, Intel Pentium Pro 200
- Microsoft Windows NT Server 4.0
- Novell NetWare 4.1.1
- CheckPoint Firewall 3.0 and SecuRemote 3.0
- Microsoft Exchange Server 5.5 and SQL Server 7.0
- Compaq Insight Manager



Web Design

Just for fun-check out: <http://www.sting.compaq.com/> It's an innovative use of active graphics. If you are working on web design, the site <http://bignosebird.com> has a huge database of free graphics and good ideas for browsing. There's so much to learn in designing for the web and new things crop up constantly.

Welborne Associates can design your web site for you, with a designer on staff, as well as the technical experts to take care of the hardware and software to support it.

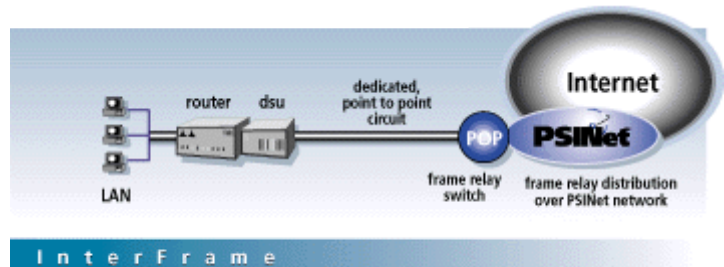


PSINet InterFrame

Once you make the decision to take your business online, getting the right kind of connection is vital. A large part of our consultation with you will be to carefully assess your needs and expected online traffic. We work with PSINet, an international Internet provider to help you connect to the kind of service you need for reliable access. Your own particular business situation will determine how fast and dedicated your connection needs to be. InterFrame is one of the fastest and most reliable, but may be more or less than your own particular needs dictate.

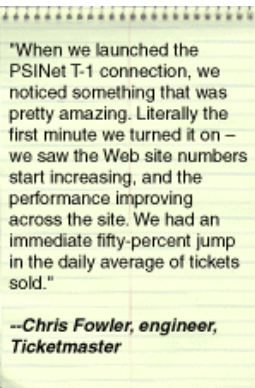
Maximum-performance Internet Access

InterFrame provides full-time Internet access at speeds from 56Kbps to 10.5Mbps with options for managing application performance, security, and more. Unlike other dedicated services that merely provide communal access to the Internet, PSINet InterFrame directly connects your local area network to PSINet's powerful network via a dedicated, point-to-point circuit.



Customers may initiate the NxT1 option starting at 3Mbps, linking multiple T1s up to 10.5 Mbps for higher levels of bandwidth as needed.

- Ideal for medium- to large-sized businesses that need reliable, full-time, high-speed Internet access



- Provides superior performance for mission-critical applications such as customer support, document management, research, intranets, VPNs, WANs
- Complete package includes telephone consultation with a PSINet installation engineer to get up and running quickly and easily
- Service guarantee, emergency back-up service, and optional on-site service
- Scalable connection lets you add capacity all the way to 10.5 Mbps
- Includes Internet domain name registration, unlimited phone and e-mail support during business hours, free tutorials, and network monitoring 24 hours a day, seven days a week
- We'll recommend Internet access hardware and can provide pre-configured, Welborne Associates-certified equipment as part of the service

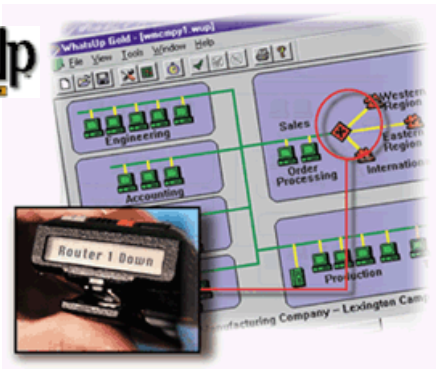
WhatsUp Gold

Keep network downtime to a minimum with **WhatsUp Gold** -- the fast and sensible way to monitor your network. It's easy to configure for your precise network environment, scalable to monitor growing enterprise networks, and simple to administer.

WhatsUp Gold provides a variety of real-time views of your network status and alerts you to network problems remotely by pager or e-mail before they escalate into expensive downtime events.

New in Version 4.0:

WhatsUp Gold's superior graphical interface helps you create network maps, add devices, specify services to be monitored, and configure alerts in minutes. It even monitors complex multiprotocol enterprise networks without additional hardware, extra software, or network device modification.



Event and Statistical Reports - track system and service downtime and key polling statistics on a per-device basis.

Group Notifications - easily define "response teams" to be notified of an alert condition while eliminating duplicate notifications.

Custom Services Monitoring - quickly set up to monitor popular applications such as Lotus Notes, Oracle, SQL Server, Sybase, MS Exchange, and more.

Mapping - create a wide range of customized maps with user-defined host types and icons.

Extensibility - implement additional custom monitoring "add-in" solutions.

WhatsUp Gold, Version 4.0 is available for order through our website: <http://www.welborne.com>

For the support and knowledge to go with it, call us-800-299-3584.



Compaq PC Advantages Solutions for Web-enabled Business

Announcing new, low-cost **NonStop™** eBusiness products

To help you maximize your revenue-generating opportunities in the global Internet marketplace, Compaq has launched an outstanding portfolio of innovative **NonStop™** eBusiness offerings.

New Armada models with 400MHz PII processor

New models of the Compaq Armada 7800 and 1750 series now feature the latest Intel Mobile Pentium II processor at 400MHz- peak PII power and performance for Internet demands. Standard on both notebooks is a dazzling thin-film transistor (TFT) display supporting up to 16.8 million colors. Both are available immediately with either Windows 95 or Windows NT 4.0 preinstalled.

Next-generation Armada M300, M700, and E700 portables for Internet **NonStop™** eBusiness

Compaq also recently announced three high-performance, next-generation Armada portables offering exceptional mobility and enterprise expandability for today's highly mobile professionals as well as common docking and common options for lower total cost of ownership (TCO).

Common docking solutions are available, further reducing TCO, simplifying asset management and facilitating lifecycle planning and management for the enterprise. For more about the new portables, call us. 800-299-3584

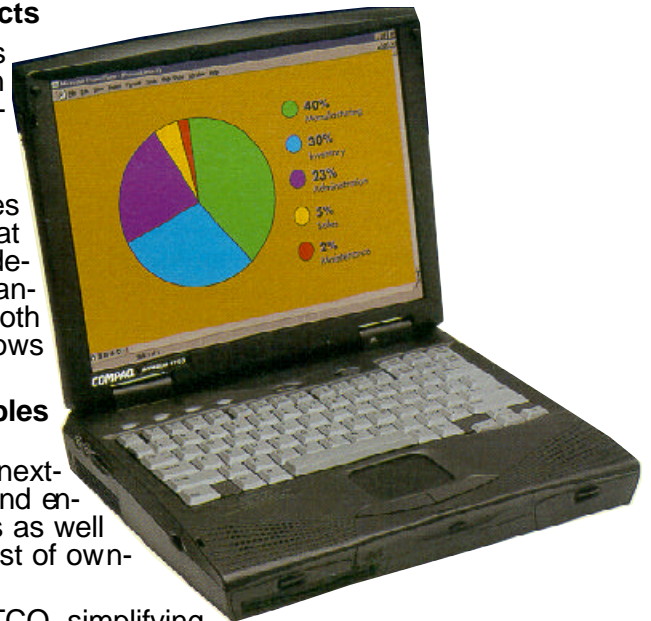
Smart card technology for network security

Improving upon current security options, Compaq's new smart card products for Compaq Deskpro PCs provide a secure environment in which to conduct **NonStop™** eBusiness computing. Using smart cards, users can securely log into their networks from any location and proceed with secure transactions over public and private networks, keeping their corporate edge in Internet-based enterprise computing.

Designed for immediate, out-of-the-box productivity, industry-leading Compaq was the first to offer an Enhanced Smart Card Reader and Keyboard to meet higher security demands cost-effectively.

Wireless LAN and one-touch Internet keyboard

Another first-Compaq is the first PC manufacturer to offer a highly affordable, easy to install, standard-based wireless local area network (LAN) solution for growing businesses. Try out the new Compaq Internet Keyboard for Prosignia Desktop PCs, delivering one-touch access to Internet solutions, services and information tailored specifically for small and medium-sized businesses.



Armada 7400 - Windows NT
Intel® Pentium® II processor
366 MHz, 14.1" TFT
System Price

\$3,599.00

- Only 1.6" thin!
- Intel® Mobile Pentium® II processor 366MHz
- 10.0GB SMART Hard Drive
- 14.1" CTFT(1024x768) display
- MultiBay 24x Max CD-ROM
- Microsoft Windows NT Integrated Modem
- Add an extra battery pack and carrying case for working on the go!
- Wide selection of expansion bases for unprecedented



Armada 7400 - Windows 95
Intel® Pentium® II processor 333 MHz,
13.3" TFT System Price
\$2,699.00

- Only 1.6" thin!
- Intel® Mobile Pentium® II processor 333MHz
- 6.4GB SMART Hard Drive
- 13.3" CTFT(1024x768) display
- MultiBay 24x Max CD-ROM
- Microsoft Windows 95
- Integrated Modem
- Add an extra battery pack and carrying case for working on the go!
- Wide selection of expansion bases for unprecedented desktop-level expandability-

More options are available-to order, or for more info, Call , E-mail, or Fax Penny.
Call 800-299-3584 or Fax 219-879-0614 or email Penny.Rush@welborne.com

Penny's Picks

The best of the newest peripherals everyone needs.

Limited time offer through November, 1999-prices subject to change without notice.



COMPAQ A900

All-In-One Multifunctional Printer

It's a Laser Printer, Color Copier,
B&W or Color Scanner
and Fax Machine.

We ordered one for a client and were so im-
pressed we're planning to buy one
for our office!

Only \$399

- Microsoft Windows® 3.1x, Microsoft Windows® 95 and 98
- Supports the world's most popular computer environments, including printing from a DOS applica-
tion running under Windows®
- Dual-head Thermal Inkjet
- Up to 1200 X 1200 dpi Print Resolution
- Print Speeds of up to 8 ppm black/4 ppm color
- Six-color Photo Printing capable
- Papertray Holds Up to 100 Sheets
- High-speed, Bi-directional Parallel Port
- LivePix SOHO Software Included

The Easy-To-Use Multi-Function Answer for All Your Home and Office Needs.

Laser-Sharp Text and Rich, Vibrant Color. The Compaq A900 prints laser-sharp text and rich, vibrant color for your most important documents, reports and presentations. With up to 1200 X 1200 dpi resolution and print speeds of up to eight pages per minute (black) and four pages per minute (color), the Compaq A900 makes professional-quality printing affordable. The Compaq A900 comes complete with both pure black and vibrant color ink cartridges, so you're ready to start printing immediately.

Faxing Made Easy With Or Without Your PC. Plain paper stand alone faxing is fast and convenient. Laser-quality text is assured with 300 X 300 dpi resolution - even on plain paper. The Compaq A900 stores up to 30 faxed pages in memory, allowing you to perform dual functions at the same time. By checking off your faxing preferences on the innovative Compaq Control Form, you can send a single fax to multiple people simultaneously, with additional space for a handwritten message.

Color Copies Made Easy By Using Your PC. Black-and-white and color copying are now more convenient than ever. Crisp resolution of up to 1200 X 1200 dpi for both black-and-white and color is assured when you use your favorite photo-editing software. Make up to 99 copies from an original, saving you a trip to the copy shop.

Black-And-White Or Color Scanning Has Never Been Easier. The Compaq A900 is also a high-quality scanner, providing incredibly rich 24-bit color that produces superior color depth, and 256 levels of gray scale for outstanding black-and-white photo imaging. Optical resolution of 300 X 300 dpi reaches the reasonable upper limit for most scanning operations, and the TWAIN driver allows your images to be enhanced up to 4800 dpi without a loss of quality.

To order, Call , E-mail, or Fax Penny with a Purchase Order Number.
Call 800-299-3584 or Fax 219-879-0614 or email Penny.Rush@welborne.com