

## IN THIS ISSUE

**We're focusing on Compaq Enterprise level server features for ease of management and non-stop 24 X 365 operations.**

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## Compaq NON-STOP

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*If you only attend one information forum this year, this is it!*

In our area-

Chicago, IL-October 7th

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[Http://www.nonstopevents.compaq.com](http://www.nonstopevents.compaq.com)

## Do You Know.... What the EV in EV6 Stands For?

The various generations of the alpha xpp microprocessors are internally called EV-3, EV-4, EV-5, etc. for example, a machine with a DECchip 21064A says: cpu 0 EV-4s 1mb b-cache.

Are you under the impression that EV stands for Extended Vax because the alpha xpp architecture was originally sold as a way to "extend the life of the VAX technology? (This is the marketing version of the definition.)

Actually it stands for Electro-Vlasic. Members of the original Alpha design team took time out from their insanely hectic schedule to see what would happen if you put 120V across a vlasic pickle. The legends are true; it fluoresces green. Only try this in a well-ventilated area.

Digital's Western Research Laboratory Technical Note TN-13, "Characterization of Organic Illumination Systems" covers electro-vlasicity in fine detail.

Here is the abstract: Recent anecdotal reports of novel principles of illumination have stressed qualitative aspects. This note presents a quantitative study of an organic illumination system, characterizing the temperature and current flow properties of the system as functions of time and device parameters. Theoretical and practical implications of these measurements are discussed.

# Meet Our Associates

We are pleased to announce that **Irene M. Barker** has joined the company as Technical Specialist. As part of the company's ongoing drive to provide the most efficient, ongoing computer and Internet systems support possible to its client base, Barker will provide telephone support and on-site network installation throughout the Midwest region.

Barker brings extensive experience in MS Exchange mail and messaging and Internet operations to Welborne Associates. She served two years as Supervisor of Technical Support for Northern Indiana Internet Access, and one year as Support Technician for NetNitCo.



Long-time clients of ours will be happy to hear that **Penny Rush** has returned from an extended sick leave. Penny is our Sales Support Specialist and takes care of ordering all our products and seeing that they get delivered to the right customer on time. She keeps track of licensing and support contracts to make sure all of our clients are current. We have sorely missed her expertise in choosing and ordering the right configurations for all needs and are grateful to have her back.

**Karren Cooper** has joined us as Marketing Director. Karren has over 20 years of marketing experience in many different product fields and is adapting those skills to electronic media. She has been attending Compaq college courses in SMB Sales Consulting, Alpha and Storageworks and working on website technology. She will also be expanding our web design offerings.

One new feature of our website-available now-is a technical, system and product information discussion forum hosted by Karren and Irene. [Http://www.welborne.com](http://www.welborne.com) Anyone can post a question and watch for the answers. Watch for our newly designed website, ready soon. Does your website need updating?

## Do You Know....

Seems like each second has become more precious to us in our personal lives and in business. We want to save all the time we can. The new Compaq Internet Keyboard comes standard with Prosignia Desktop 320 or 330 and has seven programmable shortcut buttons to access your favorite internet addresses.

One touch of a button lets you launch your MS Outlook email program, puts you on the web to your online technical or trade site, or even launches your favorite search engine.

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 to [karren.cooper@welborne.com](mailto:karren.cooper@welborne.com), to add someone else to our mailing lists. Make sure you give us all the information we need to add that person to our mailing lists, and we'll send them a newsletter by email in the future.

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# Compaq Explains Move to Drop NT for Alpha

Dear Valued Customer,

During the past two months, we have taken a close look at Compaq's platform strategy, the needs of our customers and the realities of the marketplace. We concluded that we needed to simplify our strategy and more clearly define our value proposition for you, our customers.

As a result, we have decided to focus all of our Windows NT efforts on our Intel-based ProLiant platform, where we have clear leadership and a long track record of innovation. The recent introduction of Compaq's new 8-way ProLiant server demonstrates our ability to deliver Windows NT solutions that meet your needs for performance, scalability, manageability and reliability.

We will continue to support customers who have deployed 32-bit Windows NT on Alpha systems for as long as they require. We will end development for all 32-bit and 64-bit Windows NT products on Alpha with the delivery of V4 SP6 in late 1999. We do not plan to offer 64-bit Windows NT on Alpha as a product, but we will continue to partner aggressively with Microsoft to drive Windows NT to the highest levels of scalability and availability, including support for their internal development of 64-bit Windows NT using Alpha systems.

We recognize the investments that many customers have made in Windows NT on Alpha, and we are committed to protect those investments. In addition to continued support for NT on Alpha, we will offer migration paths to other Compaq platforms. We are completely focused on your satisfaction.

I want to emphasize that this decision in no way diminishes our commitment to Alpha. We will continue to invest in Alpha as a core component of the *Compaq NonStop*<sup>™</sup> strategy, including future generations of the Alpha chip technology and a robust Alpha system road map.

Our plan is to drive Alpha at the high end of the enterprise market, where our strengths in 64-bit platforms, Compaq *NonStop*<sup>™</sup> technology and high availability clustering help you build a competitive advantage. We have already announced an aggressive plan to grow Tru64 UNIX on Alpha in such key markets as high-performance technical computing, e-commerce, telecommunications and enterprise applications, among others. We will drive Alpha volumes by leveraging the growth of Linux.

We will continue to service and maintain the highest levels of customer satisfaction with our OpenVMS customers. This includes a five-year rolling road map for OpenVMS. It also includes a commitment to invest in OpenVMS in the areas of business and mission-critical capabilities and software that enables Compaq *NonStop*<sup>™</sup> solutions for e-business.

As we have already announced, Alpha will become the engine for future generations of our Himalaya systems, further extending Himalaya into markets requiring robust 24x7 solutions.

The decision to end support for 32- and 64-bit Windows NT on Alpha systems was not an easy one. We know it is important to some of our customers. But we are convinced that this decision is the right one for Compaq and its customers. We will be more focused on a powerful set of solutions that deliver the greatest value for you—from Windows NT on our ProLiant servers and Professional Workstations . . . to Tru64 UNIX, Linux and OpenVMS on Alpha . . . to *NonStop*<sup>™</sup> Himalaya.

We appreciate your business, and we look forward to building an even stronger partnership with you.  
Sincerely,



Enrico Pesatori  
Senior Vice President  
Enterprise Solutions and Services Group  
Compaq Computer Corporation

# New! Compaq ProLiant 8-way

Compaq continues to redefine and lead industry-standard computing, introducing a breakthrough 8-way Symmetric Multi-Processor (SMP) architecture that delivers the highest levels of performance and scalability while simplifying and lowering the costs of computing. The new Profusion 8-way architecture, jointly developed by Compaq, Intel and Corollary, provides enterprise customers with scalable performance for their most demanding applications such as e-commerce, data warehousing, web serving, terminal serving, and mail and messaging. As the co-developer of industry standard 8-way technology, Compaq is taking the lead in solving customer's needs for higher levels of performance allowing customers to reduce the number of servers they require for today's business critical environments.

Once again Compaq is leading the industry in advancing industry-standard computing. Working with industry leaders, Compaq is developing two new servers based on the Profusion architecture, which provide new levels of performance without requiring modifications or special releases of operating systems or applications. Unlike previous 8-way SMP architectures, the Compaq Profusion based 8-way servers provide near linear scalability to 8 processors for Microsoft NT 4.0 and Windows 2000, NetWare, SCO and applications. Whether your application is memory intensive (SAP, Lotus Notes, Exchange), I/O intensive (SQL, Sybase), or processor intensive (Terminal Server, Oracle), the new Compaq ProLiant 8-way architecture delivers superior performance and price.

The Profusion architecture consists of revolutionary designs of the memory, processor and I/O bus controllers. This architecture links five 100MHz buses in a crossbar switch allowing direct point-to-point, simultaneous access to all system resources, processors, memory, and I/O. Two processor buses and innovative cache accelerators reduce overhead providing maximum processor scalability. In addition, a dual memory bus architecture has been included to reduce memory bottlenecks and provide large memory scalability. Finally, multi-peer Compaq PCI bridges provide memory streaming and high performance I/O.

Compaq's leadership with this architecture has allowed us to work with operating system vendors, key ISVs and customers to create systems optimized for the needs of the data center. Compaq's new 8-way architecture is ideal for customers seeking the ultimate performance and scalability for mission critical applications. This new architecture provides breakthrough scalability of processors, memory and I/O providing customer superior price, performance and investment protection.

## Key Features

- Eight Pentium III Xeon processors
- Up to 16GB of 100MHz, ECC SDRAM memory
- 64-bit PCI Hot Plug, including 66MHz slots
- Two chassis form factors, each optimized for a specific data center implementation; ultimate density for external storage, or ultra-capacity for maximum highly-available internal storage
- Hot-plug, load-balancing redundant power supplies
- Hot-plug fans
- Easily-serviceable chassis

## Benefits at a Glance

- Powering your demanding data center applications - Breakthrough scalable performance from 1 to 8 processors with next generation technology including the Compaq/Intel Profusion architecture, Pentium III Xeon processors, SDRAM memory, 64-bit and 66MHz PCI, and new 4-channel array controllers. High-performance scaling for your applications no matter what the bottleneck.
- Ideal for fast growing applications such as e-commerce, messaging, terminal serving and web hosting.
- Innovative designs offer either a high density, modular rack design conserves valuable floor space and resources in the data center, or an ultra-capacity, large chassis design for maximum internal high availability storage.
- Reduce cost of downtime - High Availability features such as next-generation PCI Hot Plug, ECC memory, hot plug drives, redundant hot plug system fans, hot plug power supplies, redundant processor power modules and optional redundant NICs reduce cost of downtime.

Learn more about 8-way ProLiant at: <http://www.compaq.com/products/servers/technology/8way/>

# Compaq ProLiant 8000



**ProLiant 8000** is the ultra-capacity data center server with breakthrough 8-way scalable performance and the highest levels of internal fault tolerant storage for 7x24 environments. ProLiant 8000 has been designed to meet the needs of customers requiring unprecedented scalability and fault tolerance for internal storage implementations with room for 21 internal 1" drives accessible through redundant array controllers.

The new 14U ProLiant 8-way, named ProLiant 8000, combines a high-performance balanced system architecture with the highest levels of integrated fault-tolerant storage. Optimized for internal storage, ProLiant 8000 packs ultra capacity into the data center, with space internally for up to twenty-one 1" drives.

Designed for mission-critical data center environments, ProLiant 8000 offers a wide array of Compaq high-availability features, including next-generation PCI Hot Plug, redundant hot plug power supplies and fans, redundant Processor Power Modules and more.

ProLiant 8000's large internal storage capacity provides an excellent platform for large amounts of data, with three drive cages providing total capacity of 21x1" Wide Ultra2 SCSI hot plug drives (382GB of internal hot plug drive storage). These drives are contained within three drive cages that can be combined into one contiguous drive array using the next generation controller. ProLiant 8000 has a cable-free controller design with cache coherency between the controllers providing a completely redundant RAID implementation.

# Compaq ProLiant 8500



**ProLiant 8500** is the ultimate high-density data center server delivering breakthrough 8-way scalable performance for the 7x24 multi-server rack environments. ProLiant 8500 offers a dense 7U design allowing maximum utilization of floor space in a revolutionary modular chassis offering superior serviceability and investment protection.

The new 7U ProLiant 8-way combines a high-performance balanced system architecture with an innovative and dense form factor. Optimized for external storage, ProLiant 8500 packs maximum power into the data center; up to six servers can be placed in a standard 42U rack.

Designed for mission-critical data center environments, ProLiant 8500 offers a wide array of Compaq high-availability features, including next-generation PCI Hot Plug, redundant hot plug power supplies and fans, redundant Processor Power Modules and more.

In addition, the innovative modular chassis design allows easy servicing, plus the ability to easily upgrade to future high-availability technology. The follow-on to the trusted ProLiant 6500, ProLiant 8500 offers maximum performance and mission-critical availability.

# Why Compaq NonStop™ eBusiness

Every Major IT company is talking about eBusiness. But no one comes close to delivering what Compaq NonStop™ eBusiness Solutions can.

Only Compaq can offer you all this from one company.

- Extensive global resources to do business where you are.
- One of the most respected services organizations in the industry with extensive networking experience and the ability to speed and simplify your success
- Aggressive collaborative partnerships that ensure better integration, better performance, rapid results and broad choices when it comes to operating systems and software
- The full range of technologies and platforms you need to protect your current investments and enhance your options
- Unique tools for planning, deploying and operating IT, including Compaq [ActiveAnswers](#) your on-line resource for accelerating and simplifying enterprise applications
- Innovative storage alternatives like the Compaq Enterprise Network Storage Architecture, which transforms enterprise storage into a worldwide service accessed reliably and transparently by users
- Customer choice in how, where and when you purchase services and solutions from Compaq

The Web is changing how we all do business. To thrive in this new economy, you need a strategic partner who understands what it takes to web-enable your business strategy, and you need solutions that make it faster and more cost-effective-Compaq NonStop™ eBusiness solutions.

## First Ever Sweep of All Six Workstation Awards by a Single Vendor

### First-Ever Linux Hot Iron Submission and Award

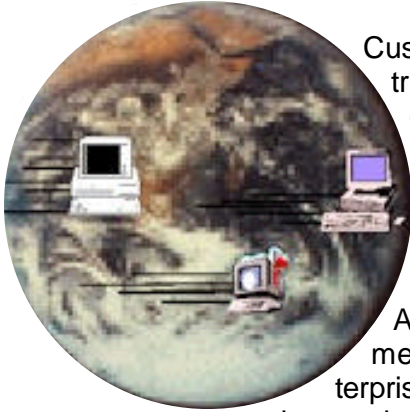
Washington, D.C., June 17, 1999-Reinforcing its leadership in price/performance enterprise solutions, Compaq received nine awards at AIM Technology's Summer '99 Hot Iron Awards Ceremony held this week during the GovTechNet International tradeshow at the National Press Club in Washington, D.C.

Compaq's Alpha-based Professional Workstations and AlphaServers won awards in the UNIX performance and price-performance categories, for both Tru64 UNIX and Linux environments. The award-winning Compaq products included the Professional Workstation Xp1000 (Linux), the AlphaServer DS20, the AlphaServer 4100 5/600. Compaq was also the first company to submit Linux-based systems and the first to win AIM Hot Iron Awards with Linux.

"Sweeping all six workstation awards and receiving multiple AIM awards for our AlphaServer systems recognizes our unique ability to provide customers with industry-leading solutions-from the workgroup through the enterprise," said Jesse Lipcon, Vice President and General Manager, High Performance Server Division at Compaq. "Enterprise customers are looking for true value, which is measured through price/performance. As the AIM Awards indicate, our line of AlphaServer systems and Alpha-based workstations set the standard, providing customers with the best solution in every price segment."

As further proof of leadership UNIX performance, Compaq's Alpha-based workstations have won the most awards in the last seven AIM Hot Iron Award ceremonies-16 out of 38 categories.

# Mail & Messaging Study Shows 27% Reduction in Costs



Customers using Compaq's messaging and collaboration services tripled their return on investment, reduced first year deployment costs by 27 percent and reduced total cost of ownership (TCO) by 22 percent, according to a study by Creative Networks, Inc.

Lower TCO and Higher ROI for Microsoft Exchange: The Impact of Using External Services.

A study recently released by Creative Networks, Inc., A leading messaging and collaboration research analyst, compared large enterprises using Compaq's messaging and collaboration services to those using their internal IT resources exclusively.

Companies will spend over \$2 billion on email systems in 1999. They will spend an additional 94 percent on deploying and managing those systems. Microsoft Exchange customers will spend \$485 per user per year to purchase, deploy and manage their systems. These companies will spend an additional \$1,091 per user per year on the largely hidden costs for lost productivity due to downtime and for peer-to-peer support. The best way to mitigate these costs and to increase ROI is to reduce the deployment time, to stabilize the environment quickly, and to increase service levels.

To learn more about how to optimize your enterprise messaging and collaboration solution with Compaq worldwide lifecycle services, contact Welborne Associates, your Compaq Services Representative, or visit Compaq at: <http://www.compaq.com/services/message/index.html>

For the complete Creative Networks, Inc. Report, please refer to:  
[Http://www.cnlive.com/impact/specials/compaqservices/](http://www.cnlive.com/impact/specials/compaqservices/)

## Do You Know....

### How Reliable Compaq Computers Are?

Compaq is providing a level of availability to match the needs of any enterprise around the world.

- One U.S. Stock exchange that relies on *Nonstop® Himalaya* solutions has had no downtime in 18 years.
- A sustained level of 99.9996% availability has been achieved across a communications company's entire fleet of *Compaq NonStop® Integrity* systems over the past 18 months.
- A major transportation provider has been running OpenVMS software for more than 15 years without a system failure.
- An internet and consulting business running *Tru64 UNIX AlphaServer* systems has had no downtime due to hardware or software faults during more than four years of continuous operation.
- Over 5,000 organizations worldwide run their mission-critical SAP R/3 applications on *Compaq ProLiant* and *Compaq AlphaServer* systems.

# Penny's Picks

The best of the newest peripherals everyone needs.

*Limited time offers-Prices good through September, 1999.*

## DigitalWriter®

STYLUS FOR THE PDA

**Solo Classic Black**

**Only \$12.50**

### DigitalWriter features:

- Special polymeric stylus tip provides patented "pen-on-paper" feel.
- Cross quality and styling.
- Lifetime mechanical warranty.



## DigitalWriter® Duo

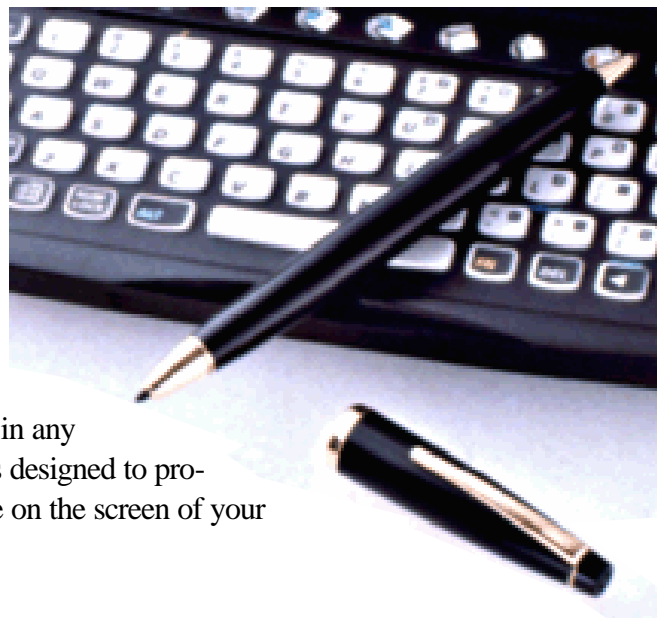
STYLUS FOR THE PDA

### DigitalWriter Duo features:

- Stylus on one side, ball-point pen on the other.

**Duo-Classic Black**

**Only \$21.50**



### FAQ's

**Q.** Will the tip scratch the PDA screen?

**A.** No. The tip was designed not to damage the screen in any way. The special polymeric DigitalWriter stylus tip was designed to provide a patented "pen-on-paper" feel when used to write on the screen of your PDA.

**Q.** Does the DigitalWriter write on paper?

**A.** No. The DigitalWriter writes on a resistive touch pad or screen. However, the DigitalWriter Duo has a stylus on one end and a ball-point pen on the other.

### Works well with all PDA's and Palm PC's including:

#### PDA's

3 Com  
Psion  
Sharp  
Texas Instruments  
Apple Newton

#### Palm Size PC's

Casio E-10  
Phillips Nino  
Everex Freestyle  
Palm III  
Compaq Aero 2110 and 2150

#### Hand Held PC's

Hewlett Packard  
NEC  
and others....

To order, Call, E-mail, or Fax Penny with a Purchase Order Number.  
Call 800-3584 or Fax 219-879-0614 or email [Penny.Rush@welborne.com](mailto:Penny.Rush@welborne.com)

# Departmental Bundle for 400 Users

- Base Cab, 19 in EIA, 2M, Opal 1
- Front Door Kit, for H9A15-PA 1
- Ext Kit, Rear, H9A15, Opal 1
- H9A15 Rail Extension Kit 1
- 6400R Interlock Kit 1
- ProLiant 6400R 6/500 Mod 2-256 2
- Compaq Hot Plug Redun. Power 2
- Compaq Redun. Power Processor 4
- Single Channel Ultra2 Array Con. 2
- 10/100 TX PCI Intel UTP Con. 2
- 9.1 GB Wd Ult2 SCSI 10K Dr (1") 4
- 18.2 GB Plug., 10K rpm, 1.6" HD 6
- Fibre Channel Array Kit (Rack) 1
- Fibre Channel Storage Hub 7 1
- Fibre Ch. Sto. Hub 7 Rk Mnt Kit 1
- Redundant Power Supply 1
- Fibre Ch. PCI Host Cntrl Kit/p 2
- Compaq TFT450R 1
- Keyboard Drawer Kit 1U 1
- Rack Int. TkBall Keyboard 1
- Kbrd/Mon/Mouse Sw. Box 4 port 1
- Sw. Box Connector Kit (low volt) 1
- KVM Switch to Server Cable 2
- R3000h-NA Rack UPS 2
- FC Cluster Kit 1

**Notes:**

\*Does not include the cost of the operating systems.

\*\*Part #FP-HADO2-12

CT-DPT01-01  
**\$99,995\***

400 Users

Departmental  
 (100GB) with  
 2 ProLiant  
 6400Rs

1 Year Service  
 Available

1 Hr. Response (SW)  
 2 Hr Response (HW)

**COMPAQ**

**ProLiant 6400R**



**COMPAQ**  
**ProLiant 1850R**



CT-WRK01-01  
**\$49,995\***

150 Users

Workgroup  
 (50GB) with  
 2 ProLiant  
 1850Rs

1 Year Service  
 Available

2 Hr. Response (SW)

- CI 4U Rack 1
- ProLiant 1850R 6/450 MHz 2
- 64 MB SD RAM IMM Mem. Kits 2
- ProLiant 1850R Redun. Pw. Supp. 2
- 10/100 TX PCI Intel UTP Contr. 2
- Single Ch. Ultra2 Array Contr. 1
- 9.1 GB Plgble, 10K RPM, 1"HD 4
- 18.2 GB Plgble, 10K RPM 1.6" HD 1
- Fibre Ch. Array Kit (9rack) 1
- Fibre Ch. Storage Hub 7 1
- Fibre Ch. Storage Hub 7 Rk Mnt. 1
- Redundant Power Supply 1
- Fibre Ch. PCI Host Cont. Kit/P 2
- Compaq TFT500 1
- Rack Internal Trackball Keyboard 1
- Kybrd/mtr/mouse Switch Box 4prt 1
- Switch Box Conn. Kit (low volt) 1
- KVM Switch to Server Cable 2
- R30000 Rack UPS 1
- Rackmountable PDU (low volt) 1
- Cluster Kit 1

\*Does not include the cost of the operating systems.

\*\*Part #FP-HAW12-12

## Workgroup Bundle for 150 Users

# Compaq High Availability Clusters

Flexible Configurations for Any Size Business

Call to place your order today-1-800-299-3584