

VOL 3 NO 2

Table of Contents



KGB and CIA: "I'll try to see yours and you can try to see mine"
Product description
Specials
Why Buy Update Services?



UK: Tunnel not Chunnel
Product description
Specials



Access LaPorte County: The Little Giants
Product description



OOPS!
History of AltaVista Search
Product description
Specials
AltaVista Beta

Seminars for you (and a T-shirt too)

Our Contacts at AltaVista

"Dr." Lobo

The Web Site

Tips and Tricks

The nets you use
Frequently Forgotten
Deinstall, then install



KGB and CIA: "I'll try to see yours and you can try to see mine"

Both the CIA and the KGB were impressed with the security offered by AltaVista Firewall 97 and decided to obtain it for agency use. We were astonished ourselves when we found this out at an Internet session at the Digital Partner Meeting. Apparently, top secret information is deemed to be secure from each other's attempted probes through the Firewall!

AltaVista Firewall Product Description

Whether you use it for email, advertising, research or product delivery, the Internet is a vital part of today's communication mix. And web technology underpins most modern apps.

Digital virtually invented the Firewall and AltaVista Firewall was the first firewall certified by NCSA (now the ICSA) on Windows NT and still is ICSA certified. According to *VAR Business* it's the best selling firewall product in the world and *Windows Internet Magazine* says AltaVista firewall is "by far the easiest to install and configure."

It's proactive: AltaVista Firewall automatically reacts to network attacks, taking evasive action based on the type of security related event.

It's intelligent: An integrated four tiered alarming system provides predefined security policies for quick, easy and secure installations.

It's comprehensive: The software includes a full array of security logs, real time alarms, evasive actions and strong user authentication.

It's easy: A graphical interface makes it fast and easy to specify and check security policies to minimize the chance for human error.

Specials

1. Get a **50% discount** on software updates when you buy AltaVista Firewall 97/98.

Buy any AltaVista Firewall license and Digital will tack on its software update service at a 50% discount...a value of up to \$1,650. Offer good through September 25, 1998.

2. To receive a free copy of **Guide to Internet Security** go to this address:

<http://www.americas.digital.com/success>

3. If you'd like a **free CD of AltaVista Software Offline** which contains free 30 day trial versions of AltaVista Firewall and AltaVista Tunnel, call Welborne Associates at 1-800-299-3584. The CD also gives you more product information on the security products as well as the rest of the AltaVista software products including Search, Forum and Directory.

Why Buy Update Services?

Buy AltaVista Firewall Packaged Update Service today---it costs just 22 % of the product list price for an entire year of updates and Digital will sweeten the deal by including AltaVista Firewall 98 upgrade when it's released. **This is a short term offer only. This offer is valid only until the ship date. Our most current information is that Firewall '98 is scheduled to be shipped July 26!** If you wait until after the product ships you will pay 35% of the full product list price to purchase the upgrade AltaVista Firewall '98 plus the 22% for updates. This service is available for Windows NT Intel and Windows NT Alpha for 25, 50, 200 or unlimited node firewalls.

What's in a Packaged Update Service? The AltaVista Firewall Packaged Update Service includes automatic distribution of new versions of AltaVista Firewall including license, media and documentation as

they are released. It also includes automatic updates to point releases throughout the service contract period. This service is provided by the professionals at Digital Multivendor Customer Services, leaders in delivering world-class services around the globe.



UK: Tunnel not Chunnel

At Welborne Associates when we put these two words together....UK and Tunnel...we aren't picturing the Chunnel (nickname for the English Channel Train Tunnel), the UK to France underground. We're talking about the AltaVista Tunnel that one of our clients is considering to link American and European sites. AltaVista UK has called us several mornings (8AM here is nearly closing time there) to explain special requirements or name/number changes, installations practices, etc. If you want to protect sensitive information being sent around the world or around the corner, you should consider AltaVista Tunnel.

AltaVista Tunnel Product Description

You need to protect your network from malicious intruders with a firewall, of course. But you also want the flexibility of allowing trusted workers to connect to the network from the field. AltaVista Tunnel lets you and designated people access your private network through your firewall, from home, the airport, a hotel room, or virtually anywhere.

How does it work? It's simple:

- Install AltaVista Tunnel Server on any Windows NT system behind your firewall.
- Install the AltaVista Tunnel Client on your mobile or remote PC's.
- Call your nearest Internet Service Provider and press Connect.

Wherever you're located, and even if you frequently change locations, you'll always have OnSite Access. Unlike a leased line that continuously links two sites, AltaVista Tunnel is dynamic: it can be instantly brought up or taken down from wherever you are, connecting you to any of your preferred business sites.

AltaVista Tunnel is available in Extranet and Telecommuter Editions. The Extranet Edition creates a secure connection between remote networks; the Telecommuter Edition allows a single remote user to link into a group. The AltaVista Tunnel products offer the secure OnSite Access for which Internet users have long been waiting.

Essential Points

Use the Internet as a flexible, remote extension to your private network, without the high cost or security worries of Remote Access Servers (RAS).

Feature	Benefit
Uses your company's current Internet connection to establish a connection with your intranet.	Avoids the need for managing those expensive modem banks and long distance dial-up connections.
The AltaVista Tunnel is directly integrated into your PC's current networking software.	Does not require extensive configuration by end users and supports all network applications (Email, WWW, Telnet...)
Uses the standard Internet Protocol (IP) to connect with your intranet applications.	The AltaVista Tunnel can be used from any Internet Service Provider and can easily be configured with the firewall that your company is currently using.
Uses 512 bit Authentication and 128 bit data encryption (56 bit International) from your remote PC, across the Internet and into your intranet.	Guarantees that all your data will be secure.

Specials

1. **AltaVista Tunnel 98-Telecommuter Value Pack**
Set up an Internet based telecommuter network for under \$4000. With the AltaVista Tunnel Telecommuter Pack, you get a Tunnel server and 50 Tunnel clients for just \$3,995...a savings of \$2000 off the standard list price.
2. **AltaVista Tunnel 98- Extranet Value Pack**
Connect a remote office to your corporate intranet and save \$1300. Just buy one AltaVista Tunnel Extranet server and get the second one for half price. The complete Extranet Pack is just \$3695.
3. To receive a free copy of **Guide to Internet Security** go to this address:
<http://www.americas.digital.com/success>
4. If you'd like a **free CD of AltaVista Software Offline** which contains free 30 day trial versions of AltaVista Firewall and AltaVista Tunnel, call Welborne Associates at 1-800-299-3584. The CD also gives you more product information on the security products as well as the rest of the AltaVista software products including Search, Forum and Directory.



Access LaPorte County: The Little Giants

Indiana has an official website called Access Indiana. Local groups are encouraged to develop county websites to provide information exchange, business links, and government access. Access LaPorte County has been growing in the Michigan City / LaPorte area for three years. On its Board is one staff member and several volunteer members from the Libraries, Purdue University and Welborne Associates. Welborne Associates hosts the AltaVista Forum on Access LaPorte County and requests local topics for general discussion and also maintains it as a team development tool. Currently on the public site topics include high school reunion plans, comments on the county and a discussion of whether the Alco website is closing a service gap. In the private forum the Board of Directors has a site as does a team exploring the question of setting and maintaining link policy. Last February in Orlando, Alta Vista personnel requested this URL from Welborne Associates to monitor it as a unique public service use of the product. You can reach the website at <http://www.lc-link.org>

AltaVista Forum Product Description

AltaVista Forum 98 is a groupware comprised of an office document repository working off an Http server. It allows businesses to easily publish and manage their corporate information. Specifically targeted at sales forces and mobile functions, it enables the user to easily create and manage a web based corporate documents library. A special feature within AltaVista Forum 98 enables users to directly save and publish their documents from MS Office to AltaVista Forum 98 while maintaining a live-link between the document and the Forum. Documents are fully searchable using the built in search engine. Email notification may be sent every time a document is added or changed.

Essential Points

- **Universal access** - through your Web browser, instant access to ideas, facts & figures contained in your corporate documents and the discussions around them
- **Controlled access** - you choose who can view or update content
- **Instant access** - your Internet based library can be up and running in one day on your NT server

"Put Forum on your NT server and you can share schedules, broadcast news, and even hold real time chat sessions over the network. And because it's Web based, any system with a Web browser on the network can have access to the information. [...] Perfect for sharing information over a corporate intranet."

Kyla K. Carlson, PC Computing (01/97)



OOPS!

During an Internet server sizing seminar Sarah and Bev attended in Washington DC, the speaker affiliated with SUN and Silicon Graphics had a tough audience. When the speaker asked the audience to call out their favorite search engine, most of the audience called out "AltaVista". When encouraged to name another, some responded "Yahoo" (also run on a Digital Alpha) but the people who hadn't called out "AltaVista" the first time named AltaVista as their second search engine of choice, so there was a clear rolling echo. Somewhat rattled, the speaker tried to go to another search engine, but the crowd started to grumble and he was forced to use the competition's (better) product.

History of AltaVista Public Search

Researchers at Digital's Palo Alto Lab have been involved with the Internet from its earliest days. They frequently work in partnership with other Internet pioneers and have a tradition of doing whatever they can to help the Internet thrive. The Palo Alto labs serve as a major news backbone for the Internet. Digital Equipment Corporation developed the AltaVista search service in 1995 in its Palo Alto research labs. The project seemed unthinkable at the time - to index the entire Internet.

You can search through AltaVista's entire Web index -- approximately 200 Gigabytes of data -- in less than a second. With the help of sophisticated software, robust Internet connections, and state-of-the-art Digital Equipment Corporation Alpha technology, your search on the Web can take less time than it takes you to find a file on your personal computer

The search service is easy to use - just type a question or a few words, click Search or press Enter, and the AltaVista search service promptly returns your results. You will see that the results are ranked so that the best matches appear the top of the list. For most searching needs, the standard Search service will prove powerful and helpful to you. However, if you would like the added value of searching by date or using Boolean expressions to include or exclude phrases, you can use the Advanced Search service. Start your search of the web at <http://www.altavista.digital.com>.

AltaVista Search Product Description

You know the information is somewhere on your intranet or on World Wide Web sites your people frequently use, but where is it exactly? AltaVista Search Intranet eXtension 97 lets you build your own search and retrieval site for your employees, business partners and customers. Everyone can find what they need quickly and easily. Unlock business information all across your enterprise network - with AltaVista Search Intranet eXtension 97. This incredibly powerful search and retrieval software takes the proven capabilities of AltaVista Search Public Service and extends them to your intranet. So anyone, anywhere in your enterprise can get the useful information they need to be more effective and more productive. If it is on your intranet, or on selected World Wide Web sites, AltaVista Search Intranet eXtension 97 will find it.

Essential Points

- Looks, feels and behaves like AltaVista Search on the World Wide Web, the world's most popular search site. This means users do not need extra training to use it.
- Seamlessly integrated with AltaVista Search on the World Wide Web and the AltaVista Search My Computer Personal eXtension 97.
- Fast, efficient index is always up to date and available to all your users. AltaVista Search Intranet eXtension 97 quickly finds every word and number on Web pages within your Intranet and selected World Wide Web sites.
- AltaVista Search Intranet eXtension 97 also finds over 200 types of information including HTML, text, word processing documents, presentations and spreadsheets. It also finds PostScript and PDF files.
- AltaVista Search is language independent and the user interface is available in 23 languages. One search server can meet the needs of people all over the world.

- AltaVista Search Intranet eXtension 97 is the most scalable Web search software available today. One AltaVista Search Intranet eXtension 97 server easily handles the largest, multi-national Intranets.

Specials

Lotus Domino and AltaVista Search

Get a powerful search tool that complements the power of Domino--a tool that will help you find any file, anywhere in your enterprise regardless of type, location or number of servers. And do it without dragging down your mission critical applications. AltaVista Search, which runs on Windows NT, DIGITAL UNIX and Sun Solaris, can be integrated with this powerful technology smoothly and painlessly in your Domino environment.

Save up to \$9,995 on AltaVista Search Intranet 97 and the AltaVista Search Developer's Kit. Call us at 1-800-299-3584 to find out more.

Betas

FREE - Beta1 Release!

Introducing AltaVista Discovery - the NEW utility that extends the AltaVista experience, opening up a world of knowledge and understanding. It's the first solution that combines access to the World Wide Web and your computer!

With AltaVista Discovery you can:

- Search with AltaVista from anywhere on the Web!
- Find your personal e-mail and documents!
- Connect important information into one knowledge base!

Find this beta product at <http://www.marketplace.altavista.digital.com>

Seminars for you (and a T-shirt too)

We had hoped to have a schedule at this time for a new series of Alta Vista Seminars, but they are still in the arrangement stage. If you have a need for a presentation and/or demo, we can supply that at your site. Email us at info@welborne.com or call us at 1-800-299-3584 and ask for a demo date of any of the AltaVista products. We'll bring the T-shirts!

Our Contacts at AltaVista

"Dr." Lobo



We send and receive a lot of email to/from Toronto, Canada these days. Tyrone Lobo who works in Toronto is our primary Alta Vista contact. This past winter he and Jim traveled the Midwest giving seminars on AltaVista products. Unfortunately the weather put off many of the attendees and as a result we have a great many AltaVista T shirts stored for next time...which may not be too long in coming. Pioneer-Standard Electronics and its reseller division KeyLink are talking with us about a swing through Chicago, western Michigan and lower Ohio with seminars on AltaVista and/or E-commerce. And the local small business agency is putting us on their calendar, too.

Tyrone got his nickname "The Doctor" when Penny saw his snapshot taken at one of the seminars and decided that such an august looking individual deserved the title of Doctor. See for yourself. The AltaVista personnel site is still under construction, so no where else on the web will you find Tyrone!

The Web Site

There are many pages on the AltaVista website describing products, giving everything from general information about the Internet to offering patches to download. Here are three:

A starting point:

<http://www.altavista.software.digital.com>

Click on the literature button for .pdf files for product descriptions.

For evaluation kits, product updates, documentation:

<http://www.altavista.software.digital.com/vcdownload/vcprodselect.asp>

For interesting information on the value of internet advertising, copyright legislation, Wall Street fascination with internet usage, backbones, other topics, as well as an opportunity for free "stuff," go to a new page:

<http://marketspace/altavista.digital.com>

Tips and Tricks

1. The Nets You Use

Some definitions may be in order for techno-newbies and for those always interested in the evolution of language:

intranet-Refers to your internal network. In large companies this may operate as an "internal internet," with many of the features of the Internet, such as search capabilities, homepages, forums, etc.

internet-worldwide network of networks connected by a "backbone". Originally started as a military/university distributed network during the Cold War as a communications tool in the event of attack. Used to transfer texts, route messages and recently for e-commerce.

extranet-a network connecting two separate locations within the same company or between companies utilizing the Internet backbone. Security is provided by the use of a tunnel (also referred to as a virtual private network or VPN)

outernet-this term is sometimes used to describe commercial access networks like AOL or Microsoft Network which have gateways to the Internet.

2. Frequently Forgotten

When you install the Firewall on Window NT 4.0 you have to install Service Pack 3 both before and AFTER you install the Firewall software.

3. Deinstall, then install

If you have been using the evaluation copy of an Alta Vista product and are installing the actual product on your network, first remove the evaluation copy, then install the product. This is one of the little tips that will save you headaches, but is not mentioned anywhere in the installation guide.

Copyright 1998 Welborne Associates. All rights reserved. All service and trademarks are the property of their respective owners.