

Compaq Sets The Standard For Remote Access Solutions In All Markets

by Barry Eames

The demand for remote access technology is expected to grow dramatically from \$3 billion in 1996 to \$8.3 billion in the year 2000, concurrent with the growth of the Internet, telecommuting and portable computing. This technology is used by original equipment manufacturers, telcos, Internet service providers, and corporations, and provides fast, reliable connections to the Internet, online services, corporate Intranets and networks.

Compaq recognizes this as a top business priority and last

Their continued success depends on making additions, upgrades, and changes smoothly without interruptions, while offering their installed customer base the very best in customer service.

Recognizing IT budgets are not increasing at the same rate as the demand for remote access services, Compaq's challenge was to offer more remote access services with less remote access hardware. For this market, the Compaq microcom 6,000 series is a perfect solution, a performance system with hot-swappable modules, redundant

September, they announced the branding of the Compaq Microcom 6000 Series, formerly the Microcom Access Integrator. This signaled their commitment to taking a leadership position in the enterprise remote access market. In acquiring Microcom, it gained a leader in remote access server hardware and software technology. (Microcom developed the Microcom Networking Protocol - MNP, the defacto standard for modem error correction and data compression).

One other defining technology which sets Compaq apart from the competition is its superior switching capability, ADAPTive Switching (Advanced Dynamic Access Partitioning Technology). It is the only solution available today that utilizes all available ports in the most efficient way possible.

Through a single hunt group (phone line), ADAPTive Switching dynamically assigns any available modem port to any LAN or Asynchronous based application on a call by call basis reducing the amount of hardware required. It creates virtual input/output ports using a single system for multiple services. Because fewer lines and ports are needed, the overall cost of ownership is decreased.

Compaq has identified several communication markets with specific, remote access technology needs:

power supplies, and distributed systems intelligence for high network availability and unprecedented reliability.

'We are able to virtually guarantee 33.6 connections every time'

Mark Morley, IslandNet

Quick Benefits

- Distributed systems intelligence prevents a single point of failure
- All modules and power supplies are hot-swappable all modules support flash download
- Dynamic Call Servicing ensures calls always get through.
- If one modem fails calls are automatically rerouted to the next available modem port.
- Reliable modern technology. When users dial into the network they get connected and stay connected.
- High port density with up to 300 analog calls or 480 digital ISDN calls.
- 7 and 17 - slot chassis offer interchangeable modules and high port densities.
- High network availability is maintained via hot-swappable modules and redundant power supplies.
- Automatic problem isolation and correction without user

The "Plug and Go" Solution

If you're a startup ISP or niche market BBS operator, you want to devote your time to building your business, not worrying about the technology. Nevertheless, equipment needs to be reliable. No connection equals no business.

"It worked right out of the box with no initialization or setup strings and we've had zero customers with connect problems."

Ger Thron, Accelnet Communications.

The Compaq Microcom 4000 modem chassis is the perfect solution for this market because of its no frills, plug-and-go design.

Compaq also recognizes that it's a price point issue for this group and offers it at a competitive price versus central site modem racks with capacities of only 16 modems. The 4,000 is offered 'a la carte' with no minimum configuration, and can be configured with as few as four modems interfacing to analog lines. Modems can be added four lines at a time.

Quick Specs

General

- 16 Slot Chassis

intervention.

- Network security via TACACS+, Radius, PAP, CHAP, and Security Dynamics.
- Central or remot real-time network management via expressWATCH.
- Easy to use automated install and configuration wizard.

The 'Brand New' Solution

By the time you read this, Compaq will have announced its latest addition to its line of remote access products - Compaq Remote Access Servers, a family of powerful NT_RAS solutions based on its Compaq server technology. These are easy to install, high performance servers supporting up to two Pentium II 266 MHz processors, and scalable up to four T1 or PR1 lines. Multiple servers can even be pooled into one logical server.

The Compaq RAS's come perinstalled Windows NT 4.0 Server, which is augmented by a software suite for administration, reporting, and shared internet access. RAS functions are easy to configure with this intuitive interface and users can easily establish low cost, secure 'tunneled' connections creating Virtual Private Network for world wide access.

Flexibility

- management of remote unmanaged sites
- guaranteed availability
- minimal maintenance
- small form factor
- upto 64, 33.6 Kbps modems and 112 56 Kbps1 modems in a PRI/E1 environment
- midplane design allows hot-swapping of modem cards

K56fex1 technology

- 8-port 56 Kbp/s modem cards and digital back plane adapters increases the density over quad 33.6 Kbp/s modem cards
- flash upgradable controller and DSP code

Dial Access Security

- pass through
- fixed callback
- variable callback

Modem Security

- Each modem in the Microcom 4000 can be individually programmed with its own set of passwords

Remote Update and Maintenance

- remote flash memory upgrades
- includes MODEMWARE

Management

- monitoring system gives real time feedback on the current operating status of each modem in the rack

'... we found that nothing was nearly as cost effective, reliable, or easy to use.'

Alan Clark, SouthTech Internet

Compaq positions these products as simple and natural extensions to the network. Users can continue using their existing management systems and administrative tools. There are no external modems to install minimizing cabling, and they support industry standard ISA and PCI adapters, Windows NT based proxy servers and firewalls, as well as legacy and new LAN environments. The tower can easily be converted to 5 rack with an optional tower-to-rack conversion kit.

With their quick and easy installation, high reliability, and low training and maintenance costs, the Compaq, Remote Access Servers are ideal for SMB and large business installations.

For detailed technical information visit, Compaq's website at:

<http://www.compaq.ca/>.

For marketing and pricing information contact, Paul Edwards, Program Manager,

**The 'Grow and Grow'
Solution**

At the high end of the market, telcos, large ISPs and multinational corporations with a heavy reliance on the internet and data communications have the same need for reliable connections - just a lot more of them, and with more at stake should something go wrong.

**'... we actually
received calls from
our users about the
dramatic difference
in speed and
reliability'**

**Rick Kosick, StarLinX
Internet Access**

**New Business Development,
Compaq Canada, (416)
229-5947.**