

## " . . . If I Only Had a Brain"

### Compaq Canada offers Fast Access, Total Networking and Communications Solutions

Compaq Dinner Seminar

by Barry Eames

#### A Box With Brains

Watching him walk, you would have thought that the Scarecrow in the Wizard of Oz would have put straw-leg replacement high on his wish list. Instead, he was heard to lament that the one thing he wanted from the mighty Oz was "a brain".

Despite the sawdust in his ears, he knew that to get anywhere or to do anything today you've got to have the ability to remember, compare, sort, decide, and then to act, quickly and decisively (even in Kansas). If the Scarecrow were around today, rather than a diploma, he might opt instead for an Enterprise Gigabit Ethernet Switch much, much faster,

Two models are available, the 5411 and the 5422, which offer internal bandwidths of 16 Gb/s or 32 Gb/s, along with 8 or 16 10/100Base-TX ports, 3 or 6 1000Base-SX ports, 2 to 4 MB of dynamic buffer memory, and a latency of „3 microseconds. These cutting edge features allow switching and routing at wire-speed, with all ports operating at wire speed simultaneously, creating bandwidth that is both bigger and smarter. The Scarecrow would like this stuff a lot.

#### Pay No Attention To The man Behind The Curtain!

Actually, you should pay attention to him. He's Paul Edwards, Program Manager, Channel Development,

and way less vulnerable to damage from flying monkeys.

### **I Don't Think We're in Kansas Anymore Toto**

Compaq Canada sponsored the March dinner meeting, with Aryn Pirmohamed, Network Specialist, offering Landa members a tight review of the growing family of blazingly fast, reliable communications and networking products available to VARs and solution providers. The Gigabit Ethernet Switch was the main excitement of the evening though, along with Compaq's new line of RAS Servers (see the spring issue of Gateway for more information).

But why is Gigabit Ethernet necessary at all? Mr. Pirmohamed explained that it's mainly because of the increasing use of Intranets, the wide adoption of Fast Ethernet to the desktop, graphical applications deployed on the network and the inversion of the 80:20 rule for network traffic patterns. These conditions are stressing the capacity of current backbone technologies to share corporate information as more network traffic moves beyond the nearest server, increasing the load on the backbone and saturating it.

### **There's No Place Like Home**

So how fast is Gigabit Ethernet? Mr. Pirmohamed described it simply as, "Fast Ethernet, times ten." And,

and he brought news of Compaq's exciting (and rewarding) NetVAR program.

Designed to benefit VARs who focus on the sale and support of networking and communications products, Compaq is offering strong incentives and benefits which include cash rebates, free training and products, and generous discounts and promotions. And the cool thing is, you don't have to be an "authorized" Compaq dealer to participate, you only need to register.

Two levels of participation provide cash rebates on the entire Compaq product line, as well as 50% demo discounts on Compaq's networking products on a quarterly basis. Mr. Edwards emphasized Compaq's dedication to partnering and presented the NetVAR program as a complement to a full line of NICs, hubs, switches, modems, and remote access products.

No need to click your heels three times to get more information. For NetVAR registration information contact Paul Edwards at (416) 229-5947. For help with any of Compaq's Fast Access technologies, call Aryn Pirmohamed at (416) 229-5923.

You can also read more at their web site, <http://www.compaq.ca/>.

since it employs the same CSMA/CD protocol, frame format, interoperability, and backward compatibility with installed Ethernet, adding a Compaq Gigabit Ethernet Switch is an evolutionary rather than revolutionary upgrade that provides an immediate boost to network performance.