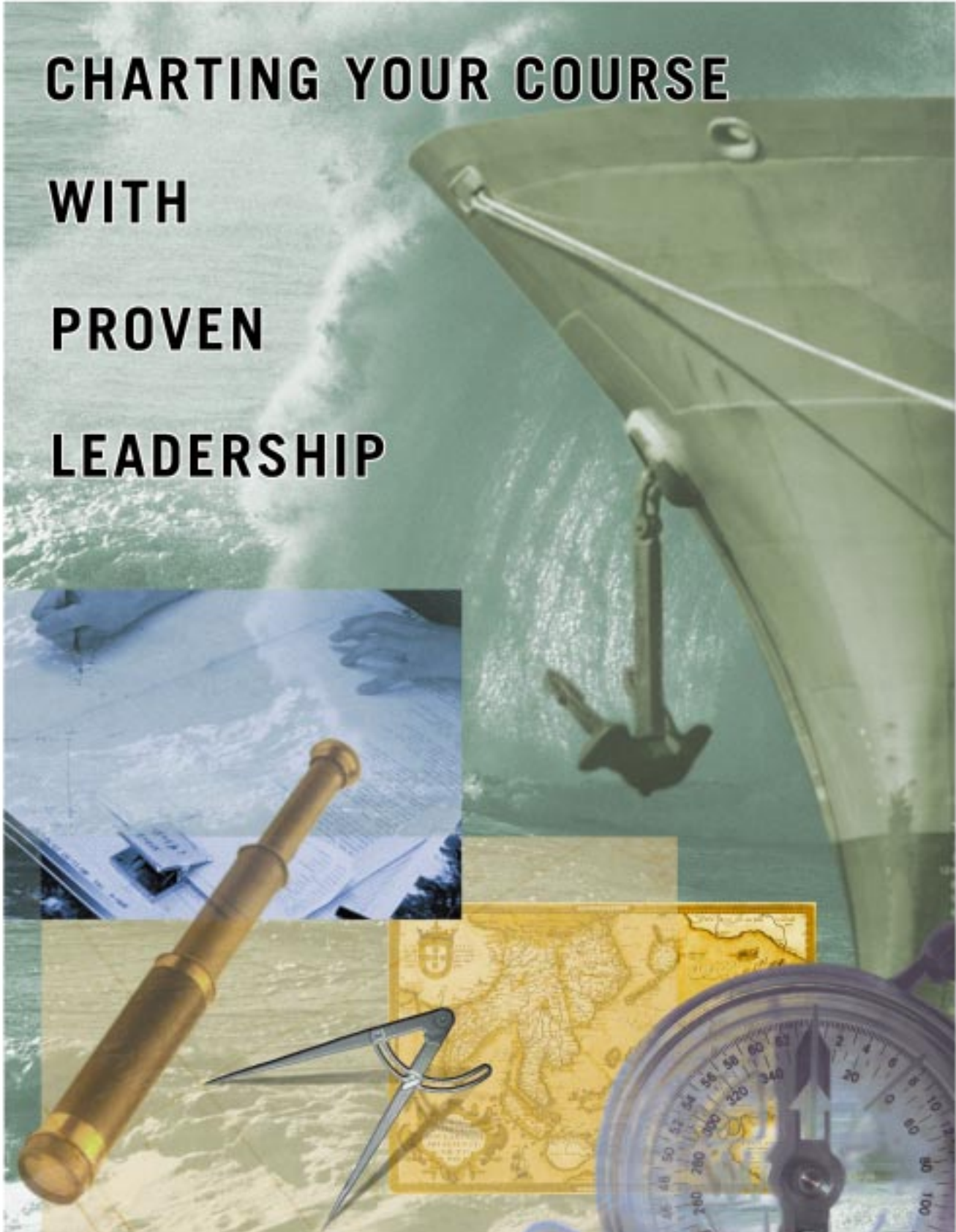


COMPAQ



CHARTING YOUR COURSE WITH PROVEN LEADERSHIP





THE WORLD'S PLATFORM OF CHOICE FOR RUNNING SAP R/3

- First 32-bit UNIX system for SAP R/3
- First 64-bit UNIX system for SAP R/3
- More Servers running R/3 on UNIX than any other vendor
- First RISC-based NT system for R/3
- The only RISC NT supplier certified for SAP R/3
- Leading SD Benchmarks on SAP R/3 in NT and UNIX environments

REAL TIME integration of data across the enterprise and immediate access to current information is critical to maintaining your competitive edge. It requires streamlining business processes and making the information upon which those processes depend more available, reliable and accessible.

That's why thousands of companies around the globe are making the move to the SAP™ R/3™ solution. It's also why so many of those companies choose to run R/3 on Compaq systems.

WHY NAVIGATE WITH COMPAQ?

Global Leadership and Unmatched Experience

Proven Partnership

Scalability and Broader Choices

Highest Level of Availability

Lower Total Costs

Combine these advantages with the unprecedented flexibility, scope and worldwide service and support you can now get from Compaq, and there's simply no doubt that we deliver the best R/3 solution for your enterprise. In fact, nobody else can even come close.

**Global Leadership -
Unmatched Experience**

For over a decade, Compaq has continued to demonstrate SAP R/3 leadership. No company has more experience supporting SAP, and that experience pays off for our customers.

For customers running Windows NT on Intel or Alpha platforms, in mixed environments, and in UNIX-based environments, Compaq offers leadership that means complete computing confidence. Compaq delivers a complete 64-bit solution for R/3, and we are also the worldwide volume platform leader for R/3 on Windows NT. Our leadership in high-performance systems, clustering and Windows NT helps us drive new standards for benchmarking, database optimization, and cluster development with SAP. Benefit: lower overall cost for our customers.

To ensure continued leadership in R/3 implementations, Compaq makes substantial investments in state-of-the-art Competence Centers around the world. These fully staffed laboratories are dedicated to the Compaq R/3 system solution. They provide R/3 system sizing, design, integration, migration, benchmarking, proof of concept, and implementation support. They act as local sources of SAP expertise, providing consulting services and problem resolution that mean absolute peace of mind for Compaq customers.

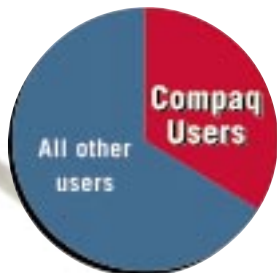
PROVEN PARTNERSHIPS

The key to our R/3 leadership? A close, collaborative partnership with SAP—from product development to customer support. Compaq engineers work continuously alongside SAP engineers to develop, prove, benchmark and support SAP R/3 across the full range of Compaq technology.

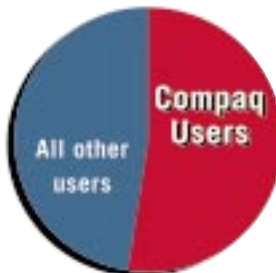
In addition, our long-term relationships with Microsoft and Intel, combined with our leadership in 64-bit computing with Digital UNIX on Compaq AlphaServer systems, enable us to deliver highly scalable, enterprise class SAP R/3 solutions that surpass other systems in performance, availability, manageability and service. Compaq delivers on many years of production-proven, mission-critical implementation experience with a complete offering of system platforms. No other vendor comes close.

At the Compaq SAP Competence Center, Compaq, Microsoft, and SAP are working together with other industry partners and customers to:

- > Perform integration engineering that ensures a robust, optimized installation of SAP R/3 on a Compaq server platform.
- > Develop and publish operational “best practices” of Compaq-based distributed enterprise computing in business-critical application environments, providing critical integration information on optimization and tuning, performance and scalability, high availability architecture, hardware and software configurations, and capacity planning.



Compaq is the platform of choice for almost 1/3 of all SAP Installations worldwide.

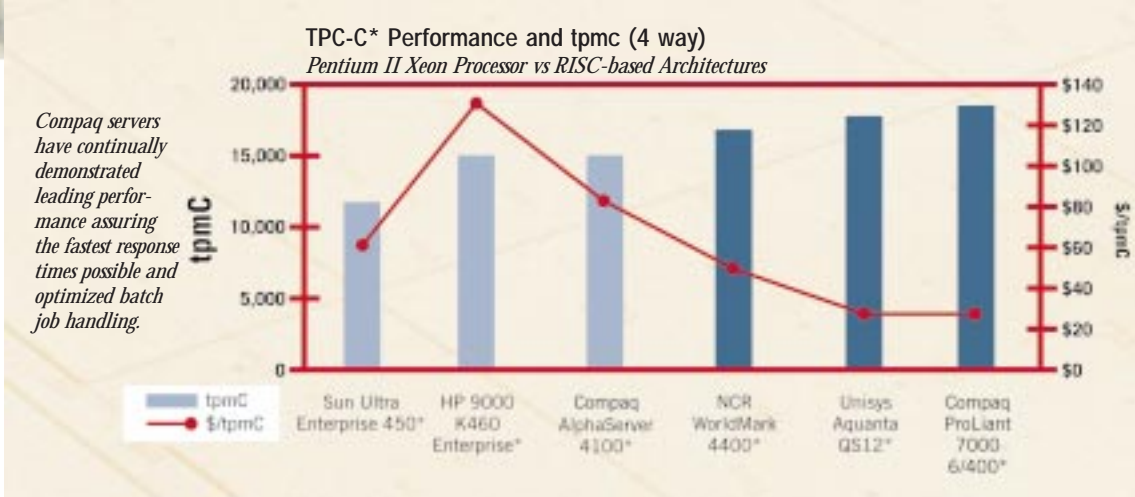
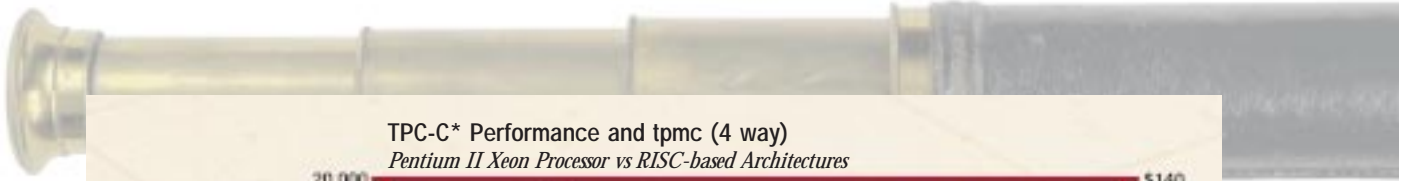


Compaq is the platform of choice for more than half of all SAP Installations on Windows NT, more than all of our competitors combined.



experience





- The leading Windows NT development platform for R/3, Windows NT, SQL Server, and Oracle
- First port of R/3 on Windows NT
- First Intel-based platform certified for R/3 on Windows NT
- First productive customer running R/3 on Windows NT
- First productive customer running R/3 on Microsoft SQL Server
- First productive 3-tier customer running R/3 on Windows NT

- > Perform proof-of-concept or custom platform testing to determine optimal, minimized-risk solutions to meet unique requirements and situations
- > Augment and enhance R/3 pre-sales and post-sales support capabilities

SCALABILITY AND BROADER CHOICES

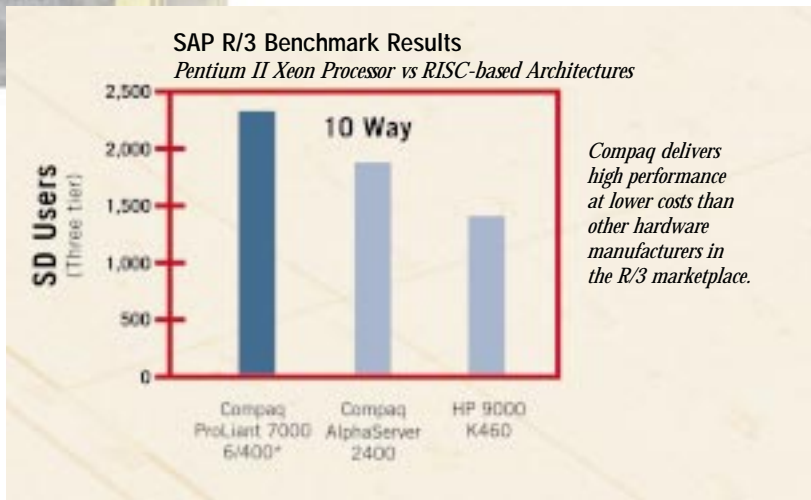
More Platform Choices - More than ever before, Compaq offers a full spectrum of platform choices for your SAP R/3 solution. Compaq expands your choices by providing flexible, cost-effective solutions that address all your enterprise computing requirements. Companies of all sizes have the opportunity to benefit from the enhanced productivity and flexibility of an R/3 and Compaq solution.

Compaq offers support for 64-bit computing with Digital UNIX on Compaq AlphaServer systems for large enterprise implementations of R/3. In fact, Compaq ranks number one in features and functionality compared to all major UNIX vendors. We also provide clustering support for 32-bit and 64-bit computing to ensure high availability. And finally, we offer R/3 on Windows NT for Intel, Alpha, or mixed platforms. By the year 2000, it is estimated that 95% of all enterprise customers will have both UNIX and Windows NT deployed in an inter-networked environment. Compaq excels in meeting the requirements of those customers by not only providing the broadest range of systems offerings but by also delivering the most Windows NT compatible UNIX.

Compaq partners with a broad range of industry leaders who are also committed to industry-standard openness. Together, we are building integrated and proven solutions that let you choose what's best for you from among the best in the industry in hardware, software, networking, systems management and service and support.

- > Microprocessors and other components from Intel and powerful Alpha based systems
- > Industry leading database systems
- > Leading Systems Management solutions from BMC Software, Tivoli Systems, and others
- > High-performance backup and recovery solutions from Cheyenne, a division of Computer Associates, and others
- > Systems integration with leading SAP Logo and Implementation Partners including Compaq Network and Systems Integration Services





Complete Flexibility and Scalability - Compaq provides the widest choice of operating systems and server platforms prepared for emerging software technologies to bring our customers the most scalable and flexible environments for SAP R/3 from desktop to data center and to protect those technology investments over time.

- ProLiant Servers
- AlphaServers
- Windows NT
- Digital UNIX
- SCO UNIX

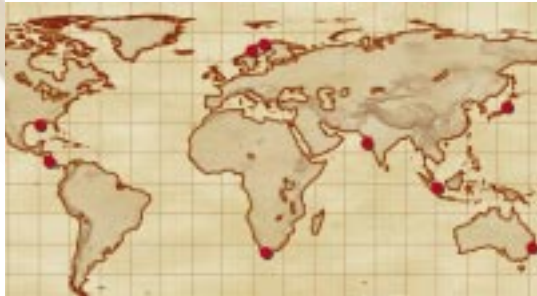
Because we offer servers that can run both UNIX and Windows NT, customers can evolve to Windows NT over the lifecycle of an SAP R/3 project or scale from Windows NT to UNIX as their demand increases. Customers can also grow from ProLiant to Alpha or to ProLiant/Alpha heterogeneous client/server configurations as their installation matures.

Unrivalled Service and Support - Compaq not only offers the most flexible and scalable platforms for your SAP implementation; we also have the global service and support infrastructure to back it up. We offer a range of technology services to implement and manage your R/3 installation. We can provide management of full R/3 installations, international rollouts, and desktop service support through a service and support network of over 25,000 professionals in more than 100 countries worldwide. To deliver on this commitment, Compaq has formed strategic relationships with an elite group of partners, including SAP and Microsoft. Together with those partners, we provide a full range of services from on-site hardware maintenance, to system health check services, to enhanced software support or remote systems management. That means you're assured service and support you can count on, 24 hours a day, seven days a week from Compaq.

LOWER TOTAL COST OWNERSHIP

Your SAP R/3 installation represents a key business asset and a significant technology investment. With Compaq, you can make the most of that investment while lowering your overall costs. Compaq systems are proven to deliver highly cost effective, mission-critical capabilities. Combine the leading price/performance and value of Compaq systems with rapid system implementation, industry leading hardware and software scalability, and comprehensive solution life-cycle management, and you maximize the returns on your R/3 investment while keeping costs under control.

leadership



Compaq has SAP Competence Centers around the world, 25,000 service personnel, service facilities in over 100 countries, over 1,500 certified Microsoft system engineers, and more than 3,000 certified UNIX systems engineers.

From planning, to deployment, to maintenance of distributed environments, Compaq saves you time, money and resources over the life of your installation.

Planning - Once you've identified the solution for your enterprise computing requirements Compaq provides a system that's fast and simple to implement, with customized service and support to help you plan your route.

With the Compaq R/3 sizing and configuration tools, you leverage the Compaq experience gained as installation leader for R/3. You also reduce time and cost by stimulating installation and pre-determining the components you need, in the order they should be installed, and the space and power your system will require. And Compaq's proven implementation methodologies provide the guidance you need to implement your R/3 systems as quickly as possible.

Deployment - From the moment you power up your system, Compaq's servers provide the high performance and high availability you need to deploy your business-critical applications quickly and efficiently.

ProLiant servers include Compaq SmartStart, the intelligent architecture integration tool that simply and automatically configures your Compaq server, installs the software, and optimizes them for high performance. With one easy step, you and SmartStart have built the platform for a trouble-free network.

Compaq AlphaServer systems include the ServerWORKS suite of server and network management tools. Compaq also provides outstanding tools and services for integrating multiple platforms, including Windows NT, Digital UNIX, and OpenVMS. This capability is a key component of our industry-leading service capabilities.

Management - When you're ready to deploy your new solution, Compaq ensures that you maintain a smooth running system. Our innovative management tools make maintaining your system simpler and less costly.

- > Compaq Insight Manager is a powerful, SNMP-based tool for monitoring Compaq systems. It integrates with leading Systems Management tools, such as HP Open View, Microsoft SMS, Tivoli TME 10, and BMC Patrol, so you can manage thousands of systems from a single console.
- > Cheyenne's ARCserve backup and recovery solution is optimized for Compaq platforms.
- > The manageability tools included with Compaq AlphaServer systems provide extensive server and network management capabilities. The ServerWORKS suite includes ClientWORKS, which extends manageability to the desktop, and Intelligent Server Management, which helps monitor environmental data.

Maintain and Update - Compaq is world-renowned for reliability that saves you time and money on maintenance and service. In customer quality surveys, Compaq consistently receives the highest marks of any SAP partner. That's no surprise to us. Stringent testing and exacting quality control measures are the standard at Compaq. We build innovative fault-tolerant features right into our servers features like Error Checking and Correcting memory to detect errors before you even notice them, innovative hot-swappable components like PCI Hot Plug, and Automatic Server Recovery for fail-over capacity. And AlphaServer systems use Compaq clustering technology to assure high availability of mission-critical data. Compaq is also a leader in helping SAP implement R/3 on UNIX-based cluster solutions and Microsoft Cluster Servers.

- Largest productive customer running R/3 on Windows NT
- First platform to provide fail-over capability for R/3 on Windows NT
- More installations of R/3 on Windows NT than all our competitors combined
- First R/3 Windows NT customer in production running Microsoft Cluster Server
- The Leading provider of R/3 UNIX and Windows NT Heterogeneous Solutions



lower total cost
of ownership



And as you grow your company, Compaq systems grow with you. With our scalable architecture and highly serviceable chassis designs, your company can continually upgrade and utilize your Compaq servers in new ways—extending their life and protecting your investment.

ARRIVE AT THE DECISION THE WORLD DID

Compaq is the world leader in SAP R/3 deployments. More importantly, we are committed to delivering low risk total-computing solutions for your business-critical applications. Together with SAP, and our other partners, we work at every stage, providing systems that have been well optimized and thoroughly tested with the latest leading business-critical application.

Compaq's industry-standard systems help minimize your risk by delivering excellent performance, scalability, integration, and manageability—while lowering your total cost of ownership.

That's why it's never been safer or smarter to venture into the new world of enterprise computing. Your SAP R/3 solution has been intelligently charted by Compaq—the world's number one choice for R/3.

To find out more about Compaq solutions for SAP, visit the Compaq Web site at www.compaq.com.

COMPAQ



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