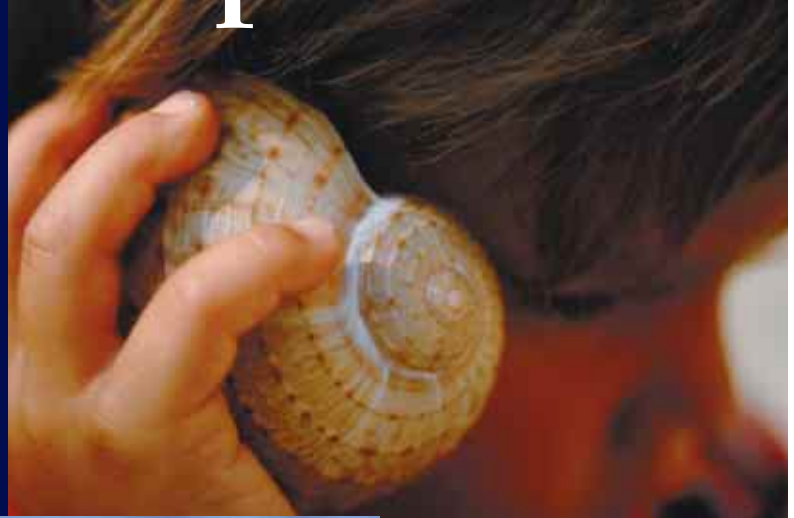




An inside look
at a trusted
solution

OpenVMS



COMPAQ

Better answers

global

With the meteoric rise of the Internet and the corresponding expansion of global competition, availability of corporate information has taken on a new level of importance. To compete effectively in virtually any industry today, vital business applications and data must be available at all times, from all places.



Compaq answers the need for high availability with a proven, enterprise-caliber operating system that is synonymous with availability, reliability, and rock-solid performance. That operating system is OpenVMS™.

In some industries, availability is more than important — it's a matter of life or death. For that reason, OpenVMS is the number one rated operating system in healthcare. In other arenas, availability is a matter of financial survival.

In top financial exchanges, OpenVMS has a 66% global market share. In CPU chip manufacturing, where time-to-market is critical, OpenVMS runs more than 90% of the fabrication lines. OpenVMS brings to these organizations an unparalleled combination of advantages — proven advantages that can help you thrive on Internet time — and break from the competitive pack.

expansion

Unparalleled
combination of
advantages

OpenVMS Galaxy opens new worlds of flexibility

"The Galaxy architecture confers the strength of Compaq's OpenVMS enterprise capabilities on distributed applications that require highly available services from the data center. As Internet applications and Windows NT-based applications grow, Compaq intends to supply reliable and highly available back-end data servers that will process data requests from dozens of distributed servers, and thousands of end-users. Importantly, as network demand for service peaks, IT managers will gain flexible system administration because of the support Galaxy provides for multiple compute partitions that can be reconfigured on-the-fly."

*Jean S. Bozman
Analyst
International Data Corporation*

Affinity bridges the gap with Windows NT

"Compaq's latest version of OpenVMS 7.2 and Affinity Wave 6 further bridge the gap between high-end enterprise environments and Windows NT. The results should be of high value to IS executives seeking to leverage OpenVMS' long experience in mission-critical environments as they proliferate NT across the enterprise."

*James Gruener
Aberdeen Group*

nanos

every **nanosecond**

Every nanosecond counts

Each minute that computer systems are down, knowledge workers are frozen, customers are alienated, and revenue is lost. OpenVMS is always available — pumping out the work 24 hours a day, 365 days a year. OpenVMS achieves high availability through a number of technologies that push the envelope of continuous computing. One such technology is Compaq's award-winning Galaxy Software Architecture, which lets you respond to changing business demands at the lowest possible cost and with the least disruption. With OpenVMS Galaxy, you can dynamically reassign computing resources to reduce bottlenecks and support ever-changing business needs.

Early adopters of OpenVMS Galaxy include a stock exchange faced with increasing demands on a trading system that was already running at full capacity. OpenVMS Galaxy provided the flexibility to handle the increasing trade volume, without interrupting trades. This increased business is boosting the exchange's revenues. Another early adopter is a medical research institution that had difficulty tuning its system for optimal performance. Its strategic application receives bursts of input from data feeds that record brain waves, then performs number-crunching analysis on that data. With OpenVMS Galaxy, the institution runs the data feed input and data analysis on separate instances of the operating system — each specifically tuned for its designated use. This improved performance is yielding faster research.

Another way OpenVMS ensures high availability is through clustering. With OpenVMS Clusters, the undisputed "King of Clusters," business systems are immune to downtime through disaster-tolerant, multi-site clusters that can span distances up to 500 miles.

But high availability alone isn't enough. Corporate data is one of a business' most significant assets — requiring protection against corruption, disasters,

the competition. OpenVMS delivers the transaction and data integrity, recovery, and security that strategic business applications demand. And because OpenVMS is Year 2000-ready, the millennium isn't an issue.

Speed matters. The faster the computer systems, the faster your time-to-solution. OpenVMS on AlphaServer™ systems keeps pace with your workload. Its breakthrough 64-bit VLM performance boosts the performance of 32-bit database software by hundreds of times — with no porting of existing applications.

Support matters, too. When you have questions, you want fast answers. OpenVMS is backed by an award-winning service organization that provides support globally — 24 hours a day, 365 days a year, throughout the life cycle of your project.

Mainstreaming Windows NT

Windows NT® is growing exponentially in enterprises, and offers significant cost-of-ownership advantages. The challenge is: how do you take advantage of a Windows NT-based solution — without giving up the availability, scalability, and reliability of a proven enterprise-class platform? Compaq answers this challenge with the Affinity for OpenVMS Program and a strategic alliance with Microsoft® Corporation. The Affinity Program provides the technology, services, and support needed to create a computing environment in which Windows NT and OpenVMS seamlessly coexist — one that is transparent to applications, users, and day-to-day business operations. By integrating key technologies, products, and service, Compaq can bring the advantages of Windows NT to your organization through risk-free integration with an existing OpenVMS environment. Compaq has built the world's most comprehensive and powerful Windows NT integration solution — delivered by the world's most experienced NT integration engineers.

second counts

Handling \$2.9 trillion per day on OpenVMS

"We've handled up to \$2.9 trillion in U.S. Government securities transactions per day. Our core transaction applications depend on Compaq's DIGITAL platforms, and they've never let us down. We began with clustered VAX systems, and now have a multi-site OpenVMS cluster of 10 AlphaServer 4100 systems. The performance is always there, the service is 24 by 7 and immediate, and their products evolve with — and are often ahead of — the industry."

*Rob Palatnick
Managing Director of Information Technology
Government Securities Clearing Corporation, New York, NY*

Sunoco credits OpenVMS cluster as a critical component of \$17M payback

"For us, speed equals bigger profits. The faster we can calculate the required adjustments, the more high-value fuel products we can produce...The Compaq cluster's speed and reliability allows us to quickly and accurately optimize refinery processes to maximize profits and respond to ever-fluctuating market forces."

*Cliff Pedersen
Project Manager Process Control
Sunoco, Inc.*

Saving lives with OpenVMS

"We are really in the business of saving lives. The OpenVMS system has certainly proved to be extremely reliable for us. Downtime is at an absolute minimum with our OpenVMS system — which has been instrumental in saving lives."

*Berkeley Keck
Director of Information Technology
United Network for Organ Sharing*

New securities exchange chooses OpenVMS AlphaServer

"In selecting a solution to run our business, we picked Compaq and Sweden-based OM Technology. Our selection was based on their proven track record that can address our need for capacity headroom to respond immediately to fast and changing markets, absolute 24 x 365 reliability, and the ever-present pressure to do so in the most cost-effective manner."

*David Krell
President and CEO
International Securities Exchange*

trajectory

a clear



A clear trajectory

With more than 10 million OpenVMS users — and that number is growing — Compaq has announced a long-term strategy for continued OpenVMS development and support. This strategy is designed to provide solutions to customers' growing needs for system resource flexibility, high-availability, server consolidation, ease of managing computer environments, and significantly extending seamless integration of OpenVMS and Windows NT.

Key partnerships ensure the continued success of OpenVMS. Industry-leading solution providers such as Oracle, Cerner, and OM Technology deliver server-based applications that complement the strengths

of OpenVMS. Working collaboratively with these major players in key industries, Compaq is able to provide complete, mission-critical server-based solutions.


Today's rapidly changing markets require breakthrough thinking to convert obstacles into opportunities. That's why Compaq collaborates on IT solutions with top-rated systems integration partners, such as Andersen Consulting, Ernst & Young, and PricewaterhouseCoopers. Working together, we can help you generate creative business solutions and unlock exponential success for your organization.

Take the next step

Only OpenVMS features seamless integration with Windows NT, breakthrough performance and flexibility for large-scale SMP systems, enhanced Internet readiness, and ongoing improvements in system management, performance, reliability, and availability. Perhaps that's why OpenVMS has long been acclaimed as the industry's most trusted solution.

To learn more about Compaq's OpenVMS operating system, and the bottom-line benefits it can bring to your organization, please contact your local Compaq Sales Representative, Authorized Compaq Reseller, or call 1-800-344-4825. For more detailed information, please visit our Web site.

www.compaq.com/openvms



Key partnerships provide solutions to customers' growing needs

Cerner and OpenVMS meet customer demands

"Cerner's strong relationship with Compaq and with OpenVMS is now in its 12th year. In that time, the combination of Cerner's enterprise-wide healthcare applications, HNA Millennium, and Compaq's OpenVMS has met our clients' demands for scalable, mission-critical availability — applications they can always count on in a 24 X 7 environment. In our clients' environments, availability really matters."

*Scott Fancher
Vice President
Cerner Technologies*

Oracle commits to OpenVMS customers

"Oracle database servers, including Oracle7, Oracle8, and OracleRdb, represent more than 80 percent of the databases running on OpenVMS systems. This large installed base continues to demand Oracle products, making OpenVMS one of our highest volume platforms. We are committed to these joint OpenVMS customers, and we intend to provide these products in a time frame consistent with other strategic platforms."

*Jerry Robertson
Vice President
Compaq Products Division
Oracle Corporation*

OpenVMS helps OM Technology meet business goals

"OM's partnership with Compaq to provide OpenVMS-based solutions to the securities industry has proved a valuable strategy in meeting our business goals. We look forward to a long and successful relationship built on satisfying our mutual customers' requirements."

*Patrick Egervall
Senior Vice President
Marketing and Sales
OM Technology*

Compaq commits to OpenVMS

Computerworld
October 12, 1998, Staff writers

Compaq promises the Galaxy with OpenVMS

InformationWeek Online
September 30, 1998, Martin J. Garvey

OpenVMS gets Compaq nod

Computerworld
October 5, 1998, Jaikumar Vijayan

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