THE SOLUTION ARCHITECT — YOUR TRUSTED ADVISOR

Compaq Services Solution architects are master problem solvers with a passion for learning the latest technologies, methodologies, and tools — and translating those into business solutions. Like all good architects, they understand the interaction of form and function and explore solutions to balance the technical concerns and your business requirements.

While traditional engineers tend to find optimal solutions to well understood problems, Solution architects thrive when there isn't a prefab answer. They are artists at finding satisfying solutions for messy problems. They are also communicators who can help you be successful because they know how to work effectively with the business managers and technology experts on your team.

Our architects average 15-plus years of experience, so they have a pocketful of real-life knowledge to draw on when they facilitate a workshop with you or sit down at the drawing board.

Compaq Services Solution architects are thoroughly trained in our proven techniques and methodologies. As members of a company-wide Architecture Council, they share knowledge and experience with fellow architects around the world. Before becoming a solution architect, each must pass a rigorous peer review process.

COMPAQ SERVICES SOLUTION ARCHITECTS:

• Match appropriate technology with your needs

• Bridge the business-to-IT gap

• Maintain the solution's conceptual integrity over time

• Verify that the solution as built meets your requirements

• Evolve the system to meet changing business needs and take advantage of appropriate new technologies

SAMPLE RESUMÉS

Senior Solution Architect

Relevant experience: 21 years
Positions:
– Consultant, IT strategy and architecture
– Manager, IT consultants group
– Consultant, corporate account
– Manager, computer special systems
– Manager, corporate technical support group
Additional experience:
– Architecture-based approach to IT strategy and governance in major accounts
– Leader for data warehousing-related workshops
Education:
– Degree in chemical technology
– Post-graduate business training

Senior Solution Architect

Relevant experience: 25 years
Positions:
– Regional director, technology and architecture
– Group manager, information services
– Associate director, high performance workstation development project
– Advanced Computer Architecture project
– V.P. of engineering, designing word processing and management workstation hardware and software
– Director of applied research for systems, software, semiconductors and peripherals
Education:
– Ph.D. in information systems
– B.S. and M.S. in physics

COMPAQ

BE SURE OF SUCCESS

Turn to Compaq Services for an architected business solution that will meet your expectations and your needs.

Compaq Services provides a single point of accountability for the development and deployment of integrated, best-in-breed IT solutions and lifecycle support for multivendor IT environments worldwide.

BETTER ANSWERS FOR YOUR BUSINESS NEEDS.

What sets us apart

Compaq Services draws on decades of experience in networks and systems integration. We know how to tame the complexities inherent in solution architectures. Today, as Microsoft NT evolves as an enterprise platform, we are applying that experience to smoothly transition your key business applications to new technologies. The storehouse of knowledge and the processes we have refined help to ensure your success, whether you're preserving, optimizing, or transforming your IT environment.

OUR SOLUTION ARCHITECTURE SERVICES ARE BASED ON:

• A strong track record, with solutions validated in the marketplace

• Peer-to-peer rather than customer-vendor relationship

• A carefully structured and customer-proven methodology based on stakeholder participation and business drivers

• Architect assigned throughout the life of the project

• Extensive experience in heterogeneous computing environments — OpenVMS, UNIX, NSK, and NT

COMPAQ SERVICES OFFERS A DEPTH AND BREADTH OF EXPERTISE, AVAILABLE WHEREVER YOU DO BUSINESS:

• Among the top five systems integrators worldwide

• Number one in customer satisfaction in a *Computerworld* survey of 15,000 IS managers

• First and only Worldwide Prime Integrator for Windows NT Enterprise Solutions (Microsoft)

• Pathfinder Award for the Best Migration of a Messaging System; Honor Roll Award for our deployment of 100,000 Exchange Seats at Compaq; Excellence Award for Best Provider of Exchange Services (Microsoft)

• Among the top four Internet service providers

• The world's largest workforce of Microsoft-trained and certified service professionals

• More than 2,200 NT certified and 3,000 UNIX engineers

• 550 locations in 114 countries

www.compaq.com/services

COMPAQ
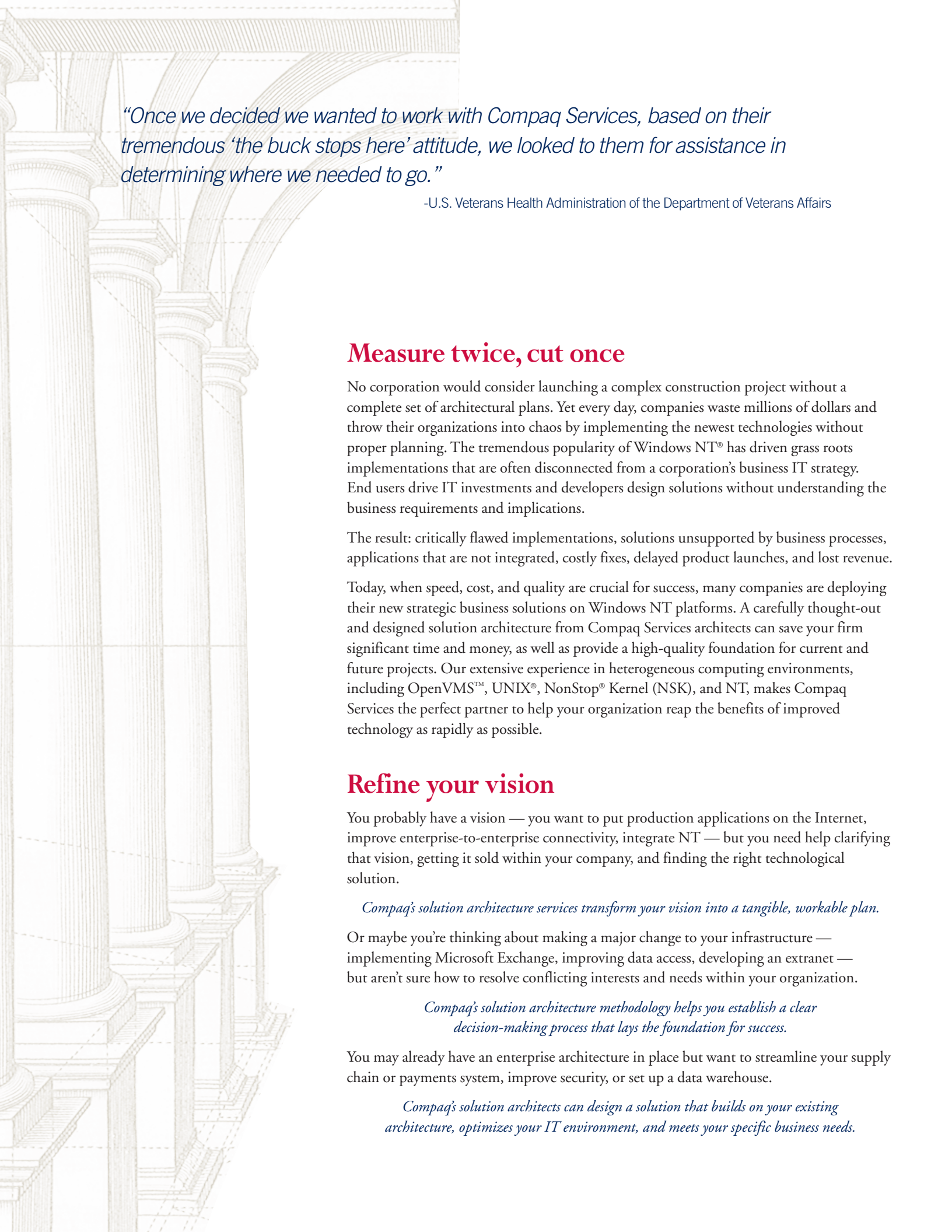
Solution Architecture Services

A flexible framework for your evolving business solutions

Would you try to renovate your corporate headquarters without an architect?

Then why try to build your business solutions without one?

AN ARCHITECTED BUSINESS SOLUTION:
BETTER ANSWERS FOR YOUR BUSINESS NEEDS

UNIT 2

SAVE TIME & MONEY
GET RESULTS

Measure twice, cut once

No corporation would consider launching a complex construction project without a complete set of architectural plans. Yet every day, companies waste millions of dollars and throw their organizations into chaos by implementing the newest technologies without proper planning. The tremendous popularity of Windows NT® has driven grass roots implementations that are often disconnected from a corporation's business IT strategy. End users drive IT investments and developers design solutions without understanding the business requirements and implications.

The result: critically flawed implementations, solutions unsupported by business processes, applications that are not integrated, costly fixes, delayed product launches, and lost revenue.

Today, when speed, cost, and quality are crucial for success, many companies are deploying their new strategic business solutions on Windows NT platforms. A carefully thought-out and designed solution architecture from Compaq Services architects can save your firm significant time and money, as well as provide a high-quality foundation for current and future projects. Our extensive experience in heterogeneous computing environments, including OpenVMS™, UNIX®, NonStop® Kernel (NSK), and NT, makes Compaq Services the perfect partner to help your organization reap the benefits of improved technology as rapidly as possible.

Refine your vision

You probably have a vision — you want to put production applications on the Internet, improve enterprise-to-enterprise connectivity, integrate NT — but you need help clarifying that vision, getting it sold within your company, and finding the right technological solution.

Compaq's solution architecture services transform your vision into a tangible, workable plan.

Or maybe you're thinking about making a major change to your infrastructure — implementing Microsoft Exchange, improving data access, developing an extranet — but aren't sure how to resolve conflicting interests and needs within your organization.

Compaq's solution architecture methodology helps you establish a clear decision-making process that lays the foundation for success.

You may already have an enterprise architecture in place but want to streamline your supply chain or payments system, improve security, or set up a data warehouse.

Compaq's solution architects can design a solution that builds on your existing architecture, optimizes your IT environment, and meets your specific business needs.

Get better answers with better questions

Compaq's solution architects know how to ask the right questions so that you get the right results. We have developed a structured methodology that sorts through the complexity inherent in IT environments and empowers our architects to design creative business and technological solutions — solutions that meet your needs now and into the future.

First, Compaq architects clarify your needs through interviews or workshops that bring together various people in your company. These workshops document your business situation and pave the way for success by beginning the internal dialog within your organization. They produce an architectural "scan" or "logical blueprint" that depicts where you're going and how everything fits together conceptually.

If you decide to move forward, the architect works together with the engineers implementing the project to ensure that the final product matches the plan. The architect may also redesign the solution over time to meet changing business needs.

Design the foundation for success

One key to our methodology's success is understanding the needs of all involved "stakeholders." To get a complete picture, we view the architecture from four different vantage points: *business, functional, technical*, and *implementation*. We hold workshops and conduct interviews to see how each group views the proposed changes.
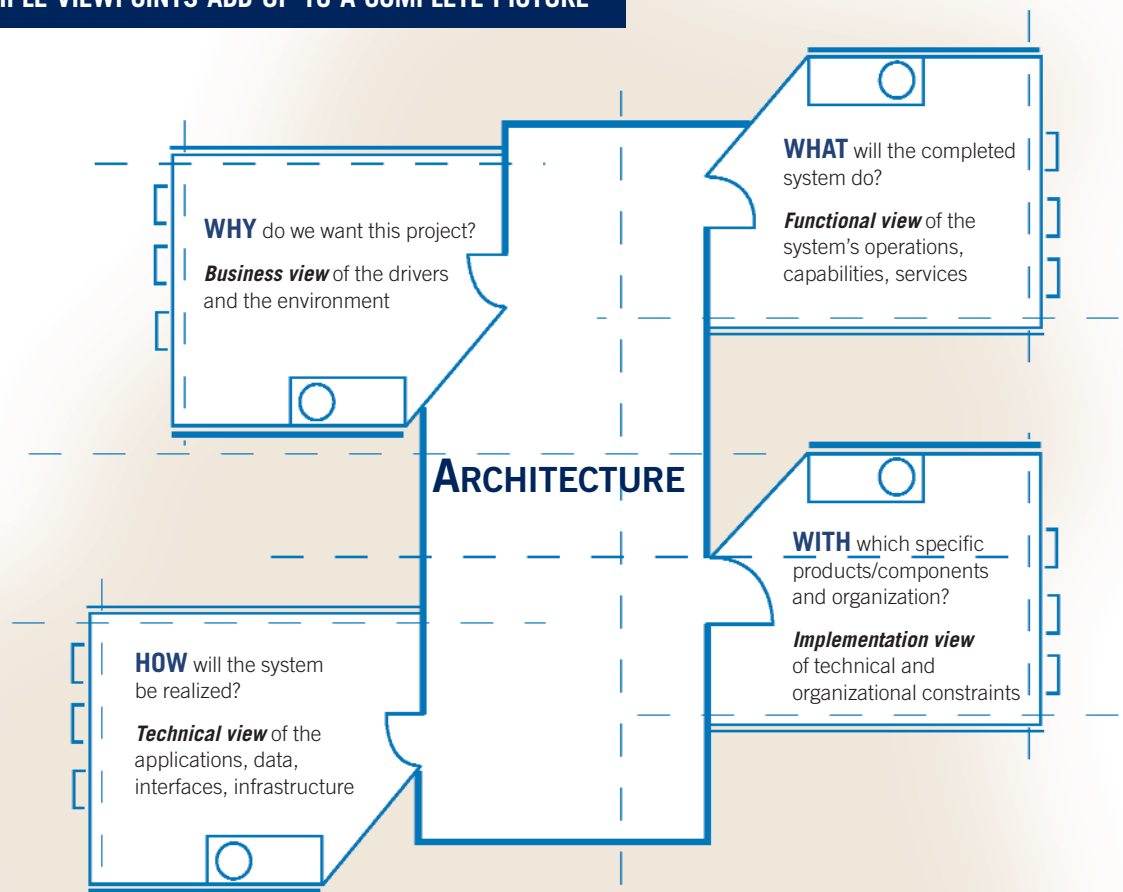
We start by articulating the business needs and the drivers you've identified. You may know, for example, that you want to improve product or service quality, reduce costs, comply with regulations, or integrate merging organizations.

We reduce those drivers to the principles that actually form the architectural framework. For instance, to improve service quality, you may want to allow customers to transact business directly to your information systems over the Internet without talking to customer representatives. To accommodate an acquisition, you may need to rapidly integrate disparate architectures and mail and messaging systems.

We build a model that shows the elements, their relationships and the key properties — processes, data flows, connectivity, control, organizational structural relationships, performance characteristics.

Then, every step of the way, we make sure the solution matches the drivers, principles, and model you've established.

MULTIPLE VIEWPOINTS ADD UP TO A COMPLETE PICTURE

WHY do we want this project?

Business view of the drivers and the environment

WHAT will the completed system do?

Functional view of the system's operations, capabilities, services

ARCHITECTURE

HOW will the system be realized?

Technical view of the applications, data, interfaces, infrastructure

WITH which specific products/components and organization?

Implementation view of technical and organizational constraints

Significantly impact the success of your company with Compaq solution architecture services.

SAVE TIME

- Deploy new information services faster, without wasted effort.
- Achieve a quantum leap in effectiveness, productivity, and process improvement.
- Boost competitiveness by guiding investments in a unified direction for maximum benefit across the organization.
- Avoid unforeseen delays.
- Break through organizational barriers.
- Capitalize on our experience curve.
- Support business and technological change more quickly with improved network flexibility.

GET RESULTS

- Align with business goals through active stakeholder participation.
- Manage the complexity inherent in information systems during their planning, construction, deployment, use and evolution.
- Achieve better interoperability of applications and data.
- Make informed decisions from a solid basis — within a solid framework.
- Identify problems and risks early.
- Develop a scalable, available, responsive and secure infrastructure.
- Keep delivering business value over a long lifetime.

SAVE MONEY

- Find the most affordable solution.
- Stay on budget.
- Avoid technological diversity that adds cost without value.
- Standardize to reduce training and support costs.
- Reduce lifecycle costs by focusing on effective modularization and layering — your system can evolve to meet changing needs and take advantage of new technologies.
- Protect your investments — enable each new investment to add value to other investments.

TIME
MONEY
RESULTS