

COMPAQ

Baan



able to adjust:
flexible

ADAPTABLE SOLUTIONS PROVEN RESULTS

tested
& proven

dependable



confidence

TEN GOOD REASONS TO CHOOSE COMPAQ FOR YOUR BAAN IMPLEMENTATION

1 Compaq gives you more choices.

You can build your Baan solution on the operating system and scalable platform of your choice, including Compaq ProLiant Servers, Compaq AlphaServers, Microsoft Windows NT and DIGITAL UNIX.

2 Compaq tools deliver the fastest time-to-solution.

No other platform vendor provides such a broad and robust set of tools for planning, deploying, operating and managing your Baan solution. From configuration guidelines and installation methodologies to operation and management information – Compaq provides the answers you need to get results faster.

3 Compaq drives industry-standard innovation.

Compaq is committed to accelerating industry-standard computing to meet the stringent requirements of our customers – offering the highest levels of interoperability, availability and performance for business-critical computing.

4 Compaq invests more in Baan solutions.

Global manpower and Compaq Competence Centers around the world are dedicated to the success of your Baan solution.

5 Compaq has the most experience.

With over 700 joint installations in mission-critical environments, Compaq commands over 65% of all NT-based Baan implementations and over 30% of new Baan implementations overall.

6 Compaq offers a lower total cost of ownership.

Your Baan installation represents a significant technology investment. At every phase of implementation and operation, Compaq provides tools and technologies that help reduce your total cost of ownership.

7 Compaq offers leading price/performance.

We offer one of the industry's most cost-effective high-performance platforms for Baan implementations – and we have the numbers to back it up.

8 Compaq delivers the best-managed platforms and solutions.

Compaq's partnerships with leading management providers result in industry-standard tools and solutions that enable flexible, centralized control of enterprise applications, networks and devices.

9 Compaq has the largest and most respected services organization in the world.

To implement or optimize your Baan system anywhere in the world, our 25,000 global service personnel plus a vast network of local partners offer a full range of professional and support services.

10 Compaq is a proven leader.

As the leading PC manufacturer, the number one server company and the most respected IT services organization in the world, Compaq has been getting proven results for businesses for years.

COMPAQ AND BAAN – ADAPTABLE SOLUTIONS YOU CAN COUNT ON

BUSINESSES TODAY must continually reshape themselves to stay competitive – analyzing processes and developing new strategies in the face of accelerating change. But when the changes come as fast as they do today, how can you take advantage of them without exposing your business to intolerable risk? Over 700 companies around the world have discovered the answer: the Compaq and Baan solution. Together, Compaq and Baan provide the proven solutions you need to thrive in a changing world.

Adaptable Solutions

Baan technology is renowned for adaptability and modularity. It lets you exploit each new business opportunity quickly by enabling you to select the functionality you need on a flexible, modular, ongoing basis. And when you deploy Baan on Compaq, you take its adaptability even further. The broad platform choices, innovative tools and open standards offered by Compaq help you maximize your advantage.

“Other ERP packages require you to force-fit your business within the rigid structures of the software – but with the Compaq and Baan solution, we could customize our system to fit our business.” Krimo Salem, VP of Information Systems, Puma Technologies

THE INDUSTRY'S MOST RESPONSIVE SOFTWARE

Baan's Dynamic Enterprise Modeling – Strategy Execution (DEM^{SE}) is an integral part of Baan software. DEM^{SE} is a modeling environment that can be tailored to your business functions, processes and organizations. DEM^{SE} adapts to your business rather than requiring your business to adapt to it. And with Baan, you can count on compatibility with applications beyond ERP, including Sales Force Automation, Financial Management and Supply Chain Solutions.

“Our Baan applications have actually facilitated the changes we made to our manufacturing business processes. Our new process could not have been completed on schedule without Baan's flexibility.” Juhong Je, General Manager, Korea Heavy Industries and Construction Co. Ltd.

adapt quickly
to change

maximize
advantage



MORE PLATFORM CHOICES

As your environment changes and your needs grow, your Compaq and Baan solution keeps your options open. Customers can grow from Intel Pentium Pro-based ProLiant Servers to 64-bit AlphaServers or to hybrid ProLiant and Alpha client/server configurations as their installations mature.

To maximize your flexibility, Compaq provides the widest choice of operating systems and server platforms, including:

Intel-based ProLiant Servers	Windows NT
64-bit AlphaServers	DIGITAL UNIX

Compaq Drives Innovation To Industry Standards

- The first to offer Windows NT-based server array clusters.
- The leader in clustering technology across all operating environments and major business applications.
- The first to deliver complete 64-bit computing environments.
- 99.9% uptime guarantee for UNIX clusters.
- The first to deliver pre-failure alerting and replacement of Intel processors.
- The first to offer redundant network interface cards and processor modules.
- The first to deliver standards-based PCI Hot Plug.

"There wasn't much contest. Compaq's Alpha technology offered us a 64-bit scalable architecture to handle massive databases, the flexibility of running on NT and UNIX, superior price and performance, and an integrated clustering technology to support the Baan applications."

Mark Cottrell, Corporate Controller, Clover Technologies

BETTER ANSWERS PROVIDE THE FASTEST TIME-TO-SOLUTION

To stay responsive, you need to make accurate decisions fast. You'll find the information you need instantly on the unique Compaq activeAnswers™ web site. Compaq activeAnswers provides the tools, methodologies and knowledge your systems experts need to make the right decisions quickly.

- Planning guides, sizing and configuration tools and computer-based training resources.
- Deployment and operations guides, management and security information and the latest information on updating and upgrading your Baan solution.

STANDARDS-BASED FLEXIBILITY

Compaq has a long history of incorporating state-of-the-art technology in our solutions, so you always have the latest tools to adapt to changing needs. Industry-standard innovation provides cutting-edge performance, scalability, availability and flexibility from your Baan enterprise solution.



Proven Results

"We chose the Compaq and Baan solution to help link our production to demand – to minimize inventory and make it easier to track costs more precisely. It has helped us to reduce shipping cycles to about 48 hours and is already helping us cut costs."

Krimo Salem, VP of Information Systems, Puma Technologies

The flexibility of a Baan solution sounds ideal, but how can you be sure you'll get results? How can you reduce the risks involved? Again, Compaq has the answers. Our close, collaborative partnership with Baan – from product development to customer support – is key to ensuring results for our customers.

PROVEN COMMITMENT

No one invests more time and manpower in improving your Baan experience than Compaq. Our state-of-the-art competence centers around the world and our unique activeAnswers web site are proof of that investment. Our fully staffed competence centers are the proving ground for Compaq and Baan solutions, providing sizing, design, integration, migration, benchmarking, proof of concept and implementation support that help our customers achieve results quickly and efficiently. Compaq activeAnswers then puts the results of our vast experience right at your fingertips.

PROVEN EXPERIENCE

Compaq is a key development platform for Baan products. Over 700 enterprise customers worldwide – 65% of all NT-based Baan implementations and over 30% of all new Baan implementations overall – run on Compaq enterprise servers.

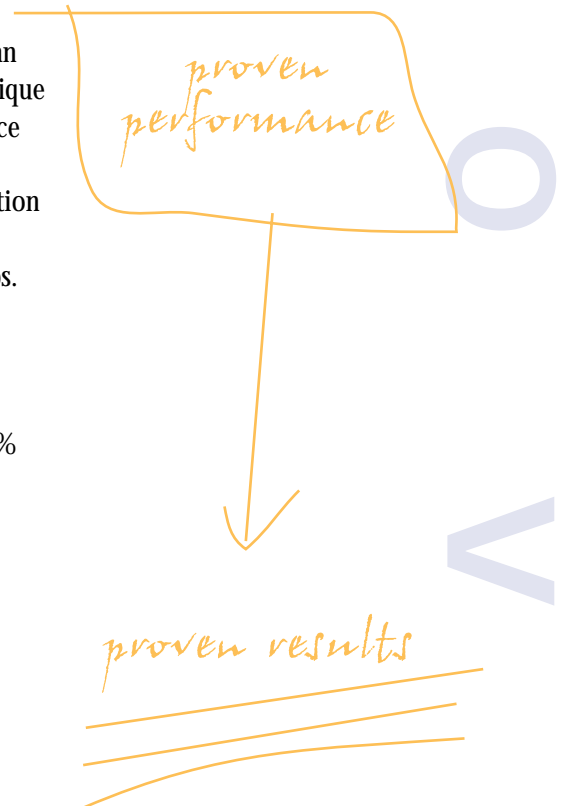
LOWER TOTAL COSTS

Throughout the lifecycle of your Baan solution, Compaq helps you lower your total costs.

- *Planning:* Customized service and support, sizing and configuration tools, and installation simulations help you eliminate guesswork planning errors.
- *Deployment:* Compaq's management tools like SmartStart and Compaq ServerWORKS make implementing your solutions faster, simpler and more reliable.
- *Operating:* You'll spend less time on management and avoid costly downtime with tools like Compaq Insight Manager and ClientWORKS. Combine those tools with legendary reliability and innovative fault-tolerant features, and you can count on lower total costs.

"We chose Compaq and Baan largely because it offered lower introductory and follow-on costs. DEM^{SE}, in particular, helped make integrating all of our business processes easier and more cost-effective."

Monika Roth, Information Services Manager, Schneider & Koch Datensysteme GmbH (S&K)



LEADING PRICE/PERFORMANCE

The testing and tuning that go into your Compaq and Baan solution pay off in industry-leading price/performance.

"The performance of the Compaq AlphaServer 8200 significantly exceeded our expectations... Our Baan applications take off like a rocket."

Mike May, Director of Information Technology, Teknion Furniture Systems

THE BEST-MANAGED SOLUTIONS

Through partnerships with leading third-party management providers like BMC Software, Tivoli and Computer Associates, Compaq delivers integrated management solutions for the most agile and centralized control over networked environments. Only Compaq provides management tools that integrate seamlessly with a range of enterprise management software platforms and are web-enabled for secure access to your systems from anywhere.

UNMATCHED GLOBAL SERVICES

With over 25,000 service personnel in over 100 countries around the world, plus a vast network of local partners, you know we'll be there for you. Compaq has been designated a Microsoft Prime Integrator, and we have over 4000 Microsoft Certified Systems Engineers - more than all of our competitors combined. Compaq offers a complete portfolio of professional and support services - from defining your strategy to implementation, network management, 7x24 on-site support and disaster preparedness - all proven at customer sites around the globe.

UNDISPUTED LEADERSHIP

Ultimately, the results you can count on from Compaq are based on our years of proven leadership. The largest computer manufacturer, the number one server company and the most respected IT services organization in the world, Compaq has been helping businesses generate results for years.

- Compaq has over twice the market share of our nearest competitors for leading solutions including Windows NT Networking, Novell NetWare, MS Exchange and SQL Server, Oracle Database and Lotus Notes.
- \$3 trillion in global financial transactions depend on Compaq systems each day.
- Compaq is the leader in 64-bit UNIX technology.
- Compaq and Microsoft have partnered to provide NT-friendly UNIX.
- Compaq is the world's number one global Windows NT service and support provider.

Minute-to-minute adaptability with the confidence of proven results. That's the unique combination of advantages you get from a Compaq and Baan solution.

minute-to-minute adaptability

+

confidence of proven results

Compaq/Baan solution

Compaq
Baan
Solution

COMPAQ

| *Baan*

Visit our web sites: www.compaq.com www.baan.com

©1998 Compaq Corporation. All rights reserved. Compaq registered US Patent and Trademark Office. Baan is a registered trademark of the Baan Corporation.
Product or company names mentioned herein may be trademarks and/or registered trademarks of the respective companies. Printed in the USA.