



## Compaq StorageWorks

StorageWorks and FLE partner to deliver the best in open storage systems

### Hundreds of companies put their trust in France Location Equipment

“TODAY, MOST LARGE COMPANIES UTILIZE MULTIPLE COMPUTING PLATFORMS TO ADDRESS DIFFERENT BUSINESS NEEDS, OR SOON WILL,” SAYS PASCAL VENTI, STORAGEWORKS PRODUCT MANAGER, FRANCE LOCATION EQUIPEMENT. “STORAGEWORKS OFFERS THE MOST COMPREHENSIVE AND SCALABLE MULTIPLATFORM SOLUTIONS AVAILABLE. THIS FLEXIBILITY GIVES OUR CUSTOMERS A BIG COMPETITIVE ADVANTAGE.”

Based in Suresnes, France, France Location Equipement (FLE) is a Compaq solutions reseller and total solutions provider with annual revenues of FF100 million. FLE has a vested interest in providing flexible technology solutions for its customers. Hundreds of companies, such as Kodak Industrie and FCB/EXANE, have put their trust in FLE.

#### The challenge

Implementing new technology is a double-edged sword. On the one hand, companies are eager for the increased productivity that new technologies can bring. On the other, they fear the consequences that complex systems integration projects can bring.

#### The StorageWorks solution

“The merger of Digital and Compaq is good news for all concerned, because the two companies bring complementary strengths to the table ... Separately, both were among

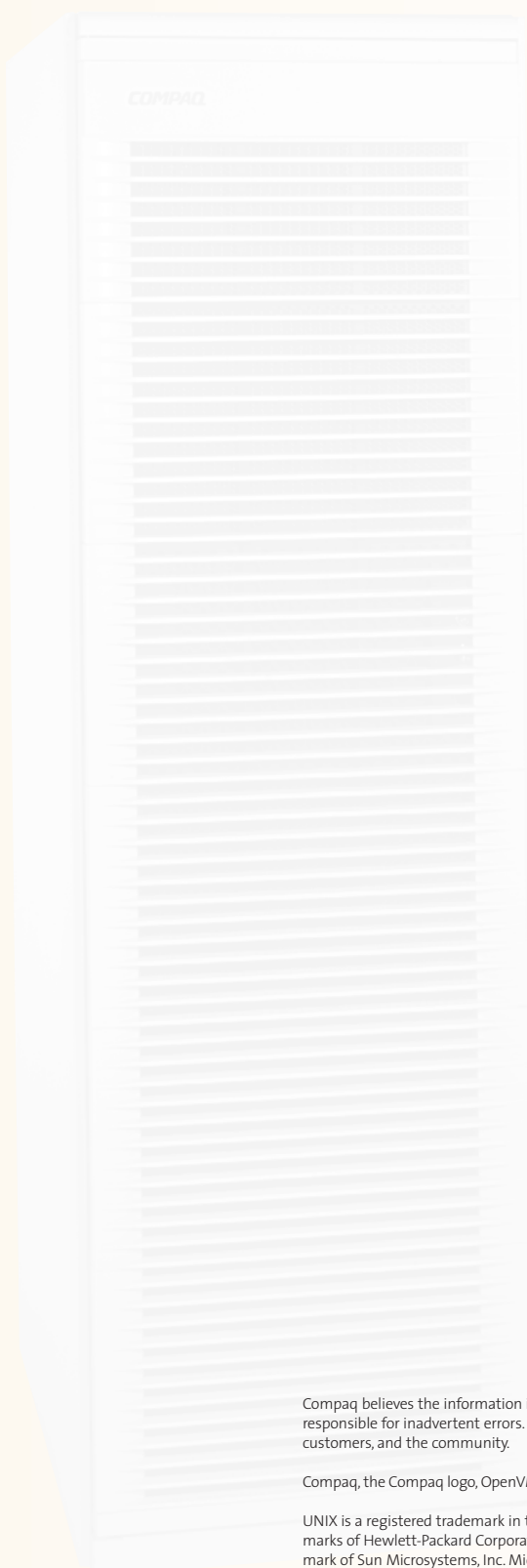
the best in the world, but together the combination can't be beaten,” says Venti.

Being able to recommend such a wide range of products and services helps build confidence with customers, he adds, “We can be objective, listen to our customer's real needs, and configure the best platform solutions. When it comes to recommending storage solutions, it's an obvious choice. StorageWorks supports them all.”

StorageWorks solutions include a full range of cross-compatible, high-performance, high-availability products, from off-the-shelf and custom RAID subsystems to tape, optical, and automated tape libraries for backup. Based on industry-leading UltraSCSI and innovative Fibre Channel solutions, StorageWorks products seamlessly integrate across a

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wide spectrum of computing platforms, including UNIX, OpenVMS, Sun Solaris, Hewlett-Packard HP-UX, IBM AIX, Novell NetWare, Windows NT, Windows NT clusters, and SGI IRIX.

#### SCALABLE

Storage requirements for companies implementing Microsoft Exchange, ISP solutions, or Eurodollar conversions can grow very rapidly. Says Venti, "With StorageWorks, the user can simply snap in more storage and even house storage for different platforms in the same box. Over the years, this ability to scale and reuse storage devices results in significant savings."

#### BUILT-IN MIGRATION

"The best part is that it only requires a plug-in upgrade to run Fibre Channel," explains Venti. "You simply remove the UltraSCSI controller and plug in the Fibre Channel controller, and you're up and running."

#### MANAGEABLE

"Maintaining all aspects of StorageWorks is equally easy. Our customers aren't dependent on us to reconfigure their systems. It's easy enough that they can do it themselves," Venti adds.

#### CALL US

To learn how Compaq StorageWorks has helped other companies achieve their goals, and can help you reach yours, call your authorized representative or visit us at: [www.compaq.com/storageworks](http://www.compaq.com/storageworks)

**"OUR RELATIONSHIP WITH COMPAQ HAS SERVED US AND OUR CUSTOMERS WELL BY PROVIDING OPEN STORAGE SOLUTIONS UNSURPASSED BY OTHER LARGE COMPANIES," CONCLUDES VENTI. "OUR PARTNERSHIP HAS FOSTERED A STRING OF HAPPY CUSTOMERS. IT IS A RELATIONSHIP THAT WE PLAN TO REINFORCE IN THE FUTURE."**

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