

E-Commerce Solutions

The power to deliver



COMPAQ

Microsoft®

Reach further

Putting reliable Compaq and Microsoft e-business solutions to work for you means you can quickly and successfully meet the new demands on your business

Barnes & Noble

Compaq ProLiant™ servers running Microsoft® Windows® 2000 provide the speed and durability to keep the Barnes & Noble website (www.bn.com) and order-fulfillment network running smoothly. Barnes & Noble depended on Compaq and Microsoft for solutions that scaled up quickly through a 380% increase in usage. Now a growing online catalog of more than 8 million items is just a few mouse clicks away.

“The relationship of Compaq, Microsoft, and Barnesandnoble.com is a very strong triumvirate of resources. We’ve come together to design and build an infrastructure that provides an ever-faster, richer, and more responsive e-commerce experience.”

– Gary King, Chief Information Officer, Barnesandnoble.com

South China Morning Post

With Compaq servers, Compaq Insight Manager, and a variety of Microsoft operating system products, the leading English-language news source for Hong Kong and China with over 200,000 registered online users offers instant access to a wide range of news and information.

“We needed a platform that could cost-effectively scale up as our online business developed. ...we are very confident that we can continue to deploy Compaq and Microsoft solutions to achieve our objectives.”

– Christopher Justice, Manager of PostNet, South China Morning Post

buyproduce.com

buyproduce.com, a business-to-business e-commerce site, links produce buyers and sellers through a digital marketplace – the first of its kind. Compaq Global Services planned, architected, and implemented the solution on Compaq ProLiant servers within just four months. “With Compaq Global Services handling every aspect of the project, we had a proven, reliable solution from day one,” said Chief Information Officer, Jim Delurgio.

Targeting a \$200 billion global fresh produce industry, the company quickly captured more than 15% of the market. buyproduce.com made its debut during the industry’s largest show in October 1999 – to the awe of onlookers and the envy of competitors. “All 17 of our competitors claimed they would be live in time for the event, and we were the only one that made it – and we’re still the only one in production,” said Delurgio. “The Microsoft/Compaq team was excellent. They helped us build the technology that we needed, as well as helped us build and train the team we needed for continued success.”

Developed, tested, and deployed in the Compaq E-Business Architecture Services Lab, buyproduce.com launched its e-business on a tried-and-true solution and quickly began to reap the rewards of B2B e-commerce.



Proven results for a successful Internet-based business

World-class



With Compaq and Microsoft in
your corner, you can count on
proven e-business results

partnership

For two decades, Compaq and Microsoft have worked hand-in-hand to develop and test integrated business solutions.

The result? Battle-tested e-commerce solutions you can depend on for maximum reliability and performance. The benefit? Getting to market fast with e-commerce solution architectures that support surging growth.

The Compaq and Microsoft partnership translates into highly productive engineering collaboration and sharing of deep technical knowledge from real-world customer experiences.

Customers have online access at no charge to this breadth of knowledge through Compaq *ActiveAnswers*™ in the form of detailed configuration, sizing, hardware architecture, and deployment guides. Compaq invests in more than 27,000 trained service professionals worldwide and more than 2,000 Microsoft-certified Windows 2000 engineers, meaning customers who choose to use a services organization draw on experience of Compaq – Microsoft's leading Worldwide Prime Integrator for Windows 2000 solutions. The unrivaled experience of Compaq Global Services in developing, implementing, and maintaining cost-effective solutions with the Microsoft .NET Enterprise Servers can be utilized to deploy high-volume business-to-consumer and business-to-business sites quickly, as attested to by Best Buy, Radio Shack Canada, and Royal Bank of Scotland.

Using robust, Compaq *ProLiant*™ platforms and Microsoft .NET Enterprise Servers, you can easily build flexible, scalable e-commerce solutions that optimize the customer experience and are tailored to fit the demands of your e-commerce business. Our solutions range from a scalable and affordable single server up to a comprehensive multi-tiered e-commerce infrastructure based on the Compaq Distributed Internet Server Array (DISA) architecture.

Compaq Distributed Internet Server Array (DISA) Architecture

Businesses that thrive on the Internet don't take chances. They plan for change and prepare for the unexpected. For years, the Compaq DISA architecture has integrated best practices for availability and scalability into leading industry-standard solutions to address these ever-changing business opportunities, whether planned or unexpected. With DISA, Compaq sets the standard for e-commerce Web architecture.

- > Maximum uptime through server redundancy
- > True linear scalability by adding Web and application servers as business grows
- > Load-balanced Web servers to ensure timely customer responses
- > Easy integration of heterogeneous environments to avoid business disruptions and protect existing IT investments

- > Centralized data resources for simplified maintenance and management

Microsoft .NET Enterprise Servers

The .NET Enterprise Servers are a comprehensive family of Microsoft server applications for building, deploying, and managing scalable, integrated, Web-based solutions that run optimally on the Compaq DISA architecture. Designed with mission-critical performance in mind, Microsoft .NET Enterprise Servers provide scalability, reliability, and manageability for the global, Web-enabled enterprise and are built from the ground up for interoperability using open Web standards such as XML. The .NET Enterprise Servers include:

- > **Microsoft Application Center 2000:** Deployment and management tool for high-availability Web applications built on Windows 2000
- > **Microsoft BizTalk™ Server 2000:** Orchestrate business processes within and between organizations
- > **Microsoft Commerce Server® 2000:** The solution for quickly building an effective online business
- > **Microsoft Exchange® 2000 Server:** Reliable, easy-to-manage messaging and collaboration solution for bringing users and knowledge together
- > **Microsoft Host Integration Server 2000:** Integration components for host systems

- > **Microsoft Internet Security and Acceleration Server 2000:** Integrated firewall and Web-cache server built to make Web-enabled enterprises safer, faster, and more manageable

- > **Microsoft Mobile Information Server:** The reliable and scalable platform for wireless solutions that brings mobile users and information together – anytime, anywhere, on any device

- > **Microsoft SQL Server® 2000:** Complete database solution for rapidly delivering scalable Web applications

For more information, go to www.microsoft.com/servers

Compaq *ActiveAnswers* At Your Fingertips

When it comes to deployment, you need specific answers – fast. Just log on to Compaq *ActiveAnswers* for a wealth of information at no charge. Compaq offers recommended configurations, online sizers, performance guides, installation checklists and many other tools to assist you in building an e-commerce solution based on the Microsoft .NET Enterprise Servers.

For the information you need – when you need it, go to compaq.com/solutions/microsoft

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