# Compaq Extends Leadership in Microsoft Exchange 2000 Market

New Offerings Including Services, Partnerships, Benchmarks and Pre-tested Solutions

**DALLAS, Tex.—Oct. 10, 2000** – Compaq Computer Corporation (NYSE: CPQ), the Worldwide Prime Integrator for Microsoft Exchange 2000, further demonstrates its leadership in the Exchange Market today by announcing new solutions, services, ProLiant<sup>TM</sup> server benchmarks and leading-edge partnerships that will accelerate customers' ability to deploy Microsoft's Exchange 2000 platform in their enterprise and simplify the migration process. These solutions and services will be demonstrated at Compaq's booth #801 at the Microsoft Exchange Conference on October 9-13, 2000 in Dallas.

Today Compaq announces:

- Pre-configured and tested Exchange 2000 solutions
- New Exchange 2000 Migration and Integration Services
- New MMB2 ProLiant benchmarks
- Two new business partnerships with Dialogic Corporation and Ecora

With more than six million Microsoft Exchange seats deployed and over 550 Global Enterprise customers, Compaq lowers risk and reduces complexity for customers seeking to migrate to Microsoft Exchange 2000.

"No other vendor has more experience or a better track record in helping companies take advantage of Microsoft Exchange Server technology than Compaq," said Ron Eller, Vice President of Solutions and Strategy, Compaq Industry Standard Server Group. "As the most experienced global partner in the Exchange market, Compaq offers a number of solutions, full life-cycle services, industry-leading ProLiant servers, and robust storage capabilities that support customers in planning, deploying, managing and scaling their Exchange 2000 environment."

"With the launch of Exchange 2000, Compaq extends its successful track record in implementing Windows 2000 and Exchange 2000 solutions for customers," said Russ Stockdale, vice president, Knowledge Worker Solutions Group at Microsoft Corp. "Compaq is focused on maximizing the reliability, scalability and manageability of Exchange 2000 messaging and collaboration infrastructure for every customer."

Compaq's new solutions initiatives supporting Microsoft's Exchange 2000 platform include:

# **Exchange 2000 Packaged Solutions**

Compaq customers can now choose the optimum server configurations for deployment of their Exchange 2000 environment based upon detailed analysis and data from Compaq's extensive engineering testing. Information on pre-configured and tested Exchange 2000 solutions is now available in Compaq's ActiveAnswers<sup>TM</sup> Catalog at <a href="http://www.compaq.com/activeanswers">http://www.compaq.com/activeanswers</a>.

# **New Migration and Integration Services**

Recently named "Microsoft Global Service Partner of the Year," Compaq Global Services today announced new Exchange 2000 Migration and Integration Services. Completing Compaq's Next Generation Services for Exchange 2000 Solution set, this new services offering deploys Exchange 2000 Server rapidly in the customer environment and integrates with their existing environment to allow smooth migration.

Compaq has assembled the most extensive, industry-leading portfolio of Exchange 2000 life cycle service offerings. The Company has also engineered, tested and characterized ready-to-deploy Exchange 2000 solutions, and has trained and prepared the largest skilled Professional Service workforce to assist Compaq enterprise customers, partners, and Service Providers in migrating their messaging and application environments to Exchange 2000. The complete Services portfolio for Exchange 2000 includes:

- ExpertCheck for Exchange 2000
- Preparation Assessment for Exchange 2000
- Evaluation Pilot for Exchange 2000
- Planning and Design for Exchange 2000
- Migration and Integration for Exchange 2000
- Management for Exchange 2000
- Support for Exchange 2000

For Application Service Providers, Compaq offers an extensive proven portfolio of "Enabling Services" specifically geared to Compaq's Service Provider partners. These include Infrastructure Services, Applications Enabling Services, and Management and Support Services such as help desk, account management and software license management that can be used to support the end customer directly if necessary.

# **New MAPI Messaging Benchmark 2 Performance Numbers**

Compaq today announced three new MAPI Messaging Benchmark 2 (MMB2) ProLiant numbers. Developed by Compaq, in association with Microsoft and part of the LoadSim tool, the MMB2 standard serves as an approved means by which one can compare server platform performance for Microsoft Exchange 2000. The new preliminary benchmarks, set on ProLiant servers are:

- 3,800 MMB2 on ProLiant DL380 1 GHz 2P
- 2,200 MMB2 on ProLiant ML530 1 GHz 1P and 4,000 on 2P
- 4,400 MMB2 on ProLiant DL580 700 MHz/2M 2P and 6,000 on 4P

# **New Business Partner Relationships Added**

Continuing to broaden its Business Solutions for Exchange (BSE) Program, Compaq today announced that it has added Dialogic Communications Corporation (DCC) and Ecora Corporation. The first program of its kind to offer tested, complete solutions on the Compaq and Microsoft Exchange messaging platform, the BSE Program, with more than 20 best-of-breed partners, delivers on Compaq's commitment to enable customers to compete effectively in today's global 24 x 7 marketplace.

- DCC's Reciprix system utilizes the functionality of Exchange 2000, enabling recipients to receive messages via their preferred communications device (email, phone, fax or pager.)
- Ecora network Documentors (patent pending) for Microsoft Exchange and Microsoft Windows NT and Windows 2000 is a family of software products and services that automatically generates and maintains documentation of mission-critical systems.

#### **Wireless Messaging Solutions**

Compaq is the only vendor capable of delivering true end-to-end wireless Microsoft Exchange 2000 solutions. Compaq's Wireless Email Solutions range from the highest performing industry standard server platforms, to installation and support services, to pocket-sized PCs, enabling customers to be constantly connected anytime, anywhere.

Teaming with business partner Infowave, Compaq introduces a complete integrated solution that will be available in November and can be purchased directly from Compaq, offering Exchange users complete wireless access. Users can stay connected to their Exchange server over a nationwide wireless data network using a Compaq laptop or iPaq Pocket PC.

# Compaq Leads in Early Deployment of Microsoft Exchange 2000

Working closely with Microsoft, Compaq has under agreement more than 300,000 Exchange 2000 customer seats as part of early deployment initiatives. Compaq has proven methodologies to assist all customers with planning, implementation, and management of their Exchange 2000 environment.

Meeting and exceeding Microsoft's criteria for endorsing Compaq as a Worldwide Prime Integrator for Exchange 2000, Compaq has trained and certified more than 3,400 Microsoft Certified Systems Engineers (MCSE) including 850 dedicated Exchange Solution Integration experts worldwide.

# **Compaq Storage Solutions for Exchange 2000**

Compaq's Microsoft Exchange Backup/Restore Solutions deliver the highest levels of availability of data for the Exchange 2000 environment. Additionally, Compaq's Private Storage Utility, a complete, "pay-as-you-grow" professionally managed information infrastructure, frees enterprises and large service providers implementing Exchange 2000 to move their focus to core business opportunities.

For more information about Compaq's solutions for Microsoft Exchange 2000, visit our Web site at http://www.compaq.com/messaging.

# **About Compaq**

Compaq Computer Corporation, a Fortune Global 100 company, is the largest supplier of computing systems in the world. Compaq designs, develops, manufactures, and markets hardware, software, solutions, and services, including industry-leading enterprise computing solutions, fault-tolerant business-critical solutions, and communications products, commercial desktop and portable products, and consumer PCs.

Compaq products and services are sold in more than 200 countries directly to businesses, through a network of authorized Compaq marketing partners, and directly to businesses and consumers through Compaq's e-commerce Web site at <a href="http://www.compaq.com">http://www.compaq.com</a>. Compaq markets its products and services primarily to customers from the business, home, government, and education sectors. Customer support and information about Compaq and its products and services are available at <a href="http://www.compaq.com">http://www.compaq.com</a>.

Compaq and the Compaq logo Registered U.S. Patent and Trademark Office. Product names mentioned herein may be trademarks and/or registered trademarks of their respective companies. This financial discussion contains forward-looking statements based on current expectations that involve a number of risks and uncertainties. The potential risks and uncertainties that could cause actual results to differ materially include: delays in the implementation of changes in delivery models, component shortages, increased competitive environment and pricing pressures, delays in product rollout schedules, slow acceptance for new form factors, changes in product, customer and geographic sales mix, employee retention, the financial condition of resellers, delays in new systems implementation, operational inefficiencies related to sales cycles, equity investment volatility, emerging market political or economic instability and disruptions related to restructuring actions. Further information on

the factors that could affect Compaq's financial results is included in Compaq's Securities and Exchange Commission (SEC) filings, including the latest Annual Report on Form 10-K and the latest quarterly report on Form 10-Q.

#### For further editorial information, contact:

Hill and Knowlton, Inc. Emily Armanetti 312-255-3082 earmanetti@hillandknowlton.com
Compaq Computer Corp. Theresa Parenteau 281-518-8342 tparenteau@blancandotus.com