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1st Quarter 2009 Newsletter

Open letter to all of our ComSource Customers and Newsletter Readers

Next week on April 10th, it will be 20 years since the doors of ComSource opened for business. My how times have changed. Who remembers water cooled mainframes? Who remembers Disk Subsystems that held only 5GB of data and sold for \$85,000? Who remembers reel to reel tape?

Reflecting back we remember some pretty snowy days in January, February and March of 1989 as three of us sat down to plan the foundation that would ultimately lead to the inception of ComSource. The business plan the banking meetings the legal documents the best guesstimate Pro Forma forecasts the proposed marketing campaign the interviewing for our "Jack of all Trades" first employee all of this seems so very long ago.

While 20 years has come and gone, we are perhaps smarter, we may have more wisdom, we certainly have more grey hair (or less hair) and more wrinkles, however none of this would have been possible without each of you our readers and our valued customers. If it wasn't for you and your data centers and corporations needing Information Technology equipment and/or financing and your continued faith in our ability to provide these products and services we most definitely wouldn't be celebrating our 20th anniversary this month.

Our whole team here at ComSource would like to say Thank You. We'd like to say "Thank You" for the continued confidence in our ability to provide a value to you and your IT organization. We'd like to say "Thank You" for your patience and understanding if your business experience with ComSource fell short of your expectations especially in those early days. We'd like to say "Thank You" for allowing us to be your "checks and balances" from the IT manufacturers and the big ticket leasing corporations.

For those of you that first interacted with ComSource 20 years ago, we greatly value the special friendships we have forged together. We do miss those that have retired and moved on to other pursuits in their life's journey. While we would like to use a cliché line like "we'd look forward to our 40th anniversary in another 20 years" let's not set the bar too high and perhaps we can establish a goal of "we hope to celebrate our 30th together with all of you, ten years from now." Let's all hope that the worst of this troubling recession is behind us and better days are ahead in the second half of 2009.

Once again THANK YOU!

Kevin M. Hanlon

**PS. Please go to the last page of the newsletter and take the "1989" Technology Quiz!
All those who earn top "grades" will have a shot at a great prize!!**

IBM AIX (pSeries) - IBM Power[®] Systems, provides compelling new choices for companies of all sizes. Based on **IBM POWER6[™]** processors, IBM Power Systems unifies IBM's fast growing UNIX operating system platform, System p, with the highly successful integrated platform, System i. IBM Power Systems provides world-class performance plus dynamic infrastructure flexibility, continuous application availability and energy efficiency well beyond what the competition can offer. This is all provided through the IBM POWER[®] platform architecture, proven to deliver on innovative technology generation after generation.

ComSource has a large inventory of refurbished pre-owned units and upgrades to include processors, memory, and disk drives for the full range of pSeries. A couple examples of **p6 Servers** that ComSource has in inventory today at over 50% off of list price are IBM p6-550 Server (8204-E8A) 8-way 4.2GHz Processors with 64GB of memory and p6-570 Server (9117-MMA) 16-way 4.2GHz Processor with 128GB of memory. Contact your ComSource Regional Manager today.

Tape ó Well, well, well! let's see here. If IBM does close its deal for the proposed \$6.5 billion purchase of Sun Microsystems what would that mean for users of SUN/STK Open and Mainframe tape based solutions?

Obviously we don't know the answer to that question; however, let's consider some options. From a mainframe tape product line standpoint - would IBM allow SUN/STK to continue to invest the required R&D money necessary to keep alive the proposed road map for solutions such as the follow on to the VSM5 Mainframe Virtual Tape solution or the T10000 or T9840 tape drive family? If IBM does ultimately purchase SUN Microsystems and if IBM elects to reduce or eliminate ongoing investment in these key SUN/STK tape solutions this will in fact impact users with ongoing investments in these backup and recovery products. In the days ahead it would be prudent to watch how this proposed acquisition comes together.

Regarding IBM Tape products we would like you to remember 4 key points:

POINT #1: With IBM's long standing Banding and recertification policy it makes for the IT industries easiest and most efficient remarketing vehicle. Competitive solutions just do not have the same remarketing guarantee hence all competitive tape products on the pre-owned market are more expensive to procure.

POINT #2: With the benefits of IBM Banding and Recertification as our foundation ComSource stakes our claim as having the lowest prices for all IBM 3584 Library product in the country.

POINT #3: Again like in Point #2, ComSource also has the best and lowest prices in the country on IBM LTO3 and LTO4 drives for your IBM 3584 library. Let our team work up a refresh configuration for you.

POINT #4: If you are still using old and outdated IBM 3590-B, E or H drives you really have to consider moving up to the new 3592-J1A Jaguar drives or the TS1120-EO5 Jaguar 2 drives. Not only will you be pleasantly surprised at the minimal cost to procure these more advanced tape drives they also usually pay for themselves due to maintenance savings (50% less) plus you can install 12 drives in a D frame instead of 6, you get 6 to 10 times the capacity and 4 to 10 times the speed over the 12 year old antiquated 3590 drives. This really is an investment that will pay for itself.

SEPATON VTL - The SEPATON[®] S2100[®]-ES2 Series 1000 virtual tape libraries deliver enterprise-class data protection to handle exponential data growth and control costs in data centers worldwide. Built with their patented ContentAware[™] architecture, S2100-ES2 appliances can be added to any backup environment without disruption or policy changes.

With a SEPATON[®] S2100[®]-ES2 Series 1000 virtual tape library you will cut backup and restore times with unmatched performance. SEPATON's high performance I/O subsystem and dynamic disk file system (DDFS) handle any size backup set at up to 34.5 TB/hour. Restore individual files or entire backup sets instantaneously.

SEPATON allows you to scale performance simply by adding Scalable Replication Engine (SRE[®]) nodes to the S2100-ES2 appliance. The DDFS automatically optimizes performance up to 9600 MB/sec. Scale capacity of a single appliance from 10 TB to more than 1.6 PB of physical capacity ó up to 80 PB of logical capacity when using DeltaStor[®] data deduplication software.

A virtual tape library offers a simple approach to backup and recovery that's easy on your data center. Whether you want to consolidate backups from multiple platforms or introduce disk into the data center in a phased approach, the open design of the S2100-ES2 accommodates mixed server/application environments and both open systems and mainframe infrastructures. It also emulates leading automated tape libraries and integrates with a wide range of backup/restore applications for seamless integration.

SEPATON is dedicated to developing products that enable greater energy efficiency for data centers. DeltaStor data deduplication software dramatically reduces both floor space and power consumption by eliminating the need to store duplicate data.

Advantages of SEPATON's virtual tape library appliances include:

- The industry's top-rated performance with speeds up to 9600 MB/sec
- Scalable architecture that can grow to 1.6 PB of usable, physical storage
- Built-in RAID protection to ensure data integrity
- Simple deployment in a matter of hours
- Low cost of ownership
- The industry's best overall deduplication metrics in the Net Backup and TSM world.

**Contact ComSource today to get more information on
SEPATON and DeltaStor® data deduplication.**

Mainframe Virtual Tape Solution for SME and Enterprise Environments – In the fall of 2008 Bus-Tech, Inc., a leading provider of Virtual Tape solutions for mainframe environments, and Compellent, a leading provider of enterprise-class network storage solutions that are highly scalable, feature-rich and designed to be easy to use and cost effective, announced the interoperability of Bus-Tech's Mainframe Data Library (MDL) with Compellent's Storage Center storage area network. Interoperability was confirmed based on testing at Bus-Tech's laboratory in Burlington, MA. In short, this is a solution that essentially replaces or augments tape and tape infrastructure for your first line of backup architecture in the IBM mainframe environment.

"Successfully completing interoperability testing between MDL and Storage Center provides customers with assurance of smooth integration," stated Bus-Tech President, Al Brandt. "By partnering with Compellent, Bus-Tech is once again enabling the mainframe customers access to the benefits of leading edge technology from the open systems storage market."

"By teaming with Bus-Tech, we're enabling customers to extend their investments in the Compellent SAN to their mainframe environments," said Bruce Kornfeld, vice president of marketing and product management at Compellent. "The highly scalable, modular design of the combined solution can meet the needs of any size mainframe installation."

As part of the certification process for the Compellent SAN, the MDL was tested with the Compellent Storage Center in dual FICON and ESCON configurations and attached via Fibre Channel to the Storage Center. The combined solution underwent stress and functionality tests to help ensure users can perform normal tape processing without any changes to their existing applications or JCL. The MDL is available in combination with the Compellent Storage Center to provide a cost effective solution for using disk for mainframe backup and enhanced batch processing.

ComSource is excited to offer this enterprise solution of MDL and Storage Center to our customers who are seeking to improve data center efficiency and reduce costs. This MDL solution offers simplicity and efficiency to our mainframe tape customers by eliminating costs, administration and risks associated with tape media. This is complemented by Storage Center, which brings affordable enterprise class SAN storage with leadership thin provisioning, automated tiered storage and thin replication features. This flexible solution offers outstanding value to both our small and large enterprise customers. Please contact your ComSource sales representative today for more information.

**Compellent to Offer the First Solid State Storage Solution
with Automated, Block-Level Tiering**

Company's Data Progression Software Delivers Industry-Leading Efficiency, Ease of Use and Enterprise Performance with Two SSDs

Monday March 23, 2009

EDEN PRAIRIE, Minn.--(BUSINESS WIRE)--Compellent Technologies, Inc. (NYSE: [CML](#) - [News](#)), announced it will integrate STEC Zeus^{10PS} enterprise solid state drives (SSDs) into its storage area network (SAN). To maximize SSD utilization and efficiency, Compellent's patented software will enable customers to deploy only two SSDs in a 2-tier configuration, automatically migrating inactive data to less expensive drives.

Compellent's automated tiered storage, called Data Progression minimizes the number of SSDs required while providing the highest levels of performance for mission-critical applications. In contrast to other SSD offerings, Compellent's virtualized storage makes it easy for multiple applications to simultaneously access the same SSDs on demand, and the entire solution can be easily managed via Compellent's single, intuitive interface. Additionally, Compellent's persistent hardware architecture allows customers to plug these SSDs into their existing Compellent Fibre Channel enclosures and into production without requiring downtime or a rip-and-replace upgrade.

Cisco Gear at Below Wholesale Pricing:

Check out the extremely aggressive pricing we have on off lease 6500 chassis:

ComSource has these 6509's fully configured and tested. We are selling each at wholesale prices to our valued end user customers. In addition, we are providing our customers avenues to upgrade their Cisco hardware such as Sup engines, power supplies , modules and more!

<u>Option 1</u>		<u>Option 2</u>	
WS-C6509 Chassis	\$650.00 EA	WS-C6509 Chassis	\$650.00 EA
Configured with:		Configured with:	
(2) WS-C6K-9SLOT-FAN2	\$250.00 EA	(2) WS-C6K-9SLOT-FAN2	\$250.00 EA
(2) WS-SUP720-3BXL	\$7,900.00 EA	(2) WS-SUP720-3BXL	\$7,900.00 EA
(2) WS-X6516-GBI	\$600.00 EA	(2) WS-X6748-SFP	\$4,600.00 EA
		48 port GE Fabric enabled	
(48) WS-G5484	\$80.00 EA	(48) GLC-SX-MM	\$99.00 EA
Multimode GBIC		1000Base SX, small form factor	
(2) WS-CAC-2500W	\$350.00 EA	(2) WS-CAC-2500W	\$350.00 EA
power supply		power supply	

HP - ComSource continues to have a large inventory of refurbished HP Proliant Generation 5 servers. We can build these servers with dual or quad core processors, HP or Third Party memory and any type of hard drive required. Why pay for new servers when you can buy HP Refurbished servers with a same as new HP warranty for significantly less money? Or, if you're looking to upgrade your current HP, Dell or IBM servers, whether it be current or older generation servers, ComSource has the parts available for same day shipping. We await your call and/or email.

Stretch Your Budget – Try ComSource Leasing:

Has the market volatility and uncertainty impacted your technology spending?

Has your critical IT project been put on hold or substantially eliminated from the budget?

In tough economic times, when budgets are being squeezed, the leasing option becomes even more attractive. The top benefit of leasing in a recent survey by the Equipment Leasing and Finance Association is the increase in cash flow, followed by no down payment and the ability to include maintenance, software, services with the hardware for one monthly payment.

Furthermore in an attempt to offer our own **2009 Stimulus Package:**

ComSource is offering 0% financing on qualified hardware.

1. 0% applies to the hardware* only with Fair Market Value Options at the end of the 36 month lease
2. Pending final credit approval

***Note: Select hardware options only**

End of any Fair Market Value (FMV) Lease, lessee may elect to:

- A. Return any or all of the equipment
- B. Extend any or all of the equipment at the then FMV Rental
- C. Purchase any or all of the equipment at the then FMV Purchase Price
- D. Any combination of A, B or C.

When the Economy is a challenge, budgets are slashed – Why Lease?

1. Conserve operating cash – save capital dollars/cash for other projects
2. Off balance sheet financing – make only a simple monthly payment
3. Upgrade technology today, with minimum monthly payments – save on repairs, maintenance, downtime
4. State of the Art Technology – which in turn saves on labor, energy costs and create efficiencies
5. At the end of the equipment's useful life, lessor is responsible for disposal – frequently costly due to environmental regulations
6. Additional equipment may be easily added at any point during the lease
7. Early extensions, refinancing available
8. Leasing gives you options, options can save \$\$ (try a minimum payment for 3/6/12 months – while waiting for budgets to open up)

Please contact Tiffany Cole, sales assistant at tcole@comsourceny.com for a lease quote -
24 hour turn around.

ComSource PC/Server Specials

Contact: Shauna Patrick

Phone: 315-682-3415

Email: Spatrick@ComSourceNY.com

All Equipment comes clean and tested. We accept all credit cards.



Please Read – Special Terms and Conditions:

Quantities and type of equipment available for sale changes daily!

Equipment will be located in East Syracuse, NY.

PC Equipment comes with Operating System Only (no original software/CDs)!

Sale Prices do not include shipping and tax.

Check out our new online ordering

system!!

Go to

www.ComSourceNY.com

Products/Desktops-Printers

You can now take part in the various services we have to offer you. Some of these services include:

- **Permanent Cart - Any products added to your online cart remain there until you remove them, or check them out.**
- **Address Book - We can now deliver your products to another address other than yours! This is perfect to send birthday gifts direct to the birthday-person themselves.**
- **Order History - View your history of purchases that you have made with us.**
- **Products Reviews - Share your opinions on products with our other customers.**

You can see the following equipment on the new ordering site and MUCH MUCH MORE!!!!



Desktops



Model	Description	ComSource Special Sale Prices
HP DX5150 MT	Athlon 64 – 2.0 512 Ram 80 GB Hard Drive DVD/CDRW XP Pro	*** <u>\$145.00</u> ***

Laptops

Dell Latitude D610



Pentium M 2.0 Ghz
1024 Ram
60 GB Hard Drive
DVDRW
Wireless B/G
14" Screen
XP Pro

*** **\$375 each** ***

Dell Latitude D810

Pentium M 1.86 Ghz
1024 Ram
60 GB Hard Drive
DVD/CDRW
Wireless B/G
15.4" Widescreen
XP Pro

*** **\$375 each** ***



Dell Latitude X1

PM – 1.10
1280 Ram
60 GB Hard Drive
External CD
Wireless B/G
SD Card Reader
12" Screen
XP Pro

*** **\$275 each** ***



Fujitsu Lifebook T2010 (Tablet Laptop)

Core2Duo – 1.2
2048 Ram
60 GB Hard Drive
Wireless B/G
Finger Printer Reader
SD Card Reader
Stylus Pen
12" Screen
XP Tablet Edition

*** **\$395 each** ***

Apple Combo Special



Apple Xeon Dual Core PowerMac G5

2 X Dual Core Xeon – 2.66 Ghz
4096 (4x1024) RAM
1 x 500 GB and 1 x 250 GB
DVDRW
2 X IEEE-1394-400, 2XIEEE – 1394-800
Bluetooth
Airport

*** **\$1,995** ***

And

Apple 30" LCD

2560 x 1600 pixels (optimum resolution)

NEW EQUIPMENT ARRIVES DAILY!!



How good is your Tech Memory?!

In joining ComSource to celebrate **20 years of excellence**, we would like to engage you in our

“WAY BACK THEN” CONTEST

Going back to 1989, 20 years ago...how many questions can you answer?

- Return your answers to Tiffany Cole, Sales Assistant-tcole@comsourceny.com or (315) 682-4115 to be entered into a drawing to win a your choice of a

Remanufactured Dell Latitude D610 Laptop Computer OR a \$100 gift certificate to your favorite restaurant!

1. Compaq Computer introduced the Compaq Deskpro computer in the USA in 1989. What was the type of processor shipped with the unit?
 - a. 286
 - b. 386
 - c. 486
 - d. 186
2. What IBM Direct Access Storage Device (DASD) was rolled out in November 1989.
 - a. 3380
 - b. 3370
 - c. 3420
 - d. 3390
3. What type of cable was needed to connect an IBM 3380/3390 to a 3880/3990 Storage controller?
 - a. Bus and Tag
 - b. ESCON
 - c. Bi Directional
 - d. Fibre
4. If you needed a IBM dumb-terminal for your AS/400 environment, what model would you require?
 - a. IBM 3182
 - b. IBM 3191
 - c. IBM 3196
 - d. IBM 3180
5. Which third party leasing company, then second largest in the United States, filed for bankruptcy protection in January 1989?
 - a. CMI
 - b. CIS
 - c. ICS
 - d. Bell Atlantic
6. IBM's new core mainframe CPU was the 3090-200S processor. What was the list price of this 39 MIPS CPU?
 - a. \$9,938,580
 - b. \$1,722,980
 - c. \$2,720,480
 - d. \$5,121,980
7. What was the standard memory on one of these IBM 3090-200S CPUs?
 - a. 64MB
 - b. 256MB
 - c. 512MB
 - d. 1024MB

8. Which of the four largest third party leasing companies from 1989 is still in the computer technology leasing business in 2009?
 - a. Comdisco
 - b. General Electric Capital
 - c. Bell Atlantic
 - d. Chrysler Capital
 - e. None of the above

9. What company in 1989 was best known as a third party supplier of mainframe solid state memory?
 - a. Amhahl
 - b. NAS
 - c. EMC
 - d. Memorex

10. If you wanted to buy a color monitor for your infrastructure in 1989, what would you buy?
 - a. 3180-110
 - b. 3178-C10
 - c. 3179-100
 - d. 3192-D10
 - e. None of the above

11. The IBM System 36 and System 38 families were replaced by the AS/400 product line. What letter of the Alphabet designated the first generation model of this new product family?
 - a. F
 - b. B
 - c. E
 - d. A

12. What was the maximum number of ports you could have in an IBM 3274 communication controller in 1989?
 - a. 8 ports
 - b. 16 ports
 - c. 32 ports
 - d. 48 ports

13. It was generally understood that there were four manufacturers of mainframe tape product in 1989. What were those four companies?

14. IBM sold a line printer that ended up in thousands of data centers around the country. It was the infamous 4245 family. This printer came in two models with two line speeds. What were those two models?
 - a. 4245-8 800 LPM
4245-12 1200 LPM

 - b. 4245-8 800 LPM
4245-16 1600 LPM

 - c. 4245-12 1200 LPM
4245-20 2000 LPM

 - d. 4245-16 1600 LPM
4245-20 2000 LPM

15. If you were to buy the largest IBM 308X water cooled mainframe, you would be procuring the 3084Q model. What was the MIPS rating of this very large CPU complex?
 - a. 14.4 MIPS
 - b. 28.8 MIPS
 - c. 46.1 MIPS
 - d. 72.5 MIPS

GOOD LUCK!!