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## 4<sup>th</sup> Quarter 2010 – ComSource Newsletter

### Happy Thanksgiving!!!



#### Leasing Programs-Simplify the Equipment Financing Process:

ComSource can help you lower your overall technology equipment acquisition costs and allow you to deploy critical equipment when and where you need it thru our wide variety of lease offerings. With over 20 years of providing customer lease finance solutions through flexible equipment lease offerings, ComSource can help your company to refresh your technology at the lowest possible cost, manage your capital spending, and stay current with technology thru a systematic refresh all thru our vendor neutral lease options. As a vendor neutral company, ComSource ensures you lease the “right” equipment for your needs.

#### ComSource lease programs include:

- Customized flexible agreements that address your specific needs and financial considerations
- Equipment procurement, rollouts and project financing (including hardware, software, services into a bundled financial solution)
- Purchase/leasebacks to initiate a technology refresh
- Matched lifecycle usefulness so you only pay for the assets you use when you use them
- Easy to use, with no charge value adds like customized Asset Tracking/Lease Management tools that capture asset data select
- End of lease options provide low cost extensions, buyouts, or no hassle equipment returns
- Disposition services remove equipment for you and provide an audit trail

#### Leasing Programs for Desktop/Laptops:

ComSource also has a specialized program that utilizes a methodology designed to accommodate leasing of “fluid spend” assets such as desktops, laptops, monitors, MFDs (multi-function devices) that you acquire thru the manufacturer of your choice. As we are vendor agnostic we will provide aggressive Lease rates on all makes and models of IT equipment. ComSource’s program includes:

- A methodology for leasing technology assets from different manufacturers.
- Establishes a routine approach to planning, acceptance, lease schedule and refresh.
- Minimizes document approval and review.
- Conveniently accommodates variable arrival rates of equipment.
- Assures timely vendor payments.
- Quarterly equipment schedule options that assure only four equipment returns at lease expiration which facilitates and ensures a smooth technology refresh process.

#### IBM Mainframe Computers:

Hold the presses! ComSource has the largest inventory of completely remanufactured **IBM z9** and **z10** processors in the country available to resell to all of our valued end users. Some strategies for you to consider include:

##### z9:

- This is a great “economy” solution for both EC and BC models and can still run most all release levels.
- Save on IBM Software expenses over z990, z900, z890 and z800 processors.
- Add specialty ZIP, IFL or ICF engines as well.
- Wrap in an aggressive and flexible ComSource Lease option.
- Utilize our #1 Third Party Maintenance provider to reduce operating costs even more.
- Like many of our clients are doing, structure a 36 month lease on a z9 CPU today and then execute a tech refresh to z10 via box swap in 12 months when the z10 values have fallen to lower price levels.

## **IBM Mainframe Computers (continued):**

### **z10:**

- While not priced down at the z9 level the z10 EC class processors would provide you with the latest IBM zSeries Technology at a price point well below any new z10 proposal.
- Save even more on IBM Software expenses over z9, z990 and z900 models.
- Add specialty ZIP, IFL or ICF engines as well.
- Wrap in an aggressive and flexible ComSource Lease option.
- Utilize our #1 Third Party Maintenance provider to reduce operating expenses even more.
- Call Adam Puccia at our office today and ask to see a z9 and/or z10 Tech refresh proposal.

**Tape Infrastructure Mainframe and Open Systems Options**-ComSource has remained very busy with the sale and/or lease of all makes and models of IBM Tape equipment. This would include:

- IBM 3494 Libraries -- All components
- IBM 3584 Libraries --All components
- IBM LT04 and LTO5 Drives -- All components
- IBM TS1120-E05 Jaguar "2" Drives
- IBM TS1130-E06 --- Jaguar "3" Drives
- IBM 3494-B10 & B20 VTS Solutions
- IBM TS7740 & 7720 Virtualization Engines
- We are able to coordinate all aspects of design, price, delivery and installation of any of the above solutions.
- If you need or want the above IBM Tape components you really have to reach out to ComSource to get the best tape "expertise" at the best pricing in the country.

**Virtual Tape-Mainframe**-Bus-Tech®, Inc., a leading supplier of data center connectivity products announced significant enhancements to the Mainframe Data Library (MDL) model 100S. The MDL-100S is designed to provide mainframe Virtual Tape Library (VTL) functionality to small to medium IBM mainframe environments; it boasts self-contained storage and multiple data protection options which provide a complete and affordable turn-key solution for mainframe tape replacement.

"Gartner estimates that there are approximately 10,000 mainframe computers currently in operation, with nearly half of those being smaller z/OS environments where lower cost, easier to deploy and manage storage solutions should receive marketplace interest," stated Gartner Research Analyst Dave Russell.

Storage capacity of the MDL-100S was doubled to 9 TB of usable RAID storage. The updated MDL-100S implements the new features of Virtuent release 7 - z/OS master console support, phone home capabilities, encryption with RSA key management support and more. The MDL-100S is built on the proven technology of the MDL product family and the Virtuent software engine. Assuming a 3 to 1 compression ratio the MDL-100S presents over 25 TB of storage for tape data. This is the equivalent of over 12,500 fully-utilized 3490E cartridges.

"The new release of the MDL-100S builds upon the success of the previous model and introduces new functionality," stated Bus-Tech's VP of Product Management, Ralph Armstrong. "With the upgrade of the MDL-100S we give small and medium IBM mainframe installations a cost effective alternative to traditional tape infrastructure."

For disaster recovery purposes, Virtuent Replicator provides scheduled or mainframe-initiated asynchronous replication to secondary and tertiary sites via Internet Protocol while Virtuent Tape Backup gives users the option to backup the internal disks to IBM LTO-4 tape autoloader. Bus-Tech partners with IBM's Business Continuity Recovery Services to support MDL in their recovery sites.

The MDL-100S is available in either FICON or ESCON configurations and emulates up to 32 tape drives (3480/90 and 3590) on the mainframe. Pricing for the MDL-100S starts at \$37,500. Please contact your ComSource sales representative today for more information about all of the Bus-Tech product offerings.

## **IBM pSeries AIX:**

Throughout the past few months of 2010 IBM has started shipping the newest models in this series, the Power 7. Although the first models started shipping little more than four months ago, some of these are already available in the secondary market, being supplied as “New” by ComSource in an open box (No Warranty). Following is an example of what we could supply:

<u>Description:</u> pSeries <u>Power 7</u> 750 -8 way, 3.3GHz, 64GB Memory, 2x146GB HD	Discounted Sale Price: <u>\$68,500</u>
pSeries <u>Power 7</u> MMB -16 way, 3.1GHz (8way active), 128GB Memory	Discounted Sale Price: <u>\$120,000</u>

With the announcement and start of p7's shipping, there have been sizeable price reductions on p6 and p5 models. Following are a few examples of what we could supply:

<u>Description:</u> 8204-E8A ( <u>550 p6</u> ) -8 way, 5GHz, 64GB Memory, 2x146GB HD	Discounted Sale Price: <u>\$62,500</u>
9119-590 ( <u>p5+</u> ) -32way, 2.1 GHz, 320GB Memory, 2x146GB Disk	Discounted Sale Price: <u>\$74,900</u>

In addition to the entire systems, ComSource has a good inventory of most components, to include processors, memory, disk, etc. at very aggressive prices.

**SEPATON:** SEPATON, Inc., the leader in enterprise-class disk-based data protection solutions, has announced new product innovations in 2010 targeted for large enterprises, managed service providers (MSPs) and private clouds; a new strategic alliance with Hitachi Data Systems; and record customer adoption. More than 4,000 systems and 400+ PB of data are currently protected and managed by SEPATON technology. This success builds upon the company's seven year record of providing intelligent data protection solutions with unparalleled performance, unique grid scalability, and ContentAware™ technology to manage all phases of the data protection lifecycle. Please contact your ComSource sales representative today for more information on SEPATON.

In 2010 SEPATON has achieved these significant goals:

- **Expanded Market Presence:** Growth in customer base: 4,000+ customer systems are currently protected by SEPATON data protection solutions and more than 400 PB under management. Twenty-five percent of existing customers added to their investment in SEPATON solutions in the first half of 2010 across a broad range of vertical industries, including financial, government, healthcare, energy, manufacturing, aerospace, automotive, entertainment, transportation, education and retail.
- **New strategic alliance:** SEPATON entered into a strategic agreement with Hitachi Data Systems and is shipping the Hitachi Adaptable Modular Storage 2100 array as the storage foundation of the SEPATON S2100-ES2 Series 1900 and 2900 featuring 99.999 percent data availability and an integrated DeltaView™ central management suite.
- **Industry accolades:** Award recognitions include 2010 Red Herring North America 100 Finalist and winner of the Tech Awards Circle, taking bronze in the Midrange Hardware category for the SEPATON S2100® data protection appliance with DeltaStor® deduplication software.
- **Product Innovations:** The introduction of a new award winning multi-node midrange deduplication offering: S2100®-MS2 with DeltaStor® software cost-effectively meets the data protection needs of midsized enterprises that are hampered by scalability limitations of single-node systems.
- **Expanded backup support:** EMC NetWorker support is added to the list of backup applications supported by DeltaStor and DeltaRemote® which also includes Symantec NetBackup (7.0), IBM TSM (6.2), and HP Data Protector.
- The introduction of **Secure Erasure™ option:** Providing guaranteed, auditable erasure of information on virtual tape cartridges, Secure Erasure enables storage administrators to schedule all or selected cartridges for a total data overwrite with National Institute of Standards and Technology (NIST) approved data pattern for clearing or purging low, medium and high sensitivity data to ensure that no data can be retrieved from those tape cartridges.
- **Data protection for the cloud:** New version 5.4 software ships with features for cloud scale data protection including secure multi-tenancy based on SEPATON's innovative Storage Pool technology and DeltaStor deduplication; ContentAware Analytics, providing the information needed to optimize performance, maximize system utilization and accurately project cost and resource requirements for the future; and improved WAN optimization for DeltaRemote.

## **HP:**

ComSource continues to have a large inventory of HP Integrity rx7640 and rx8640 servers. We have 2 way, 4 way, 6 way, and 8 way versions in stock. Looking to upgrade your current Integrity server, ComSource can provide pre-owned processors, memory and hard drives at substantial savings over buying new. Along with Integrity servers, ComSource continues to save our customers money on pre-owned Proliant servers. We have DL, ML, and Blade servers available, and depending on availability, most servers still have 1 to 2 years of warranty remaining. Mixing in pre-owned components or Third Party memory, the cost is substantially lower than going new. Give us a call and let us show you the savings.

An example of some of the Integrity Specials:

### **Server**

AB297A	Base System, Integrity rx8640,
Solution	
AB312A	Server, rx7640
Base,	
AD134A	RX6600
Base	
AB463A #160	rx3600, Base System One Dual Core 1.6Ghz

### **CPU's**

AD371A	Dual Core Intel Itanium Processor 1.6 GHz 18MB L3 Cache, 1p/2c
Montevale	
AD374A	Dual Core Intel Itanium Processor 1.6 GHz 24MB L3 Cache, 1p/2c
Montevale	
AD388A	Processor, 1.6GHz/24MB Dual Core
9150N	
AB577A	Dual Core Intel Itanium Processor 1.6 GHz
18MB	

### **Memory**

AB455A	Memory Module Pair, Servers 8GB
DDR2	
AB454A	Memory Module Pair, Servers 4GB
DDR2	
AB475A	Memory, 16GB (4x4GB) DDR
Quad	
AH405A	32GB Kits for
rx3600/6600	

### **Other Parts**

AJ034A	Tape Library, MSL2024 LTO Ultrium
1840	

This is just a very small amount of our equipment that is currently in stock.

## **SUN:**

The SUN SPARC Enterprise servers M3000s, M4000s and M5000s continue to be in high demand. Some sample configurations ComSource currently has in inventory:

- SUN M3000 Server  
Quad core 2.75ghz Processor,  
16gb RAM,  
2x146gb Hard Drives
- SUN M4000 Server  
4x2.53ghz Processors  
64gb RAM (across two memory boards)  
2x146gb Hard Drives
- SUN M5000 Server  
4x2.53ghz Processors  
64gb RAM(across two memory board)  
2x146gbHard Drives

Please call us, we have great end of the year pricing that we guarantee will save your company thousands of dollars.

**Cisco** - This Cisco equipment is latest and greatest , fully tested and in excellent condition.

You can add this equipment to Smartnet contracts or ComSource would be happy to quote you Third party maintenance, this is a tremendous way to cut down on your Smartnet cost's while still receiving the same Service Level Agreements as Cisco equipment on Smartnet.

**Cisco OFF Lease Specials:**

**ComSource "Below Market" Discounted Prices\***

(1) WS-C6509E w/ 1- SC6K-S7K8-8.3 2- MEM-C6K-CPTFL128M 2- S6M3AK9-12217SXB 4- WS-F6700-CFC 2- WS-X6724-SFP 1- WS-C6509-E-FAN 2- WS-CAC-4000W-US	\$3000.00
(1) WS-X6148-GE-45AF (Alb 6848)	\$2800.00
(1) Cisco2811-HSEC/K9	\$950.00
(1) WS-C3750-24TS-S	\$1,200.00
(1) WS-C3750-48TS-S	\$1,200.00
(1) WS-C3750G-24PS-S	\$3,000.00
(1) ASA5510-BUN-K9	\$1,400.00
(2) (2) WS-X6748-GE-TX	\$3,500.00 each

**Third Party Maintenance: Save \$\$\$**

As you are taking advantage of other 4<sup>th</sup> quarter specials on technology equipment and planning budgets for 2011, ComSource asks you to consider the cost savings realized by utilizing 3<sup>rd</sup> party maintenance in your IT infrastructure. Our ComSource partner affiliate is the #1 (number one) 3<sup>rd</sup> party maintenance provider in the country and has provided many of our customers with a superior maintenance solution at a fraction of the cost of OEM's. What differentiates our offering from other 3<sup>rd</sup> party maintenance providers is our very talented W2 employee base, Asset management portal, local service centers that utilize a "hot spares" strategy and 7x24x365 US based call centers. We can cover your IBM, Dell, HP, Cisco, SUN and EMC equipment. Our ComSource Third Party Maintenance partner is constantly growing and expanding to provide customers with the best service at the lowest price possible. Please call our Jessica Picarel (or your ComSource representative) at (315) 682-4115 to see where we can help your company utilize budget funds on much needed technology rather than exorbitant maintenance expenses! In fact, we believe that you will be astonished as to how much money you can save in annual maintenance expenditures over the OEM's.

**Mobile Tech Automation Leasing in both Healthcare & Industrial Marketplace:**

Whether your workforce is in the warehouse, on the road, or are the hospital caregivers - all are highly dependent upon the ever changing mobile technology. Why purchase equipment that will become obsolete long before the depreciation is complete.

With the continued slow economy, and competition for new patients, many hospitals, and dental and medical clinics are struggling along with commercial businesses, with reduced cash flow and the dilemma on how to do more with less. Current data shows that nearly 50% of the medical equipment sold today - from the MRI's to the mobile carts - is being financed through leasing. This also includes the medical professional's laptops, netbooks, and the various communication devices. With ComSource leasing and financing programs, you can stay on the cutting edge of patient care, while managing cash flow.

Mobile technology in the warehouse and on the road includes the scanners, mobile computers and printers. The leading edge technology gives your workforce the ability and flexibility to be "real time" service providers to your customers. A ComSource lease puts the technology in their hands while preserving capital, and already stretched credit lines.

A ComSource lease puts state of the art technology in the hands of your service providers today while preserving your capital budget dollars and credit lines.