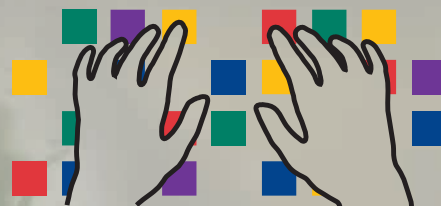


TECHNOLOGY REVIEW

SPRING 2001



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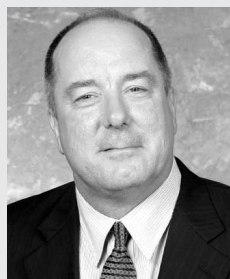
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Letter from the CEO

ESI: 20 years of dedicated service and still going strong



Bill Kamarek

When Electronic Systems was founded 20 years ago, our mission was to offer ESI customers the very best in products and services, and to guarantee 100 percent customer satisfaction.

Twenty years later our philosophy remains the same. And it still works. We pick the best products, and then deliver those products in such a way that our customers are completely satisfied. Twenty years ago ESI's product line included typewriters and word processors, and the company revenue was \$400,000 in the first year of operation. Today, we have grown to over \$100 million in

revenue, and our offerings have grown to include computers, networking, digital copiers and print technology, technology training, services and supplies.

ESI has been built on our commitment to quality and customer satisfaction. Throughout the years I have personally guaranteed the satisfaction of our customers whether we provide products, services, supplies or training. I continue to stand behind this commitment today, and continue to invite customers to contact me directly if there is a way in which we can serve them better.

With customer service as our number one priority, local management and decision-making has been key to ensuring our philosophy of 100 percent customer satisfaction. During this age of national or international corporate offices delaying the decision-making process, the proximity and continuity of our empowered management team has made ESI successful. We've had a common vision for 20 years. Our customers and our employees know they can rely on us to be here tomorrow.

We are also a part of the Hampton Roads community. While we've worked at growing our business, we've helped our community grow, too. When you're part of the community, the community does business with you. Our involvement with such organizations as The Hampton Roads Economic Development Alliance, the Chamber of Commerce, Leadership Hampton Roads, Rotary and Kiwanis organizations, and many others has allowed for company recognition as well as dutiful community service.

Electronic Systems remains a local, committed organization in providing customers with a wealth of top quality technology products and services with guaranteed customer satisfaction. We remain dedicated to serving your needs today as we were 20 years ago. ■



Letter from the President

Electronic Systems: One company. Many solutions.



Dan Cooper

Technology has revolutionized the way the Hampton Roads business community conducts business. As your technology needs have grown, ESI has kept pace. We have become one company with many solutions.

Electronic Systems partners with the top manufacturers in the industry, giving you an array of choices in selecting the best fit for your technology needs. Our partnerships with companies like Microsoft, Novell, Compaq, Hewlett Packard, Cisco Systems, 3Com, Citrix, Canon, and Ricoh allow us to assess the kind of solution your business requires.

Electronic Systems also boasts a well-trained staff that is able to accurately identify and manage your information technology needs. We maintain the highest levels of training and certification available in the industry today.

Our choice of manufacturers combined with our expert technology staff, provides our customers with the best products and services available in today's market. We offer computers and network integration, digital copiers, technology training, services and supplies. We have been named the 15th largest network integrator in the nation by VAR magazine, and we are the largest full-service systems integrator/office automation company in Hampton Roads. This means that Electronic Systems is uniquely qualified to service all your technology needs.

Our digital copier division represents the most popular manufacturers in the copier industry, and we have a copier service and support group second to none. Because of our long-term history with computer and networking products, we understand the revolution in digital copiers and how to integrate them with your computer network.

We do more than set up your technology and walk away. We keep your staff on top of the learning curve with training solutions that fit your company's needs. From popular desktop application packages to technology training, ESI offers the most comprehensive training solutions in Hampton Roads.

To help our customers reduce their supply expenses, we offer a full-service warehouse with a large inventory supplies from many manufactures. When you need supplies or service, our Virginia Beach warehouse fills your order.

ESI also offers its customers a multitude of services. With over 100 full time service professionals, including 46 engineers, ESI can provide you with the consultation and services your need to keep your network running efficiently. Whether you want to migrate to Windows 2000, enhance network security, or augment your staff, ESI has the expertise to meet your needs. Our goal is to provide the services and support you need to maintain optimal efficiency within your IT environment.

Take a few minutes to learn about ESI and the new technology that can help your business thrive in the 21st century. ■

ESI heads up Virginia Beach City Public Schools' wireless project

Thanks to wireless technology, Virginia Beach City Public Schools is delivering a new level of service to its customers. In a continuing effort to increase the school system's initiative to stay ahead of the technology curve, Electronic Systems partnered with Cisco Systems to provide more than 300 portable classrooms at more than 50 schools with strategic Local Area Network/Wide Area Network connectivity using Cisco's Aironet 340 series products.

Providing a standards-based, field-proven, high-speed wireless networking solution for both in-building and building-to-building WLAN applications, the Cisco Aironet 340 series products fit VBCPS's needs. With the help of an externally mounted omni-direction antenna on each portable classroom, Electronic Systems presented the solution of a wireless bridge that would be the primary connection between the wireless network and the in-school network.

"The importance of this project is that it gives teachers and students who are in portable classrooms throughout the district the ability to interact with their main buildings, whether it's to post grades and mark attendance, use the Internet and e-mail, or attach to network resources like printers, CD-ROM towers and media centers," says Carl Pavalok, technical services coordinator for VBCPS.

Building upon its existing relationship with VBCPS, Electronic Systems embraced the opportunity to create an active learning environment through the use of wireless technology, ensuring curriculum integration in each classroom.

"We wanted to meet the school system's desire to provide equal education for all students," says Gary Lynn, director of sales for Electronic Systems. "But in a portable classroom without wireless networking, that's a classroom that is handicapped."



"We wanted to meet the school system's desire to provide equal education for all students."

The wireless project allows VBCPS to maximize its investment because network connectivity could be achieved at every school, enabling portable classrooms to move around from school to school throughout the district.

Electronic Systems achieved the project

goal for VBCPS by understanding the need to bridge the gap between portable classrooms and the rest of the school system. Through wireless technology from Cisco Systems, Electronic Systems and Virginia Beach City Public Schools are making the grade. ■

IP Telephony

allows data, voice, and video to be transmitted over a single network infrastructure.

Enterprise technologies such as IP telephony are enabled by Cisco AVVID and provide converged applications such as unified communications and contact center solutions.

Cisco IP telephony offers:

- Reduced administrative costs
- More flexibility in application deployment to the desktop
- Increased personal and workgroup productivity
- Improved customer care capabilities

In addition, Cisco now offers enterprises the choice to adopt centralized voice services, which provide the ability to:

- Extend the functionality of the corporate IP voice, video and data solutions to remote office locations
- Enable remote offices the same applications as the main branch without having to invest in their own infrastructure and software
- Provide the central office a greater degree of control over what is added to the network, thereby insuring better systems integration and security

This functionality adds to the distributed call-processing model with inter-site networking across multiple corporate and remote sites. Enterprises of all sizes now have the flexibility to either host all of their IP-based solutions in the corporate office and extend these services across IP to branch offices, or deploy distributed solutions across multiple different sites.



For more information, call Electronic Systems at (757) 497-8000

The winning combination: Compaq ProLiant Servers and Microsoft Windows 2000

The frontline partnership

Leadership, teamwork, experience and commitment characterize the relationship existing for almost two decades between Compaq and Microsoft. Customers gain many benefits from the Frontline Partnership, including a single point of responsibility, support for business-critical systems worldwide, comprehensive and integrated solutions, scalable and reliable infrastructure for implementing our leading-edge line of business solutions, and low-risk, cost-effective solutions. In recognition of these comprehensive IT offerings and capabilities, Compaq was named the Microsoft Global Services Partner of the Year. Compaq is the Worldwide Prime Integrator for the Microsoft Windows NT and Windows 2000 operating systems. Microsoft

Compaq has the largest
Windows 2000 trained and
certified work force
with 3,400 Microsoft
professionals to offer service
and support unmatched in
the industry.

awarded this honor for Windows NT in 1998 and extended it to Windows 2000; Compaq hold this endorsement exclusively.

The development of a new operating system such as Windows 2000 requires an extraordinary relationship between the developer and hardware supplier. As a Joint Development Partner and Rapid Deployment Partner for Windows 2000, Compaq engineered and tested its hardware and support software on their revolutionary network operating system from its inception. Compaq ProLiant servers provided the primary development platform for Windows 2000. In fact, the majority of Windows 2000 code was developed on Compaq products and all deployment program events were run on Compaq equipment.

Some of the essential pieces of the Frontline Partnership include the following:

- **Joint development**

Compaq and Microsoft jointly build innovative solutions that deliver record-breaking performance and value. Not only was the Microsoft Windows 2000 operating system designed, tested and deployed on Compaq servers at Microsoft, but Compaq engineers were closely involved in the day-to-day development and testing activity. Compaq has a dedicated team in Redmond solely responsible for testing future releases and ensuring future hardware reliability and compatibility. Other Frontline Partnership cooperative engineering efforts have resulted in numerous shared patents including Plug and Play, Advanced Configuration and Power Interface (ACPI) and Device Bay.

- **Joint marketing**

Customers receive special opportunities by participating in joint seminars, customer events, account briefings, communications and messaging provided by Compaq and Microsoft teams. The Frontline Partnership marketing programs deliver value through communication of the latest advances in Web-enabled information technologies that help businesses to compete effectively in the ever-changing world marketplace.

- **Joint support**

By providing joint training, technical tools, information databases, and dedicated personnel, Compaq and Microsoft provide superior service for all your information and technology needs. Compaq Professional Services help plan, design and implement computing infrastructures, while Compaq and Microsoft Customer Support Services help manage and maintain the existing computing resources effectively.

- **Joint testing**

Compaq and Microsoft extensively test solutions to ensure performance and reliability and to instill confidence in your choice of a Compaq and Microsoft solution. An Enterprise Solution Center in Redmond, Wash., has a dedicated team of experts with a wide range of expertise to help customers test and determine every Microsoft project from its earliest stages through service pack releases.



- **Joint training**

Compaq and Microsoft provide their personnel with sales and technical training to ensure the proper level of expertise in communicating the advantages of our joint solutions. We provide this training to groups ranging from corporate technical support teams to field sales and engineering as well as our resellers and solution providers.

In addition, Compaq maintains a global network of technical briefing centers in the United States, Europe, Asia and Japan. Compaq operates 29 Microsoft Authorized Support Centers and is one of only two service providers authorized by Microsoft to support its enterprise customers.

Why Compaq ProLiant servers

Compaq offers an advantage in your Windows 2000 deployment. Windows 2000 was designed and tested on Compaq equipment ensuring complete interoperability and compatibility. Compaq is the only outside equipment manufacturer (OEM) to participate in the original Rapid Deployment Program (RDP) with Microsoft. This enabled Compaq to join in the input for design performance characteristics of Windows 2000. Compaq was also a Joint Development Partner (JDP) for Windows 2000. All events, conferences and labs for the RDP were powered by Compaq and more than two-thirds of all RDP/JDP participants piloted and planned deployment of Windows 2000 on Compaq ProLiant servers.

As market leaders, Compaq and Microsoft

move enterprise technology to industry standards. Working together, we reduce the complexity, risk and cost of deploying and managing industry-standard products, services and solutions. Compaq engineers have spent thousands of hours in development and testing to offer products, solutions and services guaranteed to lower total cost of operation (TCO) and boost overall performance.

Compaq has the largest Windows 2000 trained and certified work force with 3,400 Microsoft professionals to offer service and support unmatched in the industry.

Products

Compaq leads the way in revolutionizing the economics of network computing with reliable, stable industry-standard solutions. Compaq products offer innovations designed to enhance quality, reliability, maintainability, performance and TCO. Even the Compaq quality pledge reflects the commitment to listen to you in order to deliver the highest quality products, services and solutions to ensure value and contribute to your success.

Compaq offers its award-winning ProLiant servers with scalable storage solutions for a complete hardware strategy. Innovations, such as, PCI Hot Plug and Online Volume Growth, make Compaq solutions reliable, available and scalable.

The close working relationship with Microsoft, experience and performance with Windows 2000, and engineering innovations make Compaq ProLiant the best server for Windows 2000 environments. ■

Working together: HP and Microsoft have created a bulletproof solution for enterprise messaging

Microsoft Exchange 2000 Server is a leader among enterprise messaging solutions. Seamlessly integrated with the Microsoft Windows 2000 operating system, Exchange 2000 is designed to meet the messaging and collaboration needs of businesses of all sizes — from small organizations to large, distributed enterprises. Together with its client software, Microsoft Outlook 2000, Exchange provides an easy-to-manage enterprise messaging and collaboration infrastructure.

Microsoft Exchange 2000 and Windows 2000, combined with HP's end-to-end expertise and robust products, create the industry's most comprehensive, bulletproof solution for addressing your business-critical messaging needs. Not just for communication, but for sharing critical information in whatever form, immediately, and wherever you need it!

The HP Surestore Disk Array XP512 is the industry leader in highly available, scalable, manageable, enterprise-class multiplatform disk arrays.

From a choice of multiprocessor, clustered, high-density rack, high-performance servers to the latest in mobile productivity tools; from industry-leading HP OpenView systems and network management applications to robust storage management software, HP offers a full range of hardware and software solutions to optimize your Exchange 2000 environment.

HP Netervers: Best-in-class foundation

To optimize the performance and availability of Exchange 2000 in your environment, your computing infrastructure must deliver the highest levels of scalability, availability and manageability — all at a cost of ownership your organization can afford. How can you ensure this? By choosing HP Netervers — the simply reliable solutions HP offers to ensure your business success.

HP Netervers are designed to fully satisfy the requirements of the Exchange operating

environment. No matter which HP Netserver model you choose, you can count on:

- Reliability and maximum uptime through redundant components, proprietary intelligent subsystems, server clustering and support solutions. HP Netervers are tuned for critical, complementary backup, storage and management capabilities to optimize the availability of your organization's mission-critical messaging environment.
- Intelligent management for easy, local or remote control over your servers.
- Leading performance derived from strict adherence to standards, use of proven technologies, and rigorous testing. HP and Microsoft work together in each other's labs to ensure that HP Netervers continue to perform optimally in Exchange 2000 environments.
- Solid value for your Windows 2000/Exchange 2000 environment, based on unmatched performance, availability, manageability, quality, support and HP's world-class partnerships — all at competitive prices.

Stress-free storage to protect your critical data

The HP Surestore family of optical and tape drives and library products provides the backup and archive component to any storage solution requiring performance, scalability and manageability.

The HP Surestore Disk Array XP512 is the industry leader in highly available, scalable, manageable, enterprise-class multiplatform disk arrays.

The new HP Surestore Virtual Array 7100 offers high availability, performance and scalability along with central and remote manageability — at a lower price point.

Electronic Systems has a long-standing relationship with both Hewlett Packard and Microsoft, and working together, surefire solutions for enterprise messaging are unquestionable. For more information about how Electronic Systems' partnership with HP and Microsoft can reduce costs, increase productivity, and create new business opportunities for your organization, contact your Electronic Systems representative at (757) 497-8000 today. ■



Microsoft exchange 2000 and Windows 2000, combined with HP's end-to-end expertise and robust products, create the industry's most comprehensive, bulletproof solution for addressing your business-critical messaging needs.



HP Surestore Disk Array xp512 Key Features

- **RAID 0/1 and RAID 5** support for optimum storage performance
- **Ultra-high-reliability** 18 GB and 73 GB 10,000 RPM Fibre Channel drives for up to 37 TB total capacity
- **Online firmware upgrades and hot-swappable PC boards** eliminate planned downtime
- **Fibre Channel, ESCON, and SCSI (via bridge)** support all your datacenter needs from consolidation and long distance mirroring to disaster recovery and beyond
- **Battery-protected mirrored write cache** keeps your data safe no matter what
- **Continuous proactive monitoring and repair** identifies and resolves problems before they occur



A Guide to Total Cost of Ownership for NEC-Mitsubishi CRT and LCD Monitors

What is Total Cost of Ownership?

Total Cost of Ownership, or TCO, is an important metric for computer users. TCO is loosely defined as the total cost of owning a product over its life cycle. For example, the cost of owning a personal computer doesn't end with the purchase price. The costs associated with procuring and using that computer over its life—acquisition cost, operational cost, administration, training, repairs, even disposal of the product when it needs to be replaced—all contribute to TCO.

Energy Conservation

More and more, one of the most easily quantifiable aspects of TCO is power conservation. In today's society of deregulation, where consumers and businesses alike are feeling the brunt of higher (or worse yet, unknown) costs of power, the amount of electricity generated by every electronic device is coming under close scrutiny. Your monitor, which can account for as much as 40% of the overall power consumption of your PC system, is a key area to consider when evaluating the total cost of your IT infrastructure.

TCO at NEC-Mitsubishi Electronics Display

As a long-time developer and innovator in the display marketplace, NEC-Mitsubishi always has considered all aspects of monitor ownership when developing its display devices. NEC-Mitsubishi has used

energy-efficient technologies in the development of its award-winning lines of CRT monitors, providing for some of the lowest power usage levels in the visual display industry. Moreover, the recent emergence of the LCD flat panel monitor has allowed even more energy-efficient designs. In many cases, LCD flat panel monitors provide displays that require less than half the power to operate conventional CRT monitors.

Calculate your Monitor TCO

To make this comparison easier, NEC-Mitsubishi has a TCO Calculator (www.necmitsubishi.com), allowing you to calculate the savings associated with the installation of its CRT monitors vs. CRT competitors and the installation of its LCD monitors vs. CRT monitors, which can reduce energy costs even further.

Though not yet included in NEC-Mitsubishi's TCO Calculator, other factors associated with power consumption such as cooling costs for hot-running electronic goods also should be considered. The more low-power consumption devices installed in confined areas, the less costly it is to cool these areas. (The more power generated by a device, the more heat also is generated by that device.) Also, for mission-critical areas such as manufacturing and call centers that must be operating 24 hours a day/7 days a week, backup generators are often necessary. The smaller the necessary backup generator, the lower the overall cost, which can add up to additional savings over the life of the product.

NEC/MITSUBISHI

Call Electronic Systems at (757) 497-8000 for more information on products from NEC-Mitsubishi.

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Sam S. Mohamad, President Worldwide Sales & International Field Operations, Exodus Communications

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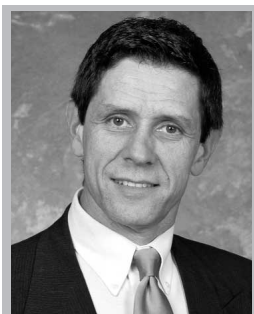
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Windows 2000: The ideal operating system



Gene Starr

Gene Starr, ESI's director of technology, says Windows 2000 is evolutionary and revolutionary. "It is an ideal operating system for desktop users and a work force that increasingly relies on notebook computers. It combines the ease of Windows 98 with the manageability, reliability and security of Windows NT."

As a result, computers running Windows 2000 operate more efficiently with greater flexibility, reliability, mobility, manageability, security, usability and performance.

"Everything is easier to do," Starr says. "And at speeds 30 percent faster than Windows 98 on PCs with at least 64 MB of RAM."

Starr says the Windows 2000 family of operating systems really is four separate products, each aimed at a facet of the information technology structure. They can be divided into two categories: desktop and servers. "Windows 2000 Professional is for the desktop and the other products are servers — Windows 2000 Server, Windows 2000 Advanced Server and Windows 2000 Data Server.

Windows 2000 Professional gives users a competitive advantage

Windows 2000 Professional is a desktop operating system that couples the robustness and reliability of Windows NT with the usability of Windows 95 and 98. "Nothing before bridged the gap. Windows 2000 Professional is the best of both worlds — a brand new platform."

Reliability — Windows 2000 Professional prevents crashes

"Are you tired of your computer crashing?" Starr asks. "Windows 2000 Professional lessens the down time significantly. It has the ability to repair itself and is the most reliable operating system Microsoft has produced. Studies show it's 13 times more reliable than Windows 98."

Microsoft changed the memory manager to reduce the chance that software applications will interfere with one another. In addition, Windows 2000 includes a built-in safeguard called Windows File Protection. This feature helps prevent critical operating system files from being deleted or altered by users or applications. "If a system file is changed or deleted, Windows File Protection detects the change, retrieves a correct version of the file from a cache and restores it to the system file folder," Starr says.

Windows 2000 Professional is self-healing. "In Windows 98, if you install a game or other application, the new application often causes dynamic link library conflicts. Windows 2000 knows to store the two files in different folders," Starr says.

And Microsoft has worked with software vendors to create an application certification program. "To be certified, an application must meet technical reliability criteria, such as minimizing DLL conflicts, providing self-repairing installation and maintaining user settings."

"It is an ideal operating system for desktop users and a work force that increasingly relies on notebook computers. It combines the ease of Windows 98 with the manageability, reliability and security of Windows NT."



Mobility — Windows 2000 Professional allows you to work anywhere, anytime

Because today's work force is on the move, Windows 2000 Professional makes working anywhere, anytime a reality for laptop users. "Windows 2000 Professional allows mobile users to move back and forth between working online and offline," Starr says. "Offline folders replaced the briefcase, which is cumbersome. The folders work very well — just drag your resources into the folder and when you reconnect, the files automatically refresh. You can store cached copies of Web pages and their links to use while on airplanes."

Tired of running out of power mid-way through an important task? "Windows 98 has a power management mode, but Windows NT doesn't know when its battery is almost exhausted so it isn't capable of saving work or going into a hibernate mode," Starr says.

"Windows 2000 Professional manages your notebook's power and can shut down quickly without closing applications. Hibernate saves your entire environment — network connections and the current status of all programs. When you power the system back up, you can get right back to work."

Security is a major concern for notebook users: Is my data going to be there and intact when I look for it? "Windows 2000 has an encrypted file system that assures users sensitive files will not be stolen. Even if your laptop is stolen, your files are safe. Data encryption is tied to a log in; you need a password to log onto Windows 2000," Starr says.

"But the greatest advantage of Windows 2000 is its plug-and-play support. Windows 95 and 98 have plug-and-play support, but computers using those operating systems still crash often. Windows 2000 gives you plug-and-play with the protection of the Windows NT workstation," Starr says. "Not only will

Windows 2000 recognize a new peripheral, it doesn't require the Windows 2000 CD."

Windows 2000 also eliminates 70 percent of reboots. "That means users can add hardware devices such as scanners and DVD players without rebooting and with less potential for user error."

Windows 2000 Professional supports the latest hardware standards, including Universal Serial Bus, Infrared Data Association protocols for wireless communication and IEEE 1394 for devices that require ever-faster data transfer. It also supports removable storage devices such as digital videodisc and Device Bay, which is an industry-standard specification for easily adding and upgrading PC peripherals without having to open the computer case.

Starr issues a word of caution. "Make sure your hardware is compatible. Microsoft publishes a hardware compatibility list on its Web site. A lot of information is on that site. This was one of the best-tested operating systems in the world."

Manageability — Windows 2000 Professional reduces the total cost of ownership

"When a company places a PC on the desktop of a corporate user, the cost of the computer represents 20 percent of the total cost of ownership. The other 80 percent is for support," Starr says. "As applications become

more mission critical and move from the main frame onto the desktop, maintaining those computers is important."

Support, which represents a substantial part of every company's budget, becomes a larger problem for IT departments. "Windows 2000 Professional safeguards itself from inadvertent user mistakes which can foul up programs," Starr says.

Installing Windows 2000 Professional

Businesses can install Windows 2000 Professional in one of two ways — as a fresh installation or as an upgrade. "Microsoft sanctions upgrades, but generally doesn't recommend that approach. The upgrades can be unwieldy. Unless there is an overriding reason to upgrade, I recommend you start with a fresh installation," Starr advises. "Regardless of your installation method, Windows 2000 Professional offers a host of flexible, cost-effective options."

Gene Starr is director of technology for ESI and is a self-proclaimed technology evangelist. He studies new products, knows what's on the horizon and can speak as easily with technology professionals as he can with "real people" — the end users. That, he says, is the evangelic part of his personality. To learn more, contact him at (757) 497-8000 or via e-mail at genes@mail.esi.net. ■



"Regardless of your installation method, Windows 2000 Professional offers a host of flexible, cost-effective options."

Windows 2000 offers three server options

The advantages of Windows 2000 Professional — especially reliability and manageability — hold true for the three Windows 2000 Server products. "These servers are better by far than their predecessors," says Gene Starr, ESI's director of technology. "With a choice of three operating systems, businesses can choose the server that's appropriate for their companies. They don't have to overbuy."

Windows 2000 Server is a workhorse

Windows 2000 Server is the basic file server operating system and an evolution of the Windows NT Server. "It is the workhorse of the Windows 2000 Server line," Starr says. In addition to supporting Web services, e-mail and other applications, the Windows 2000 Server supports four processors and four gigabytes of RAM.

Windows 2000 Advanced Server adds better scalability

Windows 2000 Advanced Server evolved from the Windows NT Server Enterprise Edition. "The advantage is better scalability, and it supports eight processors and eight gigabytes of RAM. The advanced server provides more reliability, availability and the ability to cluster. Often a business will use one server predominantly for the Internet and a second for e-mail. If one server is down, the other server takes over those functions," Starr says.

Windows 2000 Data Server offers maximum system availability

Windows 2000 Data Server is a high-end operating system that supports up to 32 processors and 64 gigabytes of RAM. "This is a multimillion dollar server. It runs on a limited list of hardware platforms and must be purchased with hardware. Fortune 500 companies use this system," Starr says. "It's great for enterprise — high-traffic Web sites, high-volume transaction processing and many other demanding applications."

Of the three servers, Windows 2000 Data Server offers the highest level of system availability. "Availability is a corollary to reliability. IT people think of reliability; users care about availability. But it's enhanced significantly, and that's what users care about," Starr says.

The good news is Active Directory

"The biggest difference between the NT server products and the Windows 2000 server products is Active Directory," Starr says. "It's really the big news and the direction in which businesses need to go. Microsoft has developed a suite of applications, such as Microsoft Exchange 2000, that only will run in this environment."

"Active Directory offers many benefits, but it also is required to use many of the advanced features of Windows 2000, such as Intellimirror™ management technologies for desktop management and delegation of administration."

One of the benefits of Active Directory is its security feature. "Security is an issue for all users. Data flow over networks constantly. Hackers will find their way into systems and place snoopers, which watch the traffic, pull log-ins and passwords then send that information to the hackers who cause a lot of damage," Starr says.

The potential for harm is even greater from within a company's own environment. "Sixty percent of security breaches take place internally," Starr says. "Windows 2000 takes security to the next level. By encrypting data flow, if someone captures the data, the information is meaningless. Security is one of ESI's core focus areas and encryption is important."

Microsoft chooses ESI as a Windows 2000 launch partner

Migrating from an NT server to Active Directory requires a significant amount of upfront thought and architectural planning. "Companies might have to change the way they do things in order to deploy Active Directory successfully," Starr says. "But the benefits are huge."

Microsoft chose ESI as a Windows 2000 launch partner in August 2000. "ESI can help its customers identify the benefits of using Active Directory, as well as the modifications to business as usual that are necessary. We also can help design the architecture, identify potential challenges and test the system beforehand," Starr says. "Not only can we develop the actual implementation plan, after the consultation, we can implement it. ESI is committed to helping businesses convert to Windows 2000." ■

In a wireless world, new frontiers need to be conquered



Wireless technology brings revolutionary change — not only in the way we work and live, but in the way developers are building critical business applications. Before you deploy wireless technologies across your enterprise, there are some important questions you should consider:

Can wireless devices interoperate with your current IT infrastructure?

What precautions should you take to secure data transmissions between wired and wireless environments?

How will you authenticate wireless users before they access corporate networks?

When you introduce new wireless technologies and service, how can you leverage your existing investments in security?

The RSA Wireless Security Portfolio: Solutions tailored to your business

The challenges are complex. But the solution is simple. The RSA Wireless Security Portfolio offers choices designed to seamlessly integrate security into wired and wireless environments.

From strong authentication to secure data transmissions, the RSA Wireless Security Portfolio scales to your needs, today and in the future. And since RSA Security's technology is a key component of both wired and wireless standards, you can be assured that your investments in the new mobile economy will be protected for years to come. ■

Wireless technology promises a world without boundaries. Mobile commerce is changing the way we live and work, from banking to paying bills, from trading stocks to buying movie tickets. And today's mobile work force can be in two places at once — at home and at work, on the road and in a meeting — with wireless access to corporate e-mail, intranets and databases. But the promise of wireless technology also comes with risk. When you broadcast wireless data, how do you know who's listening?

Wireless PKI: unlocking the future of electronic business

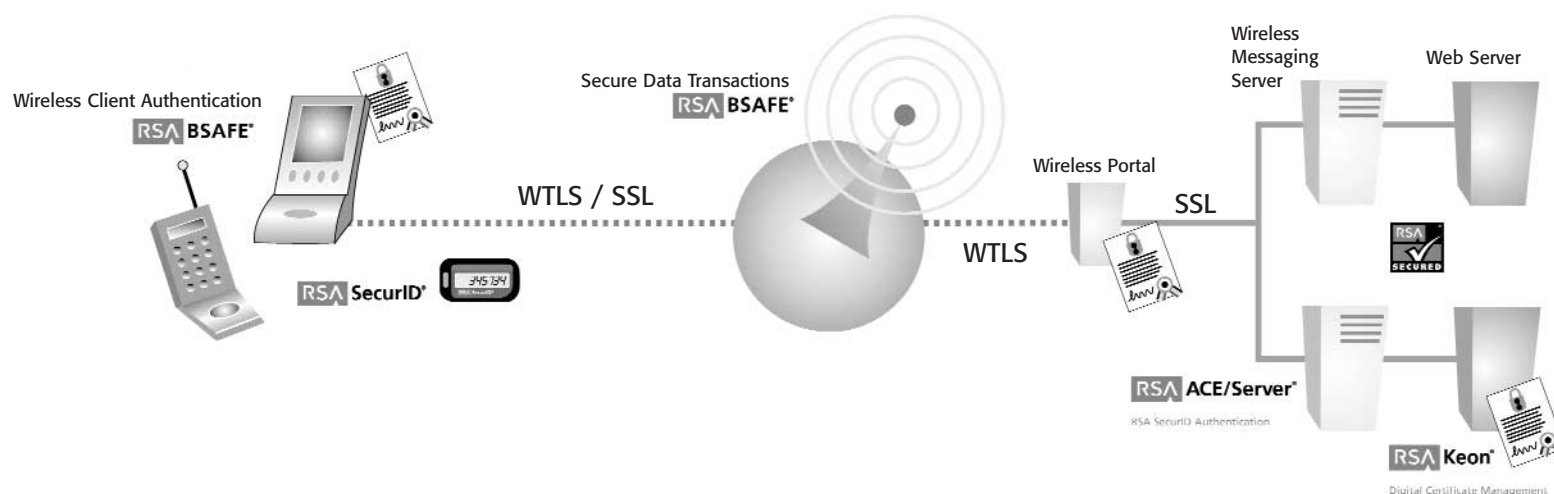


Whether you're developing a wireless commerce site or deploying a wireless enterprise, a public key infrastructure (PKI) can verify the identity of authorized users.

As in the wired world, a wireless PKI uses digital certificates to authenticate a user. But in the wireless world, PKI presents a unique opportunity to unleash the full power of electronic business. As wireless devices become more sophisticated, they will be able to store digital certificates internally, on a chip, or on a "smart" card that plugs into the device. The effects will be far-reaching. Storing certificates on a telephone, for example,

could change the way we pay for goods and services, and eliminate the need to carry a wallet. That's because digital certificates allow wireless devices to communicate within a trusted network — combining indisputable authentication with secure, legally binding payment transactions.

As wireless technologies continue to mature, ground-breaking new applications will appear, dramatically changing the ways we buy and sell, live and work. That's why deploying a PKI today is a sound investment in positioning your company for the future.



www.rsasecurity.com

ESI Services

Today's business requires that your network remains up and running and is optimized to its fullest potential. Electronic Systems can provide the consultation, service and products you need to keep your networking running efficiently. So whether you need service, consultation or products you can find it all at Electronic Systems.

Our technicians and engineers maintain the highest level of certification available in the industry. We have more than 50 certified A+ technicians, 23 Microsoft Certified Systems Engineers, 15 Certified Novell Engineers and 13 Cisco Certified Network Administrators. We offer a wide range of services from staff augmentation to network design and implementation. Our desire is to provide you, our customer, the highest quality products and services available in the industry today.



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- Reduced rates on training

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- Cabling Analysis and Diagram
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- Remote System Administrator Service
- Disaster Recovery Planning and Service
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- 24X7 On-Site Service

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- System Engineer
- On-Site Trainer

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Network out of control? Let HP OpenView manage your network environment

HP multiplatform system management

Overview

With HP's multiplatform management products, IT staff who manage multiplatform systems can deliver a powerful end-to-end resource and performance management solution for their distributed environments. Whether their multiplatform environment consists of a single system or a large network of systems, the fundamental goal is the same: to offer the best possible level of service in a cost-effective manner. HP's multiplatform products give IT staff a centralized point of control, allowing them to seamlessly manage business-critical services in complex, heterogeneous environments.

HP OpenView Express

Overview

HP OpenView Express takes managing your Microsoft Windows NT, Windows 2000, Terminal Server or NetWare environment from chaos to control. Integrated event correlation, thresholding, alarming and reporting help you get at the root of system problems and resolve them, fast. HP OpenView Express bundles three integrated HP OpenView products (Network Node Manager, ManageX and OmniBack II) at an attractive price. It comes with a year of standard HP support and is backed by Electronic Systems' Services Department to provide value-added services such as assessment, deployment, tuning, training and customization. Hewlett Packard's proven track record and reputation for product reliability, uptime and value for money make using HP OpenView Express the smart choice. HP OpenView Express delivers the prompt, reliable and convenient system management you need today.



Whether their multiplatform environment consists of a single system or a large network of systems, the fundamental goal is the same: to offer the best possible level of service in a cost-effective manner.



HP OpenView Express takes managing your Microsoft Windows NT, Windows 2000, Terminal Server, or Netware environment from chaos to control.

Features

- Fast implementation**
Unlike some competitive alternatives, which may take weeks or even months to deploy, OpenView Express can be implemented in a matter of days.
- Autodiscovery of environment**
OpenView Express automatically discovers your IT environment and graphically displays it for easy monitoring and administration.
- Remote administration**
OpenView Express provides remote user access to reports and messages anywhere Internet access is available. You can also change passwords, restart servers and perform other administrative tasks for multiple systems from a central location.
- Integration**
OpenView Express tightly integrates application, server, network and storage management. Integrated event correlation, thresholding, alarming and reporting take the guesswork out of pinpointing problems.
- Web-server management**
Through its own capabilities and through alliances with other software companies, OpenView Express offers superior Web-based management services.
- Microsoft® Windows 2000 management**
OpenView Express provides real-time monitoring and full data protection of the Active Directory Service (ADS) database.
- Application management**
In addition to Windows NT®, Windows 2000, Terminal Server, and NetWare, OpenView Express manages more than 30 applications and utilities, including Exchange 5.5/2000, IIS, SQL Server and others from vendors such as Microsoft, Lotus, Oracle, Sybase, Compaq, Dell, VERITAS, McAfee, Norton and Cisco.
- OpenView Express extension products**
Further coverage is provided by the optional OpenView Express extension products.
- Help when you need it**
OpenView Express addresses your IT "pain points." Plus, it comes with a year of standard HP support. Backed by the technology experts at Electronic Systems, OpenView Express provides value-added services such as assessment, deployment, tuning, training and customization. With OpenView Express, you're covered from beginning to end.

As change and growth in your IT infrastructure brings new responsibilities and pressures, OpenView can help you meet and exceed expectations. Contact Electronic Systems about how OpenView is implemented in the company's Network Operations Center and how ESI's Enterprise Management Services along with HP solutions can improve your network. ■

Networked digital copiers: Produce great looking documents from your workstation

Imagine, right from your workstation, printing and binding 100 copies of a 50-page, double-sided document complete with covers, chapter dividers and saddle stitching. Imagine that your completed project has taken less time to produce than it takes to walk from your workstation to the copier. Impossible? Not with today's networked digital copiers.

"Lots of people have the mindset that a laser printer is the only way to get a printed document. Networked digital copiers eliminate very slow printing jobs. Printing to a copier is more than three times faster than the fastest laser printer," says Denny Kane, a network office systems specialist.

He says printers depend on file size for their print speed. "Copiers know only one speed — regardless if copying or printing, they simply don't slow down," Kane says. "The objective is to do demand printing from your desktop to the copier rather than from the desktop to your laser printer. Every single copier function is available to you from your workstation."

And each "copy" is an original instead of a copy. "That makes your printing projects more cost effective. You're not using laser printer cartridge technology; you're using conventional copier toner technology, which is more cost effective," Kane says. "In addition to the ability to produce unlimited sort-

"Printing to a copier is more than three times faster than the fastest laser printer...Networked digital copiers produce the ultimate document."

ed sets, you can print booklets and use up to six different paper stocks. Networked digital copiers produce the ultimate document."

Kane says color is one of the fastest growing developments in copiers. "Business color is getting more affordable. The end user has an alternative to commercial printers — an impor-

tant security feature for classified documents."

And color is easy. "Go into the software that comes with the copier. Hit file, print and click on the properties button and you'll find your color options. With just a few mouse clicks, you can produce great looking documents." ■

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The imageRUNNER 5000 has landed along with legions of new fans. People attracted by its seamless network fit. By its ability to output 50 ppm and deliver full-finishing capabilities right from the desktop. Plus, it's built on the highly acclaimed imageRUNNER product platform. Which may explain why the latest in the imageRUNNER line is attracting lines of its own. At Canon, we're giving people the know-how to realize the full power of the digital office.

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RICOH®

Supplies team brings forth top-notch experience and diversity

Rounding out the key divisions of Electronic Systems is the supplies team. Dedicated to providing vital technology products from leading manufacturers, ESI's Supplies Division delivers not only computer and copier supplies, accessories and peripherals but, more importantly, reliable skill, experience and courtesy.

Headed by manager Alan Watson, the supplies team boasts diverse ranges of experience to serve your needs. Watson possesses 20 years of experience in copier service, 11 years of which were spent at Electronic Systems. A former tech specialist and service manager for Monroe Systems for Business, Watson began his technical career with the 3M Co. in 1980 after serving in the U.S. Navy.

Covering federal government territory for the Supplies Division is supplies representative Theresa Milburn, who handles all

new maintenance contracts as well. Bringing six years of experience, Milburn came to Electronic Systems in January 2001.

With 19 years of supply business experience, veteran supplies representative Nancy Coté arrived at Electronic Systems in February 2000. Covering the Norfolk, Portsmouth and Chesapeake territories, Coté makes it her goal to personally help customers with all their supply needs.

Another member of the supplies team is North Carolina resident Cyndi Babb. Starting at ESI in June 1999, Babb brings more than 10 years' experience in the office products field. Her territories include Virginia Beach and North Carolina.

Completing coverage for the Hampton Roads area is Annamarie Foyles, who began at ESI in 1994. Her territories include the Peninsula, Suffolk, Franklin and Smithfield. Like Watson, Foyles brings technical experi-



From left to right: Cyndi Babb, Alan Watson, Theresa Milburn, Annamarie Foyles and Nancy Coté.

ence with her, previously working as a technical supervisor for a government copier contractor.

With an experienced team providing dedicated service and customer satisfaction, Electronic Systems' Supplies Division is top notch. Offering supplies from top manufacturers in the business like Canon, Ricoh, Panasonic, Hewlett Packard, Lexmark, Okidata, IBM and more, Electronic Systems houses more than 100,000 of these items at

the company's on-site warehouse. With a full line of toner supplies for copiers, fax machines, laser and ink-jet printers, as well as typewriters, ribbons and tapes, the Supplies Division has direct access to these items, which also include computer supplies such as diskettes, CDs, storage media and surge protectors. By offering supplies at very competitive prices, Electronic Systems understands the importance of properly maintaining your supply inventory. ■

When Bill Kamarek founded Electronic Systems in 1980, the mainstay of the office machines industry was the electric typewriter.



It's the 21st century now, and we've moved on to computers and networked digital copiers, but we at Electronic Systems like to stay planted to our roots. Electronic Systems still offers IBM Wheelwriter Typewriters which are designed to work as primary workstations or to complement your personal computer, doing tasks such as forms completion, envelope addressing, and label typing faster and more efficiently than a PC.

IBM Wheelwriter Typewriters at Electronic Systems

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Electronic Systems

TRAINING

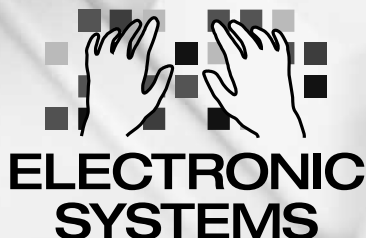
The Electronic Systems training division is 100% committed to providing you the highest quality training. We teach both certified technical and desktop applications courses using authorized courseware. In our training classrooms you will

- Learn from the most qualified instructors in the area. Our instructors hold current industry certifications and also have actual real world experience.
- Gain hands-on experience you need to help master classroom objectives.
- walk away 100% satisfied and knowledgeable.

As the nation's 15th largest systems integrator, Electronic Systems has been servicing Hampton Roads for over 20 years. In the year 2000, we were named as Microsoft's exclusive Windows 2000 launch partner — the only one in Hampton Roads. Our training center is also the only Citrix Authorized Training Center in Hampton Roads. Join us for a class and see why Electronic Systems is the leader in technology solutions.

Register for a Training Course at ESI:

Online:	www.esi.net
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Fax:	(757) 497-2095 Southside (757) 873-1047 Peninsula



Microsoft Promotion

Hands-On Labs

Looking for a great way to be introduced to Windows 2000 Active Directory and Exchange 2000 Server? Attend a hands-on Lab at Electronic Systems. A Microsoft certified instructor will teach these three-hour labs in a classroom environment.

Windows 2000: Active Directory

This lab introduces you to the robust Active Directory features that enhance other Microsoft software. Gain hands-on experience installing Active Directory and DNS, understanding DNS properties, creating organizational units, user accounts and groups, and adding users to groups.

Exchange 2000 Server: Administration & Introduction

This lab offers an in-depth introduction to Exchange 2000 Server. Gain experience setting up Active Directory as a platform for Exchange 2000 Server and planning, installing, configuring, and administering Exchange 2000 Server in a single site environment.

SQL Server 2000:

This lab introduces students to the features of SQL Server 2000 including the new administration capabilities, SQL Server 2000 Analysis Services (formerly OLAP) and XML support. Best practices, upgrade paths and different versions of SQL Server 2000 will also be discussed.

Call an education consultant for additional information
(757) 497-8000 Southside
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Don't give boot camps the boot

Just because out-of-town "boot camps" add travel expenses to tight budgets and often don't provide students with enough hands-on practice time, don't give technical boot camps the boot. Enroll in an ESI XTREME boot camp instead. "We're not your typical boot camp," says Mary Russell, training operations manager. "We give you information that will help you in the field, not just information you need to pass an exam."

ESI recently launched three XTREME boot camps:

1. Microsoft Windows 2000 MCSE;
2. Cisco Certified Network Associate; and
3. Citrix Certified Enterprise Administrator.

"We condensed a lot of information into a tight schedule," Russell says. "When you finish, you're exhausted."

But you can be certified in four weeks. "And you finish with the ability to tackle real world problems," Russell says. "ESI built in tools to ensure that students get the necessary product knowledge, which is as important as certification."

ESI also built in networking opportunities. "The idea is to bond with your group. We include lots of team-building activities and group projects. We give students the chance to pull together and build camaraderie. That enhances networking opportunities for the participants' post-boot camp."

She adds that the XTREME instructors — Tim Lange and Koren Wise — are "phenomenal." Together they have more than 25 years of networking, field and classroom experience.

"Another unique aspect of our XTREME boot camps is that in addition to the official Microsoft curriculum, we use a supplemental reading curricula, which we wrote, that complement the text," Russell says. "We also test at our facility. As exam time nears, we give the students practice exams. By then they have practical knowledge."

Another benefit of ESI's program is the cost. "Our prices are inclusive. Practice exams and test vouchers are included. There are no hidden costs." ■



"We give you information that will help you in the field, not just information you need to pass an exam."

ESI Xtreme Course Offerings

Windows 2000 MCSE Xtreme

Windows 2000 MCSE Xtreme is geared toward those individuals who have prior NT 4.0 experience. The Core block of classes will be taught in a 14 day block. After a two-week break students will return to complete their training by taking the 14-day Security Elective block. Other electives will be available in the near future. The program includes:

- 14 days of intense training
- 2 Microsoft Certified Trainers
- Microsoft Official Curriculum
- Evening lab hours (7 - 10 p.m.)
- Transcender practice exams
- VUE test vouchers

CCNA Xtreme

CCNA Xtreme is geared toward those individuals who would like to earn the Cisco Certified Network Associate certification. The CCNA certification indicates knowledge of networking for the small office or home office. Extended hours allow for four days of intense learning and one day for review and testing.

CCEA Xtreme

CCEA Xtreme is geared toward those individuals who are interested in gaining product knowledge and the skills necessary to earn the Citrix Certified Enterprise Administrator certification. The CCEA program is an advanced certification for individuals who have extensive knowledge of Citrix products and experience installing and administering Citrix products for an enterprise environment.

Contact an education consultant at (757) 497-8000 in Virginia Beach or (757) 873-1045 in Newport News.

Customized training solutions keep your staff on top of the learning curve

"Technology doesn't sit still and neither does ESI," says Kathy Adkins, a training education consultant. "To keep a company's staff on top of the learning curve, we offer training solutions that fit that company's needs."

ESI delivers the training in a variety of formats. "People learn in different ways. Our instructors not only understand business and technology, they understand people. They excel at their ability to adapt to a variety of learning styles."

Customized training solutions range from popular desktop application packages to certified technical training. "The key is knowing what a business wants to accomplish," Adkins says. "ESI doesn't sell off-the-shelf products."

When companies have training needs — from professional development to technology — education consultants meet with organizations and listen to their employee-training goals.

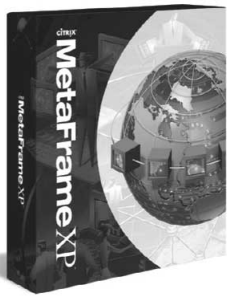
"We learn our customers' businesses and how they want to use technology. We ask about their work flow and the work process. We extract the information a company wants and needs from an existing course and develop a program that emulates a company's environment to help the personnel apply that new technology."

Training is available on-site or at one of ESI's facilities. "In addition to our training center, we routinely teach on-site at 12 locations," Adkins says.

ESI's classes are flexible. "A law firm's entire administrative staff can't be gone all day and an attorney's time is his product. He won't attend a training class during the day. Often businesses run 24-hour shifts. We accommodate all work shifts — standard business days, early mornings, evenings and weekends."

Adkins says providing a company with the correct training solution is a high priority for ESI. "If we are on target by using training as a tool to implement technology, our clients will use technology more efficiently and see training as a benefit. That will keep them on top of the learning curve." ■

Citrix MetaFrame XP for Windows



The most powerful solution for application serving and management specifically designed for the Internet and Windows 2000.

In today's business world, every part of an organization has to function with peak performance. Your business demands an application serving platform that gives departments, workgroups, branch offices and small business the ability to

maximize application availability — so users have access to the apps and information they need from any device, over any connection — wired, wireless and Web.

MetaFrame XPs is the robust application serving platform that lets you leverage the "Net" — from LANs, WANs, the Internet, intranets and Extranets.

Citrix
MetaFrameXP

Find out more about Citrix MetaFrame XP by contacting Electronic Systems today at (757) 497-8000.

Transition to an IT career: The demand remains strong

Despite our country's recent economic slump, the demand for information technology workers remains strong. In fact, the Information Technology Association of America released a study last month that says companies hope to hire 900,000 IT workers this year. Of this total, 425,000 positions will go unfilled because of a lack of qualified applicants. That's good news for people looking to transition to IT careers.

"Companies are demanding certified, technically trained workers," says Cynthia Bond, a training education consultant. "Whether or not a person wants to enhance a current career or transition to an IT career, ESI's 5-Star Program is a recipe for success."

Bond says the program is robust and focuses on current technologies. "Our Microsoft-certified instructors use the official Microsoft curriculum, which changes as technology changes, and the evening program allows an individual to earn five certifications in less than one year."

And, she adds, "The program includes Transcender practice exams and our new Nhance program." ■

Career Night Seminar

The Information Technology (IT) industry is one of the fastest growing sectors of today's economy. If you are seeking a new career in the IT field, Electronic Systems provides a full range of services to make your move a success.

Attend an Electronic Systems IT Career Night Seminar to learn more about ESI's 5 Star Program, where you can earn five certifications in less than one year. The seminars take place every Tuesday in Virginia Beach from 6:00 - 8:00 p.m. and every Thursday in Newport News from 5:00 - 7:00 p.m. Registration is required, so call:

(757) 497-8000 Southside

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At Electronic Systems, we practice what we teach. As a premier technology company, ESI provides a full range of technical services in Hampton Roads. As a student, your training takes place in the heart of our Technical Services Center. You benefit from fully trained, certified and experienced instructors. Career counselors guide you from start to finish.

Training: The heart of customer service

In today's high-tech, fast-paced, down-sized business world, good customer service often is the distinction between corporations. How does a company ensure that its "stretched" staff shows its customers the proper respect and appreciation for their loyalty?

Forward-thinking companies turn to ESI Nhance — professional development training that's guaranteed to "Nhance" the working environment. "ESI Nhance does more than equip people with skills; the classes are a great investment," says Monica Burton, manager of ESI's Newport News office. "Research shows that investing in employees is critical to an organization's success. And success breeds success."

Research also shows that training is crucial to reducing employee turnover and improving an employee's commitment to the company.

"Today's workers easily can move between jobs — companies compete for talented people and employees shop for higher pay," Burton says. "But a number of studies show that the top two reasons people stay with a company is because they feel that the company cares about them and because they believe they add value to the company."

And pay isn't as important for employees as the opportunity to develop new skills.

"Learning impacts job performance, employee morale and employee retention. All impact customer service," Burton says.

ESI Nhance provides the tools that allow a company to invest in its employees. "ESI offers eight courses that will energize a company's work force and provide them with the skills necessary to communicate clearly and effectively with their customers," Burton says. "We cover everything from time management to managing difficult people to dealing with unhappy customers."

Titles include Winning Telephone Tips, The Power of Attitude, The Power of Customer Service, The New Supervisor, Supervising the Difficult Employee, How to Hold Successful Meetings, Cultural Diversity in the Workplace, Empowering Employees and Effective Team Work.

"One of the most popular classes teaches employees how to calm the savage beast on the other end of the phone. We teach employees how to turn a potentially bad situation around — how to make sure the customer hangs up satisfied. It's all about providing good customer service."

Just as it does with the technology classes, ESI tailors the professional development



classes to the needs of its clients. "The first thing we do is ask our client to define customer service. Good customer service for one company might mean answering a phone by the second ring and responding to a customer's complaint within six hours," Burton says.

Another company might define good customer service as an easy-to-follow automated telephone answering system and responding to complaints within six days. "We learn each client's culture and help each client establish customer service guidelines," she adds. "That will vary from industry to industry."

ESI also tailors each class to individual learning styles. "We offer a blended environment. Within the same company, employees can choose between online, self-paced and instructor-led classes. We work with each

employee to determine the appropriate learning style. Most people prefer instructor-led."

ESI's experience with training began with the typewriter. "We taught people how to use the typewriter. Today computer networking is ESI's most sought-after class because technology changes constantly," Burton says. "Until we launched Nhance, our training focused on products and software. Nhance rounds us out."

Whether ESI helps a company's networking professionals keep up with Microsoft's latest changes or helps a company's managers keep on track when leading meetings, ESI helps businesses tap into their hidden resources — the untapped potential of each of their employees.

And, Burton says, "That's the heart of customer service." ■

"The top two reasons people stay with a company is because they feel that the company cares about them and because they believe they add value to the company."

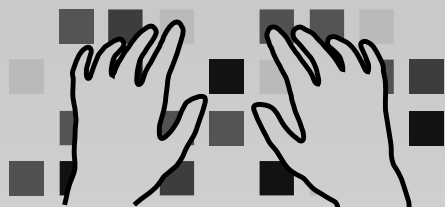
ESI Nhance: Professional Development Training for your organization

Students are guaranteed to learn great techniques and methodologies, and Nhance their working environment. The courses offered in this program will get you energized to deal with today's diversified, fast-paced culture. All courses are taught in a comfortable environment.

Course topics include:

- Supervising the Difficult Employee
- The Participative Leader
- Business Etiquette
- Empowering Employees
- Time Management
- Effective Performance Management
- How to Supervise People
- The Power of Customer Service
- How To Make Winning Presentations
- How to Hold Successful Meetings
- Hiring the Best
- Cultural Diversity in the Workplace
- Effective Teamwork
- The New Supervisor
- The Power of Attitude
- Winning Telephone Tips

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ESI Seminar Series

In an effort to keep our customers informed of new technologies, ESI has begun a monthly seminar series. Hosted by our director of technology, Gene Starr, the seminars provide an overview of the technology and provide demonstrations if possible. In the upcoming months, we will be discussing Windows 2000 migration issues, storage area networking, security, network infrastructure, wireless solutions, IP telephony and many other relevant topics. The following topics are already on the agenda, and many others are being added.

June – See ITEC presentations

July 11, 2001 – Network Management - HP OpenView

August 8, 2001 – Citrix Thin Client

ITEC

Visit ESI at the ITEC show at the Virginia Beach Pavilion on June 6 and 7. This is a great opportunity to see some of the emerging technologies from our partners such as Cisco, HP, Compaq, Citrix, Microsoft and others. In addition, ESI will host a business-to-business presentation theater with a full agenda of technology presentations.

June 6

10:30 **Wireless Technology**
11:15 **HP OpenView**
12:00 **Security**
12:45 **Citrix Thin Client**
1:30 **Storage**
2:15 **Windows 2000**
3:00 **IP Telephony**

June 7

10:30 **IP Telephony**
11:15 **Storage**
12:00 **Security**
12:45 **Windows 2000**
1:30 **HP OpenView**
2:15 **Citrix Thin Client**

MICROSOFT SEMINAR SERIES

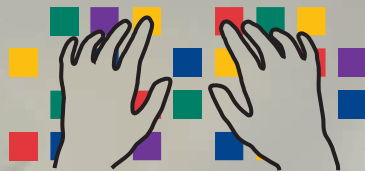
The following Microsoft seminars will be held in Electronic Systems' Virginia Beach facility. Registration for each seminar is handled through Microsoft. Please visit their Web site at www.microsoft.com/usa/events/default.asp to register.

**"Moving from Visual Studio 6.0 to
Visual Studio.NET — What's New?"**
June 7, 2001 6:00 PM

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