2004 iFORCE℠
PARTNER EXCELLENCE AWARDS

Sun Microsystems, Inc. is pleased to announce the winners of the 2004 iForce Partner Excellence Awards, co-sponsored by CMP Media. These partners have provided quality products, innovative solutions and superior services to their customers.

By encouraging collaboration between Sun Microsystems and its partners, Sun's iForce™ Initiative helps partners address customer business issues with proven solutions that customers can implement in less time and with less risk. The iForce Partner Excellence Awards recognize some of these solutions as well as outstanding achievement by these partners.

Today's IT organizations have to assemble disparate technologies to addresses their company's specific needs. However, getting solutions from different vendors to interoperate can add cost, time and risk to IT projects. Without access to an existing body of integration expertise and experience, IT can get bogged down in complex technical problem solving—instead of creating maximum value for the business.

That's why Sun launched its iForce Initiative. This initiative brings together Sun partners whose products and services range from decision-support systems and supply chain management to product development and communications—making it easier, safer and less expensive for companies to mix-and-match technology components in pursuit of unique business objectives.

The iForce community is based on three values that Sun has held since its inception: open interfaces, a network-based computing model and a collaborative approach that leverages partners' core competencies. As a result, Sun can complement its own platform with best-in-class, integratable solutions that accelerate time-to-market, reduce cost and eliminate risk.

Again this year, Sun has carefully evaluated submissions received from our more than 500 U.S. iForce Partners who serve thousands of customers worldwide, delivering exemplary products, solutions and services. From the larger pool, the judges have selected eight entries that were especially noteworthy. These innovative, customer-driven solutions have proven themselves to deliver superlative value and fulfill our stringent standards for interoperability.

Sun and its awards co-sponsor CMP (*CRN, InformationWeek, VARBusiness*) are proud to present these outstanding solutions to *InformationWeek* readers. For more information about Sun's iForce Initiative, please visit *www.sun.com/iforce*. To learn more about the awards program, visit *www.sunpartnerawards.com*.

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Sun microsystems
The Network is the Computer™

HELIO SOLUTIONS   MOST INNOVATIVE SOLUTION

San Jose's Morrill Middle School faced a real problem. To deliver a quality educational experience to over 900 students, it needed to provide them with access to computer resources. But it didn't have the budget to refurbish, configure and manage the 250 PCs it had received primarily via donations.

Helio Solutions addressed the problem by combining thin-client architecture with smart card technology.

The students' new smart cards—which are also their library cards and student IDs—ensure secure access to the network. All applications and files reside on centralized Sun Fire™ 280R servers. Students and teachers can withdraw their smart card in mid-sentence and then continue where they left off by re-inserting their smart card into any other Sun Ray™ desktop on the network. Thanks to this solution, the

school is providing complete computing services to students with lower capital and lifecycle costs than would have been possible with a conventional big-client PC architecture.

HELIO SOLUTIONS

GNP COMPUTERS   ACHIEVEMENT IN INNOVATION

Sometimes innovation requires more than just technical brilliance. It also requires vertical market expertise, keen understanding of business issues such as international logistics, rapid product design, and a flat-out commitment to meet impossible delivery deadlines.

Those additional attributes characterize GNP Computers' achievement as the outsourcing designer and turnkey manufacturer of telecom frame solutions for industry leader Alcatel. Alcatel needed a partner who could deliver

integrated hardware/software systems leveraging the power and reliability of the Sun platform. GNP's extensive experience in telecom—combined with its willingness to work long, hard hours—enabled it to meet extremely challenging customer requirements that included incorporating 20 different suppliers into the design and manufacture of a high-quality, integrated system.

As a result of its innovative technical and logistical problem-solving, GNP has enabled Alcatel and Sun to

successfully service several major telecom accounts—including Bell Mobility, Qwest and AT&T Wireless—with 13 integrated frame solutions incorporating Sun servers and storage, Alcatel software and a variety of value-enhancing third-party applications.

GNP™

DYNAMIC SYSTEMS, INC.   MOST INNOVATIVE SOFTWARE SOLUTION

Companies often face a complex mosaic of service contracts. The management challenges range from balancing funding per contract to ensuring that contracts are consolidated and tracked down to service-level type, serial numbers and site locations. Getting real-time access to contract information has been a real challenge.

Dynamic Systems, Inc. addressed this administrative challenge with a

Java™-based Web Service solution called Contract Management Center (CMC). CMC enables IT managers to easily and effectively track contract information online—right down to cost-by-serial-number. The CMC solution facilitates contract consolidation, streamlines procurement processes, simplifies contract change management and provides useful online reports about the status

of contracts. It also automatically sends email notifications to managers about upcoming contract events—ensuring they don't miss renewal dates. As a result, CMC manages about $40 million in Sun ES contracts for the U.S. government and $2.5 million in education contracts for California.

DYNAMIC SYSTEMS®

This award is presented to an iForce Partner that has achieved significant financial results from its alliance with Sun Professional Services (SunPS). Innovativ Systems Design (ISD) is a repeat winner, again ranking as the top partner in both revenue and number of engagements generated with SunPS— largely as a result of its continued success in leveraging Sun's Authorized Sales and Referral Program+ (ASRP+).

As a longtime Sun iForce partner, ISD is intimately familiar with Sun's hardware platform. Key solutions areas for the company include business intelligence, infrastructure stabilization, infrastructure intelligence and infrastructure management. The Edison, New Jersey-based company's services include availability improvement, data visualization, infrastructure consolidation assessment and performance management.

ISD also offers its own software suite, ITVerify, to help customers make better technology decisions. ITVerify collects and analyzes critical IT information, providing intelligence on key technology domains including asset, configuration and change management.

ISD is an Elite SunOne Partner and a member of the Sun VAR Council.

innovativ
SYSTEMS DESIGN

Dynamic Systems, Inc., the iForce partner who has demonstrated commitment to Sun's solution strategy and annuity-based business model through developing a significant Support Services revenue stream, is a double-winner this year, having also taken top honors for Most Innovative Software Solution. The two victories are linked, since the company's Contract Management Center (CMC) played a key role in the 163% growth it achieved in support revenue. The Los Angeles-based company has proven highly adept at meeting the needs of government buyers, offering a full range of contract vehicles including GSA and JPL, as well as a successful Sun Support Total Enterprise Warranty (SSTEW) Program.

Dynamic Systems provides the complete hardware integration and implementation services that customers need to ensure their heterogeneous computing environments run smoothly and cost-efficiently. The company also provides full pre-shipment Quality Assurance at a state-of-the-art electrostatic discharge facility.

Dynamic Systems is the only GSA reseller headquartered in the western United States and holds the prestigious Enterprise Elite certification.

DYNAMIC SYSTEMS

CMP Integrated Marketing Solutions