

# Best In Show Awards

*Basis wins in SMB category, Dynamic Systems in enterprise*

By Steven Burke—Orlando, Fla.

Basis and Dynamic Systems each walked away last week with *CRN*-Sun Best In Show awards for innovative solutions that were highlighted as part of Sun Microsystems' iForce Partner Summit here.

Basis, Emeryville, Calif., won the *CRN*-Sun Best In Show Small-Medium Business Award for a grid-computing environment

beat out competitive offerings from IBM, Hewlett-Packard and Dell Computer, has allowed Plexxikon to complete computational tasks in one day that would take up to a week in a non-grid computing environment, a 600 percent reduction, said Basis President John Olynick.

Plexxikon is using the

es using Oracle 8i.

Distributor GE Access worked with Basis.

The solution, which cost more than \$1 million and was delivered in only eight weeks, has had 99.99 percent uptime, Olynick said. Basis is providing continuing services for Plexxikon, he said.

The Dynamic Systems solution provided the Puget Sound Naval shipyard with an estimated \$1.2 million cost savings, said Mardi Norman, president of Dynamic Systems. The success of the engagement has made Puget Sound the model for other Naval shipyards undertaking storage consolidation, she said.

The project, which resulted in the purchase of more than \$4.8 million in hardware, software and services, includes Sun servers, Hitachi Data Systems storage arrays and Veritas software.

The nine-month project included a trade-in and replacement of more than 50 Sun storage arrays for the purchase of one Sun F15K server, one Sun F12K server, and two Sun/Hitachi 9960 storage arrays.

One of the keys to the success of the project was Dynamic Systems' ability to put together a three year leasing option that allowed Puget Sound to purchase additional Sun hardware and software, Norman said. She praised distributor Arrow Electronics' MOCA division for working closely on all aspects of the deal.



(Left to right): *CRN* Editor/News Steven Burke with Dynamic Systems' Mardi Norman, Basis' John Olynick and Sun Microsystems' Michael Walsh.

solution for Plexxikon, a drug research company.

Dynamic Systems, Los Angeles, won the *CRN*-Sun Best In Show Enterprise Award for a server and storage consolidation solution for the Puget Sound Naval Shipyard. Dynamic has also begun a disaster-recovery solution for the shipyard.

The Basis solution, which

grid environment in the race to deliver new drug products aimed at fighting cancer and other diseases.

Olynick praised Sun for its channel-friendly solutions focus, noting that the competitive offerings were all direct vendor bids without partner involvement. He said the Basis-Sun Professional Services engagement was "seamless" to the customer.

The Basis solution uses the latest Sun Fire technology and includes the Sun Grid Engine, several Sun servers in a high-availability cluster and database serv-