

Now! GoFaster on V4R3

The area for application of this product is increasing gradually. All installations which have decided no to change their machine or release, because of new costs and efforts not easily justifiable, have now the possibility of enduring the productive and efficient live of their AS/400, with a minimum investment. Since February 2003, GoFaster can work efficiently from AS/400's release V4R3. A V4R2 version release is being studied, but its creation will depend on the detection of consumers interest.

Unbeatable situation to take advantage of GoFaster

New medium servers 800 and 810 on Star technology, for little and medium enterprises, as 825,870 and 890 on processor Powe-4, for little and medium enterprises, present to Editions: Standard Edition and Enterprise Edition, which provide different possibilities. One of them is the possibility of working with interactive screens and choosing de interactive factor level. When necessary or convenient choosing Enterprise Edition you will dispose the maximum interactive factor level, but choosing the Standard Edition option the level of interactive factor will be minimum.

Again the user of this models, whom contracts the Standard Edition, can be able to enjoy and use the possibilities which **GoFaster** offers, since **it allows to obtain the same interactive performance features** that the Enterprise Edition reaches.

A processor on Standard version would cost around 50.000 Euros, on version Enterprise would reach around 250.000 Euros. But bearing in mind the interactive performance, you can have the same on both versions by simply installing **GoFaster**, which its **price is between 1.000 and 4.000 Euros**.

But naturally, Enterprise package includes other possibilities like WebSphere Express, Lotus Sametime, Quickplace, Data Propagator, DB2 Extenders, BRMS, Tivoli Monitoring, Media Storage Extensions, Linux processor, utilities software 5250 and others which, probably, can be interesting in some cases.

New Prices in April

Market laws prevail and the big demand on **GoFaster** has made inevitable some increasing adjustment on prices though it won't prevent that its utility and minimum cost can be assumed without problems. This increase will be effective for all orders since April 1st of 2003.

That's what there is.

Scott Westfall from Cygnus Application Solutions, synthesizes the most extended opinions about the announcement of the new AS/400 models and its peculiar price structure. Westfall thinks that the new politic creates a abysmal difference between the Standard and Enterprise Edition; for a 810 model you pay 12.000\$ for Standard and 66.000\$ for Enterprise Edition. And even though Enterprise prices can seem cheap in comparison to IBM usual prices they can still not compete with other brands in the same market segment. Even the lowest models, 800, sold in three versions, with different interactive factors, cost around 10.000\$ and 39.000\$. And this yet is not very reachable for small clients.

Those who complained of the steps to climb on combined prices for HW y SW when a interactive CPW superior to 50 is needed, ¿What alternative have they now? They will only have one step and on an irrational cost. However, all clients don't need to pass from a 50 to 1000 interactive CPW, since they only need some ease on response times. They neither desire to acquire new technologies which in many cases hind the business performance be this making shoes, bicycles, tanks or teeth brushes and favors, in certain technologic firms, the necessity of new products to keep on going.

IBM doesn't appear to notice that a numerous group of loyal and enthusiastic AS/400 users don't have need or interest in the server's utilities. They are satisfied using traditional 5250 applications and don't desire changes that implicate new costs and uncertain benefits. In a way, IBM is going back on time when IBM tried to dictate what applications type should clients execute, instead of assuming that most of the clients are the better iudge to decide what is better for their own business.