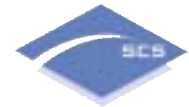


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STRATEGIC COMPUTER SOLUTIONS

Knowledge. Experience. Results.

ISSUE 3 - 2005

From the President SCS Gathers Best Talent & Resources

Poised for 2006

The cornerstone of Strategic Computer Solutions' success is a consistent and unrelenting dedication to provide our clients with the technical knowledge and IT industry experience they need to meet today's business challenges. To deliver this critical added-value as we and the needs of our clients grow, SCS is constantly in search of talented individuals and expert resources.



*Jim Carrick,
President/CEO*

Over the past six months, my senior management team and I have spent considerable time and energy building our portfolio of high-level expertise and technological capabilities by searching out best-in-class talent to join our company. These focused efforts have generated significant results, which I want to recap here.

First, we were proud to announce the additions of David Swits, former COO, Office for Technology for the State of New York, in early October (please see our press release at scsinet.com/news) and more recently Scott Kozar, a former IBM storage executive, who joined our Pennsylvania and New York Metro

(continued on page 2)

Concordia College Works with SCS to Implement Cisco Clean Access at School

At Concordia College – New York, Labor Day can be a dangerous time. As students come back to campus and plug in their computers, they release a summer's worth of malicious software onto the network.

Concordia found that over 70% of student computers are exposed to or are infected with viruses, Trojans, spyware, and/or adware. The infected devices slowed and, at times, completely brought down Concordia's network.

"Network infrastructure building is an on-going process," said Daniel R. Burroughs, Dean of Information Services at the school. "(All students) need to have access to the same information, systems and services over a safe, reliable, and secure network."

To solve the problem, Concordia engaged Strategic Computer Solutions and Vinu Thomas, Chief Security Architect for SCS. SCS's security practice was launched in the spring of 2005, and has been working diligently with clients to evaluate their IT security capabilities and provide customized security solutions.

At Concordia, SCS conducted an analysis of the network, and soon suggested Cisco Clean Access as a key component of the solution. Clean Access is an easily deployed software solution that automatically detects, isolates, and cleans infected or vulnerable devices on a network.

"When a computer enters the network, Clean Access performs a series of security checks to make sure that the computer has anti-virus software installed, has basic anti-spyware software installed, and is running current service packs and hard fixes," said SCS's Thomas. "Only when the security check is passed, and compliance with university policy has been achieved, is the computer allowed to participate in the network."

Burroughs commented on the results, "With Cisco Clean Access running on our network, we are in a much better place, our student workstations function better, and we have a safer, more reliable network."

For the complete story, go to www.scsinet.com/news.



Vinu Thomas, Strategic Computer Solutions' Chief Security Architect, and Daniel R. Burroughs, Dean of Information Services at Concordia College-New York, discuss deploying Cisco Clean Access, and overall Secure Network Architecture.

Please register online to receive our e-newsletter @ <http://www.scsinet.com/newsletter>



Best Talent & Resources (continued from cover page)

team. Scott brings hands-on expertise in managing many of IBM's largest storage installations throughout the eastern seaboard, including a number of major accounts in the Wall Street Financial District, and also has helped lead IBM's national storage initiatives.

To meet the evolving needs of our clients, we made our first ever acquisition in October when we acquired Principle Software LLC, a Waltham, MA-based eBusiness and portal solutions innovator. This strengthens our ability to deliver collaborative enterprise portal solutions. Please visit scsinet.com/news to read more about that exciting news, and the new Business Partner Innovation Center (BPIC) we're opening in Waltham.

Our SCS Security Practice which we announced in the spring, and which is led by Vinu Thomas, has made great strides in helping clients evaluate their IT security and providing customized solutions, one of which is highlighted in our front page story in this newsletter.

Also, as further testament to the strength of SCS's IBM Middleware expertise, we received an IBM 5 Star Partner Value Advantage Plus

badge of distinction for providing comprehensive client solutions by supporting all five of IBM's Software Brands--one of five such awards worldwide.

Finally, I'd like to reflect on the importance of taking advantage of our own success to give back to our communities and to those in less fortunate circumstances elsewhere. Throughout 2005, our employees volunteered with local charities including the Boys and Girls Clubs, the American Cancer Society, and the Make-A-Wish Foundation. In particular, I'd like to thank our employees who donated over \$18,000 to help hurricane victims and helped reinstate the Golf Tournament fundraiser for the Boys and Girls Clubs of Syracuse, generating over \$40,000 for this worthwhile organization. We are extremely proud of their contributions.

To our customers and partners, thank you for your continued loyalty, commitment, and most importantly, for your business. As we enter the Holiday season, on behalf of the entire Strategic Computer Solutions team, I would like to wish you a healthy, safe, and happy Holiday Season. ◆

iSeries Customers: Free HATS Install, Demo & More!

Do you know what comes with your iSeries? With a minimum of time and resources, IBM WebSphere Host Access Transformation Services "HATS" can rejuvenate your host applications.

Strategic Computer Solutions is offering a HATS promotion to show your company how to utilize HATS and convert your 5250 and/or 3270 green screen applications to web applications "in place" with little or no programming effort.

Many of our customers have already invited an SCS representative to spend a half day installing, configuring and demonstrating HATS at their company using their applications. Free!

If you would like to join those satisfied companies, call an SCS rep and ask about our HATS promotion for your company at 888-667-4SCS. ◆

IBM Endorses Network Appliances Product Line

IBM has inked a deal with Network Appliances to OEM its Network Attached Storage (NAS)

product line to address the fast growing flexible storage requirements of its clients.

Strategic Computer Solutions



holds the highest levels of certifications in IBM Storage and architects solutions to include Network Appliances.

"Customers are constantly striving for a low total cost of ownership and long-term investment protection when purchasing

storage solutions... the N5000 series supports a broad range of network attached storage needs, and is designed to provide more scale, more attachment flexibility, and a richer set of software capabilities," said Barry Rudolph, VP, Storage Systems, at IBM.

To learn more about IBM, Network Appliances, and storage, please contact marketing@scsinet.com, or call 888-667-4SCS.

Lower Your Costs, Increase Speed with IBM e-Business Hosting

IBM e-business hosting solutions are available to e-businesses of all sizes, ranging from large enterprises to small and mid-sized companies, and can meet the needs of almost any industry. IBM offers a variety of e-business solutions including application hosting, facilities hosting, managed hosting, and virtual hosting.

With e-business hosting, you can access new business processes quickly and cost effectively. It helps reduce your time to market while enhancing customer service, all without the customary upfront infrastructure costs.

Main benefits of e-business hosting:

- ◆ Lowers cost of ownership through IBM's economies of scale in infrastructure, people, and tools.
- ◆ Increases speed to market by relying on IBM's expertise in designing, building and running large-scale IT environments.
- ◆ Provides the reliability, availability and expertise you need today, plus the flexibility to change as you grow.

Learn more about e-business hosting. Contact Kelli Wagner at kwagner@scsinet.com or contact marketing@scsinet.com. ◆

SCS's Maintenance & Inventory Management Offering "MIMO"

Consolidate maintenance for IBM hardware and operating system software into one coterminous contract.

Strategic Computer Solutions, in conjunction with IBM, has successfully implemented a hardware and software inventory management program called MIMO that allows for additions and deletions as customer needs change and can also include selected non-IBM machines.

Savings Opportunities for the Customer

Savings opportunities can arise from a variety of avenues. There are the obvious one-time bottom line savings that result from the identification and removal of equipment no longer in production; bundling various offerings where possible; and/or increasing the contract term.

More significant savings result from integrating inventory management to long-term IT planning. Customers have been able to quickly identify equipment that is no longer in productive use and redirect the funds already committed for maintenance towards new acquisitions. The SCS team will work with the IBM End User and IBM to collect and compile information on their existing inventory and present both short and long-term plans which can result in immediate and on-going savings. This involves immediate or scheduled removal of expensive to maintain, outdated equipment; steady monitoring of current equipment; and an avenue to anticipate and have funds available for the integration of new technology.

"We are very pleased with the service and support provided by SCS in developing and administering this program and would highly recommend this program to other organizations interested in consolidating and simplifying numerous IBM support agreements," according to one of SCS's pleased customers.

Benefits to Customers

1. Customers using this method of inventory management have been able to increase their fiscal management effectiveness by:
 - (a) Reducing the administrative efforts required to manage multiple contracts;
 - (b) Simplified Accounting & Purchasing processes; and
 - (c) Simplified Budget Forecasting and New Technology planning.
2. SCS assigns a contract administrator to the customer. Customers value the one-on-one direct contact versus electronic directed response for problem resolution and inquiries.
3. Customized financial reports are available to the customer.
4. SCS is planning to introduce on-line inventory access in late 2005.

To Learn More

For more information, contact Gloria Boston at 513-681-4756 or marketing@scsinet.com. ◆

Please register online to receive our e-newsletter @ <http://www.scsinet.com/newsletter>

Visit Our Website! www.scsinet.com

SCS IN THE NEWS

SCS employees laced up their sneakers for the JP Morgan Corporate Challenge 5K Run on Tuesday, August 2, 2005.

Vinu Thomas, of SCS's Security Practice, spoke at a conference hosted by the FBI October 26 in Connecticut. He also delivered the keynote address for a major customer event in Upstate New York.

On November 17, 130 guests celebrated the SCS and Principle Software merger at SCS's newest office in Waltham, MA. SCS client exec, Kelli Wagner and her band provided great entertainment throughout the evening.

SCS will be honored December 6 at Fast 50, a community event recognizing Central New York's fastest growth businesses, and hosted by the Central New York Business Journal. ◆

SCS partners with F5 Networks for Advanced Security Applications

About F5 Networks

F5 enables organizations to successfully deliver business-critical applications securely and optimally. As the pioneer and global leader in Application Traffic Management, F5 continues to lead the industry by driving more intelligence into the network to deliver advanced application agility. F5 products ensure the same level of service to any user - anywhere.

Through its flexible and cohesive

Making a Difference

Strategic Computer Solutions continues to participate in our communities. In 2005 our 106 employees volunteered with many non-profit organizations, including the raising of \$60,000 for both the Red Cross and Boys and Girls Clubs.

To further our commitment to the community, the company sponsored Fuse2005, where Jim Carrick, our CEO, was a keynote speaker. Fuse2005 (www.fuse2005.com), held on October 17 and 18th, was a collaborative conference with participants from high tech, healthcare, higher education, local government and leaders in both local and international businesses. The conference was a sell out. Through this initiative we found that companies throughout our region and abroad are interested in leveraging their existing expertise and technology to further projects to benefit our economy. The results of this conference are showing success in new projects and funding.

Please review Jim's speech at http://www.scsinet.com/JimCarrick_fuse2005. We look forward to your comments and ideas. If you would like more information, please email us at marketing@scsinet.com. ◆



Area manager, Steve Heath, Upstate NY East, and board member of Make-a-Wish Foundation.

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architecture, F5 delivers unmatched value by dramatically improving the speed of delivery and security protection of critical applications which include ERP Solutions and eCommerce Applications. F5 lowers IT operational costs while optimizing the experience for employees, customers and constituents.

For more information about F5 e-mail us at marketing@scsinet.com. ◆