

Beyond Plug & Pray Fixes • Win95 Creates CFI Windfall

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SOLVING THE

HIGH-SPEED NETWORKING PUZZLE

Closers

TIPS AND TALES FROM OUR BRAIN TRUST

Visiting a home page can sometimes be more like taking a magical mystery tour of the Internet.

A recent trip to network integrator Data Plus' World Wide Web site (www.dataplusnet.com) is a perfect example. Upon arriving at the home page, I learned all about the company and its staff. Next I was off to the Webcrawler Internet search database. After that, I poked around at the White House and Scotland's tourist bureau. That stop was followed by a perusal of the appealing resume and personal home page of would-be Valley girl Michelle Ling of Singapore. Finally, I toured through an assortment of home pages from businesses in the



Michelle Ling's resume, linked to Data Plus' home page

Sheboygan County region of eastern Wisconsin that Data Plus calls home.

What's the point of all this Web surfing, you ask? Well, by showcasing the breadth and power of the Internet, Data Plus positions itself as a meeting place for the local on-line business community, and as a key provider of technical services. These services include dial-up Internet access on 28.8-Kbyte modems, consulting and supplying products to help clients build their own home pages and a range of computer system sales.

To jump start its Internet business, Data Plus' home page offers this attention grabber: "Data Plus will offer one free home page on the World Wide Web for businesses to market their operations

over the Internet." No wonder its Web site has so many links to local companies! This service really could help jump start an Internet consulting business.

How's the Internet program going? So far, so good, says Ted Lango, Data Plus sales manager.

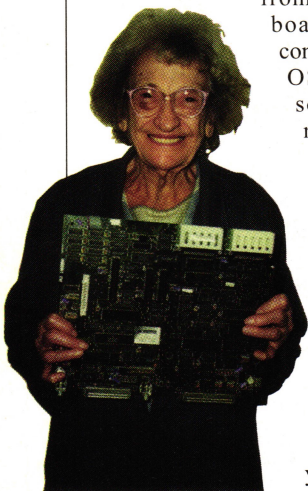
"The free home page is, in the most basic sense, a sales tool, allowing me a new way to get in front of potential customers," he says.

And it seems to be working. So far, Data Plus has signed up 40 customers for its Internet access service, with many more on the way.

—Tom Farre

YOU'LL LIKE MY MOTHER—BOARD

From the "PC ads that aren't exactly PC (as in politically correct)" file: The memory's starting to go. Getting around takes longer. All the signs are there; old age is creeping up. Your poor mother—motherboard, that is. Now you can rejuvenate your customers' tired computer systems with one of the new Genesis/PC Replacement motherboards from PC Enterprises in Wall, N.J. These boards fit inside older nonstandard computers, allowing them to run Windows, OS/2 Warp, NetWare and most other software without replacing existing memory or peripherals. The first three Genesis/PC Replacement motherboards can be used in IBM PS/2 models 25, 25-286 and 30-286. The 30-286 motherboard can also be used to convert the microchannel PS/2 model 55SX to an ISA computer. PC Enterprises plans to develop motherboards for a host of other IBM, Compaq and Tandy computers. For more information, contact PC Enterprises at (800) 922-7257. And while you're at it, don't forget to call your mother.



"THANKS FOR THE MEMORY" Used Memory For Sale!

Wow, a flyer from a trade show says they buy used memory. Wonder how much these old memories are worth?

- Winning a potato race—after the first three finishers were disqualified!
- From the Woodstock mud, watching the sun rise as Jimi Hendrix plays "The Star Spangled Banner." (We actually left when it started to rain.)
- Confidently writing that with the advent of IBM's PCjr, the home computer had finally arrived. Come to think of it, except for that last one, used memories are just too precious to sell.

—Tom Farre