



Compaq StorageWorks™

Why Compaq tape media?

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When you're helping customers choose the right Compaq storage solution, some of the best guidance you can give them is to choose Compaq-branded data storage media, as well.

Only Compaq-branded tape media are thoroughly tested and qualified for Compaq servers and storage devices. That assures your customer a level of reliability, performance and confidence they can only get from Compaq.

Critical reliability

Stored data is a business-critical asset. Putting that data at risk with inferior media can be disastrous. Compaq qualifies only the highest quality media for Compaq storage products, for the most reliable storage and data protection possible. We hold media with our name on it to the highest standards of quality assurance. In fact, only the best-of-breed media ever pass Compaq's stringent qualification requirements.

Key benefits of Compaq-branded media:

- Reliable, high-performance media fully qualified for Compaq storage devices
- The highest standards for testing, qualification and quality assurance
- A single resource for customer storage needs
- Compaq support for both media and hardware
- Additional sales opportunities, satisfied customers and higher revenues

COMPAQ

NonStop™



Compaq media is carefully screened to ensure that defective media products never get to market. If a single screened unit fails, the entire lot never reaches our customers.

Our media testing programs are as rigorous as the testing our drives undergo. Stress and functionality testing includes thousands of inserts, loads and unloads and tape passes from beginning to end — more abuse than your media will receive in even the most demanding business environment.

One-stop storage shopping

Compaq offers complete storage solutions — drives, media, servers and tape libraries. So customers can look to one company for all their storage needs, from storage products to services. When customers choose Compaq media, they can count on full support and warranty protection from Compaq if they should ever encounter a media defect.

Enhanced sales opportunities for you

For our reseller partners, selling Compaq tape media not only generates satisfied customers, it also provides great opportunities for incremental and add-on sales — as well as lucrative promotional opportunities built around complete drive, library and media solutions.

Your customers can choose the right media from you when they purchase their storage solutions, and they can look to you for additional media down the road — knowing they're getting a tested, qualified and reliable solution — fully supported by you and Compaq.

Enhanced
Sales

COMPAQ

NonStop™

Solutions

