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Compaq's Alphacide drives IBM migrations

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By [Steve Wexler](#)

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Compaq's recent decision to kill its Alpha business and focus on Intel's Itanium platform has made at least one reseller - and IBM - very happy. Based in Austin, Texas, Sector7 USA, Inc. has seen a huge increase in interest in its migration services for Compaq customers.

"We've probably seen a five, sixfold increase in hits on our Web site," said president and CEO Jon Power. While he doesn't expect most of them to become customers, he's pretty confident that many will. The company, which has a technical support office just outside of Toronto, announced on Tuesday that it is expanding its current IBM service portfolio by offering Compaq VAX/Alpha OpenVMS and Tru64 users a free initial assessment to determine cost and time to re-host their custom or package applications to IBM pSeries computer systems. That's a US \$30,000-100,000 value, he said.

There's a fair amount of business in Canada, he explained. Where he's talking to 150 OpenVMS prospects that want to migrate in the U.S., he's talking to 50 prospects in Canada, most in the Toronto area. The first phase of the evaluation, which is paid for by IBM, is typically within 20 per cent of the actual cost, while the second phase narrows it down to plus or minus 10 per cent.

Power said he's seen similar surges in interest when Compaq killed NT on the Alpha, and when Oracle bought DEC's rdb database product. "The news groups for OpenVMS are just screaming about this. Compaq's taken a six shooter and put five

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bullets in it and they wonder why they blew their brains out," he joked.

While he appreciates what Compaq has done for his business and staff of 200, he is really bullish about his partnership with IBM. "IBM is possibly the best business relationship we've ever engaged in. I've so much respect for IBM, Rod Adkins, the management of the P series."

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