



**BEAUVEL·
MICRONSULT
INC.**

Summer 2002

UPDATE



Welcome to the New BMI

— A message from the president —

For the past ten years, your team at Beauvel-Micronsult has been quietly going about doing what we do best – delivering cost-effective solutions tailored to your needs, and providing the personalized customer service upon which we have built our reputation.

Last fall, we embarked on an exciting new phase in our company's evolution. Having refocused our energies to provide new solutions and services in the accounting and security systems arenas, we recognised the need to step-up our marketing efforts and to update our corporate image to reflect a growing and dynamic BMI.

The result of this effort may be seen in our new corporate logo, marketing brochure and company web site, and has culminated in our recent move to new, expanded corporate offices. Our new premises afford us the space needed to accommodate an increased demand for training services, as well as for informational seminars... all of which you will hear more about in the months to come.

As we work diligently toward taking our marketing activities to the next level, you can expect to hear from us more often... and we'd like to hear from you. Your feedback fuels our expansion strategy; your needs determine the future services we will endeavour to provide.

If you haven't already done so, check out our new website at www.beauvelmicro.com. It will give you the opportunity to see the full range of services that we now offer, and a chance to tell us what you think! We are excited about having this new vehicle to improve communication with our customers. Let us know what information would be useful to you, so that we may serve you better.

In closing, I would like to take this opportunity to thank you for your business, and to assure you that – despite corporate growth – BMI will continue to provide the same personalized service you have come to expect from the technology advisors you have continued to trust.

Have a great fall! I'll look forward to hearing from you.

Sincerely,

François O. Beauchemin
President & CEO



www.beauvelmicro.com

New Corporate Headquarters:

The Cunard House
465, rue Saint-Jean
Suite 602
Montreal, QC
H2Y 2R6

Introducing...

BMI is pleased to welcome Eric Gilbert to our Professional Services Group.

Having consulted on a number of projects for us this year, Eric now joins our team as a full-time employee.

His extensive programming experience will be a great asset in satisfying an increased demand for custom development work.

See over for more BMI news....



Customer Focus: Eye on Security

**CMP Metal Products Ltd,
Châteauguay, Québec**

CMP Metal Products Ltd. offers complete precision sheet metal manufacturing services to leading companies in the fields of high technology, telecommunications, and medical equipment. The Company uses state-of-the-art design and manufacturing technology to produce their diverse product lines, and must maintain an information infrastructure to service over 300 employees at their facilities in Montreal and Ottawa.

Situation:

When CMP's high-end firewall system crashed one midnight last February, no one was informed. That's because, as CMP staff discovered the next morning, their maintenance contract with a large, local service provider was only in effect from 9 to 5!

To make matters worse, technicians sent to restore the system spent two days laboring only to announce that – not only were all parameters lost when the system crashed – but that a complete rebuild was not possible unless CMP *upgraded* the security system and paid for a renewed maintenance contract... a **\$30,000** proposition.

That's when CMP, already a long-time customer of BMI, turned to us for advice. Was it worth investing in the upgrade, or was there a more cost-effective alternative?

Solution:

A key factor in determining CMP's security and connectivity needs was the fact that they required remote access to headquarters for their plant in Ottawa, and their desire for a user-friendly system that could deliver cost savings. The existing frame relay connections they were using to enable remote access, while secure, were yet another element contributing to significant operating costs.

BMI proposed the Watchguard Firebox 1000 security system, including mobile user client software — which enables secure VPN access through encryption; and a Firebox SOHO/tc unit, which enables branch offices to securely connect to the main system using a standard high speed internet link.

"The beauty of the Watchguard system is its simplicity and flexibility," said William Ro, chief technical officer at BMI. "It offers powerful security features, yet can be implemented quickly in multiple locations, and managed securely from a central location anywhere on the internet. Furthermore, should system failure occur, the Firebox system — due to its design — can be easily restored within less than an hour."

"The particular solution CMP was using is a high-end system that is robust and effective," maintains Ro. "It is, however, complex to install, extremely expensive to maintain, and can often be overkill for many customers. The Watchguard solution that we provided CMP has a much lower cost of ownership. It provides everything they need to operate securely, at a fraction of the cost. In addition, by replacing the dedicated frame relay system with a multi-purpose, high speed internet connection, we cut CMP's ongoing communication costs by more than half."

Total cost of Watchguard Firebox solution, including first year maintenance contract: **Under \$10,000**

Recurring annual cost for Live Security™ maintenance: **\$1,600***

* Service provided by Watchguard directly. Includes constant updates and alerts to emerging threats, technical support from dedicated network security experts.

Channel News



Did you know that upgrading your old laser printers can save you money?

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New printing technology from HP can deliver significant overall cost savings when comparing issues of performance, productivity, operating and usage costs.

Consider the following comparison:

| Power usage | LaserJet 5 | HP 4100 |
|-----------------|------------|---------|
| on | | |
| Stand-by: | 100w | 21w |
| Pages per min.: | 12 | 25 |
| Resolution: | 600dpi | 1200dpi |
| Duty cycle*: | 35,000 | 150,000 |
| Processor: | 33MHz | 250MHz |

* Duty cycle gauges the number of pages per month the printer can likely produce without malfunction or exceeding its capacity to perform optimally.

HP LaserJet Trade In Trade Up

From now until October 31, 2002, get up to **\$1,500** cash back when you **trade in** an old qualifying HP LaserJet printer and **BUY or LEASE** a new qualifying HP LaserJet or Color Laserjet printer.

Call today for more information on how you can benefit from upgrading your printer.

514-840-1377, extension 24

**France Lacoste, Manager
Commercial Accounts**