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Letter From The Chairman

As Chairman of C-Byte, I spend much of my time with IT executives who are responsible for managing the information needs of large, global businesses.

In my recent travels, CIOs everywhere have been talking about the array of choices they feel pressured to make – between Linux and Windows, clustering and vertical scalability or thin clients and PCs. Today's CIOs are challenged to build an architecture that responds to competitive pressure, takes advantage of emerging technologies and manages business change. But at the same time, they need an architecture that enables them to make strategic choices without betting their careers.

Most of the senior executives and managers I meet are ready to tackle these challenges. They're even excited about the new technologies. What they're not excited about is the risk involved in making choices.

I don't believe the transition has to entail the kind of risk they think it does. These are strategic moves they can make right now that significantly reduce the risk of building a new data center architecture for business success. The key is to ask four important questions about your vendors.

- 1 The first fundamental question is: *Does your vendor have the commitment to the data center at the high end of the business?*** At C-Byte, we've built our expertise in the data center upon people, not just hardware. Intellectual know-how, professional services, productive partnerships with system integrators. And, of course relationships with customers. In essence, that's what C-Byte offers – a collection of services, platforms, products, and tools. It's an integrated approach designed for one purpose: to make our customer's migration to the next-generation data center successful.
- 2 The second question: *What kind of processor is your vendor's platform based on?*** C-Byte's answer is clear: We chose an Intel 80386, the world's first symmetric multiprocessing machine, and we've never wavered. Intel architecture was a winner then, and still is. You can't argue with a 16.1 percent market share and \$18.7 billion in R&D.

- 3 The third question to consider is: *Does your vendor have a smooth path to Windows in the data center?*** We know Windows is scaling to meet the requirements of the data center. The question is, will your vendor get you there on their timeline, or yours? At C-Byte we've designed our products so that the timing is up to you, whether you want to move now, three years from now, or a bit at a time. That consideration is at the heart of the systems we're building – Linux and Windows together for a high level of integration and interoperability. These are systems that can put flexibility into your data center decision, and take the risk out.
- 4 The fourth question you have to ask is: *Who are your vendor's partners?*** Who does your vendor work with for enterprise storage, databases, processing and applications? After all, if you're going to create a data center in which multiple technologies interoperate, you have to work with partners who are in the forefront of the data center. Greater partnerships have always been a central part of C-Byte's strategy. It's one way we've managed to bring successful implementations of our systems into companies worldwide.

Evolving your data center to meet new business demands and provide a path in the data center involves making major choices. But the technology choices you make today shouldn't lock you into a solution that dictates the way you run your business tomorrow. These four questions are key to making the transition smooth, flexible and most of all successful.

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Chairman
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