



BAR CODE PRINTING

A VAR earns impressive recurring revenue from a bar code printing solution, p. 64.



ID CARD TECHNOLOGY

Don't miss these essential tips for selling ID card solutions, p. 62.



RFID

ScanSource unveils multi-vendor RFID certification that may save VARs time and money, p. 18.

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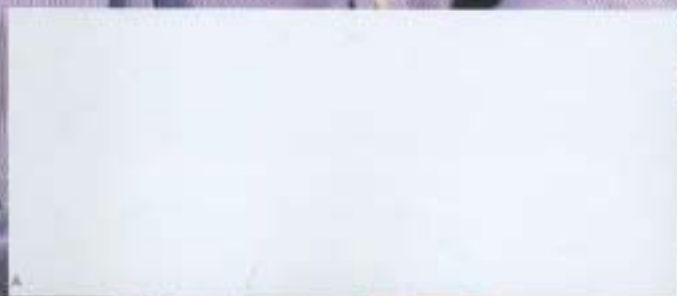
Helping VARs and integrators increase profits by integrating complementary technologies

15th Anniversary Issue

Get Paid What You're Worth For Mobile Solutions

This VAR/integrator is **earning higher project margins** and **closing more sales** thanks to its Mobility Criteria Assessment, p. 44.

Greg Timmons (left), sales executive, and Steve Sage, president, EsterData Solutions LLC



Channel Notes

Covad Communications Announces Voice-Optimized Access On Its Nationwide Network

(San Jose, CA) — QoS (quality of service) is a big deal for VARs that sell VoIP (voice over Internet Protocol) services. Covad Communications Group, Inc., a provider of integrated voice and data communications, recently unveiled voice-optimized access (VOA) technology as the solution to QoS problems. Covad Communications Group offers T1- and SDSL (symmetric digital subscriber line)-based VOA service on its nationwide network, which is available to 6 million small businesses in more than 900 cities.

"Covad Communications Group's nationwide network enables VARs to provide their customers with separate data and voice pipes within the same high-bandwidth connection, ensuring end-to-end QoS," says Meredith Johnson, director of channel marketing at Covad Communications Group. Covad VoIP on T1 is designed to meet the communication needs of companies with up to 200 employees. Covad VoIP on SDSL is geared toward businesses with 5 to 50 employees.

For More Info. On Covad Communications Group, Inc.
Go To www.covad.com

RAM Mounting Systems Announces Powered Docking Cradle For iPAQ Handhelds

(Seattle) — According to Jeffrey Carnevali, president of National Products Inc. (NPI) and subsidiary company RAM Mounting Systems, RAM Mounting Systems released 34 new products since January 2005. One of the new products in the rugged mounting vendor's lineup is a powered docking cradle for the complete iPAQ line.

"The iPAQ cradle includes a nine-pin serial port that allows data transfer cables to be screwed into the cradle," says Carnevali.

"This setup is much more reliable than a USB (universal serial bus) cable connection that can easily become unplugged in a harsh environment."

The iPAQ cradle comes with self-regulating voltage functionality, which enables the cradle to receive power ranging from 12 V to 28 V. The devices are sold 100% through the channel, and qualifying resellers can earn up to 100% profit margins on the iPAQ cradles, which sell for an MSRP of \$69.95.

For More Info. On RAM Mounting Systems
Go To www.rsm-mount.com



Channel News & Analysis

By Jay McCall
Wireless Networking Editor

RUGGED COMPUTING

Getac Adds Encryption-Protected Rugged

(Lake Forest, CA) — Rugged computer vendor Getac Inc. recently announced its MobileForce M220, a fully rugged laptop that features Mil-STD 810F protection, which means that the device can be dropped up to 26 times onto a steel plate from a distance of up to 4 feet without breaking. The M220's data is protected by Encov's X-Wall 40-bit real-time cryptographic gateways. Once activated, users must manually enter a five-character alphanumeric preboot password in order to load the operating system and view the contents of the drive. The password resides in a secret key on the hard disk



drive and is not available in the manufacturer's registry, which makes it unformatted if stolen and unusable on another computer. The M220 laptop features a 14-inch LCD screen that is door viewable and has an antireflective coating. Getac sells its products through computer distributors to qualified VARs. Qualified VARs receive lead support, demo support, and order and shipment information via Getac's Web

For More Info. On Getac
Go To www.getac.com

MOBILITY SOFTWARE

Psion Teklogix, Wavelink Form Partners

(Mississauga, Ontario) — Mobile computing hardware vendor Psion Teklogix recently announced a software licensing partnership with Wavelink Corp., a developer of mobile infrastructure management software. The partnership enables Psion Teklogix VARs and distributors to sell Wavelink's Avalanche device management software with Psion Tek-

logix rugged mobile computing devices running Windows CE .NET. The partnership enables a customer to securely manage its mobile computing devices remotely from a central location.

For More Info. On Psion Teklogix
Go To www.psionteklogix.com

For More Info. On Wavelink
Go To www.wavelink.com

WIRELESS SECURITY

SonicWALL Launches Antivirus Firewall

(Sunnyvale, CA) — SonicWALL, Inc. now offers a deep-inspection antivirus firewall appliance designed with small businesses in mind. The TZ 150 Wireless appliance is designed to serve up to 10 users, sharing a DSL (digital subscriber line), cable, or other broadband connection in an 802.11 b/g WLAN (wireless LAN) work environment. The appliance is capable of scanning both wired and wireless traffic at the gateway for viruses, spyware, and application-level attacks.

Priced just under \$500 (about \$150 less than the TZ 170 Wireless), the TZ 150 Wireless ships with 30-day subscriptions to gateway antivirus, antispayware, intrusion prevention, and content filtering services. The monthly subscription fee for

the TZ 150 Wireless is \$200, the cost of the TZ 170 Wireless. The main thing VARs need to do when selling the TZ 150 Wireless is to understand the needs of their customers. Sugata Sanyal, senior director of content and managed services at SonicWALL, says that the TZ 150 Wireless is a solution for small businesses that are likely to grow beyond 10 users. "If you have more than 10 users, you should purchase the TZ 170 Wireless, which is a full-featured network security solution."

For More Info. On SonicWALL
Go To www.sonicwall.com

