

After Fast400

Product users whom for any cause could have difficulties extending their licenses are candidates to acquire special **GoFaster** user licenses.

Whatever you've accessed Fast400, American Top Tools has established a migration politic to **GoFaster**, as it's a tool with similar objectives, attending to special tariffs that will remain till the end of 2003

800 model also multiplies its performance with GoFaster

The last GoFaster release is prepared to improve the 800's interactive level, up to the total power of each model.

In this way a **800-7408** model, with a 50 interactive CPW can reach 950, and a **800-7400** model, which its interactive CPW is 25, can reach up to 300 with **GoFaster**.

GoFaster keeps on going its support and consolidating the As/400 performance, as it has done for the last two years..

GoFaster, consolidated alternative

In means of making more suitable the access of **GoFaster**, to most of the As/400 installations, a new distribution channel through partners, agents, intermediaries, software suppliers, brokers, etc has been created a few months ago, with the intention to provide services and informatics' material to iSeries 400 equipment users.

As expected, the idea has been received favorable by professionals, because I this way they count on an important alternative to solve needs of extensions and changes on the installed hardware, with minimum costs, and achieving the highest aspiration for any services business: attend client objectives efficiently safeguarding its own profitability.

Since this kind of businesses work in many cases as consulters, its own professional ethic provides them with the opportunity to act attending to the client interests as it's their fundamental value. In many occasions, this attitude can oblige to subordinate, the logical objective of obtaining higher profits through generous solutions and high costs, to the most efficient solution for the client, which in this case will benefit with lower costs and smaller business margins. **GoFaster** will be its best alternative.

As a Firm with 7 employees, a 2 million euros turnover and a 170-2295 model for its management doesn't seem to be the ideal candidate to acquire a SAP application, which could do enough with a ContaPlus application, it also doesn't seem very correct to buy hardware worth thousands of euros, when the problem to solve, normally a performance problem, can be resolved by a product such as **GoFaster**, which only costs 2 or 3.000 euros..

Any consultant or any professional must offer the best solution at the best price to his client. If not achieved, you should find de cause in incapacity, incompetence, misinformation, breach of confidence or simply by acting under principals where honesty is not contemplated.

As in a pain or disease you get a health professional, to look for diagnosis and solutions, so should it be in front of technical events that overpass us. Check different sources, if possible unlinked from solutions sales, so we can get to know the alternatives available.

It's absurd to ignore IBM's proposals to the client, related to a configuration's extension or modification, but it would be more absurd to take them as definitive and unbeatable, when in case of not being of use, they would neglect any responsibility, and on the other hand, it is interested part and loyal to internal guidelines which can or cannot agree the client's punctual interests. The same can be said about any other supplier consulted about its own solutions.

A salesman mustn't be confused with a consultant or vice versa.