

# Sir Winston Speaks

*"Never, in the course of [technology] conflict, will so many owe so much to so few."*

## Have you discovered the flaw in your Year 2000 solution???

Converting your systems for year 2000 compliance can seem like a battle. Organising an offensive campaign, marshaling resources, arranging supply lines. The only difference is that your Year 2000 conversion offensive cannot disrupt the normal operation of your business. Are you sure that the offensives that you are mounting will win the Year 2000 war?



Every software vendor and consulting company is offering you the arms with which to wage this war. Everyone has a methodology for you to use, they will even implement their methodology amongst your defenses, **but they will not wage the war for you**. You are the one who must shoulder the supreme risk.

Because unlike previous campaigns where your strategy may have involved deploying armies of consultants and software engineers, you are now facing a very different kind of enemy. A fatal flaw that your maintenance technicians may be unable to contemplate: the threat of the loss of the battle resulting in a complete shutdown of operations. Software Generals agree that a company that doesn't test its Year 2000 conversion in a full production environment before committing its troops to battle **will suffer damaging losses that may well prove to be fatal**. Only a **full production test in a complete year 2000 environment** can **guarantee success**. Most companies neither have the spare capacity or the ability to create a fully compliant Year 2000 testing environment.



*"Owing to past neglect, in the face of the plainest warnings, we have now entered upon a period of danger. The era of procrastination, of half measures, ...of delays, is coming to its close. In its place we are entering a period of consequences....We cannot avoid this period; we are in it now. Unless....[management] resolves to find out the truth for itself, it will have committed an act of abdication of duty without **Parallel**."*

**Parallel Group** supplies fully compliant, full production, Year 2000 conversion and testing services. Via our affiliation with one of the world's leading companies, we have access to one of the largest, government secure, data centers in the USA. Their private worldwide T1 network allows for secure ease of transfer of programs no matter where in the world you are located.

Their unique enterprise agreements with the major hardware and software suppliers allow us to offer the complete service on a *cost effective metered basis*.

**You will only be charged for what you use.**

We also maintain partnership agreements with most of the major consulting firms, we can therefore supply the entire solution or which ever element you need. In addition, in order to combat the **escalating prices** and **forecasted scarcity of resources**, we offer an exclusive **reservation service** which will **lock in today's prices** and **guarantee testing resources**, with the sort of assurances that can only come from one of the world's leading insurance companies.

Reports from the front may be encouraging, and you may be winning the battle, but are you winning the war?

*"We shall not fail or falter; we shall not weaken or tire. Neither the sudden shock of battle, nor the long-drawn trials of vigilance and exertion will wear us down. Give us the tools, and we will finish the job."*

**Sir, your testing environment is ready and we will finish the job.**