

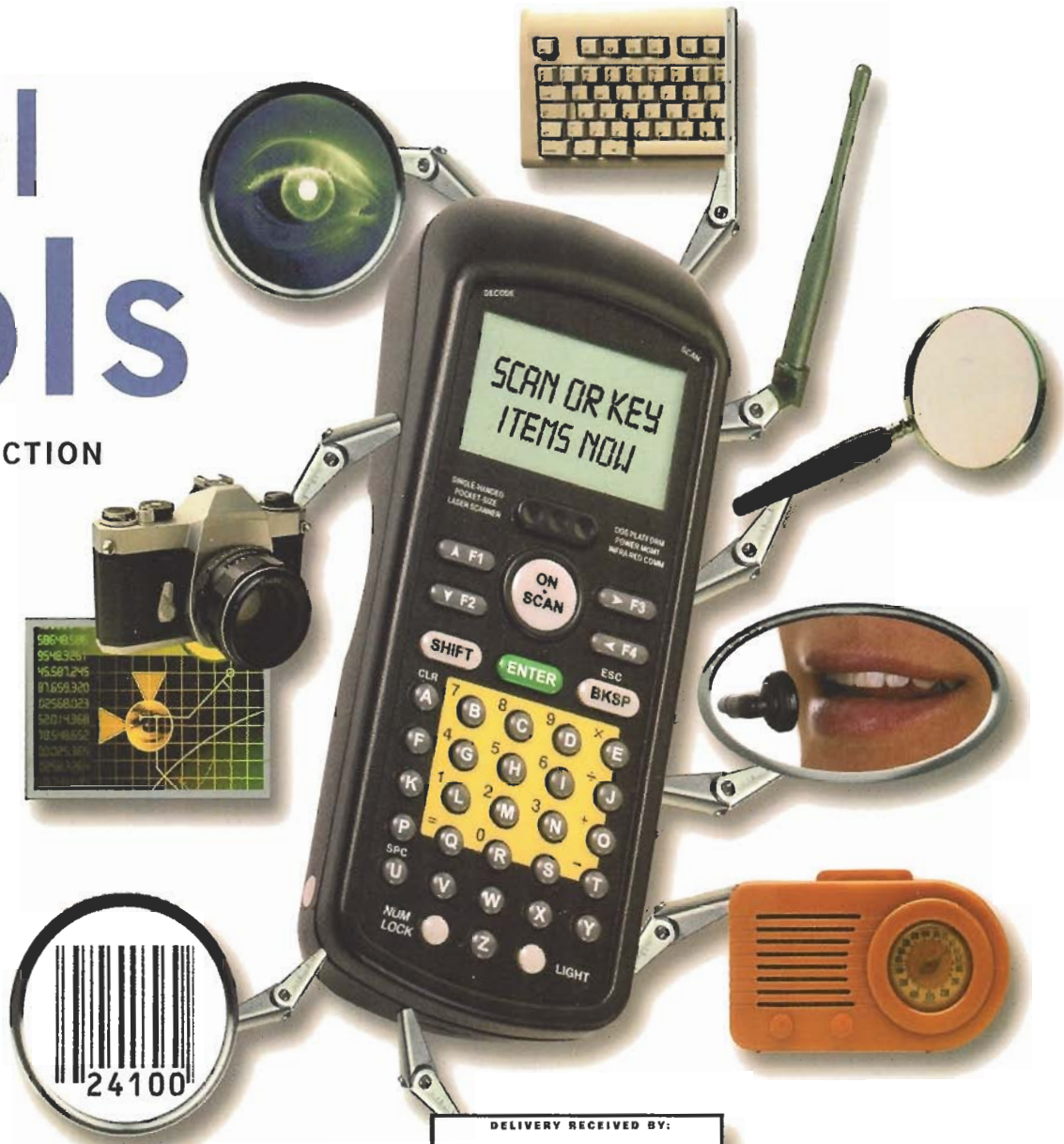
WIRELESS INTEGRATION

SOLUTIONS FOR ENTERPRISE DECISION MAKERS

July/August 1999

Cool Tools

HOW MULTI-FUNCTION
TECHNOLOGY IS
DRIVING THE
NEWEST
RUGGEDIZED
TERMINALS



DELIVERY RECEIVED BY:
x Michael Peter

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WIRELESS INTEGRATION

SOLUTIONS FOR ENTERPRISE DECISION MAKERS

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w-enterprise

At summer solstice in Calgary, Alberta I attended the launch of an IP-centric wireless local loop access point that breaks the speed barrier to the Internet. Called I.WiLL, a product name that implies the singular purpose of its developer, Wi-LAN, a Canadian wireless company, the product moves Internet traffic at the unprecedented speed of 30 Mbps—3 times faster than Ethernet. It's the kind of greased lightning, low-cost approach to Internet transport that will help Wi-LAN make the transition from an enterprise-oriented WAN company to an international public and private network player.

It could be that Wi-LAN is indicative of industry trends at large. Many of the best companies that design for enterprise and private network requirements end up making the final link to "industrial strength" vending to the public network. The opposite is also true. Leading infrastructure suppliers to carriers are now expanding aggressively into the wireless enterprise with new local network offerings. See our 16-page Special Report: "The New Wireless LANscape," page S1, which outlines this trend.

Our report is part of a larger celebration of the upcoming Wireless Productivity '99, an educational conference set for November 8-10th at the Baltimore Convention Center, led by nationally recognized LAN consultant Tom Polizzi, president of WCCN Publishing. Wireless Productivity '99 acknowledges an exploding demand for the convenience, lower costs and productivity gains of wireless in just about every business environment.

RISKS AND REWARDS

The question now is who will carry the burden—and reward—of integrating wireless and enterprise together? Structural change happens in our industry all the time, but thus far no single manufacturer, integration shop or visionary has offered the

key to integrating every "piece" of wireless together—PAN (personal area network), LAN, WAN, the Internet, and beyond.

Surprisingly enough, you can have an instrumental role in helping WI find solutions. Readers, we need feedback. What parts of our magazine are the most valuable to you? Are we delivering the subject matter, depth and breadth of



coverage you require? As the saying goes, "Just tell us." Our masthead has phone numbers and e-mail addresses. We welcome your comments!

FOCUS ON W-ENTERPRISE

In this issue you'll find new sections reflecting changes we believe are happening in the wireless industry. Besides our Special Report, contributing technology writer Daniel Sweeney writes a tech update on ruggedized terminals: "Cool Tools"—the hottest in cutting edge, multifunction technology.

"Cool Tools" complements our new "One Stop Shop" approach to reader services. Check out our new section, W-Enterprise, starting on page 4. We've combined news analyses, service announcements and product briefs. For example, under the heading "RF Signals," you get timely, incisive analysis of important events and announcements. Our companion guide, "Shopper's Source," provides easy-to-digest editorial and pictures about "hot products" and services available for purchase.

This integrated approach will help you find—at a glance—the innovations, info and "cool tools" you need to make your W-enterprise work better. Check out our website again! (www.wireless-integration.com). It's got a wealth of interactive information. ☉

Arielle Emmett
Editorial Director

