

## McPC TP-TX/FX, PROSOFT and US Joint Forces Command

**Contracted by US Joint Forces Command, PROSOFT deploys hundreds of McPCs to upgrade a military base.**



Due to the increasing demands for connectivity, bandwidth and especially security, which is of upmost importance to today's government and military, U.S. Joint Forces Command contracted Professional Software Engineering, Inc. (PROSOFT)— a communication and information engineering, and integrated training technologies company— to upgrade a military base on the east coast.

PROSOFT had the task of designing the upgrade in addition to daily network maintenance. The military base wanted a migration from the ATM equipment in use to Cisco gear with a gigabit backbone. Paul Pearson, network engineer for PROSOFT, said the military base had "mostly fiber on one of the networks so we had to have some way of connecting the desktops to the fiber. We didn't want to use fiber NICs which tend to be more expensive."

Media converters were an obvious option, but PROSOFT not only wanted a cost-effective solution but a streamlined one as well. "We started looking to find the best way to do media conversion without having to have a media converter with another power supply sitting on top of a PC," said Pearson.

PROSOFT began researching products and found IMC Networks, a networking hardware manufacturer with a 16-year history of innovative product concepts.

IMC Networks was the first to design and bring to market a PC card-level media converter. The uniquely designed McPC Series installs directly inside a workstation or file server, snapping into any slot on a standard PCI or ISA PC. McPC does not plug into the bus

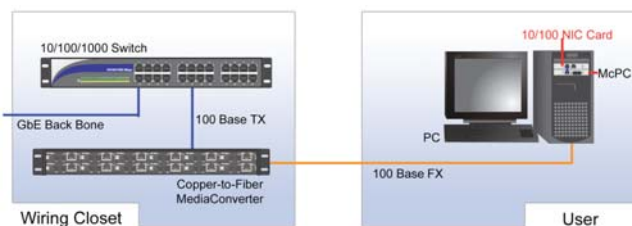
nor is IRQ utilization required. McPC draws power directly from the work-station, and the supplied Cat 5 cable connects to the existing twisted pair NIC.

**"The cost difference is really significant when you have 800 media converters."**

"That's why we were attracted to IMC Networks' PC card media converters," said Pearson. "The style of the PC converter, and the cost of the media converters along with the ability to use copper NICs was a lot less for us instead of finding and paying for 100 Mbps fiber cards. It was cheaper for us, and exactly what we were looking for."

The military base has about 3000 users between all of its campuses, and to connect hundreds of desktops, PROSOFT chose the IMC Networks 10/100 switching McPC TP-TX/FX multi-mode fiber media converters. "We didn't run fiber to the desktop because of distance, we did it mainly for security concerns."

Now in the midst of deployment, PROSOFT realized it has 800 desktops— 200 more than originally anticipated— to connect. "The cost difference is really significant when you have that volume of media converters," concluded Pearson. ■



Professional Software Engineering, Inc., trading as PROSOFT, is a communication and information engineering, and integrated training technologies company with a reputation built on cost-effective, quality performance. PROSOFT is headquartered in Virginia Beach, Virginia, and has provided Information Technology support to Government and commercial customers since its incorporation in 1984.

Headquartered in Norfolk, VA., U.S. Joint Forces Command is one of nine unified commands in the Department of Defense. USJFCOM is a force of more than 2,000 people including members from each branch of the U.S. military, civil servants, contractors and consultants. The command's roles include: transformation, experimentation, joint training, interoperability and force provision.

IMC Networks is a leading ISO 9001 certified manufacturer of hardware for LAN/WAN/MAN network installations. IMC Networks provides innovative physical layer connectivity, optical networking and bandwidth management solutions for enterprise, Telco and service provider networks, and supports Ethernet, Fast Ethernet, Gigabit Ethernet, ATM and FibreChannel networking technologies.

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CASE STUDY