

Galaxy launches 'Backup as a Service'

Galaxy has launched Backup as a Service for Endpoint devices. This is a fully managed backup service where organizations just need to give the details of number of endpoints they need to backup and data size per user that needs to be backed up. End to end management, monitoring, and reporting will be part of this service provided by Galaxy.

Using Galaxy Backup Service

With today's "cloud" technology, features and services that were once only available to enterprise-level data centers are now available to small and medium sized businesses minus the cost and complexity. Online backup sends your valuable data to a secure, off-site datacenter. Backups are then controlled by a small application that runs on a computer and is completely managed by Galaxy. This application is maintained and updated automatically, eliminating the need for extra hardware or resources to manage the backups.

After initial installation of the online backup application, user select files to backup, a schedule is set to work around organizations business hours, and the backup process begins. The initial backup will involve synchronizing your data with a backup server located at Galaxy's data center.

To talk to our experts, email us at marketing@goapl.com

"The Great Accelerators for Your Business" by Dell Technologies & Channel Partners | CNBC-TV18 & Knowledge Partner StrategINk

Watch our CEO Sanjay Patodia and other industry experts discussing how digital transformation has become a necessity for every business.



Watch Now: <https://www.youtube.com/watch?v=TI0vKyf11A>



Anoop Pai Dhungat
Chairman & MD

MD SPEAKS

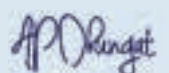
On 3rd November 2020, Galaxy completes 33 years of providing its customer with services and products of the highest quality. As we solemnly celebrate this day, I would personally like to thank all of you who have played a part in this journey.

Over the past 33 years, Galaxy has seen many ups and downs. There have been many economic shocks like the meltdowns in the late 1990s and late 2000s or the dotcom bubble bursting in the early 2000s. There have been natural calamities like floods and earthquakes that affected businesses. But, make no mistake, what we are seeing now did not even occur in my worst nightmares. We are in the 8th month of lockdown and there is no end of the pandemic in sight. We at Galaxy, know that we will come through this even stronger than before.

As a company, we have continuously evolved and adapted and that is why we are one of the very few companies to not only survive those setbacks but overcome them and grow at a good pace. Throughout this journey, our values and guiding principles have remained constant and provided us the strength to reach this far and go even further. They are Customer care and delight, maintaining the highest level of integrity, respecting all individuals and pursuing excellence through quality. I assure all our stakeholders that we will continue to offer you the highest levels of service though thick and through thin.

I wish all of you a very happy & safe Diwali and New Year and pray that this year will see the end of COVID-19.

Happy Reading



A handwritten signature in blue ink that reads "Anoop Pai Dhungat".



Future Is Now

Perceptive to Predictive: How ML saving lives

The scientific perception of COVID-19 has been ceaselessly expanding since its outbreak. Worldwide contamination and disease progression rates, successful treatment, and speculation over potential antidote are continually fluctuating. The combination of unpredictable patterns and inadequate insight means that preparing for and executing both an instant and viable long-term pandemic response is baffling-yet undoubtedly critical for the care of patients, employees, and organizational survival.

Researchers and provider organizations have increasingly embraced artificial intelligence (AI) and machine learning (ML) tools to reduce and track the spread of COVID-19 and to improve their surveillance efforts. While organizations should focus on immediate data-supported tactics, such as improving case detection, reducing transmission, and managing supplies, the longer-term strategies of adjusting care delivery, risk contracts, and operational processes cannot be neglected. Systems must increasingly focus on planning resources to chart a sustainable course forward as providers and stewards of health in their communities.

Given machine learning's predictive power and its ability to make sense of vast data enhances our everyday lives. It's no wonder health systems are eager to understand how it can help their clinical teams and improve their patients' outcomes. Machine learning bridges the gaps left by the simple models of the past. The models which are based on simple rules and data sets that don't generalize well, don't yield accurate predictions for organizations that implement them. Advanced machine learning model learns the important, and sometimes unique, relationships in health system data on its patients and their outcomes under present-day conditions.

Machine learning allows health systems to break out of literature-based models, deliberately limited to relatively simple constructs, and finite numbers of potential contributing factors to allow clinical teams to find the data elements and perform the calculations manually. Instead, machine learning allows for

algorithms to consider numerous potential contributing factors, and rapidly generate and test more complex predictive algorithms. From reducing readmissions to predicting a patient's propensity to pay, from predicting chronic disease to preventing hospital acquired infections (HAIs) machine learning does more than just benefit healthcare. It is a life-saving drug healthcare system and their patients desperately need.

Big data analytics and advanced AI integrated systems have helped health experts to stay ahead of the pandemic from predicting patient outcomes to anticipating future hotspots, resulting in more efficient care delivery. With an ever-changing understanding of COVID-19 and a continually fluctuating disease impact, health systems can't rely on a single, rigid plan to guide their response and recovery efforts.

An effective solution is likely a flexible yet perceptive framework that steers hospitals and other providers through four critical phases of a community wide healthcare emergency. The framework which include data-supported surveillance and containment strategies to enhance detection, reduce transmission, manage capacity and supplies, providing a roadmap to respond to immediate demands and also support a sustainable long-term pandemic response.



<https://bit.ly/2HWEsA>



Technology Focus

India Data Centre Infra market to touch \$2.8bn in 2020

The data centre infrastructure spending in India is expected to touch \$2.8 billion, with a year over year decline of 14.4 per cent in 2020 and an estimated single digit growth in 2021, a new Gartner report said on Wednesday.

Many Indian enterprises have delayed their infrastructure capex (capital expenditures) intensive refresh/upgrades due to the ongoing cost containment, according to the latest forecast from the global market research firm.

These end users are evaluating "as a service" infrastructure consumption models.

"Focus on automation, remote monitoring, coupled network optimisation is part of the new normal for infrastructure leaders in India," the report said. Covid-19 has accelerated the transition towards Hybrid Cloud as more Indian enterprises are experiencing the benefit of public cloud during this pandemic.

"The priority for most companies in 2020 is keeping the

lights on, so data centre growth is generally being pushed back until the market enters the recovery period," said Naveen Mishra, senior research director at Gartner.

Gartner expects larger enterprise data centres sites to hit pause temporarily and then resume expansion plans later this year or early next.

"However, hyperscalers will continue with their global expansion plans due to continued investments in Public Cloud," Mishra said.

Globally, end-user spending on global data centre infrastructure is projected to reach \$200 billion in 2021, an increase of 6 per cent from 2020.

Despite a 10.3 per cent decline in data centre spending in 2020 due to restricted cash flow during the pandemic, the data centre market is still expected to grow year-over-year through 2024.

Lockdowns from Covid-19 will prevent more than 60 per cent of planned new facilities construction in 2020, which is why data centre infrastructure revenue will decline 10.3 per cent in 2020.

<https://bit.ly/3egqUiZ>





Special Focus

F5's NGINX App Protect

Agility and time to market are Key to business success

For modern applications, agility and time to market are key. Security is often a secondary consideration or is neglected entirely as security controls for traditional applications don't always map well to business requirements. The sophisticated web application firewalls (WAFs) that are traditionally configured and operated by SecOps teams are not generally well suited for agile applications deployed by the DevOps teams supporting specific lines of business. The result can be inadequate or misconfigured security, delays in go-to-market timing, and a poor user experience.

The Divide between SecOps and DevOps

The relationship between SecOps and DevOps can often get uncongenial, especially if security requirements get in the way of release velocity. Static application security testing (SAST) and software composition analysis (SCA) are great tools for catching security defects early in development, but many vulnerabilities are not discovered until after applications are pushed through the release gates. Sending apps back to development increases costs and hurts productivity – catching defects while the app is still in the development pipeline is substantially more efficient, whether that involves adjusting the security policy or fixing the code.

F5's NGINX App Protect bridges the divide between SecOps and DevOps

NGINX App Protect is DevOps friendly and integrates into common development pipelines. Using NGINX App Protect's declarative configuration capabilities, security can become part of DevOps CI/CD automation, getting tested just like any other part of an application's functional specification. In essence, the security policy and configuration are consumed as "code" pulled from a source code repository. The SecOps team creates and maintains security policy to ensure the controls required to protect the business are in place. Not only does this help to maintain release velocity, it also helps to bridge gaps between DevOps and SecOps teams.

Key Features

Strong F5 Application Security

NGINX App Protect's security controls are ported directly from F5's advanced WAF technology. Its comprehensive set of WAF attack signatures has been extensively field tested and proven to generate virtually no false positives, so businesses can confidently deploy them in "blocking mode" even in production environments. NGINX App Protect protects against the OWASP Top 10 web application security risks, enforces protocol compliance, defends against common evasion techniques, provides denylisting, checks cookies, protects APIs, and prevents sensitive data leakage with F5's DataGuard.

Built for Modern Applications

Strong security controls don't help if they can't be implemented in the application's operating environment. NGINX App Protect is built to support modern application deployment topologies. Common deployment modes for NGINX Plus include:

- Load balancer
 - API gateway
 - Ingress controller for Kubernetes pods
 - Per pod proxy for microservices
- Uncompromised Speed

NGINX App Protect controls are compiled into bytecode, so traffic is processed lightning fast regardless of how many attack signatures you enforce. The net result is up to 20x the throughput and requests per second.

Don't let your organization be vulnerable! Galaxy offers various cybersecurity solutions to keep your company safe, to talk to our experts email us at marketing@goapl.com





Data is fuel, 5G fabric for digital transformation: Michael Dell

Reiterating that technology has never been more central than it is in the pandemic times, Dell Technologies chairman and CEO Michael Dell has said digital transformation is like a machine with data as its fuel and 5G as its digital fabric.

Announcing the new Project Apex as-a-service offering, Michael Dell said that as we talk about the digital transformation, "my hope is that we are also seeing a human transformation with more kindness, generosity, and empathy".

"We've needed all of that because in the last eight months, we've also revealed hard truths, some hard to watch, and hard to live through, as the fault lines of our society are laid bare, in access to healthcare, to education, to opportunity, and to justice," he said during the company's virtual conference this week.

In a bid to help customers and partners on their digital transformation journey in the pandemic times, Dell Technologies announced a Cloud Console that will provide customers a single interface to manage multi-cloud, on-premise and edge deployments.

The Cloud Console is part of a new 'Project Apex' as-a-service strategy that aims to simplify how customers access Dell's capabilities across storage, servers, networking, hyper-converged infrastructure, PCs and architectural offerings.

"We are committed to delivering all of our products and solutions as a service in an effort we're calling Project Apex; so you can consume solutions, any way you want, pay-as-you-use, pay-as-you-go or subscription," the Dell Technologies CEO said during the opening keynote.

Directionally, Project Apex will be Dell Technologies' North Star. The new Dell Storage as a Service is an on-premises portfolio of scalable and elastic storage resources that will be available first in the US in the first half of next year.

In a nutshell, Dell's flexible on-demand pricing, multi-cloud management and similar plans will be built into 'Project Apex'.

"As everything in the physical world becomes intelligent and connected, the amount and relevance of data will continue to explode. The data era is here and to win organisations need to accelerate the digital transformation," Michael Dell emphasised.



<https://bit.ly/34M3aQs>

VMware Interview - Power of Partnership!

Being a Principle Partner of VMware we have had a marvellous journey with them so far. Our leaders Sanjay Patodia (CEO), Nishant Jalan (Director- Cybersecurity & Networking) are proud to discuss this journey with VMware Team.

How Galaxy Leads in India as one of the Top VMware Partners

Partners play a major role in helping VMware reach customers around the world. Today we'd like to talk about how one of our top partners uses its expertise, training, and dedication to help companies get the most out of VMware solutions. As a Principal Partner for VMware, Galaxy Office Automation has been recognized as a VMware Partner of the Year in India – Mobility for the past three years running. Our Director of Partner Sales in India, Manish Alshi, sat down with Galaxy's CEO Sanjay Patodia and Nishant Jalan, Director of Cybersecurity & Networking, to talk about the successful partnership between VMware and Galaxy.

Q: Tell us more about where Galaxy started and how it became the recognized VMware partner that it is today.

Sanjay: Galaxy has been in business for more than 30 years, and our focus and expertise continues to evolve. It has always been our philosophy that we must keep changing to best serve our customers. When we started in 1987, we specialized in selling automation products. Then our focus shifted toward work as a hardware reseller. More recently, we have developed skills to become one of the top systems integrators and service providers in India.

Our actual journey with VMware began about a decade ago with Virtualization. VMware was a pioneer in Virtualization and with our strong data center

background & expertise, it was a logical extension to our portfolio. Subsequently, when VMware acquired AirWatch in 2014, we started getting very interested in what VMware was doing with its go to market strategy perspective and we saw an opportunity to invest further in the partnership. Over the last 5 years, we've strengthened our technical and sales expertise around VMware's evolving product portfolio and that has led us to becoming one of the top partners for VMware in India.

Q: As part of this partnership, Galaxy has obtained multiple Master Services Competencies (MSCs). How do these competencies contribute to serving clients?

Sanjay: We're not just selling products at Galaxy. We're selling solutions to our customers' challenges. To help our customers achieve their goals, we need to understand VMware solutions inside out. MSCs help us showcase & demonstrate that we have achieved the highest level of expertise in a given solution area.

We became the first partner in India to obtain the Network Virtualization and Data Center Virtualization MSCs. We're only a few months away from obtaining the Cloud Management and Automation, Cloud Native, and Digital Workspace MSCs as well.

Nishant: MSCs add tremendous value not only for our business, but more importantly, for our customers as well. Many of our VMware customers are making big changes to their IT environments. They're moving away from traditional hardware-based solutions to the cloud and more software-defined data center offerings, with which many companies are not completely familiar. They want a partner that they can trust to guide them through this transition. Having the MSC reassures our customers that we have the expertise to support them every step of the way.

Q: You recently used this knowledge to support a big deal for VMware SD-WAN by VeloCloud. Tell us more about that.

Nishant: We were brought in to consult during the RFP process for a major automobile manufacturer here in India. The company has a common challenge: it has branches across India and needs a way to make sure that all of these locations remain connected to central systems and keep critical applications running. Instead of just refreshing its routers, we suggested that the customer look for smarter, virtual devices that could sit directly in the network.

With VMware SD-WAN by VeloCloud, the customer now has a single console for complete visibility across its

entire network. It can understand bandwidth trends, identify where it needs to scale, and solve issues before they become major connectivity problems. Plus, it costs much less to scale with SD-WAN compared to buying new hardware.

We're seeing a growing demand for SD-WAN in India, and we think that there is a lot of opportunity for VMware as leaders in the software-defined networking market.

Q: What are some other trends that you've seen for VMware in India?

Nishant: Recently we've had several customers in the finance industry asking about VMware NSX. The challenge is typically the same: these customers now provide more services through mobile devices, including mobile apps, kiosks, and other types of mobile usage. They need an agile and secure platform to support mobile device management (MDM) solutions. VMware NSX checks all of the boxes for these customers. The automation in NSX provides much greater flexibility, agility, and scale. Micro-segmentation allows the organizations to keep information secure without needing to install physical firewalls. We also use VMware NSX Advanced Load Balancer (Avi Networks) for load balancing and AirWatch for unified endpoint management to bring greater performance to mobile solutions. We think we will be seeing many more NSX deployments across all industries.

Q: Where do you see the future of your partnership with VMware going?

Sanjay: VMware provides incredible flexibility to support any application on any device on any cloud. We see a lot of opportunity for VMware's overall growth, not just with SD-WAN and NSX. For instance, we recently finished work on a big deal for VMware Carbon Black, the first deal of its size in India.

As for our partnership, we're working on ways to help expand VMware in India. We recently opened a VMware lab running VMware Cloud on AWS. We can bring customers to our labs to run a proof of concept or showcase a demo of VMware's varied solutions. The labs are also useful for internal training. Our teams can acquire skills faster because they have a lab available for them at any time.

We set a high bar for Galaxy. We want to be first in everything, whether it's acquiring new skills or reaching new customers. With VMware, we aim to bring the best solutions to our customers.

<https://bit.ly/2GiHvGb>

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