

TechTalk

VARINDIA recognizes Galaxy as **'BEST SYSTEM INTEGRATOR' 2021**



VARINDIA has awarded us the **'BEST SYSTEM INTEGRATOR'** considering our very high level of customer satisfaction and our performance over this very difficult year. This encourages us to keep on investing in people and technologies to continue providing the best solutions to keep our customers ahead of their competition.

Built For Every Way You Do Business



Galaxy Offerings

- Dedicated Apple backend support
- Training for your team members.
- Remote and Telephonic assistance
- Complimentary Pickup and drop services
- Bundled offers (Covers, bags)
- Exclusive Insurance (Damage protection plans)
- Automatic configuration (DEP) enabled devices support

Reach Us For Details



Anoop Pai Dhungat
Chairman & MD

MD SPEAKS

Dear Readers,

On behalf of all of us at Galaxy, I wish you a very happy, safe and successful 2022. It is now the third year in a row of lockdowns and disruptions and it almost seems normal. Those of us who have adapted and evolved our working styles to accommodate such uncertainties are in the best position to not only survive but also thrive in such times. At Galaxy, we have successfully implemented many such tools and techniques that make "Work from Anywhere" easy and secure without any loss in efficiency. Please reach out to us to know more about such solutions that we can offer.

As usual, we at Galaxy try and predict the technologies that will see multifold adaption during the year. Our top two picks for the year are blockchain and cloud native platforms with app modernisation.

Blockchain platforms appear to have crossed the disillusionment trough of the hype cycle and are now poised to drive real productivity. They are fundamentally changing the nature of doing business across organisational boundaries and helping companies create and manage their digital assets. Emerging technical advancements and regulatory standards are helping drive enterprise adoption beyond financial services organisations. Industry leaders are using blockchain to expand their portfolios and create new value streams.

Cloud native platforms are technologies that help organisations build new application architectures that are resilient, elastic and agile — enabling them to respond to rapid digital change. They improve on the traditional lift-and-shift approach to cloud, which fails to take advantage of the benefits of cloud and adds complexity to maintenance. Application modernisation and low code/ no code solutions on such cloud native platforms will see a huge growth in the next few years.

Stay safe and happy reading.

APDhungat



Future Is Now

The surgeons who can operate from anywhere in the world

While robotic surgery has been possible for several years, the equipment has been prohibitively expensive for many parts of the world and requires specialist training to use. But what if specialists could just dial in to an operation from a phone or tablet?

The current pandemic has revealed how much our healthcare services rely on physical human contact. Many surgeries have been cancelled to try to stop Covid-19 from spreading, creating considerable physical, mental and economic consequences for patients, hospitals and societies.

In response, robots have been deployed where possible, conducting specialised surgeries that allow surgeons to stay at a safe distance, and even helping

with communicating to patients. This trend of machines reshaping medicine is one that experts expect to continue.

But Nadine Hachach-Haram had been thinking about problems in surgery long before Covid-19 came along. As a child in war-torn Lebanon, she witnessed first-hand the devastating effect that inequality in surgical care could have.

Today, five billion people across the globe still lack access to safe surgery. More people die from this than from HIV, malaria and TB combined.

In response, Hachach-Haram has created a technology that allows surgeons to virtually scrub into any operating theatre around the world, just by using a tablet or computer. It has already been put to good use, helping a very special patient.



<https://cutt.ly/Plw2cBR>



Technology Focus

How Big Data and Analytics is transforming the World

With increasing number of Indian startups joining the unicorn club despite the pandemic, it is evident the new-age startup ecosystem in the country is showing promising growth. The fast growth can be attributed to the dynamic nature of the entrepreneurs who possess a digital and competitive mindset. Young companies are carving their growth path based on data insights captured from various sources, rather than 'guessing and assuming', thereby challenging traditional business models.

Founders of startups are predominantly professionals with global exposure, having a sound understanding of the enormous potential of new age technologies, such as AI, ML, Big Data and Analytics, IoT, Cloud Computing and Robotics among others. Being highly innovative, agile and disruptive, the new age entrepreneurs want to provide a solution to an existing problem in the society or even create an entirely new market category. Pillars of these businesses are built with new-age deep technology and IP-driven innovation.

Big Data and Analytics, part of new age technology helps startups to identify and discover unseen business opportunities by reviewing large data sets and deriving actionable insights. New products can be created or existing ones improved to deliver better business outcomes. Business insights delivered at high speed can support organisations to make timely informed decisions by uncovering hidden patterns and their correlation.

Better customer experience delivered with deeper customer connection

Customers are the greatest asset to any business, hence understanding and retaining them drives the first sale and business growth thereafter. The fast evolving customer behaviour, changing tastes and buying trends can be captured with Big Data Analytics. Today's consumers do extensive research on any product, read reviews on web and social media, discuss with peers, before making a buying decision. The modern, millennial and value-driven customer is comfortable with buying new and less-known brands, unlike the gen-x and baby boomers who preferred products from traditional and established companies.

By providing the right content to the target customers, startups can connect and strengthen relationships with them. Improved communication, targeted messaging and reducing disconnect will enhance customer

experience which is the goal of every business. Technological tools can support in collecting and using customer feedback and their perception of the product or services. These views can be used as a base to make changes, re-develop the product or create a new experience altogether, if required.

Harnessing the power of big data and implementation as part of business strategy

To successfully implement Big Data Analytics solution, the organisation goals are first identified and the solution must be accordingly aligned to them, which is key to developing a business strategy. The team should have sound knowledge of analytics methodologies and appropriate skillsets for configuring and effectively implementing the solution. They should be adept in identifying, capturing, and tracking the appropriate data sets and apply right methods and tools to translate Big Data into value-driven insights to make faster business decisions. Big Data Analytics is critical for businesses to stay ahead in the highly competitive start-up landscape. The business analytics model helps predict business outcomes that lead to informed decisions by business leaders.

Predictive analytics help create an effective go to market strategy using various feeds and reports that keep businesses updated on industry developments. Risk management can be mapped and used to foresee potential risks and adopt mitigation measures.

Large scale personalisation is done by the segmentation of target audiences with analytical tools. Marketing content can be personalised too by targeting larger sections, leading to wider user reach and higher conversions.

Competitive advantage, reduction in operation costs and customer retention which are key to start-up business community are the benefits of Big Data Analytics solution. Today the lines separating business leaders and tech leaders are blurring as both require knowledge and understanding of digital transformation, the advantages of data and analytics solution and their impact on business outcomes.



Email Security

Customers of all sizes face the same daunting challenge: email is simultaneously the most important business communication tool and the leading attack vector for security breaches. Cisco Email Security enables users to communicate securely and helps organizations combat Business Email Compromise (BEC), ransomware, advanced malware, phishing, spam, and data loss with a multi-layered approach to security.

Cisco IronPort email security technologies provide industry-leading inbound email security and outbound email control. IronPort pioneered spam filtering through sender reputation analysis by creating Sender Base – a powerful threat tracking database that captures data from more than 100,000 organizations and measures more than 30 percent of the world's messaging traffic. Reputation filtering, combined with Cisco IronPort Anti-Spam technology, results in 98-99 percent spam blocking with fewer than one in one million emails being misclassified. Cisco IronPort Virus Outbreak Filters provide zero-day virus protection and work in conjunction with integrated virus signatures. Corporate risk is also significantly reduced through embedded data loss prevention (DLP) functions, which can detect sensitive content, patterns or images in a message body or within attachments. To ensure message security to any destination, Cisco IronPort PXE Secure Messaging provides gateway to desktop encryption and authentication without needing special end-point agents or PKI infrastructure.

With Cisco Secure Email customers can:

- Detect and block more threats with superior threat intelligence from Talos, our threat research team.
- Combat ransomware hidden in attachments that evade initial detection with Cisco Secure Email Malware Defense and Cisco Threat Grid.
- Drop emails with risky links automatically or block access to newly infected sites with real-time URL analysis to protect against phishing and BEC.
- Prevent brand abuse and sophisticated identity-based email attacks with Cisco Secure Email Domain Protection and Cisco Secure Email Phishing Defense services.
- Protect sensitive content in outgoing emails with

Data Loss Prevention (DLP) and easy-to-use email encryption, all in one solution.

- Provide user behaviour training with Cisco Secure Awareness Training to help users work smarter and safer.
- Maximize deployment flexibility with a cloud, virtual, on-premises, or hybrid deployment or move to the cloud in phases.
- Integrate across a growing number of Cisco Security products and accelerate key security operations functions like visibility, detection, automation, investigation, and remediation with SecureX.

Features and Benefits

- ▶ Reputation filtering
- ▶ Global threat intelligence
- ▶ Spam protection
- ▶ Forged email detection
- ▶ Cisco Secure Email Phishing Defense
- ▶ Cisco Secure Email Domain Protection
- ▶ Virus defense
- ▶ Graymail detection and safe unsubscribe
- ▶ SecureX
- ▶ URL-related protection and control

Galaxy helps to safeguard employee communication and reduces risk with targeted threat protection, data leak prevention, and enforced email security controls with Cisco Email Security.





Digital currency coming soon in India

On the very first day of the winter session of the Parliament, the government received questions regarding the looming ban of cryptocurrency and the RBI's plans to introduce an official digital currency.

The Centre has informed Lok Sabha on Monday that Reserve Bank of India (RBI) is working out a phased implementation strategy for introduction of Central Bank Digital Currency (CBDC) by examining use cases, to avoid any disruptions.

It further said that the RBI moved a proposal in October seeking to amend the Reserve Bank of India Act, 1934 to enhance the scope of the definition of 'bank note' to include currency in digital form.

It was questioned whether the government has received any proposal to introduce CBDC, along with the details of the proposal and the plans to introduce digital currency.

"The purpose of creating a digital currency is to provide significant benefits, as reduced dependency on cash, higher seigniorage due to lower transaction costs and reduced settlement risk," MoS Finance informed Lok Sabha in its reply.

The new digital currency would also possibly lead to a more robust, efficient, trusted, regulated and legal tender-based payments option, he said. However, he warned that there are also associated risks which need to be carefully evaluated against the potential benefits.



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India to throw billions at creating semiconductor manufacturing ecosystem

The government of India on Wednesday approved a

deal that will see the nation put ₹2,30,000 crore, around \$30 billion, behind a plan to turn India into a semiconductor manufacturing powerhouse.

Broken down, Rs 76,000 crore has been slated for creating a so-called semiconductors and display manufacturing ecosystem, with fabs able to get up to 50% co-funding from New Delhi if approved.

"Government of India will work closely with the state governments establish High-Tech Clusters with requisite infrastructure in terms of land, semiconductor grade water, high quality power, logistics, and research ecosystem to approve applications for setting up at least two greenfield semiconductor fabs and two display fabs in the country," it said in a statement.

The government added it would be putting ₹55,392 crore, around \$7.5 billion, behind its electronics manufacturing schemes, which include large scale electronics manufacturing, IT hardware, promotion activities, and electronics manufacturing clusters.

A further ₹98,000 crore, around \$13 billion, will be dedicated to manufacturing batteries and solar modules, automotive components, networking equipment, and white goods.

"In the current geopolitical scenario, trusted sources of semiconductors and displays hold strategic importance and are key to the security of critical information infrastructure," the government said.

"The approved program will propel innovation and build domestic capacities to ensure the digital sovereignty of India. It will also create highly skilled employment opportunities to harness the demographic dividend of the country."

Those involved in compound semiconductors, silicon photonics, and sensor fabrication will be eligible for 30% of capital expenditure, while 100 design companies will be capable of growing by ₹1,500 crore in five years will also get up to 50% of eligible expenditure covered based on net sales.

The government also said it would create the India Semiconductor Mission to oversee the ecosystem.

"The India Semiconductor Mission will be led by global experts in semiconductor and display industry. It will act as the nodal agency for efficient and smooth implementation of the schemes on semiconductors and display ecosystem," it said.

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Products & Services



DATA CENTER

• Servers • Storage • Data Backup & Recovery • Virtualization • Hyper-converged Infra • Software Defined Data Center • Disaster Recovery • Business Continuity • Professional Services • Data Centre Build • Data Centre Colocation Services • Managed Services • Infrastructure Automation and Orchestration • Deep Learning and Artificial Intelligence • NOC - services



CLOUD

• Hybrid Multi-Cloud
• Infrastructure as a service (IaaS)
• Software as a service (SaaS)
• DevOps



ENTERPRISE MOBILITY

• Enterprise Mobility Management
• Mobile Device Management
• Mobile Application Management
• Professional Services



CYBER SECURITY

• Endpoint & Server Security Solutions • Perimeter Security • Data Security • Advanced Security Solutions • Cloud Security
• Professional Services



NETWORKING

• Routing & Switching • Wireless
• Load Balancer • NAC • SDN
• Professional Services



END POINTS

Laptops • Desktops • Workstations
• Tablets • Thin Clients • LFDs • IT Peripherals • Software Services



SUPPORT SERVICES

• Managed Services • Facility Management • Warranty Services
• Annual Maintenance • Spares



Partnerships



All product names, logos, brands, trademarks, and registered trademarks are property of their respective owners.