

EXECUTIVE VIEWPOINT



**SANJAY**  
CEO, Galaxy Office Automation

An industry veteran, Sanjay is responsible for strategic leadership and supporting the overall performance of Galaxy Office Automation.

## Responsive IT Infrastructure: The Future

The dynamic nature of the market today requires enterprises to be equally dynamic. The only way businesses can match the pace of the market is by having a robust, and highly responsive IT infrastructure.

Another vital factor is data management. The amount of data generated by any enterprise in a day is nothing short of staggering. With the capability of now being able to analyse this 'big data', the IT infrastructure needs to be able to store and manage this data through its useful lifecycle.

▶▶ Can you give us an example of an infrastructure designed with the application-centric approach?

The most common instance of this would be the cloud or on-demand virtualized servers. For example, one of our customers has an application to maintain a weekly timesheet. At the end of every week, each person in that company has to fill in their timesheet. As a result, the load on the network and the servers was extremely high on Fridays, but low on other days. They also have a reporting application that is used extensively on Mondays and Tuesdays, but again very little on other days. The application-centric approach, lets them use the same resources for both the applications as and when required without compromising performance.

“The application-centric approach helps enterprises build a robust and responsive IT infrastructure.”

their usage, it would have been impossible to arrive at the right solution. There are a lot of next-gen technologies—that are application-aware, content-aware, user-aware, and context-aware—which can be integrated to build a responsive IT infrastructure.

▶▶ What is unique about Galaxy?

Over the years, Galaxy has been closely associated with market leaders in the next-gen technology space. We clearly understand customer pain points, and have the ability to articulate business needs, and map them to what IT has to offer. From storage to servers, and from networks to security, we have been helping customers set up their basic infrastructure. Adding more intelligence to this infrastructure, and aligning the same to the business is what we bring

to the table. Our customers can also try their applications in our customized responsive IT infrastructure at our innovation center located in the heart of Mumbai. ■

▶▶ What, according to you, is the ideal approach to IT infrastructure provisioning?

For the past 25 years, we have been building IT infrastructure for large enterprises across industries. Organizations need a cluster of applications to meet their business objectives. It is important to understand that the only purpose of the infrastructure is to host these applications. The need of the hour is to facilitate the use of these applications from different locations by different kinds of users with different kinds of devices, without compromising performance and security. Another aspect that organizations should consider while building their IT infrastructure is the availability and scalability of these applications.

▶▶ As a part of this approach, what should be a CIO's top priority while designing the IT infrastructure?

Scalability is very important to future-proof the infrastructure without over-provisioning. In fact, one outcome of this application-centric approach of infrastructure provisioning has been the rapid growth of virtualization and the cloud.

▶▶ Do you believe that there is one single product or solution that will help customers build a responsive IT infrastructure?

Contrary to popular belief, there is no single solution that can do this. This has to be achieved through a combination of products, and would solely depend on the usage pattern of the applications. In the previous example, without studying the applications and

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Sanjay can be reached at: [sanjay@goapl.com](mailto:sanjay@goapl.com)  
Website: [www.goapl.com](http://www.goapl.com)  
Phone: (022) 42187777