LISTENING TO BUSINESS, APPLYING TECHNOLOGY
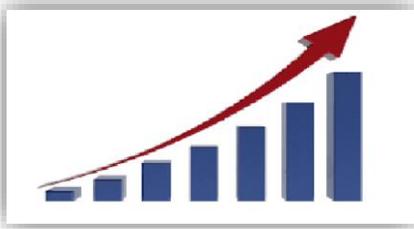
TechTalk

GALAXY

Issue 52, October 2016

Technology and Banking Sectors Drive Galaxy's Topline Growth - Over 50 New Client Acquisitions, 170% Growth in first half of FY 16-17

Galaxy Office Automation, today announced that the company has achieved a very impressive revenue growth of 170% in the just ended first half of FY 2016-17. With the addition of more than 50 new customers, the company has overachieved its targets for both the quarters and is well on course to achieve its annual targets comfortably. The company made significant gains from the BFSI, government, IT/ITeS, auto manufacturing, healthcare and entertainment sectors in this period.

Sanjay Patodia, CEO of Galaxy Office Automation said, "Carrying the momentum of growth from last year, our revenue growth figures stand at 170% over the corresponding period last fiscal year and we are on track to comfortably achieve our top line targets of Rs.2 billion this fiscal."

The Solution Provider plans to focus majorly on SMAC (Social, mobile, analytics, and cloud) in the current financial year, while reinforcing its traditional IT integration business. With the proven success in India as well as global markets, Galaxy is set to launch an in-house product targeting the consumer segment and plans to offer complete cloud services packaged solution for IT industry.

MD Speaks

"Dear Readers,

On behalf of all at Galaxy, I would like to thank all our customers and OEM partners for helping us achieve the stupendous growth over of the last year and a half. Without you we would not be where we are today and we promise to keep offering our best services to you in the times to come.

This month Apple unveiled its iPhone 7 which has had mixed reviews since, but the bigger news will be next month when Google announces its Pixel. Rumor has it that Pixel is well positioned to make a dent in the high end phone market that is currently ruled by Apple.

This month also saw the closure of the Dell EMC deal. We really hope that ultimately this is a good deal for Dell and it can mold the two organizations into a cohesive operation. Many a deal has failed to realize true potential because of cultural differences, business model mismatch and large egos. If they somehow can manage to pull it off, it could be a harbinger of things to come.

The next few months will see a lot of action from Galaxy in the mobility market. Watch this space.

Happy Reading."

The Future is Now

Send Passwords Securely Through Your Body Instead of Wi-Fi

Rather than rely on easy-to-hack Wi-Fi or Bluetooth signals, researchers have developed a system that uses the human body to securely transmit passwords.

Computer scientists and electrical engineers have devised a way to relay the signal from a fingerprint scanner or touchpad through the body to a receiving device that is also in contact with the user. These "on-body" transmissions offer a secure option for authentication that does not require a password, the researchers said.

"Let's say I want to open a door using an electronic smart lock," said study co-lead author Merhdad Hessar, an electrical engineering doctoral student at the University of Washington. "I can touch the doorknob and touch the fingerprint sensor on my phone and transmit my secret credentials through my body to open the door, without leaking that personal information over the air." The system uses signals that are already generated by fingerprint sensors on smartphones and laptop touchpads, which have thus far been used to receive input about the physical characteristics of a user's finger.

"What is cool is that we've shown for the first time that fingerprint sensors can be re-purposed to send out information that is confined to the body," study senior author Shyam Gollakota, an assistant professor of computer science and engineering at the University of Washington, said in a statement.

The researchers devised a way to use the signals that are generated by fingerprint sensors and touchpads as output, corresponding to data like a password or access code. Rather than transmitting sensitive data "over the air" to a receiving device, the system allows that information to travel securely through the body to a receiver that's embedded in a device that needs authentication. In tests so far, the system worked with iPhones, Lenovo laptop trackpads and the Adafruit touchpad (a trackpad that can be used with computers). The tests were successful with 10 people who had different heights, weights and body types, and worked when the subjects were in different postures or in motion. The on-body transmissions reached bit rates of 50 bps for the touchpads and 25 bps for the phone sensors — fast enough for a simple password or numerical code. Bit rates measure the amount of data that can be transmitted per second, with higher rates representing more data (for instance, a small file rather than a simple password).

On-body transmissions could also be applied to medical devices, such as glucose monitors or insulin pumps, which require secure data sharing to confirm the patient's identity, according to the researchers.

Your Car's Sensors Are About to Shorten Your Commute

Mapping company, 'Here' aims to crowdsource data from cars' on-board sensors and use it to alert drivers or autonomous vehicles to conditions on the road ahead.

Traffic updates are getting high-tech. Here has announced that it will begin to crowdsource information acquired by in-car sensors to provide drivers with more accurate information about congestion.

The company, which was jointly acquired by BMW, Audi, and Daimler in 2015, will tap the hardware of hundreds of thousands of cars made by the three automakers to acquire data, according to Reuters. Over time, it apparently plans for other manufacturers to contribute data, too. By analyzing sensor information, it will learn about road conditions and share them with other cars to assist route planning.

There are plenty of other crowdsourced congestion reporting services', for instance—currently owned by Google—acquires data about road conditions from drivers that share information via an app on their smartphone. And Urban Engines, also recently acquired by Google, gathers data from pedestrians to predict city-center congestion.

Here, however, claims that it's the first to use on-board car sensors to provide such crowd sourced data. Bloomberg suggests that the company's software will, for instance, notice when a car's windshield wipers are switched on, taking it as a cue that traffic will slow, while in cars with cameras it will read temporary road signs or recognize construction work. Such information will be anonymously uploaded to the cloud, then shared with other drivers.
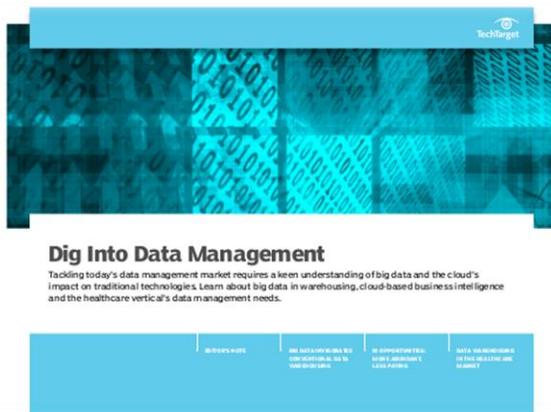
Here is said to provide mapping information to as many as 80 percent of cars with built-in satnav in the U.S. and Europe, and it hopes that other automakers will pay in order to provide drivers with more efficient routing options.

It's not the only company to start hijacking on-board car sensors, though. Startup Civil Maps has recently started using them as a low-cost means to generate accurate maps that can be used by future self-driving cars. And Comma.ai plans to tap into the radar systems that are part of many cars' smart cruise-control systems to power its bolt-on autonomous car offering.

To be sure, Here's new initiative will also have an eye on autonomous driving. The project is particularly notable in the way it will link up data from cars made by different manufacturers—usually keen to maintain proprietary systems—into a single pool on the cloud. That opens up the possibility for cars of all types, both driven and autonomous, to communicate with each other more easily than has been the case in the past. That will be essential as cars increasingly navigate the roads by themselves.

Technology Focus

Using Metadata Wisely to Mitigate Risk and Uncover Opportunities

Dig Into Data Management

Tackling today's data management market requires a keen understanding of big data and the cloud's impact on traditional technologies. Learn about big data in warehousing, cloud-based business intelligence and the healthcare vertical's data management needs.

The role of metadata has become increasingly prominent in how everyone from data scientists and business leaders to compliance officers and financial auditors look at data as a strategic asset. Metadata—literally, "information about information"—is an invaluable element in organizations' strategies to gain critical visibility into the status, location and ownership of corporate data.

But few organizations have a sufficient understanding of how best to utilize metadata within the overall context of an information governance strategy, particularly as it relates to visibility. For instance, anyone creating, sharing, extracting or reporting data needs to understand the role of metadata in risk mitigation scenarios such as e-discovery, governance and compliance.

Metadata also plays a vital role in transformative workloads such as data mining and sophisticated analytics that turn raw data into tangible value that can be quantified in metrics such as revenue, profits, market share and customer satisfaction. For instance, take records managers who need the comprehensive, end-to-end visibility that metadata provides. Without metadata, or the proper metadata management framework, records managers won't be able to locate records, understand who created the records or who has privileges to access or amend the files.

Take a real-world use case in retailing—loss prevention. Suppose a retailer begins experiencing inventory misalignment after physical cycle counts, and suspects that internal theft may be to blame. Without metadata, it would be extremely difficult to have sufficient visibility into the data that would help them confirm the source of the possible theft. Using metadata, organizations can identify the days when stock levels didn't align with the day's purchases and inventory movement, which product SKUs were affected, who rang up sales transactions for those SKUs and if unauthorized sales exceptions were logged.

While most organizations certainly have some level of metadata embedded into most of their essential information, far fewer of them understand what level of metadata they have, what metadata they are lacking or how to use metadata management to increase visibility. The lack of a metadata management structure often results in such problems as longer discovery phases for data warehousing or e-discovery; difficulties in onboarding new users without historical reference points, and challenges in meeting project deadlines because team members lack visibility into the information necessary to complete key tasks.

How can metadata—particularly as part of a comprehensive information governance strategy—help organizations gain visibility into their data so they can make smarter, faster and more impactful decisions?

- **Risk profiling**. By identifying areas of high risk, organizations can improve their ability to spot and remediate problems such as potential data breaches, compliance violations or missing data for e-discovery. Data Insight from Veritas identifies overly permissive data sharing, and integrates seamlessly with Veritas' data loss protection solutions to scan for data loss and help secure information.

- **Storage reclamation**. All organizations need to identify stale, orphaned or non-approved information, and must have efficient ways to move that data to the most cost-efficient storage. Using Veritas' Enterprise Vault product in concert with Data Insight gives organizations the necessary visibility to assess the business value—now and in the future—of data, and reallocate that data in a way that frees up primary storage resources.

- **Migration compliance**. Utilizing metadata and metadata management is essential in helping organizations determine which data should remain on-premises and which data can and should be moved to the cloud.

The huge growth in unstructured data has created a major strategic challenge for most organizations. It is becoming increasingly difficult for IT departments or business stakeholders to have the necessary visibility into essential data for a variety of applications, workloads and use cases.

Using metadata as part of an enterprise-wide information governance platform increases visibility and helps to reduce risk, identify new business opportunities and better understand the economic value of data.

Tech News
Google, Facebook, Amazon, Microsoft Join Forces to Push AI

No, these companies aren't going to take over the world (quite yet). They want to educate the public about the benefits of artificial intelligence.
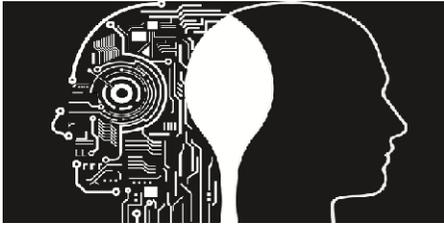
You may not have noticed, but artificial intelligence has already arrived.

AI systems are used today to identify your friends' faces in Facebook photos, cue up recommended videos on YouTube and help your Siri voice assistant talk.

Hoping to build on these uses, Amazon, Google, Facebook, IBM, and Microsoft said they've created a new group called the Partnership on Artificial Intelligence to Benefit People and Society. The nonprofit's primary missions include researching AI, creating guidelines in developing new AI tech and advancing the public's understanding of AI -- perhaps helping allay fears that robots may want to kill us or take our jobs (or both).

The Partnership on AI isn't intended as a lobbying group. Its board will include people from the corporate world, as well as academics and specialists in policy and ethics.

The new group points to how significant artificial intelligence has become to major tech companies as they look to deep learning and other technologies to increase the smarts of their devices and software. The value of AI should keep growing as more applications find their way out of academia and into commercial use. But there's still a long way to go to make AI more intelligent and useful, and that's likely why all these companies -- which are usually competitors -- came together.

Notably absent from the group is Apple. Additional partners in the group should be announced in the "near future," the group said.

Pokémon GO Hangover: Some Lessons On Surveillance

Pokémon GO as a game may not be trending right now but its hangover continues. Whether you are a gamer or not, the location-based augmented reality (AR) game developed by Niantic was intriguing and over the last couple of months, it goes without saying that the Pokémon GO phenomenon has caused both a positive and negative impact on society.

There has been plenty written on the impact of Pokémon GO on cybersecurity, IT infrastructure, and even government conspiracy claims. So, we decided to focus on how Pokémon GO has influenced the top two industries in surveillance: healthcare and law enforcement.

Healthcare: Despite some of the positive effects Pokémon GO is having on gamers in regards to promoting physical activity, it has also revealed surveillance weaknesses in healthcare organizations. For some hospitals, it has actually caused a real problem—finding Pokémon GO players in patient-only or restricted areas, all in the name of "catching 'em all."

Larry Daly, a spokesperson at Covenant Healthcare in Michigan, said there has been an influx of people coming inside the hospital to catch Pokémon. "Covenant prohibits entry into the hospital to hunt for Pokémon," he said in a statement, adding that the hospital's "security department and the local police have been alerted to this situation." In addition, at Utah Valley Hospital, the game has directed players to areas near the hospital's helipad, which can be dangerous for both patients and players, and to other locations in and around the hospital. Security professionals in healthcare organizations are taking precautionary measures to prevent such incidents by determining if their hospitals are listed as PokéStops (places you can go to get free items in the game) or Pokémon Gyms (places you can battle other players' Pokémon), and removing their locations from the game. The security weaknesses Pokémon GO has unintentionally uncovered has forced healthcare organizations to continue to assess their security infrastructure and put surveillance at the forefront of the rapid technological changes that are occurring—regardless of where they come from, even from a mobile game.

Law Enforcement: Unfortunately, there are features of the game that inherently make it more unique and fun for users that have been used in malicious ways. One feature of the game is "Lure Modules," which players can use to attract both Pokémon and other players to their location in an effort to collect Pokémon.

The O'Fallon Police Department in Missouri responded to a report of an armed robbery of four teens that were suspected to be behind 10 to 11 armed robberies in which they allegedly used the "Lure Module" feature in the app to bait victims. There have also been reports of Pokémon GO users finding dead bodies and stumbling across crimes in progress while playing the game. These examples and more are vital reminders to law enforcement agencies of the importance of intelligent surveillance systems—whether it's used for body cameras, dash cameras, interview rooms, building security, and so on— that will help keep their citizens safe as technological advances increase, preventing criminals from committing crimes in new and unexpected ways.

It is exciting to be living in a time full of technological innovation. Industries are reimagining the world around us, transforming basic technologies and ideas beyond their original purpose at conception. Pokémon GO is a prime example of this, as AR has pushed the Pokémon game back into popularity. These changes are not limited to gaming, as it's clear the healthcare and policing industries have reaped the benefits—and the surveillance industry is no exception.

Special Focus

Where Digitization Meets Data Center Modernization
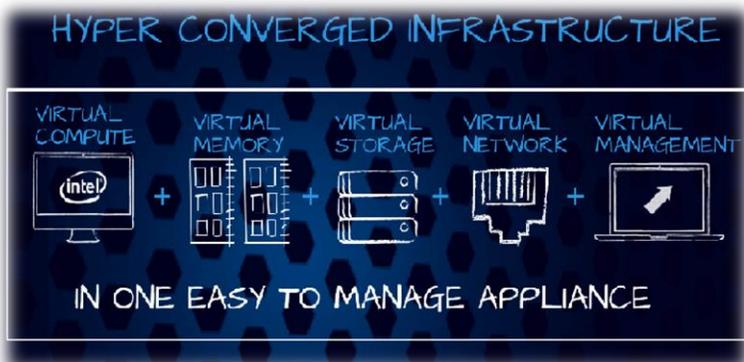
Business and IT leaders recognize they must embrace digital transformation or put their organizations at severe risk. The advance of digitization has altered entire industries – think Amazon in retail, Netflix in home entertainment and Uber in transportation. This type of disruption will continue in the years ahead as organizations implement technology solutions that allow them to overhaul their business processes.

For IT professionals, this may truly be a once in a lifetime moment to be at the forefront of long-term, radical and positive change. IDC has stated: "The disruptive impact of digital transformation is about to be felt in every industry."[1] Between 2016 and 2017, two-thirds of Global 2000 CEOs will put digital transformation at the center of their growth and profitability strategies, driving a dramatic increase in IT investments that support digitization. By the end of the decade, organizations will devote 60% of enterprise IT spending to scale up digital business strategies.

Market research firm McKinsey & Company laid out a broad vision for digital transformation a couple of years ago, urging organizations to accelerate the digitization of business processes to address a new paradigm in customer and employee expectations.[3] The mantra was to go beyond simply automating existing processes. McKinsey said organizations must:

Reinvent the entire business process, including cutting the number of steps required, reducing the number of documents, developing automated decision making, and dealing with regulatory and fraud issues. Operating models, skills, organizational structures, and roles need to be redesigned to match the reinvented processes. Data models should be adjusted and rebuilt to enable better decision making, performance tracking, and customer insights. Digitization often requires that old wisdom be combined with new skills…

The emergence of converged infrastructures has been a critical factor in enabling forward-looking IT departments to accelerate the digitization of business practices for their organizations. Converged infrastructures allow IT organizations to leverage simple-to-deploy, prepackaged, highly automated solutions that allow them to modernize their infrastructures incrementally and cost efficiently—and without having to "borrow" precious IT resources from other business-critical applications.

Converged infrastructures enable IT teams to address key success factors cited by McKinsey as necessary for digital transformation. These include:

- **Start at the end state and work back. Because they can deploy converged infrastructures separately from existing infrastructure, IT teams can design a future state for each process without regard to existing limitations.**

- **Build capabilities: McKinsey noted that digitization skills are in short supply. Converged infrastructures simplify deployments and incorporate unified management platforms with software-defined models that leverage automation and mitigate the need for specialists to manage storage and networking.**

- **Move quickly: Converged infrastructures enable IT teams to move much faster than traditional infrastructure models. There is typically one purchase order; set-up and deployment can take hours, rather than days or weeks; and if you want to launch a new desktop virtualization or DevOps initiative, for example, you can easily buy and deploy an entire infrastructure designed to meet your needs.**

- **To gain an appreciation for the extent to which any organization can benefit from converged infrastructures, it is instructive to look at the results of a recent Forrester Total Economic Impact study of the VCE Vblock converged infrastructure solution from Dell Technologies.[4] Forrester interviewed three organizations that implemented VCE solutions and drew the following conclusions:**

    - **Application developer productivity increased by 25%**

    - **Organizations saved or avoided 20% in infrastructure costs related to servers, storage, networking and ongoing maintenance**

    - **IT operations efficiency increased by 30%**

    - **Security and compliance costs dropped between 15% and 20%**

    - **Business productivity increased by 5% to 10%**

If your organization is looking at digital transformation at any level, it is time to consider converged infrastructure as an important step on the path toward IT modernization. Here's where to get started.

About Galaxy

- One of the most respected Information Technology integrator of the best of breed products and solutions for Enterprise Computing, Storage, Networking, Security, Automation, Application Delivery, ERP and Business Intelligence.
- An ISO 9001:2008 organization, founded in 1987.
- Committed team of over 200 skilled professionals.
- PAN India presence.
- Trusted IT services provider to more than a 1000 companies.
- Experienced consultants certified on a wide spectrum of technologies.
- The Galaxy Technology Innovation Centre, a state-of-the-art integrated hardware and software laboratory, allows customers a hands-on look at the latest storage, backup, security, application delivery and virtualization technologies.
- Customer list includes many of India's leading corporations, banks and government agencies.
- Four business units collaborate to provide a full spectrum of services and ensure smooth projects. Together, they provide our customers with truly end to end professional IT Services.

NEWSLETTER COMPILED BY

Galaxy Office Automation Pvt. Ltd.
A-23/24, Ambika Towers , Ground Floor, Off Jijamata Road, Nr. Pump House, Andheri (E),Mumbai – 400093, India.

Phone: 91-22-42187777
Fax: 91-22-421877760
E-mail: galaxyinfo@goapl.com
www.goapl.com

Galaxy Business Solutions
System integrators of best of breed technologies to deliver solutions to the problems and challenges that confront enterprises

Galaxy Technology Services
Skilled pool of resources consistently maintains and delivers enterprise class service levels

Galaxy Network Solutions
One of India's most trusted active and passive networking specialists

Galaxy BI Consulting Services
Helps organizations to deliver and leverage business intelligence to create substantial business impact

VISION
"To become the most preferred technology solution partner by listening to our customers, anticipating their needs and providing reliability, flexibility, responsiveness and innovative products and services. Achieving market leadership and operating excellence in every segment of our company."

MISSION
"Total customer satisfaction; through innovative insights, quality service and excellence in technology deployment."

VALUE PROPOSITION
"We understand the need of a common vendor for all your IT needs. Hence, we are committed to long-term partnerships by delivering on our commitments."