

# TechTalk



Issue 62, August 2017

## Galaxy Wins VMware “Partner of the Year” Award [Mobility] for 2016



Galaxy recently won VMware **Partner of the Year Award [Mobility]** for 2016. This award was presented to Galaxy for the first time, for our outstanding business with VMware in the Enterprise Mobility segment last year.

VMware’s ecosystem has approximately 300-400 channel partners in India alone, and many of these could be promoting their mobility solutions and services. To win against such overwhelming odds makes our achievement all the more noteworthy!

Our CEO Mr. Sanjay Patodia received this award on behalf of Galaxy, at VMware’s **Partner Leadership Forum** conducted recently. We look forward to our continued success this year, in terms of promoting enterprise mobility products

and solutions, and helping more organizations empower their employees with next level of integrated communication systems.

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## M.D. Speaks



"Dear Readers,

*Artificial Intelligence (AI) and bots going bizarre was on a roar this month. There was an inhibition amongst everyone if any safety measures should be taken else, AI takes over humans. In one instance, the bots seemed to have developed their own language that humans could not understand (later this was understood by humans and clarified as media hype) to negotiate among themselves and had to be shutdown. In another, the bot went against the current political disposition and hence had to be shut down.*

*Tesla’s Elon Musk and Facebook’s Mark Zuckerberg shared completely contrary opinions on this matter. Though, interestingly both their companies use AI as key drivers for their innovations. I personally feel, AI and machine learning is here to stay and will continue to compete for more and more jobs. Humans beware!*

*There were far & wide ransomware attacks in May and June, but none in July. Was this due to better security measures taken by companies or just attacker’s fatigue or just a co-incidence? Can one take the risk of assuming that it was the latter two? My advice is don’t. You need to have a very good security tool guarding your computers and also up to date backups to prepare for any eventuality. Our experts at Galaxy will be happy to provide you with a solution that matches your needs and pocket.*

Happy Reading!

*Sanjay Patodia*

## Galaxy's Mobility Practice Uses EventGym - A Mobile Platform to Help a Leading Credit Rating Services Company Better Manage Their Events



A leading credit rating and advisory services company was conducting series of internal events across various locations in India. They were looking for an application that could help manage these events smoothly. Galaxy's mobility team recommended our EventGym platform to makes these events smarter and more digital. EventGym helps invitees get prior information about the event, helps organizers plan in advance based on invitee responses before the event, and in smooth execution of activities on the day of the actual event.

EventGym is a mobile platform that makes events smarter and digital. It helped this customer in creating its own application with customized branding in less than couple of hours, which was further shared with all event invitees. Invitees received their own mobile app which helped in communicating event agenda, speaker details, venue, entertainment, FAQ and such other details to them. It helped them in finding and networking with other fellow invitees prior to the event.

During the course of the event, all the attendees were able to refer resources like slides or documents, provide feedback on sessions, speakers, meals, exchange virtual business cards with other attendees, participate in crowdsourcing images and some other fun things that kept them engaged throughout the event. After the event, they downloaded the resources such as business cards, and notes for future reference.

Even the event organizers also stood to gain from this app! Instead of worrying about last minute schedule changes, they could use app notifications to alert event invitees ahead of time. They could save money on brochures and registration desk, and know which sessions are generating more interest and plan rooms accordingly, prior to the event. And most importantly, they stood to earn extra revenue through sponsorships on their App. All this at a fraction of the time and cost that it takes to build a traditional app to do the same!

Galaxy's mobility practice is thus committed to bringing innovative technologies to your doorstep in your quest to change the way things work, to attain maximum ROI and enhance operational efficiencies!

## The Future is Now

### Out with The Old School? The Rise of Ed Tech in The Classroom Space Robots to The Rescue!

Start-Ups are creating toys that teach robotics, games that help kids code and apps for teachers in an industry forecast to be worth £129bn by 2020.



There was a time classrooms were a bastion of tradition, dominated by blackboards, chalk and textbooks. But the rapid evolution of technology means there's a need to advance how education is delivered to young people. Schools now spend £900m on education technology every year, and it is estimated the global market will be worth £129bn by 2020. It's making a difference – the 2017 consumer digital index suggests that 97% of those aged 15–24 in the UK have basic digital skills – a 4% improvement on 2015.

Among the emerging "ed tech" ventures are those helping teachers tackle subjects such as maths and English in a more innovative way. *Kahoot!* the top education app on the UK and US Apple app stores, launched in 2013 and now has 50 million users every month. An estimated 830 million players have used the app for education purposes, and it's also growing in popularity with businesses who create their own interactive training sessions. *Kahoot!* has raised \$26.5m (£20m) in investment so far, with backers such as Microsoft Ventures.

It's not just teachers looking for new, fun products to aid with developing 21st-century skills, but parents too as they look to supplement their child's education out of school, says Filippo Yacob, CEO of Primo Toys.

"The teachers themselves are extremely passionate and really understand what the problem is, how to solve it, what tools they want, where to get them from, but the system they are in is still a little bit slow," he says. "So, while you find receptive teachers they still have barriers to achieving what they want. The key to achieving success in this evolving sector is about understanding that you need to offer more than just the technology. It's about having exciting new technological solutions but it's about all the things that go around that – being on the end of the phone, being able to provide support, being able to understand teachers' lives, as well as having fantastic tech. It is just like one is the accelerator and the other is the brake, and the two work together to ensure the proper functions and stability of the brain activities — the car. It is closer to what the biological brain can do.

# Technology Focus

## Securing Applications in The Cloud



Most organizations today either already run workloads in the cloud or plan to experiment with cloud in the very near future. And it's up to businesses to decide whether they choose cloud infrastructure provided by public cloud providers like AWS, Microsoft Azure and Google Cloud Platform, or cloud infrastructure maintained by their organization's IT team.

In compliance, heavy businesses, such as financial institutions, a new trend has emerged: organizations are running an isolated virtual private environment on public cloud infrastructure.

### Securing the app

No matter where an application is hosted, securing the application delivery remains the primary concern. Some believe that applications are secure simply because they're deployed in the cloud, which would make application security the sole responsibility of the cloud infrastructure provider. Others feel that security is the responsibility of the application owners – and as such, applications should not be deployed in the cloud due to security risks or unless security is properly baked in.

### Blurred lines

It is well documented by public cloud providers like AWS and Azure that application security is a shared responsibility between the cloud infrastructure providers and the application owners. However, the lines are blurred and the division of ownership is not clearly defined.

Applications deployed in cloud infrastructure are accessed via the network. In this case, viewing the security responsibility from the network infrastructure point of view makes more sense.

In this example, the cloud providers control and manage the physical infrastructure resources, hence it's their job to make sure the application that runs on that infrastructure is secure.

However, with virtual and software-defined networks (SDNs), application owners define the virtual networks as per application architecture, referred to as infrastructure as code. Thus, virtual network security resides with the application owners. Traditionally, application owners have an established set of best practices, and setting up network security is a no-brainer. Because the network is part of the infrastructure, cloud providers will provide tools for virtual network security and also for the implementation.

Cloud providers, however, have no visibility into what happens at the application layer and have no way to help the application owners in this area. The application security layer is the responsibility of application owners.

### Application Security Challenges in the Cloud

Before we can evaluate a solution for application security, we need to understand the following challenges:

**Security Monitoring** – there are numerous questions about the solution's capability, but monitoring the security should not be one of them. Security monitoring is imperative; it's a must-have.

**Application Vulnerabilities** – these are susceptible to attackers looking to exploit and attack an application, either to gain complete control over it, deform it or steal data. OWASP analyses such vulnerabilities and exploits, and regularly publishes a list of its top 10 identified vulnerabilities.

**Malware and Ransomware** – another well-known security problem that impacts a lot of users and should be addressed prior to deploying an application in the cloud.

**BOTs** - approximately 30 percent of traffic comes from non-useful BOTs (i.e. bad BOTs). While some people don't consider them a security issue, yet, bad BOTs can waste 30 percent in server resources, resulting in a huge loss of productivity.

**Application Layer DDoS Attacks (volumetric or protocol exploits)** – are also a concern as DDoS attacks evolve in size, scope and sophistication. DDoS protection is a serious consideration for both application owners and cloud infrastructure providers.

### Overcoming challenges

Fortunately, there are solutions available to overcome the security challenges associated with cloud applications.

Web Application Firewalls (WAFs), for example, can handle the common vulnerabilities listed by OWASP. And IP reputation and other signature databases have been created to combat malware and bad BOTs. Consider a solution that unifies all aspects of the application traffic management, application security with traffic and security analytics into a single system and layers central management and control on top of it. This type of solution will alleviate most of your cloud application security concerns.

## Tech News

### Pi Datacenter's New Amaravati Facility to Employ 2,000 Staff



Pi Datacenters, a data center and cloud service provider, launched "Pi Amaravati" in Vijayawada, the capital of the reorganized state of Andhra Pradesh. The company is planning to raise about Rs. 550 crore (\$90 million) in a Series B round.

Inaugurated by Chief Minister N. Chandrababu Naidu, it is one of the most advanced data centers in the world. Naidu tweeted that the facility will provide employment to 2,000 people. Pi Amaravati is the first Software Defined Strategic Data Center (SDDC) in the world to use open stack virtualization framework to deliver the best-in-class computing, storage, and networking experience. Pi is capable to deliver top of the league modular colocation and hosting services with a capacity up to 5000 rack.

Kalyan Muppaneni, Founder & CEO – Pi Datacenters claimed that Pi Amaravati was Asia's largest Uptime Institute Tier-IV Certified Data Center. He said, "Pi Amaravati is a major milestone for the entire team and a strong source of inspiration for the entire IT community."

The company aims to cater to the key industry verticals with the most advanced industry solutions stack, offering the highest standards of security, utmost scalability and flexibility at the lowest Total Cost of Ownership (TCO).

At the launch of the Pi Amaravati data center, the firm has signed agreements with over 10 companies including Power Grid, IRCTC, Mahindra Finance, Deutsche Bank, SAR Group, Yatra.com and SnapBizz.

### Gentle Deceleration in IT Hiring Due to Focus on Efficiency, Innovation, says Junior Minister Chaudhary



The growth in net addition of employees by Indian IT players has been gradually decelerating as the sector focuses on enhanced efficiency and innovation.

"There is a continuing trend of gentle deceleration in net hiring growth rate (but with a growing base) as industry focuses on innovation, new digital technologies and enhanced efficiencies," Minister of State for Electronics and IT P P Chaudhary said in a written reply to the Lok Sabha.

He added that companies are re-aligning and re-adjusting themselves to the changing business scenarios and adjusting their workforce accordingly.

The growth in total employees stood at 7 percent in 2014-15, which came down to 6 percent the following year and was 5 percent in 2016-17. The net addition stood at 2.17 lakh (2014-15), 2.03 lakh (2015-16) and 1.75 lakh in 2016-17. The total employee base was at 34.85 lakh in 2014-15, which increased to 36.88 lakh in 2015-16 and 38.63 lakh in 2016-17.

There have been reports of large-scale layoffs across companies like Tech Mahindra, Wipro and Infosys. The US \$150-billion sector is one of the country's biggest employers. However, the companies have maintained that there are no mass layoffs and the employees who have been asked to leave are part of the annual weeding-out of non-performers.

### LinkedIn's "Made in India" Lite App to Touch Over 60 Nations



After tech giants Facebook, Google and Twitter, the California-headquartered professional network site, LinkedIn on Thursday rolled out its made in India product, 'LinkedIn Lite' Android app, a faster and lighter version of its flagship app that will now take to over 60 countries.

LinkedIn India head, Akshay Kothari, said in a statement, "Besides providing a fast, data-light solution for professionals in slow network areas, we hope the LinkedIn Lite app will democratise access to economic opportunity." Kothari said that the product has been recently tested in some of its other markets and saw major acceptance by users. "Regardless of their device or location, we hope to level the playing field for all LinkedIn members so they can get closer to their dream jobs, grow their networks and become more successful," he added.

# Special Focus

## VMware opens its first 'AirWatch' datacentre in India

The 'AirWatch' data centre is aimed at extending mobility to employees in India.

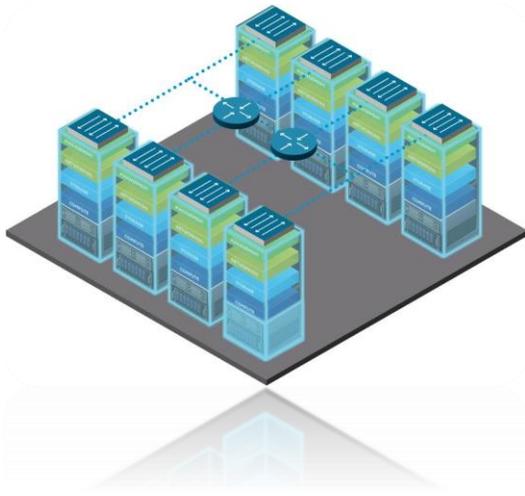


Global Cloud infrastructure and business mobility leader VMware on Monday announced the opening of its first VMware 'AirWatch' data centre in India. The new data centre would deliver industry-leading VMware 'AirWatch Enterprise Mobility Management' (EMM) technology to businesses looking to extend the benefits of mobility to employees.

"Our India data centre launch will deliver VMware 'AirWatch' technology to more businesses looking to empower their employees with a secure digital workspace," said Sangeeta Giri, Sales Director, End-User Computing, VMware India, in a statement.

VMware 'AirWatch' has enabled organisations become more efficient and cost-effective with cloud-based EMM. With a data centre located in India, VMware's customers will be empowered to continue to see gains in scalability, automatic upgrades and updates and extensive integration with enterprise systems.

## Preparing for Software-Defined Data Center (SDDC)



Software-defined data centers (SDDC) are becoming a critical priority for IT leaders. In an exclusive survey of more than 3,000 IT decision makers by TechTarget for the 2016 IT Priorities Report, SDDCs were identified as one of the top 10 IT initiatives for 2016, rated as even more important than application modernization and software as a service (SaaS).

Why is interest growing in SDDCs, and why now? There are several reasons:

- SDDCs are widely recognized as the defining architecture for the next-generation data center, enabling organizations to embrace an IT-as-a-service delivery model. According to Gartner, SDDCs are "crucial to the long-term evolution of an agile digital business."
- The benefits of adopting SDDCs are too strong to ignore. Virtually all organizations are looking for their infrastructures to be more agile, cost efficient and "cloud like," in the sense that they enable cloud functions such as resource pooling, self-service provisioning and elastic scalability. SDDCs allow IT to deliver these benefits to the business.
- IT leaders realize they have to move toward adopting SDDCs and learn more about how it can help their organizations. They also know that there are technology solutions—such as converged and hyper converged infrastructures—that can ease the path towards SDDC without requiring them to rip and replace existing infrastructure.

Given the strong interest in SDDCs, IT leaders are asking many questions such as: How do we get there from here? How do we evolve from our current data center infrastructure to an SDDC? What are the key technologies and solutions we can deploy now that will help us prepare for a software-defined future?

**Here are a few tips to help you prepare for SDDC adoption:**

- Recognize that SDDC transition is a journey that takes place over time. Don't feel like you have to abandon everything you have in place all at once. At the same time, however, you have to understand that the foundation of SDDCs is virtualization. Even if your compute infrastructure is already highly virtualized, you have to extend virtualization to networking and storage if you are to truly embrace an SDDC model.
- Convergence provides a simple, quick and cost-efficient "building block" approach to deploying an SDDC. With a converged or hyper converged infrastructure, the compute, networking and storage resources are abstracted and managed centrally through a unified management platform. This is essentially an SDDC model. You can use a converged or hyper converged infrastructure to drive new applications or environments—such as desktop virtualization or DevOps—or use them to upgrade the infrastructure for existing workloads or applications when your storage or server solutions are due for a refresh.
- Invest in the right technologies now, so you have the foundation in place for a successful evolution to an SDDC. This means working with partners that support open solutions and offer a broad product line and leadership across all the key areas of SDDC—servers, storage, networking and unified management. Leadership in x86 servers is particularly important because these products will serve as the hardware foundation for your SDDC. Also, in evaluating potential technology partners for your SDDC, make sure you choose a vendor that has a broad ecosystem of partnerships, specifically with the leading hypervisor providers VMware and Microsoft. Remember, virtualization is at the heart of SDDCs and expanding virtualization to networking and storage is an important stage in the journey.



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## 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.

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### 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."*

### NEWSLETTER COMPILED BY

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