LISTENING TO BUSINESS, APPLYING TECHNOLOGY

TechTalk

GALAXY

Issue 51, September 2016

Galaxy Wins Triple Double from Channel World

For the third year in a row, Galaxy has won two Channel World Awards - The Channel World Premier 100 & The Special Mobility Award.

These awards instituted by IDG, the worldwide leader in technology media, data and service, are in recognition of the transformational work that Galaxy had undertaken in the last year. The CEO of Galaxy, Sanjay Patodia, says "These awards reinforce our belief in transformation from a product heavy portfolio to a balanced portfolio of product and services whereby we can offer IT Solutions to Business Problems faced by our customers.".

Over the past year, Galaxy has created a host of mobile assets that will help them reap rich benefits in the near future. They offer a holistic end-to-end mobility solutions, right from supplying pre-configured mobile devices to managing and securing them to application development as well as deployment and support services. As Sanjay put it, "This special award asserts that our investments in the mobility space are rightly placed."

MD Speaks

"*Dear Readers,*

On behalf of Galaxy and the TechTalk team, I would like to thank all our readers for helping us cross a half century of issues. As part of our aim to continuously improve on the basis of suggestions and feedback from our readers, we have changed the layout from this issue onwards. I hope you like it and look forward to any suggestions to improve.

Last month saw the 2016 Olympics successfully held at Rio despite the sceptics' worries about safety, disease and incomplete stadiums. Apart from a few minor hiccups in the diving and water polo pool, everything seemed to have gone on smoothly. Amongst the countries, Great Britain was surely the surprise package, having pipped China to second place. Surprising for the rest of the world surely, but if we look at an analysis by BBC it can be attributed to increased spending on targeted events and athletes over the past 20 years. It obviously hurt to win just a single gold medal in 1996 and look how they've bounced back. Definitely, a model that India could look at more carefully and try and replicate. Also, a great lesson in business too!

Amongst the athletes, established 'players' like Michael Phelps & Usain Bolt continued their dominance. However, the startup story was definitely Joseph Schooling from Singapore, who at 21 beat Phelps, his childhood hero, to win the first gold medal for his country. 'Converting a dream to reality' is a term commonly used in IT startup parlance, but we saw a few during this Olympics.

Happy Reading."

The Future is Now

Singapore: World's First Self-Driving Taxis Now Ready to Pick up Passengers

The ultimate goal, say nuTonomy officials, is to have a fully self-driving taxi fleet in Singapore by 2018.

The world's first self-driving taxis will be picking up passengers in Singapore starting Thursday. Select members of the public will be able to hail a free ride through their smartphones in taxis operated by nuTonomy, an autonomous vehicle software startup. While multiple companies, including Google and Volvo, have been testing self-driving cars on public roads for several years, nuTonomy says it will be the first to offer rides to the public. It will beat ride-hailing service Uber, which plans to offer rides in autonomous cars in Pittsburgh, by a few weeks.

The service will start small — six cars now, growing to a dozen by the end of the year. The ultimate goal, say nuTonomy officials, is to have a fully self-driving taxi fleet in Singapore by 2018, which will help sharply cut the number of cars on Singapore's congested roads. Eventually, the model could be adopted in cities around the world, nuTonomy says.

For now, the taxis only will run in a 2.5-square-mile business and residential district called "one-north," and pick-ups and drop-offs will be limited to specified locations. And riders must have an invitation from nuTonomy to use the service. The company says dozens have signed up for the launch, and it plans to expand that list to thousands of people within a few months.

The cars — modified Renault Zoe and Mitsubishi i-MiEV electrics — have a driver in front who is prepared to take back the wheel and a researcher in back who watches the car's computers. Each car is fitted with six sets of Lidar — a detection system that uses lasers to operate like radar — including one that constantly spins on the roof. There are also two cameras on the dashboard to scan for obstacles and detect changes in traffic lights.

The testing time-frame is open-ended, said nuTonomy CEO Karl Iagnemma. Eventually, riders may start paying for the service, and more pick-up and drop-off points will be added. NuTonomy also is working on testing similar taxi services in other Asian cities as well as in the US and Europe, but he wouldn't say when.

"I don't expect there to be a time where we say, 'We've learned enough,"' Iagnemma said.

Doug Parker, nuTonomy's chief operating officer, said autonomous taxis could ultimately reduce the number of cars on Singapore's roads from 900,000 to 300,000. "When you are able to take that many cars off the road, it creates a lot of possibilities. You can create smaller roads, you can create much smaller car parks," Parker said. "I think it will change how people interact with the city going forward."

NuTonomy, a 50-person company with offices in Massachusetts and Singapore, was formed in 2013 by Iagnemma and Emilio Frazzoli, Massachusetts Institute of Technology researchers who were studying robotics and developing autonomous vehicles for the Defense Department. Earlier this year, the company was the first to win approval from Singapore's government to test self-driving cars in one-north. NuTonomy announced a research partnership with Singapore's Land Transport Authority earlier this month.

Unique Technology that Allows Broadcast of the Display Image as a Hologram

A group of enthusiasts has created a new device that gives you the ability to watch and create holograms in your home. Unlike most other similar gadgets, this one promises to be incredibly cheap. A kickstarter project has already been released where HoloVit kits will be made available for different devices and also have a hologram recording set.

Though a full-fledged hologram, as seen in science fiction movies, may still be a bit in the future, HoloVit surely provides a low cost impact for the home users. There is a lot of scope in this market especially for gaming where the HoloVit can get the games closer to reality.

HoloVit, looks as a small plate with continuous transparent glazed screen. The process of creating the hologram resembles a reflection that arises from something on glass or mirror. Here, a picture from the TV screen or monitor is captured by a set of special sensors. A major drawback of the entire new system is also the fact, that it can show only videos and images pre-formatted in a specific format. To do this, the device comes with a special application.

HoloVit can work with TVs, laptops, tablets and smartphones - practically any endpoint that the home user is using. Screens will be available in three sizes. The creators promise to improve translation technology, with which the need for a preliminary video formatting disappear. Yet it is safe to say that the home user now stands with one foot already in the future. This is confirmed by 10 fantastic holograms, which have become a reality today.

HoloVit screens come with a holographic space battle video game. Purchasers also will receive a thousand links to entertaining videos that can be displayed as holograms. However, the real success will be when Apps and Games can use the HoloVit to create that killer VR application - a la Pokemon Go.

Technology Focus

Five Essential Practices for Securing Data

Data has evolved. It has emerged as one of the most precious commodities in the digital era. From photons traveling across the vast network of fiber optic cables to an entity with a defining effect on the fate of your organization. Data can make or break a business. With the advent of big data analytics, the concerns about the safekeeping and security of data have risen exponentially.

Every other day, the headlines highlight new tales of data breaches occurring all across the globe. Tech giants like Apple, Microsoft, Salesforce, and Sony have all fallen prey to this vicious phenomenon. The reason? One chink in the armor of their secure data channels or a backdoor into their super-secure data storage servers. According to a study released in 2014, "The average loss that comes with a data breach amounts to a whopping 3.5 million dollars." That was 2 years ago! Imagine the exponential rise in that figure since then and while you are at it, imagine the same rise in the threats to your organization's data and the data it hosts for its users. Let's put things into perspective.

In 2015, the healthcare sector alone had a breach of 112 million records; and that is just one sector that has not even gone completely digital yet. Over the years, data scientists and security experts have repeatedly pointed out the flaws and the so-called failsafe switches in the system and asked organizations to fix them. Most have complied, but the problem is the fact that organizations face a bigger threat from internal leaks than from external attacks.

After reading all of this, are you getting a sinking feeling? Let's make it up to you by providing you with five (5) essential practices for decreasing your organization's chances of falling prey to data losses:

1. Increase Security

First and foremost, make sure that you have all of your bases covered. You'll need safeguards that can stand the most rigorous testing needed in order to be put in place in order to ensure that you have a reliable security system. Authentication gateways are one of the most vulnerable spots in any system. One flaw and all of your vulnerabilities are served up on a platter. To prevent this, you will need to improve the process from the very start, as experts believe; such flaws can easily be tackled in the design stage itself.

Make sure that your team follows the processes by the book and leaves no stone unturned. Utilizing security protocols and applications that reinforce security systems can further decrease the chances of a data leak.

2. Use Secure Data Rooms and Virtual Servers

Data rooms are secure environments created for the sole purpose of protecting confidential and important data from any kind of attack. Many providers, like Firmex, allow you to easily set up and access data rooms. They are pivotal for ensuring the safety of sensitive data for any organization. Think of it as a safety box created for the sole purpose of defending your data against any kind of threats, both internal and external. They host top tier security protocols and allow you to smoothly share files without any security hiccups in the process.

3. Train the Team

You can never do without this one thing: training. Training and helping them to understand the importance of data and network security can help your organization leap towards a secure internal structure. As we've said before, organizations face more threats internally than from external sources, especially in the case of data security and safekeeping. Implementing a hierarchy in terms of access to data and then implementing a strict access control protocol helps enhance the overall security of the system. A multi-level access control allows you to closely monitor the activity on the network and easily counter any threats. Allowing a handful of trained individuals to access sensitive data helps by decreasing the chances of human error.

4. Scheduled Back-ups

Backing up your data in case of system crashes, always helps. Data back-ups are like revival potions because they help the organization instantaneously bounce back and resume services without suffering major downtime. You should ensure that all of your company's data is backed-up on a regular basis. Most organizations back up data, but the cycles they choose are too far apart, leaving them high and dry in the event of server crashes. Study the amount of data that flows into the system regularly. This will help you in understanding your needs and with implementing efficient back up cycles for your company's data.

5. Real-Time Monitoring and Legacy Updates

Legacy systems will continue to be a part of organizational structures for at least the next decade or so. Fazing them out is a task in and of itself and one that most organizations are not ready for yet. One of the major reasons for this is the fact that technology is evolving at an exponential rate, outdating systems within months. While upgrading your system is one way of keeping pace, it comes with a massive tech cost. Hence, most organizations phase out older systems in cycles, replacing them with better systems.

While we are still using legacy systems, it is imperative that we keep them up-to-date with the latest security updates and protocols in order to prevent any form of breach. Real-time monitoring can help aid the process. Monitoring the network and data access in real-time ensures that any malicious activity is readily countered. This not only ensures the overall security of the network but also prevents a problem from escalating too quickly.

These practices will help businesses enhance the security of your data centers and servers significantly. Keeping pace with the latest security standards and performing regular system audits should always be at the top of your list.

The mantra is to stay safe. Stay secure.

Tech News

Cisco to Help Videocon D2h Enhance Visual Experiences

One of India's leading DTH platforms, Videocon d2h, recently selected Cisco Virtual DCM, to provide its subscribers with superior video experiences. The deployment provides Videocon d2h with a flexible infrastructure and simplified operations for advanced video processing functionality taking advantage of virtualization and orchestration from Cisco's Virtualized Video Processing (V2P) platform.

The Virtual DCM provides Videocon d2h the bandwidth efficiency to deploy new services and meet ever-increasing consumer demands for 4K, multiscreen, OTT and Cloud DVR. The Cisco Visual Networking Index Forecast 2015-2020 predicts that by 2020, 82 percent of IP traffic by will be video, and 50 percent of IP video traffic will be HD/UHD, and mobile devices will drive most of the growth, making 43 percent of IP traffic.

With the availability of more content for an ever increasing number of video-enabled devices, it is critical to maximize video delivery over available bandwidth and multiple networks. Saurabh Dhoot, Executive Director of Videocon d2h spoke about the reasons for getting on the new innovations, saying, "Our association with V2P platform of Cisco provides us the ability to enhance, extend and enrich video offerings so that today's consumers receive more immersive and personalized viewing experience. Our focus is on innovating and extending the service offerings like 4K UHD, OTT as per the changing preference thus enriching viewing pleasure."

Cyber Security Vendor Fortinet Opens New Wi-Fi Facility in Bengaluru

The team at Bengaluru-based Fortinet Innovation Centre will develop algorithms that secure large enterprise networks running mobile and IoT devices

Fortinet, the Nasdaq-listed cybersecurity vendor has announced the setting up of its new innovation centre in Bengaluru to build Wi-Fi solutions. The centre is the company's largest R&D facility outside North America. The team at the Fortinet Innovation Centre will develop algorithms that secure large enterprise networks running mobile and IoT devices, and location-based services. The Wi-Fi research facility adds to the vendor's distributed denial of service (DDoS) R&D team in Hyderabad, which builds the hardware logic for its DDoS attack mitigation appliances.

"In Bangalore, we are building enterprise class Wi-Fi systems that seamlessly onboard and switch customers between Wi-Fi and LTE networks," said Kishore Reddy, vice-president of engineering & country manager, Fortinet Innovation Centre. "Our research team will also provide business intelligence to customers who have very large on-premise Wi-Fi deployments. The investments to expand the R&D infrastructure here augment Fortinet's plans to increase its share in the global wireless market." The company did not share any investment figures with the media.

Fortinet also inaugurated its new 60,000 sq ft office, spread across three floors in Bengaluru, which consolidates various offices to one location, including the 25,000 sq ft innovation Centre. The company's senior executive vice president, worldwide sales and support, Patrice Perche inaugurated the centre and shared Fortinet's business expansion plans in India.

Mega Tech fair IFA Dives Head-first into Virtual Reality

Always wanted to know what it would be like to watch a TV talk show in the studio? Or zoom in on a particular player in a Bundesliga game rather than see a wide shot of the field?

The technology is there for such "live" 3D television experiences from the comfort of your home, according to the Fraunhofer Heinrich Hertz Institute, one of many exhibitors at Berlin's mega consumer electronics show IFA touting the latest in virtual and augmented reality technology.

From VR headsets and 360-degree cameras to AR glasses, tech giants like Samsung, Qualcomm and Acer are offering visitors a glimpse of reality-altering experience. Don a pair of VR glasses at Fraunhofer's stand and you are plunged straight into a TV talk show. Turn your head to the left to see the crew filming the presenter, while on the right, there are spectators sitting next to you and beyond, the producer with her clipboard. Look up and you see the studio lights. With its OmniCam-360, the institute has filmed live events that can be replayed back in 3D mode by a viewer wearing VR goggles.

"You can feel the roar of the crowd in the stadium, or see what the television crew is doing, it's the live experience," said Fraunhofer HHI's spokesman Andre Groeger.

Goldman Sachs predicted earlier this year that the virtual reality and augmented reality markets will reach $80 billion (72 billion euros) by 2025.

The difference between the two is that while virtual reality blocks the user's view of the real world through special glasses, augmented reality blends real life with virtual reality.

Special Focus

What 23,000 Attendees Took Away From VMworld 2016 (Las-Vegas)

Every year VMworld proves itself as one of the most important IT conferences in the world. This is because VMware products are key components in 90-plus percent of the world's systems and touch everything about data centers, cloud services, mobility, storage, security, apps, edge devices—we could go on.

The company's markets, both big and small, are many and varied. VMware sells into all vertical industries, governments, military, education, scientific, oil and gas exploration, media—you name it, and there's a VMware footprint. Does this indicate VMware is trying to be the one-stop shop for everything virtualization and cloud in order to remain one of the more relevant IT products and services providers of the 21st century?

"VMware needs to maintain excellent relationships with a lot of companies, especially the Amazons, Microsoft, Googles and IBMs of the world," Vineet Gadia, Sales Director of Galaxy Business Solutions told. "They become more relevant when they are seen as the chief cloud architecture supplier for IBM's cloud, for example. That was a big piece of news this week [at VMworld 2016]."

It's All About the Newly Combined Ecosystem

VMware CEO Pat Gelsinger and Dell founder, CEO and chief cheerleader Michael Dell certainly agree with King in that they both extolled the virtues of the newly combined ecosystems of the Dell and EMC/VMware kingdoms at every opportunity in front of reporters.

"Dell is committed to the continued independence of VMware," Gelsinger said at a press conference Aug. 29. "It's more customers for us as an independent company, but more importantly, more ecosystem.

"Nowhere is the vibrance of that ecosystem more visible than here at VMworld. Two hundred fifty companies and the exhibition floor, 400 tracks, 23,000 people—we have all those things going on here. We're innovating, and everybody is adding their value to it.

"That continued ecosystem commitment is an enormously powerful thing and one that Dell is supporting and encouraging. Today we talked about cross-cloud architecture and our VM Cloud Foundation, and Dell is committed to bringing that to market," Gelsinger said.

OK, let's see where the ecosystem takes them after Sept. 7, when the world's biggest IT merger ($67 billion) closes, 11 months after it was announced Oct. 12, 2015.

Here's an information listing of key takeaways by Vineet Gadia, Sales Director, Galaxy Business Solutions from VMworld 2016, which ended 1st September after attracting 23,000 attendees to the Mandalay Bay resort Las Vegas.

Takeaway No. 1: VMware unveils its multi cloud strategy: The company's new Cross-Cloud Architecture breaks down into two main components: VMware Cloud Foundation, a unified SDDC (software-defined data center) platform for managing and running SDDC clouds; and Cross-Cloud services, in which customers can manage, govern and secure applications running in private and public clouds, including IBM Cloud, NTT Cloud, AWS, Azure and others.

Cynics may view this as basically a new-sounding way for VMware to reconfigure and resell products it has had in the market for years, items such as vSphere, vSAN, NSX, vCloud Air Orchestrator and others. It may indeed be a recycling of familiar titles, but connecting entire clouds rather than applications in data center stacks also requires a new level of orchestration if it's all going to work as advertised.

VMware insists that the upgraded orchestration layer will be up to the new tasks, it will be asked to do. Up to now, VMware vCloud was designed to run private and/or hybrid clouds in only single public cloud instances.

Takeaway No. 2: IBM becomes VMware's first big partner in Cross-Cloud Architecture.: The key side announcement to Cross-Cloud Architecture was that VMware and IBM are moving closer together to build these new-generation cloud-to-cloud systems that seem to get larger and more complicated all the time as new, faster and more efficient software is launched.

IBM and VMware will work side by side with their customers—the two companies have some 4,000 common enterprise users—to build these new multiple-cloud systems that will run on IBM's Blue Cloud. IBM, in fact, is the first vCloud Air Network partner delivering new services based on VMware Cloud Foundation with its VMware Cloud Foundation on IBM Cloud.

Takeaway No. 3: VMware goes deeper into the container option: VMware first announced a preview of its vSphere Integrated Containers effort in 2015. Now that effort is being expanded with a new enterprise container registry called Harbor and a container management portal called Admiral.

The basic premise behind vSphere Integrated Containers is that containers can run more securely inside of a vSphere hypervisor and benefit from some of VMware's existing vSphere tooling. Kit Colbert, vice president and general manager of cloud-native apps at VMware, explained during a VMworld keynote address that vSphere Integrated Containers enables users to launch containers inside of a vSphere virtual machine.

Takeaway No. 4: Virtustream will incorporate VMware NSX into its cloud: EMC's store-bought cloud, Virtustream, revealed that it plans to integrate the VMware NSX network virtualization platform into its enterprise cloud. This is a good thing for enterprises considering an alternative to AWS, Azure or Google Cloud because Virtustream, a member of the vCloud Air Network, didn't have anything like VMware's industry-standard, enterprise-ready platform.

EMC will work with VMware to establish Virtustream's Enterprise Cloud as an endpoint for VMware vRealize Suite, designed for users within a software-defined data center architecture, or as part of EMC Enterprise Hybrid Cloud.

Galaxy Along with HPE Co-Sponsored CIO100 Symposium and Awards Ceremony

The 11th annual edition of CIO100 honored 100 CIOs from enterprises spanning all key industry verticals. The luminaries gathered under one roof and celebrated their achievements at a colorful ceremony on 1St and 2nd September 2016 at J.W Marriott, Pune.

It was curtain call for the latest edition of CIO100, The two day grand event came to a spectacular end with handing over of the last category of awards, which the CIO100 Transformative 100, in line with this year's theme of transformation .The awards were presented to the 100 Transformative CIOs by Louis D'Mello, President and CEO, IDG Media. The CIO100 Transformative100 Awards recognize the best 100 CIOs and the organizations they represent. The Transformative100 aims to bring to light IT leaders who are deploying technology in smart and relevant ways to deliver positive business outcomes. Like in the previous years, the 100 CIOs who were honored were chosen on the basis of their ability to pioneer new technology within their organizations to solve complex business problems and their remarkable contributions to the industries they represented was acknowledged at this annual confluence.

Galaxy along with HPE networking showcased the integration of wired and wireless devices with security and policy based control.

Aruba AirWave network management: Offering granular visibility into wired and wireless networks, AirWave is the only management platform designed with mobile devices and apps in mind. By proactively monitoring the health and performance of all things connected, AirWave lets IT gain the insights they need to support the digital workplace.

Aruba ClearPass Policy Manager: ClearPass solves today's digital workplace security challenges across any multivendor network by replacing outdated legacy AAA with context-aware policies. It delivers visibility, policy control and workflow automation in one cohesive solution.

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.

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."