TechTalk

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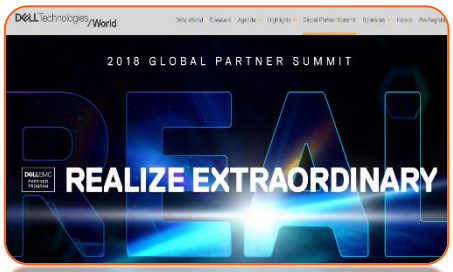
Galaxy Participates in 2018 Global Partner Summit by Dell EMC!



As you all are reading this edition of TechTalk, Galaxy has just participated in Dell EMC's ***2018 Global Partner Summit*** in Las Vegas, US!

Dell Technologies World was conducted from Apr 29 – May 3 in Las Vegas for technologists, thought leaders and executives looking for topics at all levels of technical competency. It covered a diverse range of topics right from application development to infrastructure modernization; from innovation strategy to cloud and security. It featured the connected ecosystem of IT infrastructure, applications, devices and security that enable real business transformation. The ***2018 Global Partner Summit*** was a dedicated event for Dell EMC channel partners, on the sidelines of Dell Technologies World, a forum where partners could participate in partner-specific sessions, engage with Dell EMC executives and mingle with their peers.

Galaxy was one of the invitees for this event, and was represented by Sanjay Patodia [CEO – Galaxy] and Mukesh Choithani [AVP – Data Center Practice]. There is a digital revolution transforming our industry, and we could get an inside look into what's in store for us as a Titanium partner with Dell EMC, as we join hands and help navigate our customers across their digital transformation journey. Galaxy is a regular face at all major events hosted by Dell EMC. We are indebted to our OEM partners and customers, for the trust shown in our abilities that often translates into opportunities to work together!

IN THIS ISSUE

M.D. Speaks

"Dear Readers,

Last month we were inundated with news about the data breach at Facebook that Cambridge Analytica took advantage of, to influence voter opinions from a number of countries. The fact that this was not taken seriously for over five years despite the scale of the operations, tells us that almost everyone was complicit. It needed a whistleblower along with some powerful media houses to expose the extent of the scandal and spark public discussion. This led to Mark Zuckerberg admitting Facebook's lapses and taking personal responsibility in his testimony to the US Congress. Cambridge Analytica has since shut shop.

But is this the only data breach? Certainly not! There are a number of unscrupulous elements out there who are peddling their wares to unsuspecting folks whose "psychographic profiles" have been compromised. How does one prevent this? Can we really trust the sites we visit or apps we use to maintain our privacy? Or should we use the same discretion that we use in the real world when we meet a group of friends in a crowded place? Talk softly if we don't want others to hear it. And if we are loud, make sure we don't say anything that we don't want anyone out of our group to hear. We must treat all social networks as potential open crowded places where anyone can hear what we say, so we must choose our words carefully. And remember, if you were on a social network, there is a lot of your information already out there. So, be wary of sudden unsolicited messages popping up on your screen, trying to influence you in any way.

Happy Reading"

The Future is Now

The Future of Enterprise IoT: 2 Factors to Watch

Some companies have learned from multiple generations of IoT projects, and are ready to take advantage of the next big leaps ahead.

Only 26 percent of companies have had an Internet of Things (IoT) project that they consider a success, according to research from Cisco. And, almost 60 percent of IoT projects currently die before even leaving the proof of concept (PoC) stage.

ZDNet and TechRepublic have been covering the IoT movement extensively since 2012, and we're now seeing enterprises that have learned from several generations of IoT projects. As we look to the future, there are two big factors to watch as IoT prepares to explode to over 80 billion endpoints by 2025, according to IDC.

These two factors are:

1. 5G

One of the biggest problems with IoT today is that the devices could overwhelm existing 3G, 4G and LTE networks as they scale. That's why low-power wide area networks like Sigfox have been popping up.

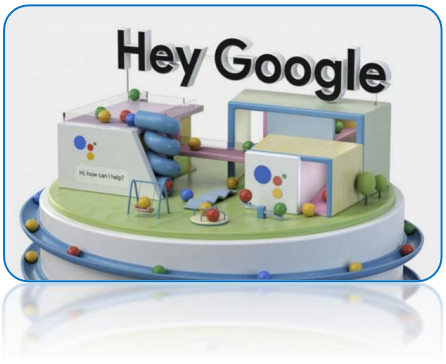
However, 5G will offer an even more powerful and versatile answer to the problem. Without getting into the technicalities, know that 5G will be well suited to low-power, low data rate devices in huge numbers, while also being able to handle occasional spikes for high bandwidth pulses of data. This will enable IoT to have a virtually infinite number of things with embedded connectivity.

2. Machine learning

IoT can create an unfathomable amount of data. GE has reported that one jet engine creates a terabyte of data in just five hours. And since a lot of IoT data can be unstructured, machine learning is often needed to help sort, cleanse, and process the flood of information flowing from all these sensors. So, a winning IoT strategy for the future will have to include a strong machine learning component. That will also be critical for the next big stage of IoT, which will be centered around automation.

Google Assistant Gains Momentum in Smart Home Race

Google Assistant, the artificial intelligence software built into Android handsets and the Google Home smart speaker system, now can control more than 5,000 smart devices, Google announced on Thursday.



That's up from just 1,500 products in January -- and the list of supported products includes everything from cameras and security systems to doorbells, locks and lights, to dryers, dishwashers and refrigerators.

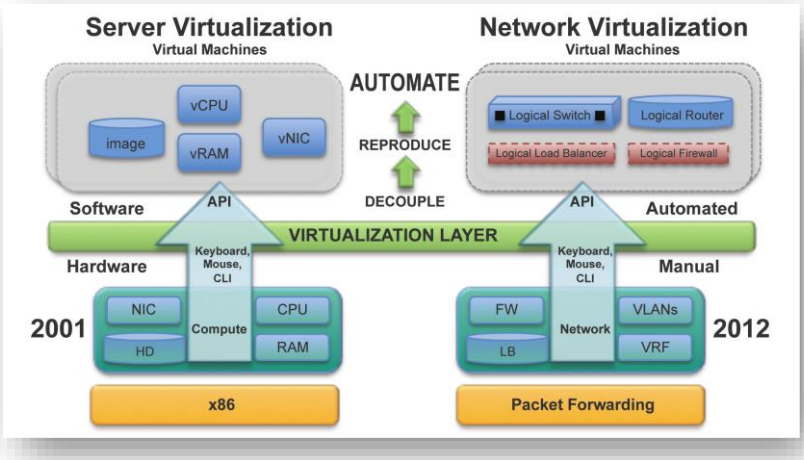
Google's smart home platform has grown exponentially since its released in the fall of 2016. It can turn an ordinary living room into an entertainment center, with the handset designated as the main control panel for gizmos and gadgets throughout the house. Google now supports devices from every major electronics product brand, and the list continues to grow. Google recently announced that it would offer support for IKEA lights and Deutsche Telekom's Magenta hub of products.

Plans for this month include Google Assistant integration with DISH's Hopper family of set-top boxes; security alarm devices from ADT, First Alert and Vivint Smart Home; smart door locks from August and Schlage; and home security cameras from Panasonic. Many other products will add Google Assistant compatibility in the coming months, including Hunter Douglas window treatments, Hisense's line of H9E Plus TVs, and LG appliances.

Google and Amazon appear to have a solid lead in the smart home space. Amazon earlier this year boasted Alexa voice assistant integration with around 4,000 devices. That number hasn't been updated since then, but it is clear that the two companies are well ahead of rival systems such as Apple's HomeKit and Samsung's SmartThings. Google has been able to leverage its vast ecosystem of developers to bring all of its own technology to be in this race with Amazon.

Technology Focus

VMware's NSX Platform for Network Virtualization



Digital disruption has changed the world as we know it. Businesses are finding themselves at the precipice with their capabilities challenged by every innovation. The biggest boon that the industry has seen so far is the emergence of connected devices, powered by the Internet of Things (IoT), which has added more devices to the online networks and shown the way for the manufacturing sector.

Enterprise data centers are already realizing the tremendous benefits of server and storage virtualization solutions to consolidate and repurpose infrastructure resources, reduce operational complexity and dynamically align and scale their application infrastructure in response to business priorities. However, the data center network has not kept pace and remains rigid, complex, proprietary and closed to innovation – a barrier to realizing the full potential of the virtualization and the SDDCs.

The VMware NSX network virtualization platform provides the critical third pillar of VMware's Software Defined Data Center (SDDC) architecture. NSX network virtualization delivers for networking what VMware has already delivered for compute and storage. In much the same way that server virtualization functions, NSX enables virtual networks to be created, saved and deleted and restored on demand without requiring any reconfiguration of the physical network. The result fundamentally transforms the data center network operational model, reduces network provisioning time from days or weeks to minutes and dramatically simplifies network operations.

With NSX, virtual networks are programmatically created, provisioned and managed, utilizing the underlying physical network as a simple packet forwarding backplane. Network and security services in software are distributed to hypervisors and "attached" to individual VMs in accordance with networking and security policies defined for each connected application. When a VM is moved to another host, its networking and security services move with it. And when new VMs are created to scale an application, the necessary policies are dynamically applied to those VMs as well.

NSX is a completely non-disruptive solution: -

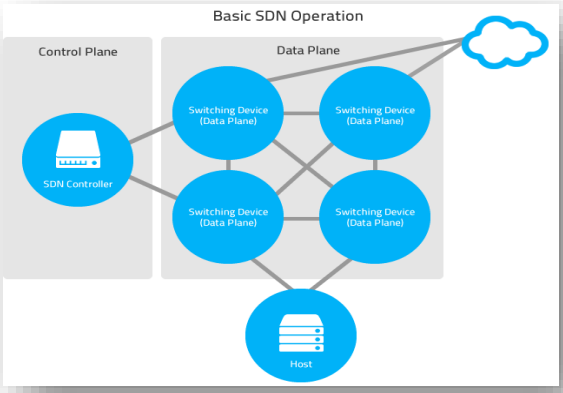
- Deploys on hypervisors connected to any existing physical network infrastructure and supports next-generation fabrics and topologies from any vendor
- Requires no changes to existing applications and workloads
- Allows IT departments to incrementally implement virtual networks at whatever pace they choose (without any impact to existing applications and network configurations)
- Extends visibility to existing networking monitoring and management tools to deliver increased visibility into virtualized networks

The net result is a transformative approach to data center networking that – among its many other benefits – matches the velocity demands of today's businesses by reducing service delivery times from weeks to seconds.

The platform for network virtualization, VMware NSX decouples network services from the data center network hardware, reproducing and making them available in software so they can be programmatically configured in lockstep with the workloads they serve, in any combination and location needed. By matching the capabilities and benefits derived from familiar server and storage virtualization solutions, this transformative approach to networking unleashes the full potential of the software defined data center – enabling data center managers to achieve orders of magnitude better agility, economics, and choice. Furthermore, NSX accomplishes all of this in a way that allows organizations to fully leverage their existing physical network infrastructure and investments. With NSX, organizations already have the network needed for the next-generation data center today.

Tech News

Why is Software Defined Networking (SDN) Preferred by Engineers?



Software-Defined Networking (SDN) helps organizations accelerate application deployment and delivery, dramatically reducing IT costs through policy-enabled work-flow automation. SDN technology enables cloud architectures by providing automated, on-demand application delivery and mobility at scale. SDN enhances the benefits of data center virtualization, increasing resource flexibility and utilization and reducing infrastructure costs and overhead.

SDN is an umbrella term encompassing several kinds of network technology aimed at making the network as agile and flexible as the virtualized server and storage infrastructure of the modern data center. The goal of SDN is to allow network engineers and administrators to respond quickly to changing business requirements.

In a software-defined network, a network administrator can shape traffic from a centralized control console without having to touch individual switches, and can deliver services to wherever they are needed in the network, without regard to what specific devices a server or other hardware components are connected to.

The key technologies for SDN implementation are functional separation, network virtualization and automation through programmability. Where a traditional network would use a specialized appliance such as a firewall or link-load balancer, an SDN deploys an application that uses the controller to manage data plane behavior. Software-defined networking uses an operation mode that is sometimes called adaptive or dynamic, in which a switch issues a route request to a controller for a packet that does not have a specific route. This process is separate from adaptive routing, which issues route requests through routers and algorithms based on the network topology, not through a controller.

With SDN, the administrator can change any network switch's rules when necessary -- prioritizing, de-prioritizing or even blocking specific types of packets with a very granular level of control. This is especially helpful in a cloud computing multi-tenant architecture, because it allows the administrator to manage traffic loads in a flexible and more efficient manner. Essentially, this allows the administrator to use less expensive commodity switches and have more control over network traffic flow than ever before.

VMware Introduces Intelligence-Driven Digital Workspace to Empower Employees

VMware, a leading innovator in enterprise software, recently unveiled new innovations to its Workspace ONE platform that make it the first and only intelligence-driven digital workspace to improve user experience and enable predictive security across the perimeter-less environment.

Now generally available worldwide, Workspace ONE Intelligence, a new cloud-based service integrated with the Workspace ONE platform, uniquely combines aggregation and correlation of users, apps, networks and endpoints data. Also today, VMware launched the Workspace ONE Trust Network, combining data and analytics from Workspace ONE with a new network of trusted security partner solutions to deliver predictive and automated security. Lastly, VMware introduced Workspace ONE AirLift – a new Windows 10 co-management technology that will help organizations modernize their approach to PC lifecycle management (PCLM).

"Empowered employees are at the heart of digital transformation. However, providing employees with the tools they need to improve productivity introduces operational complexity and increased cyber threats as apps, devices and networks proliferate and the security perimeter dissolves," explained Sumit Dhawan, senior vice president and general manager, End-User Computing, VMware. "Our new intelligence-driven digital workspace platform and partner ecosystem help customers leverage the power of insights, automation and predictive security to simplify operations and detect and remediate threats while delivering the best user experience."

A New Intelligence-Driven Digital Workspace: -

Intelligence is the building block of a smart, automated and secure enterprise. Until now, organizations have struggled to gain visibility across all end users, devices and applications as the data is spread across many systems and tools. This lack of visibility contributes to poor user experience, greater operational costs and a lack of proper security controls. Workspace ONE Intelligence, a new cloud-based service integrated with the Workspace ONE platform, uniquely combines aggregation and correlation of users, apps, networks and endpoints data. It features a decision engine that leverages the data to provide actionable recommendations and automation. This intelligent digital workspace can improve employee experience by allowing IT to identify and proactively fix issues before they impact productivity, set employee-friendly access policies, and provide a consistent user experience across devices and platforms while helping mitigate security issues at scale.

Tech News

VMware Introduces Digital Workspace to Empower Employees [ctnd.]

Specific capabilities of Workspace ONE Intelligence include, but are not limited to:

a. Integrated Insights:

It brings together actionable information and recommendations for the entire digital workspace across all endpoints, apps, networks and user experience into one comprehensive view. Integrated insights pinpoint what's working and what's not in the environment, including monitoring application performance, and offer tangible recommendations that IT and development can easily act on.

b. Insights-Driven Automation:

This is powered by a Decision Engine and helps customers automate remediation rapidly across their entire digital workspace. Gone are the days of analyzing multiple timely decisions across several stand-alone tools. With the decision engine, IT can create rules to automate and optimize common tasks, such as remediating vulnerable Win 10 endpoints with a critical patch and setting conditional access controls to apps and services at the group or individual level. Automating alerts, notifications and remediation steps enable improved employee self-service to eliminate time spent on issues such as battery changes or answering helpdesk tickets that get in the way of employee productivity. With the decision engine, organizations can create rules to automate remediation across their entire environment including workflows with other third-party services like ServiceNow or Slack.

c. Connecting Security Silos to Improve Data Visibility and Provide Predictive Security:

Security is the top priority for mobility and digital workplace investments in 2018 but there are too many stand-alone security tools burying data across multiple systems, limiting visibility and creating silos that perpetuate reactive, legacy security practices. The innovations announced today allow customers to connect their security technologies with Workspace ONE, giving them deeper insight and richer automation across their digital workspace.

d. Workspace ONE AirLift Speeds and De-Risks Transition from Legacy to Modern Management for Windows 10:

In order to deliver a successful digital workspace, organizations need to transition legacy Windows management models to a new modern approach. Workspace ONE offers the only unified endpoint management (UEM) platform with integrated Intelligence that supports all stages of the Windows 10 PC lifecycle – from onboarding to retirement – providing a modern approach for any management task. Now, VMware introduces Workspace ONE AirLift, enabling co-management of Windows 10 PCs alongside Microsoft System Center Configuration Management (SCCM). AirLift's co-existence with SCCM allows customers to speed and de-risk transition efforts by easily migrating (i.e., "airlift") PCLM tasks such as device onboarding, patching, software distribution and remote user support, to a more cost-efficient, secure and cloud-based modern management model. This enables organizations to move quickly to the new model without replacing SCCM or requiring costly PC and SCCM server upgrades.

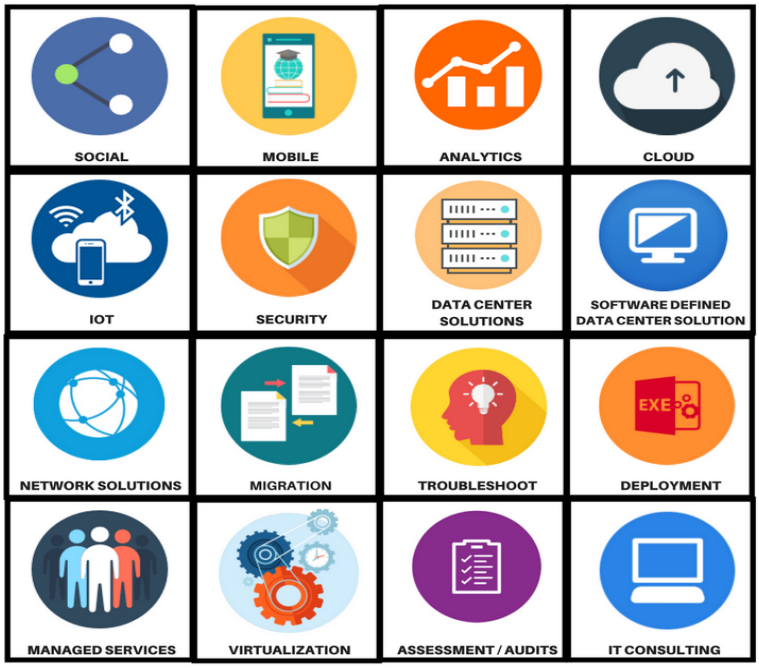
Special Focus

Lenovo Completes Merger with Fujitsu's PC Arm

Last year, China's Lenovo and Japan's Fujitsu announced a merger of their PC businesses. The merger has now been finalized.

The merger has resulted in Lenovo owning 51% of the Fujitsu PC arm, the Development Bank of Japan owning 5%, and Fujitsu keeping 44%. The merger also includes a number of agreements between Lenovo and Fujitsu which includes manufacturing, distribution, brand licensing, and research and development. Future Fujitsu PCs will still go by the Japanese brand's name but we won't be surprised if there is something like "A Lenovo Company" written somewhere on the body or retail box. Fujitsu will also provide after-sales support. Fujitsu is the second major PC manufacturer that has been acquired by Lenovo.

Back in 2005, the Chinese manufacturer had acquired the PC arm of IBM.



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 9001:2015 organization, founded in 1987.
- Committed team of over 250 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

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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

"With our strategic partners we leverage each other's' capabilities to deliver reliable and integrated solutions to the customer. Our consultative sales approach, execution capabilities and commitments helps our customers meet a wide range of end-to-end technology needs while remaining focused on their core businesses."