

TechTalk



Issue 72nd, June 2018

Galaxy Honoured with ChannelWorld Premier 100 Award for Sixth Year in a Row!



The **ChannelWorld Premier 100** awards are instituted by IDG Media to recognize some of the best Solution Providers, System Integrators, Value-added Re-sellers, and Independent Software Vendors in India. Every year, the awards ceremony and symposium provides a platform for solution providers to network with industry leading vendors and enhance their knowledge.

Galaxy was honored with **Channel World Premier 100 Award** on 18th May, 2018. Our Chairman & Managing Director - Mr. Anoop Pai Dhungat, received this award on behalf of Galaxy. We are being recognized for the sixth consecutive year at this forum - something we can all truly be proud of!

Digital disruption is moving at break neck speed across each vertical and every enterprise size – both in India and globally. Organizations are quick to adapt to the new technology universe of cloud, portability, huge information, computerized reasoning and IoT to keep their business applicable to client requests. The conduit or IT channel between enterprise technology OEMs and end customers strives to stay abreast of this colossal change of IT landscape. Thus, the dynamic and fluid nature of purchase focus, purchase cycles, OEM pitch, IT utilization models, services approach and different constituents of IT industry are challenging all the stakeholders of the ecosystem.

Naturally, only those IT Channel entrepreneurs that are getting ready with their master plan to adopt, adjust and prosper in this new reality can actually take the next big leap to become future-ready, and Galaxy is proud to be one of them!

IN THIS ISSUE

Future is Now	2
<i>IoT Sensors Can Play a Key Role in Agriculture</i>	
<i>Facebook is Killing Trending Topics</i>	
Technology Focus	3
<i>Secure Your Enterprise Servers Using Trend Micro Deep Security 9.6</i>	
Tech News	4&5
<i>3 Main Reasons for Enterprises to Start Using NAC Systems</i>	
<i>VMware to Expand Cloud to Azure & Google</i>	
Special Focus	5
<i>Apple Announces iOS 12 for Currently Supported iPads, iPhones and iPods</i>	

M.D. Speaks



"Dear Readers,

Last month saw Walmart - the world's largest retailer, acquire Flipkart - India's e-commerce leader, by shelling out \$16 billion for a 77 percent stake. With Amazon quickly closing in on the top spot, Walmart might have felt the need and immense pressure to safeguard its place in the digital future. Only time can answer the question of whether the deal has been overvalued, but for the time being with venture capitalists going slow in pumping in more money, Flipkart will survive to fight more battles, albeit against the same familiar foe. From Walmart's perspective, this could be an entry into one of the world's largest retail markets they've been trying to penetrate since long. In the near term, the only winner in these battles seems to be the Indian consumer.

At Galaxy, we are making significant investments in IoT and Blockchain technologies. We look forward to meeting you to explore areas where these technologies could be used in your businesses. Please reach out to me, or to our marketing team for more information on these topics.

Happy Reading"

AP Dhungat

The Future is Now

IoT Sensors Can Play a Key Role in Agriculture

The sensors can be based on different platforms, from satellites and high altitude aircraft to smaller drones that are flown and controlled locally



There's a common misconception that farms are simple places. While that's never particularly been the case, modern agriculture is impressively complex and technologically sophisticated, and is becoming more so with the introduction of a wide array of sensors.

The sensors we have today (whether video, hyperspectral or infrared) allow us to understand many of the conditions of plants in the field. The sensors can be based on different platforms, from satellites and high altitude aircraft to smaller drones that are flown and controlled locally, to permanent sensors mounted on structures that overlook the field. The data from these sensors is used to understand the spatially-resolved field conditions and how the crop is progressing. Interpreting sensor data and the spatial distribution can be used to determine how the field should be managed to achieve the best yields, and where and when to harvest the crops. In terms of plants, miniaturized integrated sensors that are low-cost and can be placed on individual plants is one direction we could see. It all depends on how the cost can be reduced enough to match the economics of farming.

Also, if we talk of the key technological advancements that would allow for the creation of cheap, miniature sensors, we need to mention the use of basic components from consumer electronics where large markets drive economies of scale. The best examples are cheap cameras that now cost a few dollars because of smartphone production volumes, accelerometers from MEMS technologies, and other developments that come from system-on-a-chip (SOC) design and manufacturing techniques. Satellites also play a huge role in assessing the condition of plants. Firstly, an increasing number of satellites use high resolution sensors – both optical and hyperspectral – to improve techniques for interpreting sounding data.

There are also many low Earth orbit (LOE) satellites, whose arrays provide much better coverage, both geographically and in field re-visit rates. The second role is as communications relays for ground sensors in sparsely-populated and under-resourced areas. Drones also have great potential – they're just getting started. Because they can get right to where the action is, drones can be used to fly instruments that would not fit or work on satellites. An example is acoustic sensors used to identify pests and animals, data that's not possible to gather from satellites. A drone can also pick up a soil or plant sample that a satellite cannot.

Facebook is Killing Trending Topics

The feature, formerly run by journalists, was taken over by an automated system in 2016. After the switch, Trending Topics repeatedly surfaced conspiracy theories and outright false information.

Facebook is getting rid of its Trending Topics feature, according to a blog post the social network published recently. The Trending sidebar, located on the right-hand side of desktop, displays popular topics users are discussing across the site. The product will officially shutter next week, including on third-party services that use the Facebook Trends API.

Alex Hardiman, Facebook's head of news products, said the company is ditching the feature because it's underused. But it has also been a major source of scandals for Facebook since it was launched in 2014. The feature, formerly run by journalists, was taken over by an automated system in 2016. After the switch, Trending Topics repeatedly surfaced conspiracy theories and outright false information. Similar trending features have caused headaches for other social networks, like YouTube and Twitter. Now, Facebook is ditching it for good.

Every social network's trending section is theoretically designed to surface newsworthy, relevant information for users. But repeatedly, they have inadvertently highlighted harmful misinformation or been gamed by bots. Trending Topics has been particularly disastrous for Facebook; in 2016, the feature thrust the social network into a major scandal when Gizmodo revealed that the journalists who ran it were reportedly suppressing news from conservative outlets.

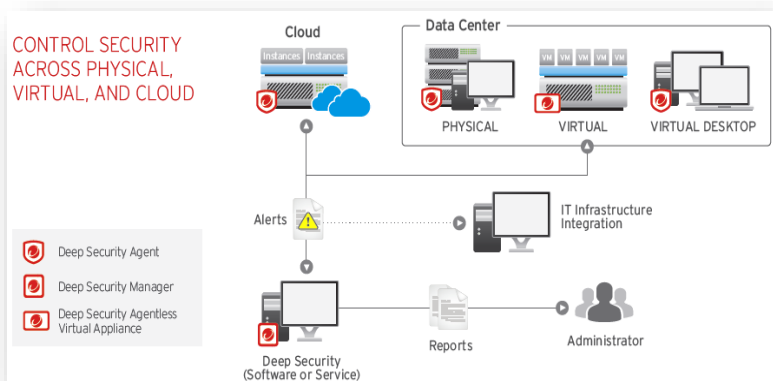
Three months after the revelation and one inquiry from Congress later, Facebook laid off the journalists in charge of the feature and began relying on an algorithm to surface Trending Topics. (Facebook said that an internal investigation found no bias in the product.)

Soon, the algorithm began inadvertently surfacing less than optimal results. Just days after it was instituted, Trending Topics displayed a factually incorrect story about Megan Kelly, which purported the Fox News anchor had been fired for backing Hillary Clinton. There have been many other incidents; in one, Trending Topics highlighted a supposedly new iPhone soon to be released, which had literally "magic" features. The source was a satirical story from the real Indian news site Firstpost. Despite its problems, Trending Topics wasn't all bad. The feature was an important way for people to gauge what the internet was talking about and to learn about news stories they might have otherwise missed. But in the end, the product was likely too much of a headache for what it was worth. Rest in peace, Trending Topics.



Technology Focus

Secure Your Enterprise Servers Using Trend Micro Deep Security 9.6



Virtualization has already transformed modern data centers with organizations moving some or all their workloads to private and public clouds. Servers are no longer barricaded behind perimeter defenses, and like laptops before them, they're now moving outside the security perimeter and need a last line of defense. Hence, it's now even more vital to your defense-in-depth security strategy to deploy a server and application protection system delivering comprehensive security controls while supporting current and future IT environments. In addition, your security should not hinder host performance and virtual machine (VM) density or the return on investment (ROI) of virtualization and cloud computing.

Trend Micro™ Deep Security™ provides comprehensive security in one solution that is purpose-built for virtualized and cloud environments so there are no security gaps or performance impacts.

Protection from data breaches and business disruptions

Deep Security—available as software or as-a-service—is designed to protect your data center and cloud workloads from data breaches and business disruptions. Deep Security helps you achieve compliance by closing gaps in protection efficiently and economically across virtual and cloud environments.

Multiple security controls managed from a single dashboard

Deep Security features integrated modules including anti-malware, web reputation, firewall, intrusion prevention, integrity monitoring, and log inspection to ensure server, application, and data security across physical, virtual, and cloud environments. Deep Security can be deployed as a single, multifunction agent across all environments and simplifies security operations with a single management dashboard for all capabilities. You can use Trend Micro Control Manager as your dashboard, or a third-party system such as VMware vRealize, Splunk, HP ArcSight, or IBM QRadar.

Seamless integration extends policies across cloud environments

Deep Security seamlessly integrates with cloud platforms including Amazon Web Services (AWS), Microsoft Azure, and VMware vCloud Air enabling you to extend data center security policies to cloud-based workloads. With a wide range of capabilities optimized across environments, Deep Security empowers enterprises and service providers to offer a differentiated and secure multi-tenant cloud environment to their users.

Deep Security - Key Advantages

- Yields more efficient resource utilization and management with higher VM densities than traditional anti-malware solutions
- Adds flexibility and defense-in-depth capabilities as a single, easy-to-manage multi-function security agent
- Delivers unparalleled performance via hypervisor-level scanning deduplication
- Integrates with cloud platforms including AWS, Microsoft Azure, and VMware vCloud Air, enabling organizations to manage their physical, virtual, and cloud servers with consistent and context-aware security policies
- Leverages Deep Security's tight integration with VMware to automatically detect new VMs and apply context-based policies for consistent security across the data center and cloud
- Integrates with VMware vSphere 6 and NSX™. Deep Security extends the benefits of micro-segmentation in the software-defined data center with security policies and capabilities that automatically follow VMs no matter where they go
- Detects and removes malware from virtual servers in real time with minimal performance impact
- Shields known and unknown vulnerabilities in web and enterprise applications and operating systems
- Eliminates the cost of deploying multiple software clients with a centrally managed, multi-purpose software agent or virtual appliance
- Addresses major compliance requirements for PCI DSS 3.0, as well as HIPAA, HITECH, NIST, and SAS 70 with one integrated and cost-effective solution

Tech News

3 Main Reasons for Enterprises to Start Using NAC Systems

Network Access Control [NAC] system allows organizations to restrict access to resources on their network.



A **Network Access Control** [NAC] system was traditionally used by financial institutions or corporations with high security requirements, as well as some universities. NAC systems' usage is now increasing rapidly, thanks to the exponential increase in **Bring Your Own Device** [BYOD] policies and **Internet of Things** [IoT] devices on the network. It is also increasing due to integration of NAC technology into mobile device management, SIEM, next-generation firewalls and threat detection products.

1. BYOD and IoT Threats

BYOD and IoT have become key to increasing demand in NAC technology mainly because securely handling mobile devices is a key concern for CISOs tasked with providing secure network access with minimal disruption to end users. As the line between personal and professional time blurs, end users are demanding to use not just corporate-owned devices i.e. smartphones, tablets, laptops, among others but also their own personal devices for business purposes. This complicates endpoint and

network security for organizations that support employees connecting personal devices, and third parties e.g. visitors, partners and contractors connecting their own devices to the network.

2. Delivering Role-based Network Access

While NAC is generally thought of as a security technology that either allows or denies access to the network, its major advantage is the ability to deliver network access on a granular basis. This can be integrated with Active Directory controls to provide network access only to areas of the network that allow specific device owners to perform their jobs effectively.

3. Reduce the Risk from APTs

Although NAC does not provide functions that directly detect and thwart APTs, it can stop the source of the threat from connecting to the network. Some NAC systems even integrate with APT detection products, such as FireEye, and automatically isolate affected systems before attackers can further access the network.

VMware to Expand Cloud to Azure & Google

Customer demand has warranted adapting VMware services to Microsoft Azure and Google Cloud, despite the fact that several of VMware's largest customers are already running VMware cloud on Amazon Web Services (AWS).

VMware, the cloud computing subsidiary of Dell, initially launched VMware Cloud on AWS last year in the U.S. The company announced that VMware Cloud on AWS would expand into Europe, concurrently with earnings on Thursday. But customer demand has warranted adapting VMware services to Microsoft Azure and Google Cloud, despite the fact that several of VMware's largest customers are already running VMware cloud on Amazon Web Services (AWS).

While Amazon is the dominant cloud company, competitors like Microsoft are gaining ground, fast. Amazon Web Services held 33 percent of the cloud infrastructure market in the first quarter, compared to Microsoft's 13 percent, according to Synergy Research Group. But while Amazon's market share was flat from the year prior, Microsoft and Google saw their share increase. There is no edge to the data center anymore, and customers have multiple cloud products.



Dell Technologies and Microsoft Collaborate to Help Customers Simplify Delivery of IoT Solutions

Industry leaders join forces to build secure, intelligent edge-to-cloud solutions featuring Dell Edge Gateways, VMware Pulse IoT Center and Microsoft Azure IoT Edge. Dell Technologies and Microsoft are collaborating to deliver a joint Internet of Things (IoT) solution designed to help vertical customers simplify deploying their end-to-end IoT solutions, from the edge to the cloud. The combination of Microsoft Azure IoT applications and services, VMware Pulse IoT Center and Dell Edge Gateways will offer customers streamlined management, centralized monitoring and security from devices to the cloud.

Businesses that are implementing IoT initiatives today have invested significant resources and manpower to research and integrate a multitude of hardware, software and cloud services across the fragmented IoT landscape to stand up a solution that meets their business needs and adheres to IT departments' stringent standards. Those businesses want to harness advanced services such as artificial intelligence (AI) and real-time decision making

Tech News

VMware to Expand Cloud to Azure & Google [ctnd.]

while also making sure all deployment, asset management, security and compliance requirements are met. Together, Dell Technologies and Microsoft will make IoT easier for customers by delivering a secure solution that provides consistent infrastructure management from the edge to the cloud.

Delivering an integrated, secure solution to unlock the potential of IoT: -

The joint solution offers an underlying IoT infrastructure, management capabilities and security for customers looking to deploy IoT for scenarios like predictive maintenance, supply chain visibility and other use cases. The solution will deliver:-

- a. Intelligence at the edge with Microsoft Azure IoT Edge: This application extends cloud intelligence to edge devices so that devices can act locally and leverage the cloud for global coordination and machine learning at scale
- b. Management and monitoring of edge devices with VMware Pulse IoT Center: This provides more secure, enterprise-grade management and monitoring of diverse, certified edge devices including gateways and connected IoT devices, bios and operating systems. This ecosystem will be built over time involving deeper integration and certification to support customer requirements.
- c. High-performance, rugged Dell Edge Gateways: IoT devices with powerful dual-core Intel® Atom™ processors connect a variety of wired and wireless devices and systems to aggregate and analyze inputs and send relevant data to the cloud

An IoT solution that is greater than the sum of its parts: -

VMware Pulse IoT Center will serve as the management glue between the hardware (Dell Edge Gateways or other certified edge systems), connected sensors and devices and the Microsoft Azure IoT Edge. Initially, Pulse will help to deploy the Microsoft Azure IoT Edge to the requisite edge systems so that it can start collecting, analyzing and acting on data in real-time. While this joint solution is optimized for Dell Edge Gateways it can continuously manage, monitor and better secure certified combination of gateways/edge systems with the latest patches and updates on an ongoing basis as well as monitor the health of these connected devices. Customers relying on Microsoft Azure IoT Edge and VMware Pulse IoT Center for their IoT initiatives will be able to provision, deliver and more securely manage their Microsoft Azure IoT edge components.

Special Focus

Apple Announces iOS 12 for Currently Supported iPads, iPhones & iPods

Apple today announced iOS 12, the first major update for its iPhones, iPads, and iPods this year.

iOS 12 was rumored to be an update focused on refinement, and so far, Apple hasn't made any big changes to the interface but has made several small changes to how things work on iOS. With iOS 13, your phone will get faster. Apple says that software will focus on optimizing performance. The firm is "doubling down on performance", apps will launch 40 percent faster, the camera will open 70 percent faster and so on. This update isn't slowing down your iPhone, should Apple's framing prove accurate. It'll speed it up and improve the experience for the better, not that Apple needs much help there, 95% of users are satisfied with iOS 11 at the moment according to Apple's metrics.

This optimization extends beyond basic performance. Take Augmented Reality, Apple isn't overhauling its AR system or anything, the firm is simply refining how it works in the release. There'll be improved face tracking, more realistic experiencing, and persistent experiences among others. Apple is also implementing multi-user AR apps, which allows a single AR experience to be used between multiple iPhones, for a multi-user experience.

Apple is also improving the Photos app in iOS 12. It'll recognize images in search and provide search suggestions to help you find the events you've captured on your iPhone. Apple is adding a new for your tab, similar to Microsoft's carousel in the Photos app on Windows 10. Apple wants you to see the Photos app as more than a dumb gallery and something approaching a service along the likes of Google Photos.

iOS 12 will come out later this year, it'll be supported on every single device that runs iOS 11 right now.





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

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

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."