

TechTalk



Issue 73rd, July 2018

Galaxy is now a Premier Certified Partner for Cisco!



We are pleased to announce that Galaxy's partnership level has been upgraded by Cisco – we are now a **Premier Certified Partner**!!

Galaxy has been working closely with Cisco over last few years, and was a **Registered Partner** with Cisco earlier. This latest upgrade in partnership level reflects our ability to provide value-added, cutting-edge network solutions to customers through in-depth sales capabilities and technology skills. Congratulations to Galaxy for meeting all criteria to become Premier Certified Partner in India sub-continent for Cisco!

As part of this elite group of Cisco's **Premier Certified Partners**, Galaxy will have greater opportunities for competitive differentiation, branding, and may be eligible to qualify for one of Cisco's prestigious certifications.

Congratulations to Arun Roongta [Director – Network Solutions] and Galaxy's **Network Solutions Business Unit**, who worked together as a close-knit team towards achieving this objective!!

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M.D. Speaks



"Dear Readers,

As we move into the knock out stages of the Football World Cup, we find that many predictions based on machine learning and artificial intelligence have gone woefully wrong. Germany, one of the machine learning picks, could not even make it to the knock outs. Spain & Argentina, also AI favorites, fell at the second hurdle.

A point to ponder here, is that how different groups of big data giants, including major banks, predicted different winners based on their machine learning simulations. There are two ways to look at this. One is that, to try and force fit machine learning and artificial intelligence to every event is a futile exercise. Secondly, the machine can learn only as much as it is taught and so a lot more learning needs to be done before the predictions can be relied upon. Taking a cue from this, businesses will have to pick and choose the areas

where these technologies can be used to achieve desired outcomes and also ensure that there is enough data available for the machines to be taught what they need to learn. Blindly adapting something to keep up with the Joneses will just not work!

Speaking of technology and the World Cup, we saw a lot of decisions being overturned due to the availability of video assisted referees and goal line technology. Though it's not yet perfect, it surely is a step in the right direction.

Happy Reading"

Arun Roongta

The Future is Now

NIIT to Train 1 Lakh people in IT, BFSI Sectors under TPaaS offering



NIIT announced its Talent Pipeline as a Service (TPaaS) offering, under which it will train one lakh people over the next three years in IT, banking & financial services sectors. It ensures reliable availability of specifically skilled talent to global organizations to match the pace of expansion in today's fast changing, uncertain business environment. IT sector is facing uncertainty of demand and there is an increasing requirement of staff that is specifically skilled on digital technologies.

NIIT has specifically created career programs to train youth for career opportunities in IT and BFSI. Leading banks, BFSI companies and a Tier-I IT services company will be serviced under this initiative during the initial phase. The TPaaS offering is NIIT's attempt to identify and groom the best just-in-time job-ready talent for the emerging roles in organizations to keep pace with changing business models.

Facebook Shores Up Its Position on Fake News Front

Facebook announced new tactics to reduce the spread of fake news, including combining technology with human reviewers to identify and remove fake accounts, partnering with fact-checkers, and promoting news literacy.

A thorny consideration -- even among media partners -- is how to determine what constitutes "fake" news. "Zuckerberg is blowing smoke again, just like he did with his apology for 'accidentally letting personal information about its users out,'" suggested Safko. "It wasn't an accident," he said, "and Zuckerberg is going to convince us all that Facebook is concerned about fake news, while doing nothing other than pulling down the occasional story to give evidence to their conviction. As always, passive-aggressive is the best way to protect market value".

Facebook will expand its fact-checking programs to new countries, scrutinize photos and videos more closely, and increase the impact of fact-checking through new techniques that could include identifying duplicates and using Claim Review. It will monitor repeat offenders more closely and take actions as necessary. It will undertake new efforts to improve measurement techniques, and partner with academies to provide greater transparency.

These certified and independent groups -- which to date have reduced the distribution of stories rated "false" by an average of 80 percent -- will continue to rate the accuracy of content on Facebook. Corrections and disputes will be processed at the fact-checkers' discretion, but the groups have been asked to respond to requests in a reasonable time period -- typically one business day for a simple correction, and up to a few days for more complex disputes. Facebook will expand the fact-checking to photos and videos, and will utilize new technologies. Machine learning, for example, will allow it to identify duplicates of debunked stories.

Machine learning also will be utilized to identify and demote foreign pages that could be spreading financially motivated hoaxes to people. Efforts to improve measurement techniques and transparency include more partnerships with academics to conduct independent research about the role social media played in recent elections, as well as its impact on democracy in general.

Fake news does not affect the United States alone, so Facebook decided to expand fact-checking program across the globe. Since the program's launch last spring, the third-party fact-checking program already has spread to 14 countries. These certified and independent groups which to date have reduced the distribution of stories rated "false" by an average of 80 percent will continue to rate the accuracy of content on Facebook. Corrections and disputes will be processed at the fact-checkers' discretion, but the groups have been asked to respond to requests in a reasonable time period typically one business day for a simple correction, and up to a few days for more complex disputes.

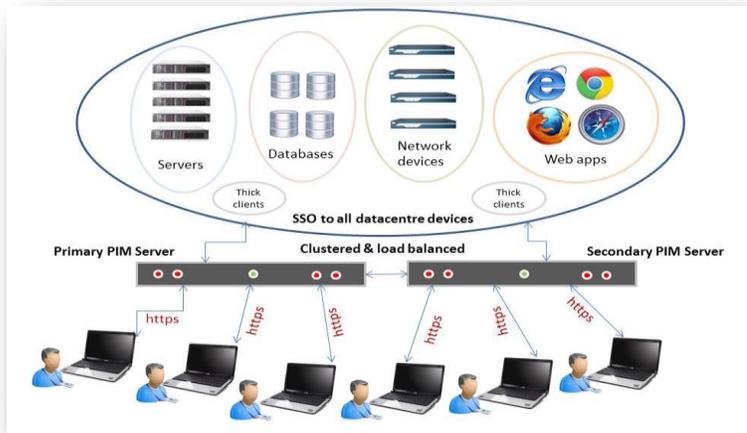
"I can speculate that it will be impossible to entirely stamp out fake news because of the viral/sharing nature of the platform," Sterling said. "The important question is how vigilant and determined Facebook is to minimize the problem, and how willing it is to commit additional resources and to try alternative approaches if the current ones are not producing results."

Those found violating the rules regarding the proliferation of fake news may be penalized by a reduction in their Facebook presence and removal of their ability to monetize content.



Technology Focus

Architecture of the Iraj Solution



The term "Privileged Identities/Accounts" refers to any type of user or account that holds special or extra permissions within IT environment like built-in system accounts, admin ids in every operating system, database and applications. These accounts are distinguished from general user IDs by assignment of security, administrative, or system authorities. Privileged accounts and passwords are extremely powerful, allowing a privileged user to log on anonymously and have complete control of the target system with full access to all the information on that system.

The vulnerability could potentially cause tremendous financial losses and reputational damage for businesses. Unmanaged privileged accounts are responsible for many security breaches, causing damaged reputations and loss of money.

Privileged Identity Management (PIM) is required to manage the privilege accounts within an organization to ensure every action/activity of these users is auditable. PIM provides the following benefits: -

- Manages and protects all Privileged Accounts
- Controls Access to Privileged Accounts
- Complies with Audit and Regulatory Requirements
- Streamlines Management of Privileged Accounts
- Seamlessly Integrates with Enterprise Systems
- Manages Cloud Security
- Easy to Set Up and Deploy

Iraj proposes the following architecture for ensuring that the Privileged Identity Management solution is robust, meets compliance requirements, is scalable, and has redundancy to ensure 24*7 smooth operation. The key highlights of this architecture are:

- SSO on the entire datacenter environment with secure https access to the solution
- Redundancy and load balancing with DR option
- Complete audit trail of every activity and every command executed by admins
- Reports to meet compliance requirements
- Dashboards for executive reporting
- The vault could be on Oracle RAC for extremely high availability and failover

Bottom Line

The threat of un-managed privileged identities is very high and it can cost the organization very heavily in case of data breaches. The insider threat is dangerous as well since it goes on without being traced easily.

A successful PIM implementation can -

- Give complete visibility and control on privilege accesses
- Help comply to regulatory requirements
- Improve overall Governance and Risk Control (GRC) of the organization

Galaxy Office Automation Pvt. Ltd. Partners with leading players and OEMs in this segment to help enterprises create an environment where users or accounts that holds special or extra permissions have adequate checks and balances in place to ensure safeguards in place against potential threats.

Tech News

Global Hyper-Converged Infrastructure Market Share in 2018: Gridstore, Nutanix, Hewlett Packard Enterprise, Simplivity and Cisco Systems

“Hyper-Converged Infrastructure Market: Global Industry Analysis (2013 – 2017) and Forecast (2018 – 2023)” reveals various facts on global hyper-converged infrastructure market.

Regions	Product Types	End-User Applications
<ul style="list-style-type: none"> North America Europe China Japan Middle East & Africa India South America 	<ul style="list-style-type: none"> VMware KVM Hyper-V 	<ul style="list-style-type: none"> Financial Institutions Healthcare Government Education Cloud Service Providers

Research and Markets, world’s leading market research company has published a report that provides strong exploration on growth factors, industry drivers, latest market trends, challenges and opportunities for beginners and established players in global hyper-converged infrastructure market. In this analysis, major geographies across the globe are studied that have an influence on the growth of this market.

The study offers current market size of hyper-converged infrastructure across the globe and its growth rate history based on five years’ market analysis data along with company profiles of top manufacturers in hyper-converged infrastructure. It covers a study on market dynamics that influences the current market situation and future status of the hyper-converged infrastructure across the globe. Furthermore, it divides the market into various segments to understand the individual segment contribution in overall market

growth. This in-depth approach towards various market segments depicts the market investment areas and marketing strategies to achieve informed growth in global hyper-converged infrastructure market.

Competitive intelligence is another notable feature of hyper-converged infrastructure report, which provides key details of various tier companies participated in the hyper-converged infrastructure market. The information is in the form of company outlook, hyper-converged infrastructure product portfolio, key innovations and developments, SWOT analysis of the companies, revenue through sales, marketing strategies adopted to stay as a leader in hyper-converged infrastructure market. The companies that are listed in the report are: Hewlett Packard Enterprise, Nutanix, Cisco Systems, VMware, Pivot3, Gridstore, Nimboxx, Simplivity, Scale Computing and Maxta.

The report analyses the worldwide market share of hyper-converged infrastructure on the basis of product type, application and regions. The major market segments are further divided into sub-segments; all the key regions are segmented into countries. It predicts the expansion of the hyper-converged infrastructure market across major geographies. The hyper-converged infrastructure report identifies various buying trends among consumers in developed economies and developing economies along with regions that exhibit high profits for manufacturers of the hyper-converged infrastructure.

Key Questions answered in the global hyper-converged infrastructure market report include: -

1. Current market size of the hyper-converged infrastructure? Growth rate estimation of the market for assessment period 2013 to 2023?
2. What are the business growth factors for hyper-converged infrastructure and effective marketing strategies applicable in future?
3. What are the growth segments of hyper-converged infrastructure and opportunities for investment?
4. What are the driving factors for global hyper-converged infrastructure market and its impacts on overall market growth?
5. What are the market dynamics and how they affect market growth?
6. The key organization participated in hyper-converged infrastructure market, the competitive study of top market players and marketing strategies adopted by them?
7. What are the challenges faced by the market players in global hyper-converged infrastructure market?
8. Emerging market for hyper-converged infrastructure? and what is the regional scope for global hyper-converged infrastructure market?

This report offers vast and vital insights into how this sector is evolving over next few years and can help organizations make informed decisions to stay ahead of the technology curve by leveraging the right kind of partners. This report predicts the global hyper-converged infrastructure market to grow with a CAGR of 42.5% over the period of 2018 - 2024.

Galaxy Office Automation Pvt. Ltd. partners with almost all leading organizations listed in this report to offer hyper-converged infrastructure as well as other latest cutting-edge enterprise IT solution to its customers across the country.

Tech News

Global Trends in Enterprise Mobility: What's Next?

Recent trends in enterprise mobility have become critical topics of interest for organizations. According to a global survey, 71 percent of business enterprises believe mobility is a top priority, and 63 percent think mobility is the most significant factor in gaining competitive advantage. The global enterprise mobility market is also expected to bring in \$240 billion in revenue in 2020 — a substantial fact that describes its coming potential for years to come.

As new technological paradigms emerge and data becomes increasingly large scale, more available and more complex, the ability to support a growing digital economy requires a smart and proactive response from companies. That is why many of today's organizations are seeking the help of mobility experts and providers to alleviate stress in adopting mobile solutions in business — and guide both business leaders and end users.

Trends in enterprise mobility are also moving further away from the “cloud-only” approach to hybrid cloud technology, which combines the extended capability of cloud computing and reliability of on premise solutions. A recent report from Microsoft shows that 92 percent of customers who deployed a hybrid solution stated that they would follow the same strategy again. Much can be expected to develop in this sector in the coming years.



Special Focus

Lenovo 'largest supplier' of components to world's fastest supercomputers

Lenovo Data Center Group was recognised as a leading supplier at the recent International Supercomputing Conference in Frankfurt, as measured by the number of systems ranked on the Top500 list.

No fewer than 117 of the 500 most powerful supercomputers included in the Top500 are Lenovo installations, meaning nearly one out of every four systems (23.4 percent) on the prestigious list is a Lenovo solution. Kirk Skaugen, president of Lenovo Data Center Group, says: “Last year, we set a goal to become the world's largest provider of Top500 computing systems by 2020. We have reached that goal two years ahead of our original plan. Lenovo's high-performance computing customer base is as diverse as it is wide, with 17 of the top 25 research universities and institutions across the globe now powering their research with Lenovo's comprehensive HPC and AI solutions. Examples of Lenovo's innovative supercomputer system designs and the research they enable include:



Italy: Cineca – Largest computing center in Italy; The Marconi Supercomputer is among the world's fastest energy-efficient supercomputers; Research projects range from precision medicine to self-driving cars.

Canada: SciNet – Home to Niagara, the most powerful supercomputer in Canada; First of its kind to leverage a dragonfly topology; Researchers have access to 3 petaflops of Lenovo processing power to help them understand the effect of climate change on ocean circulations.

Spain: Barcelona Supercomputing Center – Largest supercomputer in Spain; Voted “World's Most Beautiful Data Center” by DatacenterDynamics; Scientists are using artificial intelligence models to improve the detection of retinal disease.

China: Peking University – The first supercomputer in China to use Lenovo's Direct to Node warm water cooling technology; Scientists are using Lenovo systems to conduct world-leading life science and genetics research.

India: The Liquid Propulsion System Centre (LPSC) – Research and development center functioning under the Indian Space Research Organization; Using Lenovo's Direct to Node warm water cooling technology to develop next-generation earth-to-orbit technologies.

To further enable customers to increase performance and simultaneously reduce electrical consumption, Lenovo also announced Neptune – its holistic, three-pronged approach to liquid cooling technologies. Neptune encompasses the company's entire suite of liquid cooling technologies including Lenovo's Direct to Node warm water cooling, rear door heat exchanger and hybrid Thermal Transfer Module solutions, which combine both air and liquid cooling to deliver peak or high performance for HPC, AI and enterprise customers.



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 27001:2013 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."