

# TechTalk



Issue 78th, December 2018

## MAGELLAN ANCHOR AWARD

for Titanium Partner with Highest Growth in Revenue



## VASCO DA GAMA CONQUEROR AWARD

for Partner of the Year - Hyper-converged Solutions



## Galaxy Secures Maximum Award Nominations at Dell EMC India Partner Summit in Lisbon

The **Dell EMC India Partner Summit** was conducted recently in Lisbon, Portugal. It was a four-day event, that saw over 80 channel partners from India including distributors, titanium and platinum partners as well as authorized resellers, gathered together alongside Dell EMC's global and regional leadership.

This event comprised a dynamic line-up of a set of sessions and discussions, anchored by insightful keynotes, roundtables, breakout tracks and a 'Partner Voice' session where partner shared their opinions and feedback.

Galaxy has a close working relationship with Dell EMC and we have been promoting their best-of-breed technologies and solutions to enhance customer outcomes. Galaxy was proud to have been nominated for the maximum number of award categories at this event. This has happened for the first time at a Dell EMC event, and even the largest of our competitors, SIs or partners haven't been able to get multiple nominations in recent times. We went on to win two prestigious awards – **Magellan Anchor Award** for Titanium Partner with Highest Growth in Revenue, and also the **Vasco da Gama Conqueror Award** for Partner of the year – Hyper-converged Infrastructure Solutions.

This only shows that our efforts are moving in the right direction towards gaining competence in multiple areas of excellence, and we are well on track, to be a top notch System Integrator in days to come

## IN THIS ISSUE

### Future is Now

2

*Life in the Future: Technologies that will change the way we live*

*The Future is Here: MIT engineers fly first-ever plane with no moving parts*

### Technology Focus

3 &amp; 4

*The technology that will finally stop poachers*

*Cisco's Software-Defined Access (SD Access) Report*

### Tech News

5

*HPE Accelerates AI, Big Data March with Acquisition of BlueData*

### Special Focus

5

*Lenovo Leads India Tablet Market with 22% Share : CyberMedia Research*

## M.D. Speaks



"Dear Readers,

As we draw towards the end of 2018, I would like to reflect on three events of the year. We saw how Cambridge Analytica, a private company, could actually acquire and use personal data from Facebook to influence elections in various countries. We also saw that a number of high profile CEOs of the top technology companies had to answer questions posed by various Governments regarding their acquisition and use of people's personal data. After four years of preparation and debate, the GDPR (General Data Protection Regulation) was finally enforced in the European Union on 25 May 2018. From now on, organizations that are not compliant with GDPR will face heavy fines. Hopefully, this will make technology companies more responsible in the capture and use of personal data.

We also saw the maturity and large scale adaption of machine learning and artificial intelligence based solution [ML & AI], in areas like healthcare, cybersecurity, surveillance and autonomous vehicles. As this technology matures even more, coupled with robotics (both hardware and software based), it could threaten the jobs of not only unskilled and semi-skilled workers but even skilled professionals like lawyers and consultants. That the bitcoin will crash was predicted by many, but few had predicted that this crash would lead to the bitcoin being valued at less than 20% of what it was a year ago. Cryptocurrencies may not have done well in 2018, but the technology behind them surely has. Early adopters of the Blockchain technology have seen benefits and others would look to follow soon. At Galaxy, we have solutions to help you with GDPR compliance and artificial intelligence and bitcoin adoption. Please contact us to know more about any of these solutions.

Happy Reading and best wishes."

*A.P. Rangit*



## The Future is Now

### Life in the Future: Technologies That Will Change the Way We Live

**High-rise farms :** As the population on earth continues to grow, living space also shrinks, not only for human beings but also for the animals and plants we rely on. The concept of high-rise farms in the middle of a city isn't totally out of this world.

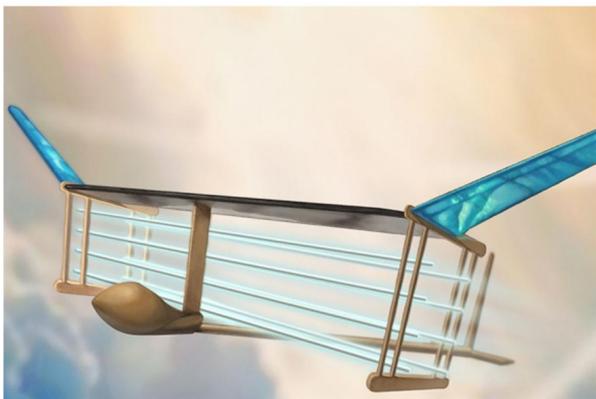
**Lab-grown meats :** If scientists develop a cost-effective way to grow edible meat in the lab, it would change the way we live and eat forever. This change not only cuts down the ecological damage meat farming does to the world, but also makes for an ethical alternative to meat eating that many people could enjoy.

**Roads over rivers :** This concept shows a future where roads and living spaces have moved out over the waters. When self-driving vehicles do all the work and are fast enough, journeys across the oceans this way might not be unrealistic either.

**Fridges that order for you** If 3D printed food seems unrealistic, how about a refrigerator that senses when you're running low on something and orders it for you? This tech already exists and is getting better and better every year. Eventually, it'll be so common every home will have one and you'll never need to pop out to the supermarket again.

**Robot soldiers** It's perfectly reasonable to imagine a future where robots are sent to fight our battles, in the place of men and women. These expendable machines are more likely to get the job done without fear, injury or problems with PTSD or follow up care if they get hurt. *As wearables become commonplace, the expectation to wear them as part of our job role is sure to follow.*

**Healthcare Nanobots** Tiny microscopic Nanobots could be used to repair damaged organs or carry out intricate and delicate surgery procedures and remove the need for invasive traditional surgery. This could mean less time in hospital, less recovery time and fewer scars too.



### The Future Is Here: MIT Engineers Fly First-ever Plane With No Moving Parts

**The silent, lightweight aircraft doesn't depend on fossil fuels.**

Now MIT engineers have built and flown the first-ever plane with no moving parts. Instead of propellers or turbines, the light aircraft is powered by an "ionic wind" — a silent but mighty flow of ions that is produced aboard the plane, and that generates enough thrust to propel the plane over a sustained, steady flight.

"This is the first-ever sustained flight of a plane with no moving parts in the propulsion system," says Steven Barrett, associate professor of aeronautics and astronautics at MIT. "This has potentially opened new and unexplored possibilities for aircraft which are quieter, mechanically simpler, and do not emit combustion emissions."

He expects that in the near-term, such ion wind propulsion systems could be used to fly less noisy drones. Further out, he envisions ion propulsion paired with more conventional combustion systems to create more fuel-efficient, hybrid passenger planes and other large aircraft.

Barrett and his team at MIT have published their results today in the journal Nature. The team's final design resembles a large, lightweight glider. The aircraft, which weighs about 5 pounds and has a 5-meter wingspan, carries an array of thin wires, which are strung like horizontal fencing along and beneath the front end of the plane's wing. The wires act as positively charged electrodes, while similarly arranged thicker wires, running along the back end of the plane's wing, serve as negative electrodes.

# TECHNOLOGY FOCUS

## THE TECHNOLOGY THAT WILL FINALLY STOP POACHERS

*A game reserve in South Africa reduced rhino poaching by 96 percent. Now they think they can do that everywhere.*



Since 2009, some 871 rangers and conservationists have died while protecting wildlife, according to the International Ranger Federation (IRF) and the Thin Green Line Foundation. Of the 100 rangers who died on the job last year in Africa and Asia, half of them were murdered by poachers. "There's a war on the ground. It's a life and death situation," says Dimension Data executive and South African native Bruce "Doc" Watson. "If you don't get them, they will get you. Rangers have to be trained in a military style. I'm not sure people around the world realize the danger they face every day." To reduce that danger, he's overseen a novel alliance with Cisco, the American technology conglomerate, since 2015. It uses technology to keep big game safe. For now, the experiment is taking place on a private park near Kruger. (Park executives prefer that it not be identified, for safety reasons.) If successful, the program would be expanded to other parks.

### How Technology Obstructs Poachers

In the least intrusive way possible: by creating a virtual net around the reserve, a point-to-multipoint router network and using the Internet of Things to track people rather than wildlife. (Tagging rhinos can be dangerous and distressing for the beasts. "Misjudge the tranquilizer and they'll go blind or die," says Watson.) "While better tags and more sophisticated sensors are being developed, by the time the alarm is raised, it's usually too late," Watson says. "With this solution, we're being proactive, creating a safe haven for animals to roam freely." Day and night, two rangers sit inside the building, glued to several monitors displaying live feeds from CCTV and thermal cameras along the perimeter that are rugged enough to withstand poachers' stones. Each of the park's four gates have been supplied with a local-area network and long-range technology within the reserve, providing Wi-Fi and allowing staff to communicate and see live data while on patrol. All data is stored on a server on site and backed up in the Cloud. Poachers are creatures of habit. "We like to stay one step ahead," says Watson. "They used to strike in full moon. Then they came in absolute darkness. But that hasn't worked, so they've reverted to incursions at full moon. Their exit points are never the same as their entry points." Every car that enters the park is fitted with a tracker. Stout, seasoned, and with a thick Afrikaans accent, the head of security plots the progress of his patrols on a map in his "war room." A wall map marks sightings of rhinos, progress of patrols, and potential hot spots, where poachers will try to break in.

After 22 years in the military, the head of security now enjoys watching the big game from his veranda and has come to appreciate his country's heritage. "It's different. I like it." He applies military-style planning to his security operations. "If visitors drive somewhere they shouldn't, I'll know about it." Registration plates and individuals' identity numbers are supplied to the reserve before staff allow entry. They're scanned with reference to a national criminal database. As vehicles enter the park, individuals are scanned with biometric equipment that can recognize criminals. Sniffer dogs—Alsations and Irish spaniels—are trained to root out ammunition, rhino horns, and weapons stashed in trucks and cars.

Acoustic fiber has been fitted along the electrified fence and sounds an alarm if wires are cut, and thermal cameras capture movements. And magnetic sensors were tested beneath the perimeter fence. These could sound the alarm if someone passes above them with anything metallic, such as a gun, allowing security heads to keep tabs on what all sensors are revealing, wherever they are.

### The Battle for Hearts and Minds

Technology is just one of the layers of security that has made the park a safer place for the animals within. None of this helps unless data is integrated and rangers are equipped and trained to combat poachers, says Watson. A team needs confidence in its members. Without that a reserve is unmanageable. Staff once numbered 24 and security was outsourced. Now there are some 480 people working in the park on security and related projects.

Rangers and their team work hard on "field intelligence." The head of security will touch base with communities and police forces outside the park, trying to keep tabs on whereabouts of illegal weapons. Rangers have a helicopter team armed and ready, and response times have been cut from 30 minutes to seven. Three armed vehicles patrol the perimeter fence day and night. Each drives some 5,000 miles a month.

Dimension Data and Cisco have cofunded this tech initiative. Although technology companies have bankrolled these projects to date, Watson is keen to urge philanthropists and the private sector to put up cash for the future. First, he and his team want to prove the approach works. Then they'll persuade authorities to get behind the model. "We've created a safe haven where animals can roam. We're conserving wildlife and using it to benefit everybody," says Varty. "We want this to become a blueprint for the future."

# CISCO'S SOFTWARE-DEFINED ACCESS (SD ACCESS)

## *Its Exactly What CIOs Need: A More Intuitive, Automated Network*

Enterprises need to fundamentally shift how they build and maintain their network, to combat ever-increasing digital disruptions. CIOs are constantly on the lookout for a single system that is intuitive, secure, and automated, and can deal with the demands of cloud, mobile, big data, analytics, and IoT - in a simplified, efficient way. But evolving to a new network presents new challenges. Enterprises need to:

- Successfully manage the complexity and risk of migrating to an automated network
- Seamlessly combine wired and wireless networks into a single Fabric
- Efficiently scale your policy automation and security capabilities

What if your network could be intuitive in translating intent into configuration? Enterprises could have a network that constantly learns, adapts and protects. It could then behave as a cohesive, intelligent system, generating data and using analytics to solve security and operational challenges.

## Introducing an entirely new era in networking. The Network. Intuitive.

Digital transformation is forcing enterprises to search for new ways to enable digital capabilities, deliver IT services and manage assets. We're moving toward a very different world, and we need a very different network to get us there. Reduce operational expenses and increase business agility with Cisco's SD-Access solution.

## Why does a digital enterprise need SD-Access?

Several studies have shown that over \$60 billion is being spent on IT operations (in-house and outsourced). Network deployment challenges include complexity in network provisioning, difficulty in securing the entire network and inconsistency among disparate networks. Network operations challenges include outdated change management tools, difficulty in maintaining productivity and slow issue resolution.

SD-Access addresses these challenges by enabling policy-based automation from the edge to the cloud. Built on industry-leading software and hardware elements, SD-Access provides next-generation capabilities and investment protection for existing deployments. By decoupling network functions from hardware, SD-Access helps ensure policy consistency, enabling faster launches of new business services and significantly improving issue resolution times while being open and extensible and reducing operational expenses. Network architects and administrators now have the tools to orchestrate key business functions, such as user mobility, secure segmentation, user onboarding, Internet of Things (IoT) integration, guest access, context-based troubleshooting and data center and cloud integration. Administrators can also execute full network lifecycle tasks, including design, provisioning and operations with Cisco DNA Center.

With Cisco SD-Access, IT team can enable network access in minutes for any user or device to any application, all without compromising on security.

### COMMON USER POLICY FOR THE BRANCH, CAMPUS WAN & CLOUD

#### Network Automation

Design, provision, and manage your network with improved business efficiency

#### End to End Segmentation

Secure users, devices & applications with identity-based policy, regardless of location

#### Network Automation

Enable a consistent user experience anywhere without compromising on security

### Benefits

- Secure your organization and achieve regulatory compliance with end-to-end segmentation that keeps user, device and application traffic separate without redesigning the network.
- Improve the workforce experience by automating user access policy and applying the right policies for users or devices to any application across the network.
- Boost operational effectiveness by enabling a consistent user experience anywhere without compromise – all with a single network fabric.
- Expand business insights beyond the Traditional network by bringing outdoor, rugged, and industrial IoT endpoints into the IT fold



# TECH NEWS

## HPE ACCELERATES AI, BIG DATA MARCH WITH ACQUISITION OF BLUEDATA

Hewlett Packard Enterprises is injecting artificial intelligence and big data software into its existing software-defined infrastructure portfolio, with the acquisition of start-up BlueData.

HPE plans to leverage BlueData's container-based platform to help customers improve agility and reduce their infrastructure costs. "BlueData has developed an innovative and effective solution to address the pain points all companies face when contemplating, implementing and deploying AI /ML and big data analytics," said Milan Shetti, senior vice president and general manager of HPE's storage and big data global business unit, in a statement. "Adding BlueData's complementary software platform to HPE's market-leading Apollo systems and professional services is consistent with HPE's data-first strategy and enables our customers to extract insights from data—whether on-premises, in the cloud or in a hybrid architecture."

“Data is fuel, and BlueData's software is the engine that helps businesses consume their data and deliver insights in the most effective and efficient way,” said BlueData co-founder and CEO Kumar Sreekanti in a statement. “We've had tremendous customer success by providing a turnkey solution that delivers an as-a-service experience for AI and big data, and are excited to reach even more customers as part of HPE.”

Dan Molina, chief technology officer at San Diego-based Nth Generation Computing, one of HPE's top enterprise partners and No. 354 on the 2018 CRN Solution Provider 500 list, said customer interest in artificial intelligence in the data center is exploding and HPE has a lead in the AI-based machine-learning autonomous data center race. "2018 was the year of AI becoming a mega trend in the data center," said Molina. "Customers are very interested in applying AI to their organizations. When you see something like InfoSight that is AI-driven, they can see how AI in a practical manner can help them better manage their data center IT operations. It is definitely resonating with customers."

BlueData's software, which incorporates Docker's container technology, is used to deploy big data workloads on-premises, in a public cloud or in a hybrid model. BlueData EPIC (Elastic Private Instant Clusters) is a Big-Data-as-a-Service platform for on-demand provisioning of Hadoop, Spark, Kafka, and other big data analytics and data science tools.

The acquisition is expected to close in HPE's first fiscal quarter, ending Jan. 31, 2019.

# SPECIAL FOCUS

## LENOVO LEADS INDIA TABLET MARKET WITH 22% SHARE: CYBERMEDIA RESEARCH

*With a 22 percent share, Lenovo leads India's tablet PC market, which witnessed a six percent growth in the third quarter of 2018 compared to the previous quarter.*



The tablet market in India recorded 0.83 million unit shipments in Q3 of 2018, said the CyberMedia Research's (CMR) "Tablet PC Market Report Review". "Lenovo continues to be on the first position in overall tablet market, and most of the tablets were 4G and 3G. Tab 4 series had the highest sale in Q3 of 2018," the report said.

Lenovo is followed by iBall (16 percent), Samsung (15 percent) and Datawind (14 percent), according to the report. Samsung's position has declined in the overall market because they have had the same strategy in the last few quarters, the findings showed. Lenovo's dominance is mainly due to the demand from the education and financial services sectors. In the retail market, iBall has strengthened its position, the research showed.

Apple, which launched 6th Gen iPad in the last quarter, achieved 51 percent growth over the past quarter. The company also launched the iPad Pro in India earlier this month. 4G tablet shipments recorded 47 per cent sequential growth in the third quarter, said the report, adding that in the coming quarter, 4G market will grow to 60 per cent of the overall tablet market.

# 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."

