

## INTEGRATING TECHNOLOGY, DRIVING GROWTH

## TechTalk

Issue 79<sup>th</sup>, January 2019

## Galaxy Recognized by Canalys as Partner with Highest Revenue Growth for APJ Region in 2018

The Canalys Channels Forum (APJ) was held this year in Hong Kong on 6th December, 2018. Canalys Channels Forum is the largest independent channels event conducted every year in Asia-Pacific-Japan (APJ) region, to recognize high achievements by channel partners in APJ region, across a wide range of areas.

The winners are selected from a large pool of nominations, evaluated by a panel of experienced analysts. Those channel partners who demonstrate exceptional performance in APJ across a range of categories and focus areas, are awarded in presence of distinguished audience that includes all major OEMs, other partners, distributors and sponsors. Galaxy was the proud winner of the prestigious award - "Growth Partner of the Year (APJ) - 2018".

Our CEO, Sanjay Patodia mentioned, "This award is presented to partners who demonstrate consistently high growth year-on-year over last few years. Galaxy grew at 90 % y-o-y revenue and over 100% y-o-y profit growth over last three years. This is a testimony to our focused approach to scale up on technology integration areas where we see growth over next few years."

Congratulations to entire team Galaxy, and all the best for many more awards to come!

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## M.D Speaks



"Dear Readers,

I wish all of you a very happy, successful and safe 2019. On behalf of team Galaxy, I am proud to announce the launch of a new logo as part of the ongoing evolution of our brand.

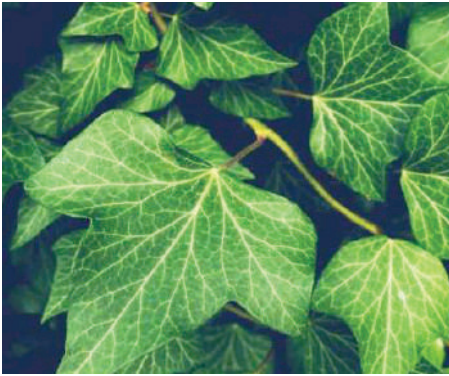
Since our inception 31 years ago, technology has advanced in leaps and bounds. All along this journey, we have helped our customers grow by taking advantage of these technological advances. This, along with our superior service delivery and strong alliances with OEMs, has earned us the trust and goodwill of our customers.

Today, we are one of India's largest and Asia-Pacific's fastest growing system integrators. Our Business Units are dedicated to technologies of the present and future that transform the way businesses work. We have forged strong partnerships with industry leading OEMs and consistently win industry awards and recognition across all our focus areas.

We want our brand identity to be a more accurate representation of what we stand for, and where our stakeholders see us, based on their perceptions formed over time. Keeping in mind our core values that will always remain strong and stable, our new position in industry over last few years, and our futuristic aspirations, we have launched our new brand identity.

I thank all of you for your continued support and assure you of our best services at all times.

Happy Reading



## The Future is Now

### 'Big data' To Predict Future Of Earth's Flora

Over several centuries, natural history museums have built collections of billions of specimens and their associated data, much of which is now available online. Taking advantage of 'big data' - massive, open-access information resources in research - can help forecast how plant life will fare on an increasingly human-dominated planet. Researchers from the Florida Museum of Natural History in the US issued a "call to action" to use big data to tackle longstanding questions about plant diversity and evolution.

"Using big data to address major biodiversity issues at the global scale has enormous practical implications, ranging from conservation efforts to predicting and buffering the impacts of climate change," said Doug Soltis, a Florida Museum curator.

Over several centuries, natural history museums have built collections of billions of specimens and their associated data, much of which is now available online. New technologies such as remote sensors and drones allow scientists to monitor plants and animals and transmit data in real time.

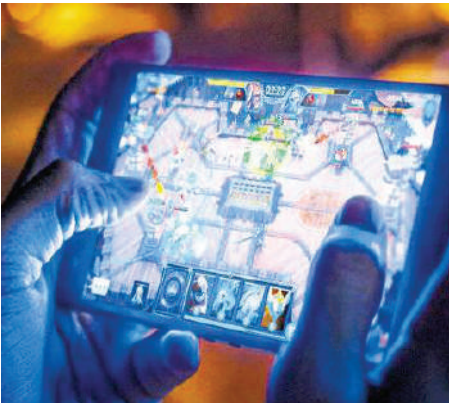
Citizen scientists are contributing biological data by recording and reporting their observations via digital tools such as iNaturalist. Together, these data resources provide scientists and conservationists with a wealth of information about the past, present and future of life on Earth.

As these databases have grown, so have the computational tools needed not only to analyze but also link immense data sets. Studies that previously focused on a handful of species or a single plant community can now expand to a global level, thanks to the development of databases such as GenBank, which stores DNA sequences, and the Global Biodiversity Information Facility, a repository of species' location information.

If Earth's plant life were a medical patient, small-scale studies might examine the plant equivalent of a cold sore or an ingrown toenail. With big data, scientists can gain a clearer understanding of global plant health as a whole, make timely diagnoses and prescribe the right treatment plans.

"We're in this exciting and terrifying time in which the unprecedented amount of data available to us intersects with global threats to biodiversity such as habitat loss and climate change," said Allen, a former Florida Museum postdoctoral researcher.

"Understanding the processes that have shaped our world - how plants are doing, where they are now and why - can help us get a handle on how they might respond to future changes," he said.



### Mobile, the future of competitive gaming

#### Gaming is picking up in India partly because of mobile gamers. Teenagers playing on mobiles may get into competitive gaming as they grow up

When Mumbai-based Ankur Diwakar started playing games professionally in 2007, the country had little scope for such careers. Today, Diwakar has represented India in professional gaming tournaments (commonly called esports) and has even begun giving lectures in universities on how to take up esports as a viable career. According to Diwakar, while esports in India is not on a par with Asian standards yet, the gap is closing.

Part of the reason why gaming is picking up in the country is the rise of mobile gamers. While these gamers aren't professionals like Diwakar, they help the overall community. Games like PUBG (Player Unknown's Battleground) Mobile have driven this. "Mobile and 4G connectivity have certainly democratized gaming but do not provide an immersive experience. We believe that while consumers will start off on mobile, more of them will eventually step up to gaming PCs," says Amit Doshi, chief marketing officer, India and South Asia, Lenovo.

To be sure, investments in the industry have also increased. Former owner of UTV, Ronnie Screwvala, has invested crores into the industry, even starting his own esports league.

GamingMonk, an Indian esports company, raised ₹4 crore from Japan's Incubate Fund, Rajan Anandan and other investors. A campus tournament for PUBG was recently held in the country, which had a prize pool of ₹50 lakh. It's also easier to arrange gaming events now, Diwakar points out, since companies like Samsung, Nvidia, Sony and more are happy to supply the equipment required, often at no cost.

But for any sport to really bring in the money, it requires viewers who can be monetised via advertisements and subscriptions. India has seen a growth in this area too. According to Abhay Sharma, founder of GamingMonk, the company gets more views on its videos (on YouTube and Twitch) now, to the tune of 150,000. He says he also finds 80,000-90,000 unique views on his videos. Two years ago, Sharma's audience was lower and more distributed.

But gamers have existed in India for years. Schools and colleges have organised gaming tournaments since the early 2000s, then why is the industry ready only now?

Most stakeholders agree that the smartphone and 4G revolution in the country is the primary reason. "When Jio came in and cut data tariffs, more people started consuming online media, and eventually stumbled onto gaming," says Sharma. Growing Internet connectivity as a reason has also been suggested by Carl Pei, co-founder of OnePlus. Answering Paytm founder Vijay Shekhar Sharma's question about when esports becomes "a thing" in India, Pei tweeted on 5 November, "With the way Internet connectivity is improving in the country, it won't be much longer."

Other than cheap internet and smartphones, actual gaming equipment (graphics cards, monitors, etc.) are also easier to obtain. According to Diwakar, gamers can easily get in touch with companies and show their gaming stats to get sponsorships. Companies like Dell, Nvidia and Asus support full-fledged esports teams like Team Brutality (supported by Dell).

The next step in esports will come once players become more serious and start hitting global standards. Doshi mentioned the company has brought its top esports tournament, Legion of Champions, to India this year. Similarly, Nodwin Gaming, one of the top esports firms in India, now holds the license for the Indian edition of the Electronic Sports League, the world's largest esports firm.

Diwakar believes that Indian gamers will start achieving global standards in a couple of years, implying that 2019 will perhaps be the year when gaming goes mainstream.



# TECHNOLOGY FOCUS

## CLOUD MANAGED IT FOR MODERN ORGANIZATIONS WITH CISCO MERAKI

**M**odern networks are vast and complex, spanning the globe to make information available to everyone within an organization and have begun to encompass new areas of technology. The Internet has unlocked tremendous new capabilities and technologies, but these innovations require persistent and reliable network connectivity. Salesforce's® Customer Relationship Management (CRM) cloud product for example is now widely used by businesses for its significantly lower cost and overhead when compared to on-premise predecessors. The cloud is driving an insatiable demand for faster, more reliable network access, and for IT organizations the pressure is on.

Cisco Meraki offers a comprehensive portfolio of cloud-managed IT solutions designed to work together to help deliver a modern network that is powerful, reliable, and easy to manage. An active internet connection and a browser is everything you need in order to manage Meraki products from anywhere, even from a mobile device. This unique approach to IT is not offered by any other vendor and aims to simplify powerful technology by reducing the overhead and costs associated with maintaining disparate solutions.

### Advantages of Cloud Managed IT include:

- Simplifying Network Management
- End to End Visibility
- Streamlining Configuration and Eliminating Errors
- Enhanced Security
- Improved Network Reliability
- Troubleshooting with the Meraki Full Stack

Likewise, Galaxy Office Automation Pvt. Ltd. provides cutting edge solutions and services to unleash latent power in your enterprise IT networks.



# TECHNOLOGY FOCUS

## ANOTHER SERVER SECURITY LAPSE AT NASA EXPOSED STAFF AND PROJECT DATA

**T**wo months ago, NASA quietly fixed a buggy internal server that was leaking sensitive information about the agency's staff and their work. The leaking server was — ironically — a bug-reporting server, running the popular Jira bug triaging and tracking software. In NASA's case, the software wasn't properly configured, allowing anyone to access the server without a password, Avinash Jain, an India-based security researcher who found the exposed server, told TechCrunch.

According to Jain's writeup, some Jira instances can be misconfigured to allow "everyone" access without a password — including anyone on the internet — and not "everyone" within an organization, as some believe. This was the case for NASA's leaking server.

Jain found the leaking server in October exposing NASA staff usernames and email addresses and the projects they were working on. Because Jira contains information about bugs and issues within an organization, including works in progress, the server also gave up what agency staff are working on and their upcoming milestones.

It's not known if any classified information was on the Jira server, such as names or details of sensitive projects. Jain also said it's not clear how many NASA staff users were in the database as Jira limits searches to 1,000 queries at a time. After he contacted NASA and CERT/CC, the vulnerability disclosure center at Carnegie Mellon University, the exposed server was fixed some three weeks later, he said. NASA never responded to his private disclosure.

Although NASA has a page on HackerOne, a vulnerability reporting program, allowing researchers to email NASA of security issues, the agency doesn't have a dedicated bug bounty program. "I dropped [NASA] around five emails before it was fixed, and I was never informed that it was fixed," he told TechCrunch. CERT/CC latest expressed its "appreciation" for Jain privately reporting the bug.

This latest server lapse is yet another bruise for the U.S. space agency's security posture — the fourth known incident this decade, after more than a dozen hacks in 2011 alone and another sensitive data breach in 2016. The latest breach was just before Christmas, in which the agency reported a data compromise affecting current and former NASA employees between July 2006 to October 2018. But CERT/CC told Jain in an email that there was "no evidence" his finding was related to NASA's latest breach disclosure.

NASA was unable to comment during the government shutdown, according to an automated message on the agency's press line.



# TECH NEWS

## WESTERN DIGITAL IS LOOKING TO SHED ITS REPUTATION AS A HARD DISK DRIVE PROVIDER.

*Western Digital is looking to shed its reputation as a hard disk drive provider. The company has transformed itself in recent years and now boasts a much-expanded tech portfolio.*



Western Digital Corporation (WDC) is looking to shed its reputation as a hard disk drive (HDD) provider, claiming that the company has transformed in recent years, and now boasts a much-expanded tech portfolio. While the world easily recognises the name Western Digital and it has been synonymous with HDD and components, however, in the last few years it has made several acquisitions in both hardware and software, and the portfolio today is vastly different to even what it was a couple of years back.

"We are probably not the company that you think we are," says Phil Bullinger, Senior Vice President and General Manager, Data Center Systems (DCS) Business Unit, Western Digital Corporation, who joined from Dell EMC, where he was in charge of the scale out network-attached storage platform Isilon.

While still the world's largest HDD manufacturer, the firm is keen to highlight its investment in flash-based storage, systems and platforms, particularly through the acquisition of firms such as SanDisk in 2015, and Tegile Systems last year.

"We want to position ourselves as a data technology company, as opposed to a storage vendor to enterprise customers and partners," says Bullinger who has a clear focus to increase growth of the company's disk, flash and hybrid storage platforms, as well as object storage systems for use in cloud-scale data centers.

The data center systems business spans from storage servers to software composable infrastructure architecture primarily built for software defined storage stacks. "We are investing in co-engineering. Our platforms and systems have a unique proposition because we have the engineering intimacy of the device layer or base media all the way up to the end customer experience. No other company can achieve this," says Bullinger.

# SPECIAL FOCUS

## IBM ACQUIRES T-SYSTEMS MAINFRAME SERVICES FROM DEUTSCHE TELECOM?

IBM is acquiring T-Systems' mainframe services business from Deutsche Telekom for roughly \$986 million, according to the Handelsblatt and IT-Zoom. Roughly 400 T-Systems employees across six countries will transition to IBM in May 2019 as part of the deal, according to the reports. The mainframe unit is only one small piece of the larger T-Systems, a German global IT services and consulting company headquartered in Frankfurt. Founded in 2000, T-Systems is a subsidiary of Deutsche Telekom.



Neither IBM nor T-Systems have publicly confirmed the mainframe unit deal price, but T-Systems seemed to confirm that some sort of deal or deeper relationship with IBM will surface in May, according to Reuters.

### IBM, T-Systems: Two Companies In Transition

The apparent deal comes at a key time for all parties. IBM is taking multiple steps to improve profit margins while striving to accelerate revenue growth. For instance, the company is:

- ▶ Shedding non-strategic businesses like its classic Lotus Notes, Domino and Tivoli software units along with a mortgage servicing business.
- ▶ Acquiring Red Hat for a lofty \$34 billion in a bid to offer software, consulting and management services across on-premises, hybrid and public cloud systems.
- ▶ Maintaining classic, high-margin businesses like its core mainframe operations.

T-Systems CEO Adel Al-Saleh has announced plans to shed thousands of jobs while targeting a return to profitability within three years.

# 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."

