Another Feather in Galaxy's Hat!

Proud Winner of

"Marketing Champion Award"

Galaxy has been honoured with the prestigious "Marketing Champion Award" at Dell Technologies Marketing Conference Spark 2019, Melbourne.

This year, Dell Technologies SPARK 2019 - Partner Marketing Summit kicked up a notch with engaging seminars and activities prepared especially for the partners organized at Melbourne, Australia from 22nd to 25th July 2019. It was an incredible week with inspiring and informative sessions and unlimited networking with fellow marketing community.

MD SPEAKS

**Anoop Pai Dhungat**
Chairman & MD

The much awaited Union Budget 2019-20, presented by the government that had a huge mandate, was disappointing to say the least. In these times where global factors are triggering a slowdown, some bold policy measures could have helped India to buck the trend and perhaps even take advantages of the trade wars. Hopefully, there will be some announcements during the course of the year that will address these.

The monsoons in Mumbai this year have served us a very strong reminder that climate change is real and all development has to keep the environment in mind. Striking the right balance is very important as is evident in places where rapid unbridled development with little regard for the environment has caused hardships for the unsuspecting people who have bought houses in such areas. Mother nature is usually very forgiving, but in its fury can destroy practically anything. Let us not test her patience any more.

We are seeing a lot of traction for software defined WAN (SD-WAN) solutions among enterprises mainly to improve network performance and reduce the complexity and costs associated with the traditional WAN infrastructure. Please contact us and we will be happy to help you.
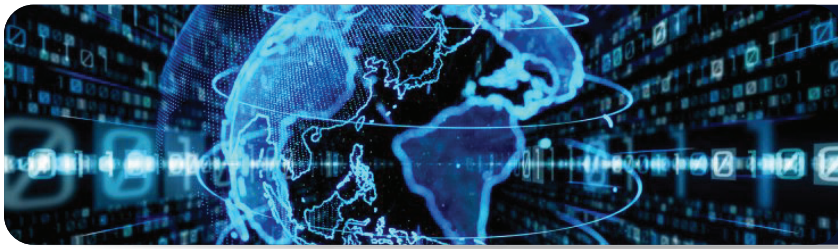
Image files stored in liquid

Liquid-based data storage could one day replace silicon chips.

Your next flash drive could be made of liquid. Researchers at Brown University have successfully stored image files in metabolomes – mixtures of liquids made up of sugars, amino acids, and various other small molecules.

By 2040, it is estimated that the world will have produced as much as 3 septillions (3 followed by 24 zeros) bits of data. With so much data around here may not be enough chip-grade silicon on Earth to store it with traditional chips so we're going to have to come up with an alternative.

One possibility is to encode information in molecules, several previous studies have used DNA to do this but the team at Brown used metabolomes – liquid mixtures of small molecule chemicals found in biological material. They used different chemicals found within the mixture to encode one bit of digital data – a zero or a one.

The number of molecule types in the liquid determines the number of bits each mixture can hold. For this study, the researchers created libraries of metabolites, meaning each

mixture could encode either six or 12 bits. Tiny droplets of thousands of mixtures are then placed on small metal plates in tiny droplets by a robot arm, encoding the desired data. After drying, the data can then be read out whenever necessary.

The team used the technique to successfully encode and retrieve a variety of image files of sizes up to 2 kilobytes. That's not big compared to the capacity of modern storage systems, but it's a solid proof-of-concept, and there's plenty of potential for scaling up, the researchers say.

AI used to translate babies' cries

Artificial intelligence could distinguish between normal cry signals and abnormal ones, such as those resulting from an underlying illness.

Babies can cry because they are feeling ill or pain but they will also often let out a whimper if they are feeling hungry or sleepy. This makes it incredibly difficult for parents, especially first-time parents, to know exactly why their little ones are snivelling. Now, a group of researchers based at Northern Illinois University in the States has created a method distinguishing between normal cry signals and abnormal ones, such as those resulting from an underlying illness, using artificial intelligence.
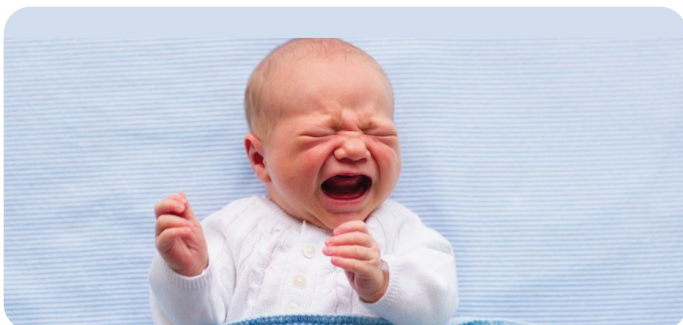
The method could be useful for both parents at home as well as by doctors that need use it to discern cries among sick children, they say.

While each baby's cry is unique, they do share some common features. The team developed an algorithm based on an already existing automatic speech recognition system to detect and recognize the features of infant cries along with a technique called compressed sensing – a process that is able to reconstruct a signal based on very sparse data, especially in environments with high levels of background noise.

The algorithm analyses the waveforms of the infants' cries looking for features in their loudness, pitch and timbre common to a database of recorded baby cries previously identified by experienced neonatal nurses and caregivers. For example, the "neh" sound is generally related to being "hungry". Typically, when a baby has the sucking reflex and their tongue is pushed to the roof of the mouth, a "neh" sound is created. Similarly, the "eh" sound means that a baby needs to burp. Generally speaking, it happens after feeding.

"Like a special language, there are lots of health-related information in various cry sounds. The differences between sound signals actually carry the information. These differences are represented by different features of the cry signals. To recognize and leverage the information, we have to extract the features and then obtain the information in it," said Prof Lichuan Liu.

https://www.sciencefocus.com/news/ai-created-to-translate-babies-cries/

Why Managed Security-as-a-Service is the Next Big Thing

Not long ago, enterprise security was all about securing the perimeter, encrypting data and installing the firewalls. Nonetheless, if you are living by the same rules in today's business environment, you are headed for a security disaster.

Flexibility and business agility offered by increased use of digital technologies (cloud, big data, mobile, IoT and artificial intelligence) has come with a caveat—increased security complexities. Growing interconnected systems, mobile devices and open platforms has increased data touchpoints both within and outside the firewall. With data assets spending a lot of time in transit, the risk of vulnerability to virus, ransomware, identity theft and unauthorized exposure to data has increased manifold.

No wonder, the frequency, magnitude, sophistication and cost of security incidents are rising every year. Several big names have been the victims of cyberattacks, which resulted not only in huge financial losses but also loss of reputation. As per the projections of a US research company Cybersecurity Ventures, cybercrime damages will cost the world $6 trillion annually by 2021, up from $3 trillion in 2015.

Marks the Spot in the evolving threat landscape

As enterprises continue to add new applications, devices and workloads across functions and geographies in the multi-cloud world, the risk too will continue to mount from all directions. In this ever-evolving threat landscape, how can enterprises ensure security, while staying competitive and agile? Those enterprises thinking that taking preventive measures and steps against security breaches and threats is good enough, have completely missed the point. The need of the hour is proactive not preventive security.

That said, in-house IT teams usually lack the skills as well as budgets to meet increasing security demands. More and more enterprises are thus looking at outsourcing security and get their security demands fulfilled without having to come up with their own infrastructure or invest in developing, maintaining, and creating these resources. Leveraging the power of cloud to provide security and compliance services, Security-as-a-Service (SeCaaS) is emerging as a viable option for staying ahead of the cybersecurity curve. Pay-as-you go option coupled with

speed, agility and ability to scale up and down are the key benefits that have led to the popularity of SeCaaS model. Many experts believe that security outsourcing will become a necessity in the future.

While taking the decision to adopt SeCaaS is easy (and a smart one), choosing the right provider for maximum benefits is a more difficult decision that requires careful evaluation. Consider these criteria before getting started on your SeCaaS journey:

Business understanding and integration with systems:

Analyzing the partner's understanding of your business is a good place to start. It is essential for the SeCaaS provider to have a clear view into your organization's compliance requirements, department-level challenges and even culture. This is crucial as the partner should be able to suggest solutions that best fit your business. Also, extremely important is to make sure that the solution you select works well with business systems already in use and in-house existing security solutions. It is always a great idea to work with a provider that has many services in the cloud (such as IaaS, PaaS, DRaaS) as it allows for bundled pricing and better interoperability.

Ability to scale with your enterprise:

It's important to understand that the threat vectors will continue to increase as your enterprise grows and adopts new technologies and expands its digital footprints. Look out how much experience the partner has in dealing with complex security environments, such as multi-cloud and hybrid IT. Also, the ability to keep pace with changing threats is a crucial check point. A provider with a global reach can completely fit the bill as it will ensure that the provider is on top of the evolving threat scenario. Further, the provider should be able to offer you flexibility to change and expand your services as your security infrastructure grows.
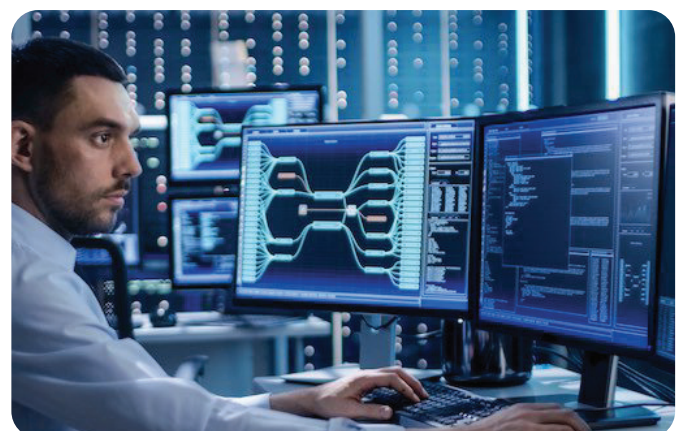
Spectrum of Service:

One of the key points to look for is the range of services offered by a provider. An enterprise environment has a mix of legacy systems and advanced cloud-based systems. For effective security, it is important to make sure that the provider is equipped to handle a comprehensive array of environments. The provider should be able to adopt a holistic view towards security by taking into account all the aspects right from risk management, auditing, disaster recovery, compliance to even training.

Expertise:

Security is a broad subject and it is practically impossible for an enterprise to have an expert on each aspect. Access to trained security talent and experts across various aspects, including network and infrastructure protection, DC workloads and endpoint protection and application and data protection, at an affordable price point is one of the biggest pluses of SeCaaS model. Look for a provider who has its own Security Operation Centre ((SOC) with a highly skilled team that manages the operations on a 24×7 basis. This ensures that your security and compliance requirements are met round-the-clock and SeCaaS provider serves as an extension of your in-house security team.

Shared model:

Look for a provider that offers a shared services option, for instance a shared SOC. Multi-tenant hybrid approach enables an enterprise to have a few dedicated resources with the flexibility for additional scalability. A shared model is a win-win as it allows access to wider security, 24×7 support and access to skilled security professionals at a much lower price point.

Best-in-breed security products:

The provider's platform should integrate best-in-breed security products and technologies from a wide range of security service providers. A strong technology partner ecosystem ensures that you can make decisions that best support your infrastructure and security requirements.
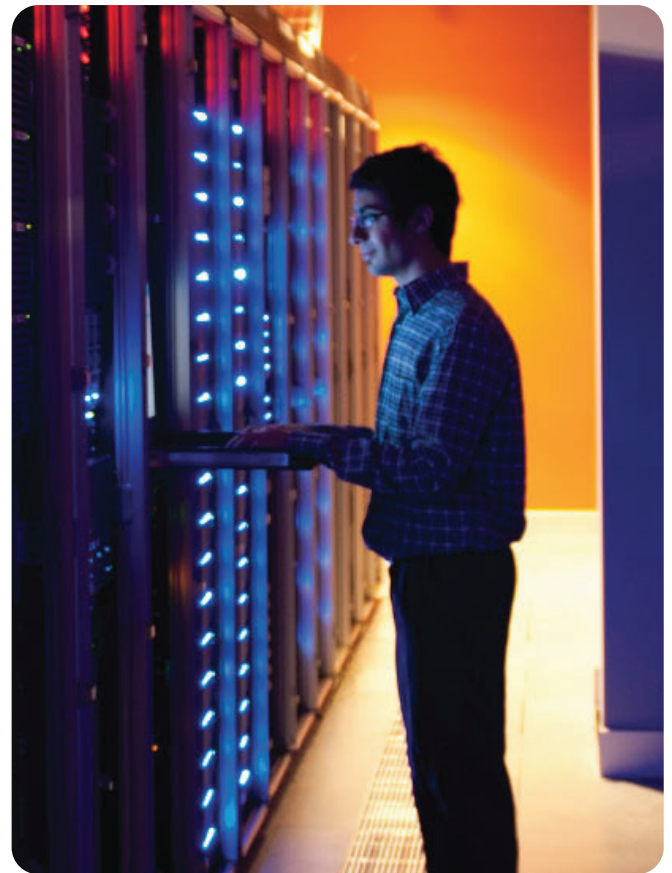
Flexibility across environments:

Check if a SeCaas provider has extensive experience across all environments and delivery models, including public, private and hybrid clouds. This flexibility will help you benefit from the provider's experience in creating a multi-strategy that will enable you to meet your current and future security needs.

Enterprise security is something that today's businesses can't afford to ignore or go wrong with. Choosing the right SeCaas provider is tough (especially with the plethora of options available) but a business-critical decision. Closely analyzing your security challenges and requirements and matching them with the SeCaaS provider's capabilities can help you choose the right fit for your business.

VMware-VeloCloud Details Road Ahead for SD-WAN in 5 Areas

VMware's VeloCloud business has consistently topped the SD-WAN charts since VMware purchased Velocloud in November 2017.

According to IHS, VMware's $73.2 million in revenues during the fourth quarter of last year led the SD-WAN market, beating out Cisco and Aryaka. And in Gartner's first Magic Quadrant for WAN Edge Infrastructure, it was placed in the top position for completeness of vision and shared the Leaders quadrant with Cisco and Silver Peak.

During its first full fiscal year under VMware's wing, VMware CEO Pat Gelsinger has publicly praised VeloCloud as one of its "hottest" products.

According to Sanjay Uppal, vice president and general manager of VeloCloud, the unit has seen triple-digit growth, has more than 3,500 enterprise customers and 70 service provider customers, and has doubled it team and quadrupled its sales force since the acquisition.

The SD-WAN market is becoming increasingly consolidated, so being acquired certainly did boost VeloCloud. According to Uppal, the acquisition and subsequent integration has had three main benefits to VeloCloud: it has "more feet on the street" sales wise; it has gotten a boost from the complementary VMware products, including everything from VMware's compute stack to NSX Virtualization; and it now falls under the Dell Technologies umbrella so it benefits from Dell's supply chain and hardware capabilities. Uppal added that this has enabled VeloCloud to focus on the technology and where its SD-WAN (and the greater market) are heading next.

Roadmap: SD-WAN to Network Edge

In looking toward what's next for SD-WAN, VeloCloud thinks that might mean a new name.

Based on that customer feedback there are five areas in which VeloCloud has, or is planning to, expand its SD-WAN.

The first area is bringing edge compute into the VeloCloud platform. This fits within VMware's current edge strategy, which includes a device edge, compute edge, and network edge (VeloCloud) that can be individual appliances or collapsed into one device.

The second area is bringing in 5G as an underlay intelligence.

At MWC Barcelona, VMware said that it would be working with AT&T to run its SD-WAN on top of 5G. The two main 5G benefits that will be in play here are lower latency and on-demand service level agreements (SLAs), which will enable specific connections on specific network slices.

Third, VeloCloud has begun to implement gateway federations. Its gateways create a multi-tenanted edge very close to a company's cloud applications. Currently, VeloCloud has the ability for gateway federation between a telco cloud and VeloCloud and is working to enable this federation between two telecom clouds.

Fourth, it is working to bring hybrid- and multi-cloud integrations.

As most companies rely on more than one cloud for individual workloads, VeloCloud is working from a networking perspective in helping split the workload between different clouds. It's envisioning a drop-down menu.

SD-WAN as-a-Platform

And finally, VeloCloud is making a move to deliver SD-WAN as-a-platform. SD-WAN becoming the platform provides integrations with all these other companies out there so that there can be simplicity and cost savings for the enterprise.

VeloCloud, now part of VMware, is a SD-WAN market leader. VMware SD-WAN by VeloCloud is a key component of the Virtual Cloud Network and tightly integrated with NSX Data Center and NSX Cloud to enable customers extend consistent networking and security policies from the data center to the branch to the cloud. For more information get in touch with us on 022-46108777 or email us at marketing@goapl.com

https://www.sdxcentral.com/articles/news/vmware-velocloud-details-road-ahead-for-sd-wan-in-5-areas/2019/03/

'Wearable Air Condition', not a dream anymore! First Portable AC introduced by Sony

Guwahati: Technology has developed so much over the years that we have a number of tech-savvy devices making our lives easy. But have you ever wondered how to survive the blazing heat while travelling or sitting somewhere with no air conditioner?

A 'wearable air conditioner' is no longer a dream for the people, as Sony has launched a crowdfunding project for such a device to survive the hot summer.

Keeping in line with technological advancements, Sony has developed a wearable air conditioner called REON POCKET that will keep you cool during the rising temperatures, claims a media report.

REON POCKET is a wearable device compatible with both inner and outer wearables which can be controlled by your smartphone, making it as portable as it can get.

Sony Reon Pocket is a new device which helps to get relief not only from the steaming hot summers but also from the cold winters. The pocket-sized device can be kept in a small bag or can be worn on the back or neck with dedicated underwear and controlled with a dedicated application, controlling the temperature through mobile phone according to one's need.

The small device has adopted a Peltier element that can be cooled and heated efficiently. Such elements are mostly used for car and wine coolers as it uses less power when used for a long time to cool something. With this element, the device uses a newly developed technology to make it wearable.

The dedicated inner wears for the wearable air conditioner are found in S, M, and L sizes but, as of now, is made for men only. The innerwear is made with a pocket at the back to insert the device.

Making it more user-friendly, the device is powered by a lithium-ion battery that can be used for an entire day with just 2 hours of charging. It is a light-weight device that measures approximately 54 x 20 x 116mm and supports Bluetooth 5.0 LE connected phones.

Sony Reon Pocket comes with a price tag of 14,080 yen for one device and one underwear whereas it costs 19,030 yen for the highest one machine and five underwear. But this product is currently exclusive to Japan, and if the target is not met, no other devices will be released.
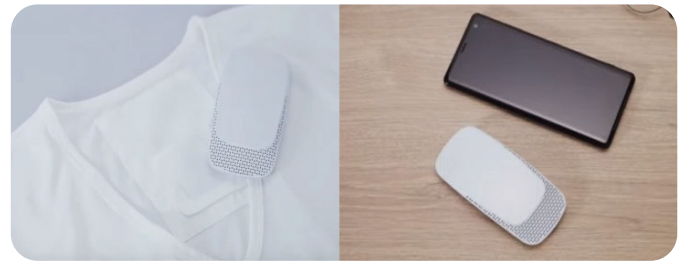
The T-Mobile-Sprint merger could mean the end of the physical SIM card

The Department of Justice may have just done more to eliminate those little plastic SIM cards you have to use to get your phone to work on a wireless carrier than all of the efforts of Big Tech over the past four years. That's because it is requiring Dish and T-Mobile to support eSIM technology as a condition of its merger approval.

What may seem like a wonky side detail or extra technical requirement in a blockbuster merger approval announcement could end up changing not just how your phone gets online, but also (eventually) the way phones are built. It's not going to happen overnight — the process will probably take years — but this small proviso in the merger approval could affect much more than who can sell wireless service in America.

Electronic SIM (eSIM) is the technology that allows wireless devices to get activated on a network through software. In theory, it makes it much easier for consumers to switch networks because they don't have to acquire a physical thing (the SIM card) from the network they want to switch to. They can just tap a few buttons in an app. In practice, it hasn't quite been that easy since US carriers have dragged their feet in rolling out full support for eSIM.

The big thing the Justice Department is requiring is that "The New T-Mobile" sell a bunch of assets to Dish so that it has the tools it needs to become the fourth wireless carrier. But in a press conference announcing the approval, the US government also said it's requiring both The New T-Mobile and Dish to support eSIM technology, which allows your phone to register itself with the carrier using only its internal chips, not a little plastic shim you have to insert into your phone.