

Knowledge

smart thinking from Data Integration



DATA INTEGRATION

In this issue...

- Save Power
- Data Visualization
- IP Telephony
- Juniper launches LAN Switch
- University of Exeter
- Trade in your Check Point/Nokia Firewall/VPNs
- Juniper Partner of the Year
- DI Service Tokens
- Blue Coat End Of Support
- Juniper Training

Three Smart Ways for the Network to Save Power



As governments, business communities and the media have turned their focus to environmental issues, enterprises are seeking creative and innovative ways to reduce their energy consumption and carbon footprint.

A valuable part of the Green movement is to create momentum for the cause; where simple actions and smart methods of running electrically connected devices, repeated many times over, can really add up and make a great difference. By reducing energy consumption, the cost of operations will also be reduced.

Extreme Networks suggests three energy saving ideas:

1. Procuring Ethernet switch products that consume less power
2. Designing the network to use less power
3. Intelligently optimising power to edge ports and connected devices

1. Product Procurement: The IT Networking team can seek out equipment that consumes less power and demand this in the RFP process from the outset. Look for Ethernet switches that consume less energy during normal operation as they will save you energy and operating budget.

2. Network Design: Today's Local Area Network (LAN) can be designed to use power more efficiently. One route to achieve this is to collapse tiers of the network and as a result reduce the number of switches required to serve the enterprise.

With the introduction of more powerful Ethernet switches and technology breakthroughs, the

traditional three tier network is being reduced to just two tiers by removing the aggregation layer and its associated energy consumption.

The capital savings associated with purchase and reduced energy consumption in a two tier design bring tangible benefit for both IT Managers who have to operate fewer devices, and the environment because less power is needed to run the network.

3. Optimised Power Management: The third on-going method is to save energy through the network using native software intelligence, to optimise powered devices connected at the network's edge.

Automated power management through optimization of PoE devices can reduce costs and power usage for running the network edge by between 50% and 75%, a very significant amount that will reduce a businesses carbon footprint.

Extreme Networks uniquely addresses power consumption across the network including edge devices with its revolutionary Universal Port technology - a layer of intelligence that provides event-driven provisioning and automated operations throughout the network.

Conclusion: Extreme Networks is glad to contribute innovate and unique technology and solutions to enable organizations to achieve their goals of 'Going Green' through the deployment of efficient devices, suggesting intelligent network design and providing unique software that controls the environment.




Win a Wattson worth £150 - saving the planet has never been so cool!

Wattson is a glamorous iPod-like gadget for your home that glows blue when you're using little electricity and flashes red when you're consuming a lot. In case that doesn't drive the message home, its bright display shows exactly how many pounds you will have to pay annually, based on what you're using that second. You can also connect Wattson to your PC or Mac to download energy usage and compare it with fellow Wattson users. Once you've lived with one, you'll never again overfill the kettle or leave on unused lights, which should be good for your bank balance as well as the planet. Studies have shown electricity bill savings - and accompanying CO2 cuts - of 3% - 15%.

For a chance to win just complete our green IT survey. Go to www.dataintegration.com/survey

For more information about anything in this newsletter, email info@dataintegration.com or phone **0844 561 0071**.

The importance of data visualization - saving money and reducing risk

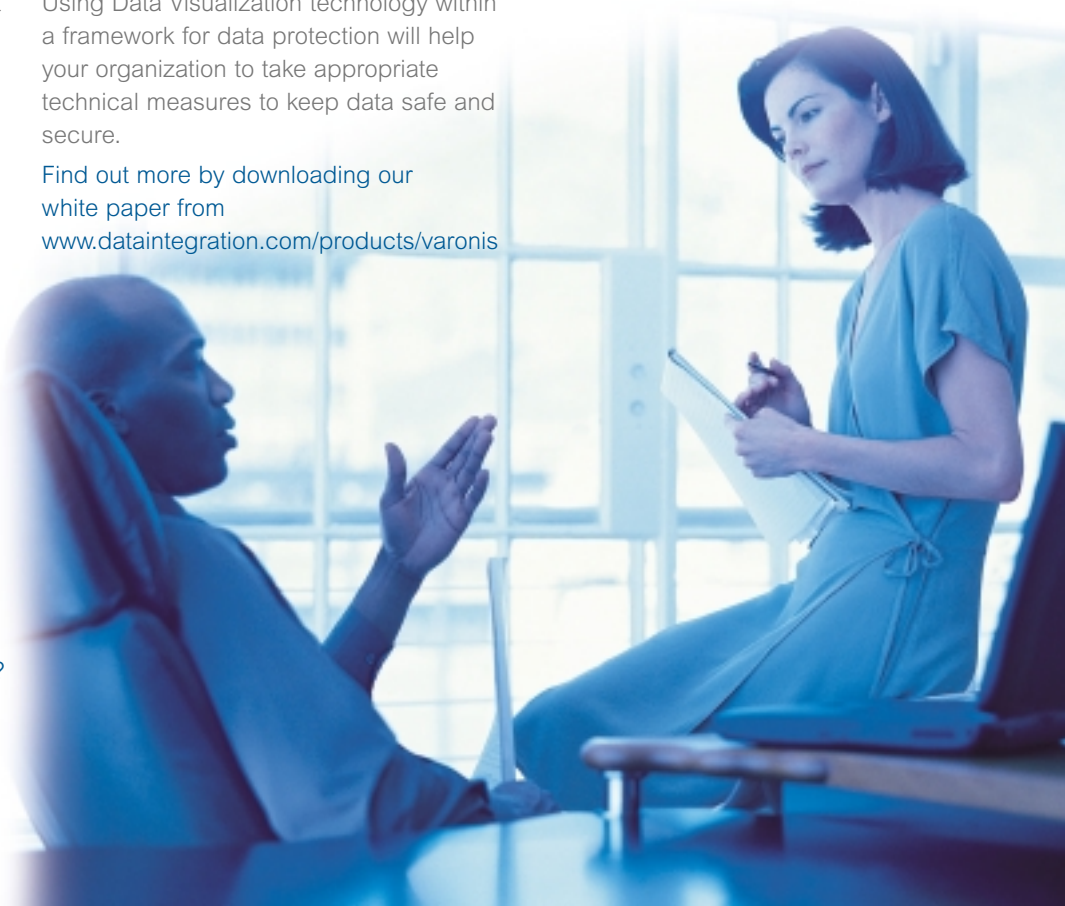
 There's been a frightening amount of media coverage in recent months highlighting the risks of not knowing what's happening to the data in your business. Most organizations have terabytes of data growing at an exponential rate of which they have no visibility and very little control.

Can you answer even the most basic questions about your data? For example:

- Which users and groups have access to what data?
- What should they have access to?
- What have they accessed?
- Who owns the data?
- What data is being used and what isn't?
- Where does Finance, or any group for that matter, use the data?
- Which groups do the users need to be in?
- How can you safely identify legacy and excessive permissions?
- When a user leaves, how do you know they haven't taken important information with them?


Using Data Visualization technology within a framework for data protection will help your organization to take appropriate technical measures to keep data safe and secure.

Find out more by downloading our white paper from www.dataintegration.com/products/varonis



Over half of UK businesses now utilise IP telephony

Survey highlights ignorance regarding IP video deployment

 Thanks to everyone that responded to our VoIP satisfaction survey last summer. It revealed that 58.8% of you now run IP telephony on your LAN, whereas only 32.1% run IP video technologies. Results point to a growing need for market education into the host of benefits of running a modern converged network.

The benefits of applications such as video surveillance, video based training and the green credentials of video-conferencing have been widely touted, but it seems that IP Video take-up is still a long way behind VoIP.

“This could be down to the false start caused by early, and expensive, video solutions or the lack of understanding of its future benefits. What is clear however, is that it is the industry's responsibility to assist organizations in considering all of the business advantages in deploying and maintaining a highly available converged network.”


Paul Phillips, Extreme Networks Regional Director, UK and Ireland.

Additional findings from the survey, sponsored by Extreme Networks, included:

- 88.2% of respondents that have implemented VoIP solutions were happy with the deployment
- An additional 27.2% of you expect to implement VoIP solutions in the next three years
- Whilst only 32.1% of UK companies currently have IP video running, 85% are happy with their deployment
- 43.2% of UK companies fail to see any clear benefits of IP video solutions

Juniper launches LAN switch

Earlier this year Juniper launched its highly anticipated enterprise networking switch based on a custom ASIC

 The “EX-series” switches have been designed to deliver the performance, scalability and wire-speed port densities that today’s converged networks demand. The EX 3200 series fixed-configuration Ethernet switches offer a simple, cost-effective, standalone solution for low-density branch and regional offices. Juniper’s EX 4200 series switches are truly unique, delivering the best elements of chassis-based systems in a compact and efficient form factor.

What sets the EX 4200 series switches apart is the Virtual Chassis™ technology

that expands port densities on demand. Using Virtual Chassis technology, up to 10 EX 4200 switches can be interconnected over a 128 Gigabit-per-second (Gbps) backplane, creating a single virtual switch supporting up to 480 10/100/1000BASE-T ports and up to 40 GbE or 20 10GbE uplink ports.


The interconnected switches act as a single logical device, sharing a common OS and configuration file; users manage and operate the virtual-chassis configuration just like a chassis-based system, so system operations,

maintenance and troubleshooting are greatly simplified.

This is the most significant entrant into the LAN switching market for some years. Watch this space...



Partnership approach and “green” solution wins Data Integration major network upgrade at University Of Exeter

 The University of Exeter has chosen Data Integration to undertake a radical network upgrade which will enable the development of a wide range of cutting edge services in student communication. The upgrade is a key building block of the University’s strategic goal to move from 13th in the UK to the top 10.

The new 10,000 port network will incorporate the latest security, Juniper Networks’ EX Series switches, integrated Nortel and Microsoft unified communications and a campus-wide wireless network based on Aruba’s 802.11n access points. With green issues high on the University’s agenda, Data Integration’s ability to demonstrate the efficiency of the proposed infrastructure was a significant factor in their appointment.

Says the University’s Head of Networks Roger Snelling, “Understanding how the supplier would work with us to help us become a top 10 HE institution and how the proposed solution would help the University reduce its carbon footprint were key criteria in our evaluation. Data Integration scored well on both these counts, as well as offering the best value for money.”

Snelling continues, “Data Integration not only understood our requirements but translated them into a more superior technical solution whilst still making use of our existing investments. They also demonstrated that they would go beyond simply acting as a supplier and be intrinsically involved with our strategy.”

Simon Crumplin, CEO at Data Integration commented, “I am delighted that Data Integration has been chosen to deliver this contract. We have strong working relationships within the higher education sector, and we are looking forward to developing the partnership with the University of Exeter. It is exciting to be working with such clear and ambitious strategic objectives and helping their team to transform its IT environment and the services it offers to both staff and students.”

The multi-million pound contract will:

- deliver faster network access
- create a wireless network across the Exeter campus
- enable greatly improved e-learning capabilities
- provide increased protection against network damage

- deliver maximum reliability
- allow easier integration of new technology
- deliver uninterrupted service to facilitate hot-desking and home working
- support the University’s research and science strategy


Other higher education customers of Data Integration include the University of Reading, University of Surrey, and London South Bank University.

UNIVERSITY OF
EXETER



DATA INTEGRATION


Trade in your Check Point/Nokia firewall/VPNs

 If you are thinking of upgrading or replacing your firewalls or VPNs, give us a call as we may be able to save you money by trading in your current kit for Juniper Networks products. Licensing and subscriptions for AV, spyware etc can prove much more cost effective with Juniper, and many of their products are EAL4 approved.

We can also trade in Cisco, Symantec, ISS, SonicWall and many other products - so call us today find out more.




Data Integration named Juniper Partner of the Year for third year running

 Data Integration has again been named 'UK & Ireland Partner of the Year' by Juniper Networks. The award reflects Data Integration's success with Juniper's products, having one of the largest installed bases of Juniper's security and high-performance networking products in the UK.

Data Integration was named Juniper's 'UK and Ireland Partner of the Year' in both 2007 and 2006 and 'EMEA Service Partner of the Year' in 2005.

DI Service Tokens


Flexible access to our Support Centre

 Data Integration Service Tokens are pre-paid 'bundles' of support time, for issues and incidents that are not covered by our standard Break-Fix Maintenance contracts, which can be called off as and when required. Service Tokens enable you to buy pre-paid access to our Support Centre as and when you need it without the need to raise a new Purchase Order. They are ideal for dealing with those unforeseen events when additional help is required.

Service Tokens give an additional level of flexibility to our standard reactive Break-Fix Maintenance contracts without the commitment of entering into a full Managed Service Contract.

If you would like more information about Service Tokens, please email info@dataintegration.com

Blue Coat end of support reminder


 Blue Coat customers - please be aware that the SG200, SG400, SG800, SG8000, AV400, AV2000, Director 800 appliances will go end of support on the 31st October 2009. If you are still using these appliances please ensure you build the costs of a technology refresh into your budgets for next year.

If you would like more information on the new products or a quote, please contact info@dataintegration.com

Blue Coat

Juniper training offer extended

Juniper Networks training at 50% discount

 Juniper Networks has decided to extend its Fast Track Training offer, so many more of you can now benefit from half price or FREE Juniper training and qualifications in Enterprise Routing, Enhanced Security Services and Enterprise Switching.

Normally, each certification program would cost nearly two thousand pounds, so we encourage you to take advantage of this fantastic offer now!

To take part in this promotion, just email your details to info@dataintegration.com. We will then post you a Juniper Fast Track Web Portal Access Card and full instructions about how to enrol.

