

Knowledge

smart thinking from Data Integration



DATA INTEGRATION

Highlights:

- **2009: The Year of Agility**
- **Immediate payback from security consolidation**
- **Is CoCo driving you loco?**
- **DI score hatrick with Juniper**
- **Does scripted automation make this The Golden Age of networking?**

Success in 2009 - Innovation with Our Customers

> In a climate of uncertainty, attack is the best form of defence. In a tough market, the most agile and efficient organizations are the ones that succeed. So the big question is, 'How do we deliver value and innovation with fast returns and limited resources?'

1. Use the 'Resource Tap' - Delivering projects speedily without recruiting is difficult and traditionally outsourced to contractors. We have become an extension of your resource pool, providing on-demand expertise from people who understand your estate; ensuring projects are delivered on time, on budget with success.

2. Centralize and consolidate - Consolidation at the data centre has become a hot topic. Collapsing multiple devices into a single resilient device is now a reality and can be justified by the first year's cost savings. One customer has saved 80% of the cost of WAN upgrades required for a server centralization project by using WAN optimization. The output is simple: reduced space, power and management overhead, enhanced performance, compliance and security.

3. Automate your network - The automation of common network tasks using scripting has enabled one of our customers to operate its 20,000 port network with only one senior technician and a good support contract. To find out how this can help you, see our 'Focus on...Business Driven Networks' article on the back page.

4. Mobilize your workforce - One of our customers is rolling out Fixed-Mobile Convergence of telephone systems. This will slash the cost of telephony bills, and as they radically expand their number of home and mobile workers this also paves the way to reduce their property estate.

5. Extend your support contracts - Some customers have strained to provide the service their users wanted with too few resources. Short term contractors can fill a gap, but when they depart, the knowledge leaves with them. In this instance, our customer has negotiated a new, flexible contract with Data Integration to incorporate more management. This has freed up internal resources to deliver innovation and value.

Is it time to make your firewall redundant?

> Applications have changed - firewalls have not

A new class of web applications has emerged in recent years that are designed to act evasively. These are both consumer and business oriented. Social networking, SaaS (Software-as-a-Service), personal messaging, and streaming entertainment are merely a handful of the applications that can be found on today's enterprise networks.

The fact that many of these applications use sophisticated security evasion techniques such as port hopping, SSL encryption, and masking to bypass detection by existing port-centric firewall solutions, makes the design of Stateful Inspection firewalls relatively ineffective. (continues on page 2)

"The days when port = protocol = application are behind us. An increasing percentage of enterprise network traffic is being funneled through a few well-known ports, more port-hopping or dynamic application content, such as Web 2.0. In many cases, traffic is being encrypted."
Greg Young, Research Vice President, Gartner

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> (continued from front page) We're not suggesting that you make your Stateful Inspection firewall redundant just yet, but all organizations should be looking at the Next Generation Firewalls that take an application-centric approach to traffic classification. NGFW delivers the policy-based application control needed

in the new world of Web2.0. At the same time, Next Generation Firewalls will consolidate functions such as IDS, IPS, Anti-virus, packet shaping and URL filtering to reduce capital costs and operational expense, and do so without performance implications.



NGFW or UTM? What's the difference?

> One of the advantages of Next Generation Firewalls is that they should consolidate functions such as IDS, IPS, Anti-virus and URL filtering. Sounds like Unified Threat Management? Not quite - see the table below for the key differences:

	UTM	NGFW
Traffic classification	Classifies traffic from a port and protocol perspective.	Classifies actual applications regardless of port or protocol.
Policy Management	Different management interfaces accessing multiple policy tables resulting in complex and cumbersome policy control.	Implemented from a single, centralized policy table.
Performance	Current UTM offerings suffer from latency and throughput slowdowns as each different function is enabled.	High performance and low latency throughput, even with all security functionality turned on.



Palo Alto was co-founded 3 years ago by Nir Zuk, one of the key technology innovators in the firewall space. Although a relatively new technology in this market, Data Integration believes Palo Alto is ideally placed to address some of today's challenges. See www.dataintegration.com/paloalto for more information.

Leading-edge network gives London South Bank University competitive edge



> Data Integration's partnership with London South Bank University has enabled Director of ICT, Wojtek Adamek, to run his department more efficiently, a fact that is borne out by annual benchmarking studies comparing LSBU with other

universities. Wojtek comments, "Compared to universities of a similar size, we're about 12 IT people less and £1.5m less in spend. We're significantly ahead of some of our competitors and in my opinion, that's down to the network."

Data Integration won a contract to upgrade the University's network in 2006 and has since been working in partnership to deliver a robust, secure, reliable infrastructure with the flexibility to deliver innovation. This is set against a backdrop of an unprecedented demand being made of the network; user demands from bandwidth hungry applications, zero tolerance on downtime for 24/7 internet access, an increase both in access methods and security risks due to the number and variety of users connecting to the network.

Data Integration's solution has brought the network and security up to the required standard for the University to deliver key new applications.

Wojtek says, "Our partnership with Data Integration gives us confidence. DI has taken the trouble to understand us as a customer better than any other supplier, working so closely with us that sometimes they "go native", and become more LSBU than DI! The quality of their staff is first class; they're proactive, often feeding me information about new developments in advance of my needing it."

To read more about the transformation of LSBU's infrastructure see the full case study at: www.dataintegration.com/LSBU



Choosing the Right Remote Access Strategy FREE White Paper

➤ Within most organizations there are usually a number of different communities who need remote access to information; regular home workers; 'day extenders'; genuinely mobile staff; consultants; travelling executives; and third parties. The different requirements of these users may point in conflicting directions. However, there are clear dangers when implementing multiple systems in an attempt to please everybody.

Data Integration has written a white paper called 'Choosing the Right Remote Access

Strategy' to help you understand the range of solutions on the market. This is an independent overview providing guidance on the advantages and disadvantages of the options available.



Request your copy now by emailing info@dataintegration.com

Data Integration named as Juniper Networks UK J-Partner of the Year for third year running

➤ "This award reflects Data Integration's success with Juniper's solutions, consistent across its sales and technical expertise throughout the year," said David Small, Vice President of Channels, EMEA, Juniper Networks. "Data Integration continue to prove themselves as an exemplary Juniper Enterprise Elite J-Partner and demonstrated their success with their policy of early adoption of Juniper's high-performance networking technologies."

Data Integration was previously named as Juniper's 'UK J-Partner of the Year' in 2006 and 2007, as well as 'UK Service J-Partner of the Year' in 2005.

Is CoCo driving you loco?

Need help with the Code of Connection for GCSx?

Local Authorities must now take responsibility for identifying and responding to intrusions and anomalous behaviour on their networks. If you can't visualize what's happening on your network, in real time, all the time, you're not in control. The right tools are vital to making this practical without absorbing the valuable time of your best IT technicians.

Are you up to speed with?

- Mobile Working solutions
- Strong authentication
- Firewalls
- Intrusion Detection and Prevention
- Secure proxies for HTTP and HTTPS
- Protective Monitoring, logging, alerting
- Content Analysis including HTTP and HTTPS

DI can help with these tools and services to make the proper level of vigilance easy to operate.



University of Surrey picks Data Integration

Data Integration wins contract to manage University of Surrey network

➤ Data Integration has won a 3 year contract to provide a managed service including 24x7 proactive support and critical device monitoring to the University of Surrey. The contract will see Data Integration taking on responsibility for the Extreme Networks core and edge campus and residents' network, the Trapeze wireless infrastructure, and Citrix load balancers. This is in addition to Data Integration's existing managed service provision for the University's internet

gateway, SSL VPN, firewalls, two-factor authentication, traffic shaping, and routers.


Roger Stickland, Director of Information Technology for the University, says, "Outsourcing support and managed service to Data Integration means that we can focus our excellent in-house team on strategic development of our IT services rather than day-to-day operations."

For the full press release, go to www.dataintegration.com



Focus On..... Business Driven Networks

Aligning infrastructure to business needs

 Ever wished your network could do more? Be more tailored to your specific user and application needs?

Automation of a range of network functions can save you time and free up staff for more productive and innovative tasks. Data Integration's approach makes use of the variety of scripting tools and XML interfaces available with the latest switches.

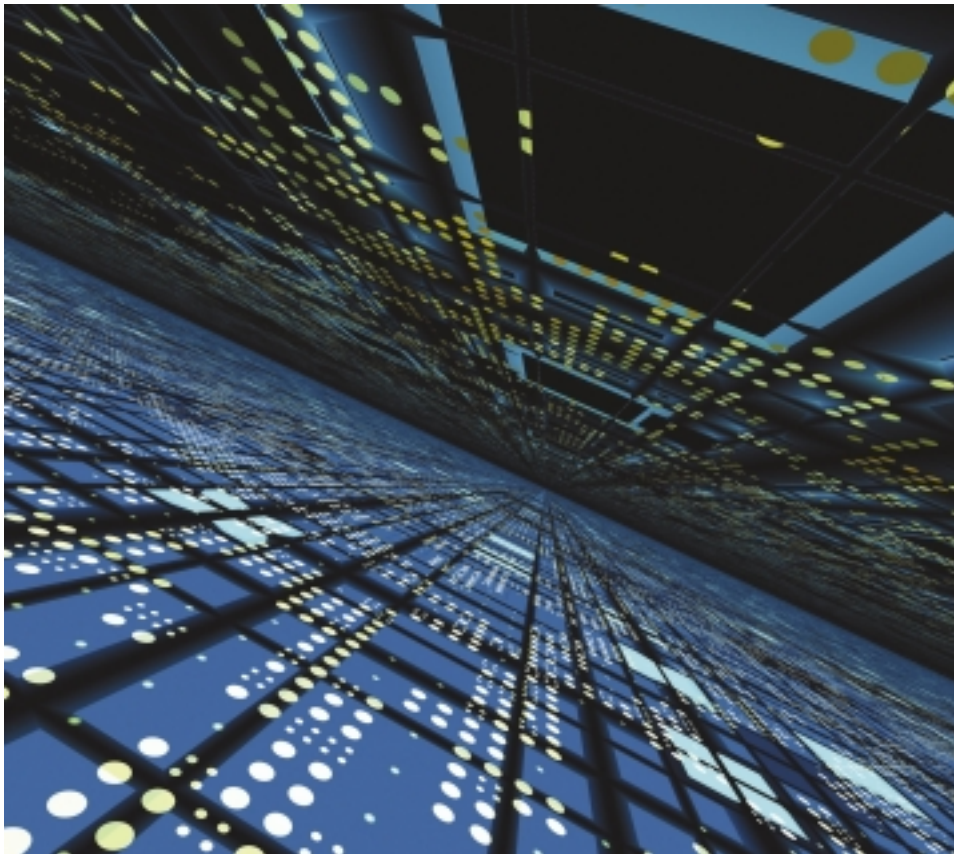
Scripted automation is simple both to create and maintain and allows the network to respond automatically to a range of triggers like time of day, or events on the LAN, without the need for constant human intervention.

This is an exciting area for Data Integration and our customers. Our staff combine their network knowledge with coding skills to work with our product partners and customers to deliver automation projects. Some examples of how scripted automation could help in your business:

IP Telephony provisioning: We can use an LLDP (Link Layer Discovery Protocol) exchange message to trigger a script that provisions an IP phone's VLAN ID, QoS, IP Gateway. The phone then only needs to boot once, straight into the right VLAN with all its settings, and just needs to get its IP address from the DHCP server. The result is that booting a phone no longer leaves security holes in your network.

Edge port protection: Accidental connections that create loops can cause havoc on your network. Scripted automation which can detect these events and take action to block the affected ports, means that you can protect your network without complicating your spanning tree configuration.

Post-admission control: Automation provides you with the flexibility to change a user's access rights, bandwidth or available applications based upon where they are in the network. For example, should a user be



allowed to stream video on the wireless network? You might want to stop most people from doing this in order to conserve wireless bandwidth, but you may want to make exceptions for senior executives. Automated configuration changes will allow that granularity of policy.

Green networking: The notion of turning off Power over Ethernet (PoE) and putting servers into energy saving mode based on time of day has been around for a while, but what if you want to work late or you get called into the office in the small hours in an emergency? Scripted automation can dynamically turn down all ports that have no link (i.e. the endpoint is powered off). For ports that do have an active link, we can query Active Directory to see if the user on a particular port is actually logged in, and if not; turn the port down. You save money on power consumption, and it's better for the environment.

Disaster recovery: Using scripted automation, a dark Disaster Recovery (DR) room can be kept idle until a core failure triggers a script to activate it. The instant the disaster strikes the DR site is up and working, but when it is not needed it is dynamically 'put to bed'.

These are just a few ideas that are possible today with the new automation tools. Right now very few networks are exploiting the advanced features of the infrastructure to the full, but those that do have achieved fantastic returns on the investment. In times when many IT departments are being asked to do more with fewer resources, automation could play a key role in helping to run your infrastructure more efficiently.

If you would like to talk to Data Integration about the ideas raised in this article please contact your Account Manager or email us at info@dataintegration.com.

