



Traditional Service from Today's Technology Company

TECHNOLOGY SERVICE NEWS

QUARTERLY REPORT October 2004, Vol. 1, Issue 3 ©2004

SECURITY SOLUTIONS - HOW MUCH IS ENOUGH?

There are currently two approaches within the security community:

Layered security employs numerous technologies to defend against security threats. Typically, this means integrating point solutions from several different manufacturers. This approach provides the ability to integrate specific best-of-breed solutions from a wide variety of manufacturers. But due to the costs and product testing times, layered security solutions are usually implemented by large enterprises that have the time, staff and budget to deal with this solution's intricacies.

All-in-one security solutions combine multiple security functions into a single solution or appliance. They often merge virus protection, spam blocking, intrusion detection, firewall, VPN, content filtering and other capabilities in one affordable device. The components in these comprehensive devices are designed to work together seamlessly. Many manufacturers offer multifaceted systems that can address numerous capabilities at once, including Symantec and SonicWALL.

Strong candidates for integrated appliances are SMBs and other organizations that have few IT resources. "Although security matters need to be evaluated to fit each individual organization's needs, the core concerns (e.g., antivirus, firewalls) are issues at every level," says Chris Squier, an Ingram Micro security expert. "Regardless of the size of the organization, companies need end-to-end security solutions that are proven, reliable, cost effective, and consistent with company policies and business objectives."

(Source: Ingram Micro. NSI is a member of the Ingram Micro VentureTech Network™, an exclusive national network of technology providers who serve the needs of SMBs by offering premium products and value-added services.)

FREE SECURITY ASSESSMENT
NSI will conduct a free security assessment for the first ten companies that respond to this announcement.

THE "NEW" DATA CENTER

Today's data center, typified by technologies such as virtualization, offers new efficiencies in hardware, software and staffing. Users and analysts say a business can cut overall operational costs anywhere from 25% to 90%.

Storage Consolidation

A good first step when it comes to slashing data center costs is pooling storage using storage-area networks (SAN) or network-attached storage (NAS), experts say.

Server Virtualization

Most organizations support and maintain many underutilized application servers. The smart moves are server consolidation and deployment of more-efficient technologies, such as blade servers or virtualization software.

Data Center Consolidation

Once organizations have consolidated storage, servers and applications, they soon find they require less space in their data centers and fewer data centers. That leads to some smart cost-conscious decisions about the data center placement and equipment.

Thin-client computing

Moving to thin-client computing via technologies such as Citrix or Web services also cuts data center costs, especially in terms of support. Most organizations can save 80% of their costs simply by moving to Web services.

Open Source

As organizations begin consolidating applications in the new data center, a good cost-saving strategy is migrating to Linux on an application-by-application basis.

(Source: Network World Fusion, 8/23/04)

KEY TO VIRTUAL INFRASTRUCTURE

VMware has announced that more than 400 customers have used VMware Physical to Virtual (P2V) Assistant to perform thousands of successful migrations of physical servers to virtual machines.

"The phenomenal success of VMware P2V Assistant is further evidence that virtual infrastructure is now a mainstream technology," said Raghu Raghuram, director of product management at VMware.

VMware P2V Assistant is an enterprise-class migration tool that transforms an existing physical system into a VMware virtual machine.

VMware P2V Assistant enables:

Fast and Clean Migrations. By eliminating the need to re-install software and configure complex application environments, VMware P2V Assistant cuts down on set-up time and delivers value on investments in the shortest timeframe possible.

Efficient QA and Debugging. VMware P2V Assistant can capture images of production systems into VMware virtual machines and redeploy these images in a consolidated sandbox environment. Enterprises can minimize disruptions to production servers by troubleshooting problems and testing changes in this exact replica of the production environment.

Disaster Recovery and Backup. With VMware P2V Assistant users can periodically capture production systems into a library of off-line virtual machines that can be activated in the event of a disaster to minimize service disruption.

Standardizing on Virtual Infrastructure. VMware P2V Assistant simplifies migration to virtual infrastructure. With minimal downtime, IT administrators can migrate all their heterogeneous physical servers and existing virtual machines to VMware platforms.

Asset Management & Disposal

Asset management is an important process in which technology assets (hardware, software, etc.) are tracked allowing you to know where they are, who owns them, and how they are used, configured, and maintained.

Asset management planning is not fun and so it is often neglected.

Some people erroneously believe that asset management is only effective in a large, corporate environment. But all businesses can benefit from solid practices that streamline technology usage and support. Relocations, staff changes, and configuration updates can alter the overall asset environment. When left uncontrolled, these changes can have an impact on your ability to support, upgrade and manage your assets.

Asset disposal is another unglamorous, but important matter. Every year millions of computers sign off permanently. Less than one fifth of those machines are reused or recycled. The rest end up in landfills or in storage.

Many companies give little thought to the data that lingers on old PCs, even after deleting files or reformatting the drive. But several regulations are putting new focus on old data. Most often, such sensitive data pertains to patient information, financial and personnel data, proprietary documents and government data. Much of this is protected by the Health Insurance Portability and Accountability Act (HIPAA), the Right to Financial Privacy Act (RFPA), or the Gramm Leach Bliley Act (GLB).

IBM experts say there are only two ways to "sanitize" a drive adequately. One is to de-gaus, or erase, the entire drive, rendering it both unreadable and useless. The other is a process called data overwrite, which as its name implies, replaces existing data with new, nonsensical content.



"IBM Asset Recovery Solutions has dedicated facilities for overwriting large quantities of disk drives," said Jennifer Van Cise, director of Asset Recovery, Global Asset Recovery Services, IBM. "To do that inside a company is typically just too time consuming for IT staff."

IBM overwrites using a standard established by the U.S. Department of Defense. "Your data is deemed to be essentially irretrievable," she says.

(For more information about Asset Management & Disposal, contact NSI VP of Service Ed Garcia at 800-634-8633, ext. 120.

ORDERS MADE EASIER

In our ceaseless effort to best meet our customers needs, NSI is now offering *Product & Service Order Forms* accessible through the Internet.

Placed on a private page of our Website, an order page can be customized to your requirements. Just click a shortcut on your desktop, the Order Form will appear, fill out the necessary information and hit send – it's that easy. The form is immediately emailed to your sales representative and to our purchasing department for coordination of purchasing and shipping.

An ongoing pilot program has proven the need for this Web-based service – fast action and ease in ordering – especially for frequently requested products or services.

"Customers have asked for more control in placing orders and we are responding," said Tom McDonald, NSI Chief Operating Officer. "This new service puts the customer in control and gives them absolute confidence that the order has been received and is being processed quickly."

For more information, contact Anita Cassella at 800-634-8633, ext. 133.

The NSI Difference A Helping Hand

NSI certified sales representatives are a different breed. Unlike many salespeople, time and again they demonstrate a willingness to go above and beyond.

Account Executive Stephen Parisi is a good example of *The NSI Difference* in action.

For the past three-years, Mr. Parisi has provided informal advice to North Safety Products of Cranston, Rhode Island. Although not a NSI customer, this manufacturer of state-of-the-art safety products had questions that needed answering. In response, Parisi gladly offered his input regarding configurations and integrations. "It's the way we work," Parisi said.

Due to such patience and helpful assistance, North Safety products has now become a customer, purchasing twelve IBM servers, IBM storage and IBM tape back-up through NSI.

While acknowledging that any prospect is a potential customer, Parisi points out that *The NSI Difference* is about building trusted relationships, "We're looking for a partnership, not a quick hit and see you later," Parisi said. "It's about value and commitment to the customer."