



Aruba networking

Moncrieff has recently become a business partner of Aruba Networks. Aruba is the leader in secure, reliable, manageable and scalable enterprise networks. Their aim is to design a network strategy that significantly reduces network infrastructure and maintenance costs, whilst simultaneously increasing mobility and user productivity. Since this philosophy fits seamlessly with Moncrieff's dedication to offer our customers value-added services, we are very excited about this partnership.

Let's face it, the world is becoming more wireless and there has never before been such a desire for wireless connectivity. The world has seen a virtual explosion in the growth and popularity of mobile computing over the past few years, thanks to the development of laptop computers, smartphones, tablets and other handheld WiFi-enabled devices.

With the unprecedented growth of mobile devices, users increasingly demand high quality connectivity, no matter where they are. Stringent productivity standards implemented by today's companies dictate that IT departments must meet this demand in order for the business to remain competitive.

In order to meet the demands of the mobile workforce, IT departments must take a user-centric approach to their network access infrastructure. This approach follows and secures users wherever they are, instead of investing more time and expense in port-centric architectures to connect users with the company.

With Aruba's user-centric architecture, IT administrators provide users with a simple, consistent way to access corporate resources regardless of their location, device or connectivity method.

Access to corporate resources is provided on a per-user basis, across wired and wireless LANs, without compromising security.

To find out more about Aruba and their strategy to save you up to 30% of your network infrastructure costs, speak to Mark Carrick on 08 9473 3824.

Most powerful system in the storage marketplace

In storage management today, breaking the cycle of increased complexity and explosive data growth can be a big challenge. The old ways of buying and managing storage have become less effective. Due to resource constraints IT departments must act quickly to optimise and simplify their infrastructure. Unchecked complexity and growth will only become bigger problems over time.

To stand up to these challenges and allow businesses to respond to a rapidly changing marketplace, IBM's Storwize® V7000 is a virtualised storage system to complement virtualised server environments that provides unmatched performance, availability, advanced functions and highly scalable capacity never seen before in midrange disk systems. IBM Storwize V7000 is a powerful midrange disk system that has been designed to be easy to use and enable rapid deployment without additional resources.

The V7000 delivers sophisticated enterprise-class storage function that is easy to use for mid-sized businesses. It comes with the Integrated IBM System Storage® Easy Tier™ function that

provides up to 200 percent performance improvement with automatic migration to high-performing solid state drives (SSD).

Thin provisioning allows you to purchase only the disk capacity you need, saving you time and money. The dynamic migration provides continuous availability of applications while migrating critical data.

Other highlights include the IBM FlashCopy® replication, which supports faster and more efficient data copies for online backup, testing or data mining and the IBM Systems Director, which provides flexible server and storage management capabilities.

For more information on the V7000, download the comprehensive brochure at IBM's website: www-03.ibm.com/systems/storage/disk/storwize_v7000/index.html.

If you would like to arrange a more in-depth discussion of our storage solutions, please call us on 08 9473 3888 or email info@moncrieff.com.au. We are happy to assist you to reduce your total cost of ownership.



Thanks for your support and feedback

At Moncrieff, we've had an exciting year; new colleagues were welcomed, we significantly invested in our helpdesk and TSRM to support our managed services offerings and we gained additional business partners.

Like many companies, we have felt the effects of the global financial crisis, but we have received promising messages from our customers for the future. We would like to thank our customers for their business. We are continuously striving towards offering better services - from hardware deployment to managed services to resource outsourcing.

We always appreciate our customers' feedback - good and bad - which helps us improve our business and services.

Here is a snapshot of responses we have received from our customers over the last year:

"I just wanted to be able to have one point of contact that would sort everything out for me with one phone call, and Moncrieff has delivered this," John Florenca, CEO, Omnitronics.

"It is critical to our business to have efficient and fully operational computer systems. We didn't have the time or expertise ourselves to get it right, but Moncrieff gave us advice and project managed our move to new premises, implemented better communications, security and back up systems. We really appreciate the reliable, consistent and professional approach Moncrieff provides to us. Without doubt it's been money well spent and it's allowed us to focus on our business," Jan Spriggs, Director, Placer Management Group.

SaaS - a cost reducer

Every newsletter this year has mentioned the costs of IT and ways to reduce these costs without compromising your IT networks. This message may be getting old, but we mention it for a reason. The GFC has had a huge impact on companies worldwide and understandably IT departments are stretched thin - and getting thinner. We highlight these facts because we know we have the solutions and skills available to you to reduce your costs and enable you to manage your requirements even with a shortage of staff.

Many IT departments are delaying some technology purchases, including much-needed security products. The combination of tight budgets, IT staff shortage and increasing security threats are reasons why we think you should get to know our partner McAfee's Security-as-a-Service.

"In my office, we don't have the skills to properly monitor our IT environment. I don't want to worry about maintaining my IT systems and Moncrieff does this for me," Craig Sheiles, owner, Craig Sheiles Homes.

up-to-date protection and expertise is paramount. SaaS service also offers the potential for lower-cost delivery of security controls and functions with faster implementation cycles," said

McAfee Security-as-a-Service solutions are designed to provide companies with a comprehensive set of security products built in a Software-as-a-Service (SaaS) model.

McAfee's Security-as-a-Service solutions are available over the internet and provided on a subscription basis. By running security as a cloud-based SaaS solution, you can reduce your capital investment, eliminate on-site administration and reallocate IT resources to projects better aligned to your initiatives. You also get immediate, up-to-the-minute threat protection to ensure your data, systems, and networks are instantly and always secure.

Arabella Hallawell, Research Vice President at Gartner, Inc.

Highlights of McAfee Security-as-a-Service:

- Right for today's IT requirements
- Instantly accessible with minimal setup
- Lower upfront cost and zero capital expenditure for most organisations
- No onsite administration
- IT resources focused where they can add the most value to the business
- Data, systems and networks are instantly and always secure

Want to know more? Call Mark Carrick for a obligation-free discussion on how to reduce costs and increase security.

"Gartner clients are showing increased inclination towards deploying security SaaS solutions in threat and vulnerability focused markets, where

Did you know?

A German pensioner who wanted to close off the entrance to his basement by putting up a brick wall, locked himself in his basement. Only when he finished the wall he realised his mistake.

He spent a few days in his basement before he decided to break through a wall - not the one he just put up. He broke through his neighbour's wall, whom he had been having an argument with anyway.

Quote of the month

"The Supreme Court has ruled that they cannot have a nativity scene in Washington, D.C. This wasn't for any religious reasons. They couldn't find three wise men and a virgin."

- Jay Leno

Moncrieff is a Perth owned and operated IT company, providing reliable IT services with integrity and has been operating since 1966.

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