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## Flagship Solutions Group eNewsletter

### Celebrating 100 Years of IBM Technology!



On June 16, 2011, IBM turned 100 years old!

One simple way to assess the impact of any organization at a milestone such as this is to consider how the world is different because it existed. IBM has certainly played a leading role in transforming business, science and society over the last 100 years. Here's just a sampling:

*Pioneering the science of information:* How past discoveries such as personal computers, digital storage, and standards to safeguard digital information have paved the way for tomorrow's innovations.

*Making the world work better:* How societal advancements--from online banking to intelligent rail systems and electronic health records--are shaping the world today.

*Reinventing the modern corporation:* What it means to be a 21st century global organization, and how agility and dedication to the hard work of progress can shape corporate success.

*Charting a path to reinvent the future:* What challenges lie ahead for the next 100 years of innovation as the world becomes a Smarter Planet--from technologies that predict and reduce traffic jams in cities, to the Watson computer, smart enough to battle champions on the popular TV game show, *Jeopardy!*

Join Flagship in congratulating IBM on 100 years of technological excellence by joining in the Twitter conversation – just use the #IBM100 and #progress hashtags on Twitter.

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### New BM Storage Efficiency Calculator

We are pleased to announce the launch of an outstanding new IBM tool named the **IBM Storage Efficiency Calculator**. This brand new, web-based "self-service" tool enables you to rapidly assess your current storage environment and receive an

estimated, customized projection of storage capacity reduction potential, enabled by implementing various essential storage efficiency technologies.

The Storage Efficiency Calculator models the cost savings associated with storage capacity reduction and makes a set of customized recommendations.

This new tool is based on a **powerful, proven and patent-pending methodology** developed by the STG Lab Services' Storage Optimization practice, honed over years of successfully completing hundreds of storage optimization engagements worldwide. This same methodology, while streamlined for use in the new calculator, is foundational in the Storage Infrastructure Optimization offering today.

For more information about this new tool, contact Flagship at **561.208.FYI1 (3941)** or visit [www.flagshipsq.com](http://www.flagshipsq.com).

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## Upcoming Events:

### Thirsty Thursday Networking Night

Flagship, Internet Coast and Consultis are pleased to sponsor the fourth Thirsty Thursday IT networking event.



If you're an IT manager, a system administrator or your company's "go-to" person for IT problems, then this is the event for you! Join us for this exciting networking event on July 14<sup>th</sup> at the Blue Martini in Boca Raton.

The event is free to IT personnel. Free drinks and hors d'oeuvres will be served. We encourage you to attend. Bring your friends. And be sure to bring a business card as that will be your admission ticket...plus it will be entered into a drawing for a Blue Martini VIP card that will be given away that night.

Register at [http://flagshipsq.com/events/?event\\_id=39](http://flagshipsq.com/events/?event_id=39).

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## Join Us At The International Soccer World Football Challenge



### Celebrating the New IBM CIO Report.

FC Barcelona, the 2011 UEFA Champions League finalist, will face one of Mexico's most popular clubs, CD Guadalajara as part of the 2011 Herbalife World Football Challenge, at Sun Life Stadium on Wednesday, August 3rd at 8:00 p.m. (ET).

Highlights of the new IBM CIO report will be presented by CIO Jim Ruston. Interested CIO who would like to attend should contact [mwyllie@flagshipsg.com](mailto:mwyllie@flagshipsg.com).

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## **Small Businesses Lack Knowledge About Cloud Computing: Report**

Despite a lack of knowledge of cloud computing, respondents seek the benefits of cloud offering, the report found. "You don't know what you don't know" might be the expression most appropriate for small and midsize businesses when it comes to the benefits of technology and their business, according to an independent survey of more than 500 SMB decision makers released at National Small Business Week. The study, commissioned by Verio, a provider of online business solutions to SMBs worldwide, showed that more than two-thirds of respondents are uncertain if they will purchase a cloud solution in the near future.

However, despite this lack of knowledge, respondents seek the benefits of a cloud offering, with 21 percent citing the ability to share resources and 20 percent citing on-demand resources as important, showcasing a need for education on cloud benefits specific to small businesses. With the proper knowledge and education on cloud technology, 20 percent of decision makers stated they were "likely" or "very likely" to implement a cloud computing solution in the next 12 months while almost 10 percent were "likely" or "very likely" to implement in the next three months.

"This data clearly demonstrates that there continues to be a need for educating SMBs on the benefits of cloud and more importantly, correlating those benefits to their current IT requirements," said Mitch Merrifield, senior director of managed computing solutions for Verio. "SMBs want to drive efficiencies, and cloud technologies are some of the most innovative solutions to assist them in doing that."

The survey also found that 19 percent of SMB decision makers are looking to cut technology costs, an improvement from 30 percent from last year, so the SMB appetite to purchase IT solutions continues to grow. Other findings include a sustained focus on building out and maintaining IT infrastructure as well.

"There are several considerations, including use cases, benefits, applications and purchasing, when SMBs are deciding how to best implement IT solutions such as cloud," said Merrifield. "We believe as their understanding of these key factors and benefits evolve, this will significantly contribute to the adoption of cloud technologies in 2011 and beyond."

A recent report found SMBs are beginning to move toward cloud-based backup (as opposed to traditional technologies) to protect their company data. According to a Forrester Research survey whose goal was to discover the drivers for the move to cloud-based recovery tech versus traditional on-premises solutions, five percent of survey respondents indicated they use cloud-based backup today and 38 percent plan to employ cloud backup within two years, while 68 percent of respondents said they plan to move toward cloud-based backup to reduce costs.

Nearly half (48 percent) said they are moving to cloud-backup because they are more comfortable with the security of their data in these new environments. Speed of implementation/deployment was also cited (32 percent) as the reason for moving to the cloud.

To find out how Flagship can help determine if cloud computing is right for you, contact us at **561.208.FYI1 (3941)** or visit [www.flagshipsq.com](http://www.flagshipsq.com).



## **Citrix Unveils Cloud Networking Products**

Citrix unveiled its cloud networking lineup at its Citrix Synergy conference, featuring new products designed to connect enterprise networks to external clouds. The lineup features two anchor offerings. The NetScaler Cloud Gateway sits at the "front door" of corporate data centers and acts as a means to orchestrate delivery of applications to end users. The second offering, NetScaler Cloud Bridge, sits at the "back door," and serves as a means to extend an internal data center to an external cloud service.

Citrix said together the products form a service delivery fabric that simplifies the process of ensuring cloud applications and services are delivered securely and reliability, regardless of whether they are running in the enterprise data center or from an external cloud provider.

The Cloud Gateway product acts as a single point of control for managing delivery of software-as-a-service (SaaS) applications, as well as web and Windows applications. It provides single sign-on access as well as user provisioning and de-provisioning and unified licensing distribution.

The Cloud Bridge offering sits at the back door of the enterprise data center and provides a means to transparently add computing capacity from an external cloud provider. When extra capacity is required, it can shift part of the application load to an external cloud and encrypts the connection to the cloud provider.

Citrix said Cloud Bridge allows enterprises to leverage the capacity benefits of the cloud while keeping sensitive data and directory information securely in the corporate data center.

To find out more, contact us Flagship Solutions Group at **561.208.FYI1 (3941)** or visit [www.flagshipsq.com](http://www.flagshipsq.com).

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## **Data Breach Threat to Businesses Rises to Statistical Certainty: Survey**

The latest Ponemon Institute study called the chances of an organization being hacked in a 12-month period a "statistical certainty."

Cyber-attacks are becoming more frequent and severe with the vast majority of businesses suffering as least one data breach in the past year, according to a new Ponemon Institute survey.



Businesses of all sizes are being hit by cyber-attacks, as 90 percent of surveyed businesses reported at least one IT security breach in the past 12 months, the Ponemon Institute found in its latest report, published June 22. More than half of those respondents, or 90 percent, claimed two or more breaches over the same period. Nine percent reported five or more network intrusions in the past year. More than half of the respondents had little confidence of being able to prevent another cyber-attack over the next 12 months, according to the survey. About 43 percent of the respondents in the study said there was a significant rise in the frequency of cyber-attacks during the past year and 77 percent said the attacks had become more severe or difficult, to contain, the study found.

"The threat from cyber attacks today is nearing statistical certainty and businesses of every type and size are vulnerable to attacks," the Ponemon Institute said.

After insider abuse, malware accounted for most data breaches, according to the study. The report found that 52 percent of the incidents were the result of malicious insiders. The remainder, or 48 percent, of the breaches were the result of malicious software, either as downloads, embedded on a rogue Website, or distributed by social networking sites, the study found. A mere 19 percent of the breaches could be attributed to system glitches.

Worryingly, 40 percent of the organizations didn't know the source of their security breaches with only 11 percent saying they knew where the security incident had originated.

"Our survey research provides evidence that many organizations are ill-equipped to prevent cyber attacks against networks and enterprise systems," said Larry Ponemon, chairman and founder of the Ponemon Institute.

Most companies have spent a "small fortune" trying to protect their IT infrastructure from attack, Mark Bower, data protection expert at Voltage Security, told eWEEK. Organizations have implemented network security and monitoring tools, intrusion detection and prevention, data leak and content scanning products as well as identity and access management platforms, Bower said. But attackers are consistently getting past these measures.

"Breaches will happen. Criminals will find a way in if not through the front door, then a back door or a window or by using social engineering or another form of trickery," Bower said.

Organizations need to stop focusing their security measures on the network perimeter or on the endpoint, but rather by protecting the data, according to Bower. About 59 percent of respondents said the theft of information assets was the most serious consequence of a security breach, followed by business disruption. Nearly 41 percent of the companies surveyed said overall the security breaches had cost them

at least half a million dollars to address, when costs such as cash outlays, business disruption, revenue losses, internal labor and overhead were taken into account. Another 16 percent were unable to calculate their losses.

“The size and complexity of today’s security threats continue to intensify leaving organizations and governments vulnerable to cyber attacks,” said Mark Bauhaus, executive vice president and general manager of Juniper Networks Device and Network Services business group at Juniper Networks.

The survey, sponsored by Juniper Networks, comes after a barrage of high-profile attacks that have compromised organizations such as [RSA Security](#), [Lockheed Martin](#), and the [International Monetary Fund](#). The report included 583 IT security professionals from the United States, United Kingdom, France and Germany. A little more than half of these professions worked for companies with more than 5,000 employees.

To information how to protect your company, contact us Flagship Solutions Group at **561.208.FYI1 (3941)** or visit [www.flagshipsg.com](http://www.flagshipsg.com)

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To find out more about any of the items in the newsletter, be sure to contact:

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