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## Flagship Solutions Group eNewsletter

### ***"Solutions For Today's Smart Business: IBM Virtual Desktop For Smart Business"*** **Webinar March 15, 2011**

Join the discussion about Solutions for Smart Business featuring IBM Virtual Desktop from IBM led by Russ Klein, VP in charge of Research at Aberdeen Group. Russ will talk with a panel of subject matter experts led by Salvatore Patalano, IBM VP of Worldwide Sales for Smart Business, with Scott Smith, Sr. VP at Micro Strategies and Mark Wyllie, CEO of Flagship Solutions Group, two IBM business partners who are both selling and using IBM Virtual Desktop today.

Russ will start the conversation with an overview of current Aberdeen Group research showing that mid-size companies are now looking for virtualization to do for their desktop what it has done for the data center or server room:

- Reduce the time to deploy new applications
- Generate better asset utilization and
- Reduce the cost of managing the infrastructure

The panel will then discuss how Solutions for Smart Business and IBM Virtual Desktop can help mid-size companies take advantage of advanced technologies, leveraged in the past primarily by large organizations because until now these technologies were not affordable for mid-size businesses.

After the panel discussion join the live Q & A.

[Register here.](#)

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### **Upcoming Events:**

#### **CIO Council Breakfast Forum**



Flagship Solutions Group is proud to be a sponsor of the Fourth Annual **State of the CIO - 2011** breakfast.

Gary Beach, Publisher Emeritus of the CIO Magazine will present the keynote, and then will moderate a panel discussion around the topic of **State of the CIO**. The panel includes:

Doug Cormany, CIO, Preferred Care Partners Eric Lozano, CIO, Banco Santander (Private Banking) Dr. Lew Temares, VP/CIO Emeritus, Univ. Of Miami Paul Martine, CIO, Citrix.

For more information and to register, [click here](#).

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## Thirsty Thursday Networking Night

We all know that IT is thirsty work, so you're invited to an exclusive event for IT professionals being held on April 14, 2011 at the Blue Martini in the Boca Raton Town Center Mall.



Are you an IT manager? A system administrator? Your company's "go-to" guy for IT problems? Then this is the event for you!

Flagship Solutions Group is sponsoring Thirsty Thursday, which is an opportunity for you to connect with other IT Professionals. It'll be a fun, laid-back experience for those that attend – and a great way to talk shop and make new contacts. Join us the second Thursday of every month.

Free drinks and h'orderves will be served. We encourage you to attend on April 14th. Bring your co-workers and your business card (required for entrance).

Register [here](#).

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## New IT Skills Initiative Showcases Underlying Technologies of Watson

IBM launched a global skills initiative to educate clients, business partners and college students how to use IBM business analytics and information management software, and many of the underlying technologies of the Watson computing system to capture information from new sources and use it to create business opportunities.

The skills initiative provides IT professionals no-charge access to 1,200 on-site skills bootcamps at client, partner and university locations worldwide, at 38 IBM Innovation Centers and online at DB2University.com.

The new initiative comes on the heels of The IBM Jeopardy! Challenge, where the IBM Watson system demonstrated a breakthrough capability to understand natural language using a number of advanced technologies -- many of which are commercially available today from IBM.

Businesses today are looking for disruptive technologies like Watson to help them capitalize on the growing volume, variety and velocity of information known as "Big Data." This includes the massive amount of public information available on the Web, information generated by sensors, mobile devices, social networks, cloud computing and public sources of information not integrated into a company's existing information management platform.

Making sense of Big Data requires a new set of skills that many IT professionals do not possess today. The skills bootcamps will cover topics such as Big Data, analytics, data management and open source technologies including Hadoop and Eclipse tools.

More organizations are moving to IBM Software in support of Big Data growth initiatives. In 2010, more than 1,000 Oracle Database customers chose DB2 instead. Clients are moving to IBM Software to tackle Big Data challenges, reduce the cost of managing data and shift IT resources to growth investments. At the same time, IBM has invested more than \$14 billion in analytics acquisitions, has assembled 8,000 analytics consultants with industry expertise and opened a network of analytics centers of excellence around the world.

For more information about the latest IBM technologies, contact Flagship at **561.208.FYI 1 (3941)** or visit [www.flagshipsg.com](http://www.flagshipsg.com).

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## **Online Trust Alliance Outlines Data Breach Guide**

The Online Trust Alliance, a nonprofit organization representing the Internet ecosystem, announced the release of the "2011 Data Breach Incident Readiness Guide," outlining key questions and recommendations to help businesses with breach prevention and incident management.

In the wake of increasing levels of data breaches, accidental data losses and incidents of users' privacy being compromised, the OTA has expanded its annual report to address the emerging security and privacy threats impacting businesses throughout the world.

According to the guide, the true test for organizations and businesses should be the ability to meet challenges such as knowing what sensitive information is maintained by a company, where it is stored and how it is kept secure, whether an incident response team is in place ready to respond 24/7, and management team awareness of security, privacy and regulatory requirements related specifically to the business.

In addition, the guide recommends completing a privacy and security audit of all data collection activities, including cloud services, mobile devices and outsourced services, and a communication plan for customers, partners and stockholders in the event of a breach or data loss incident. The complete guide is available for immediate download via the organization's Website.

"We live in a digital world where organizations must defend against data breaches and be prepared to quickly mitigate additional harm should personal information be compromised," said Washington State Attorney General Rob McKenna. "We

encourage businesses and agencies to consider the resources provided by the Online Trust Alliance and other organizations as they develop their own plans to protect sensitive data."

In 2010, more than 400 incidents were reported impacting over 26 million records for a cost to U.S. businesses of more than \$5.3 billion. Of these, 98 percent were a result of a server exploit; yet on analysis, 90 percent were avoidable if the recommendations outlined in the OTA report were in place. OTA research and industry surveys indicate the data reported is just the tip of the iceberg as a great majority of breaches continue to occur undetected or unreported. While the OTA encourages self-regulation and reporting, the trends outlined in the report suggest the need for broader transparency and self-reporting requirements.

"In the past five years, over 525 million records containing sensitive personal information have been compromised, significantly undermining the foundation of consumer trust," said Craig Spiezle, executive director and president of the OTA. "With the onslaught of criminal and deceptive business activities, we are calling on business leaders to develop a readiness plan. Those failing to act may be faced with increased public scrutiny, regulatory pressures and a tarnished brand reputation."

The guide aims to raise awareness of the severity of a data breach while helping businesses and organizations prevent and mitigate data security and privacy crises. Walking readers through the key points of designing a data incident plan, the guide offers insights, prescriptive advice and actionable recommendations for businesses of all sizes.

The guide also aids businesses in creating an internal plan for what to do in the aftermath of a security breach. Providing plan fundamentals such as creating a 24-hour response team, developing vendor and law enforcement relationships, and providing ideas for a crisis communication plan, the OTA readiness guide gives insights into questions that companies need to ask themselves to ensure they are taking all the precautions they can.

"The 2011 Data Breach Guide is a key resource for any business that is committed to ensuring the privacy and security of its consumers. OTA has done a terrific job at providing the actionable steps that can help a company avoid a crisis and be ready to respond when one occurs," said Jules Polonetsky, co-chair and director of the Future of Privacy Forum.

The OTA "Data Breach Incident Readiness Guide" was developed in collaboration with and support from the following organizations: the American National Standards Institute (ANSI), Center for Democracy & Technology, Email Service & Provider Coalition (ESPC), Identity Theft Assistance Center (ITAC), Identity Theft Council, Internet Security Alliance (ISA), LaMagna and Associates, U.S. Chamber of Commerce, and members of InfraGard Seattle and DC Chapters.

To find out how Flagship can improve your network's security, contact us at **561.208.FYI 1 (3941)** or visit [www.flagshipsg.com](http://www.flagshipsg.com).

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**Citrix Connects Amazon Web Services to Enterprise XenServer Customers**

Citrix has announced it is providing engineering support to Amazon for the optimization of Citrix products and Windows applications that run on Amazon Web Services (AWS). This effort will further enhance interoperability and performance of Windows workloads on AWS, while ensuring continued innovation for the Xen® virtualization platform.

Citrix will also work to extend these optimizations to on-premise deployments of its commercial server virtualization platform, Citrix XenServer®, making it easier for customers to seamlessly migrate workloads between enterprise datacenters and Amazon Elastic Compute Cloud (Amazon EC2). As a result, AWS customers will be able to take advantage of the extensive expertise Citrix provides in virtualizing and optimizing the delivery of Windows workloads.

### Facts and Highlights

Citrix and Amazon Web Services customers can expect the following benefits from this collaboration:

- **Enhanced Interoperability** – The collaboration will make it easier for XenServer customers to take advantage of the scalable, elastic, pay-as-you-go benefits of AWS and cloud computing. With this collaboration, XenServer customers will be able to better connect, migrate and manage virtual machines across both AWS and on-premise XenServer.
- **Optimization for Windows** – As an expert in Windows virtualization and delivery, Citrix will work with AWS to optimize Windows instances for enterprise-class AWS deployments of Windows applications.
- **Advanced Cloud Solutions** – Citrix will collaborate on advanced cloud solutions for the enterprise such as disaster recovery, applications-on-demand, advanced security and compliance.

To find out more, contact us Flagship Solutions Group at **561.208.FYI 1 (3941)** or visit [www.flagshipsg.com](http://www.flagshipsg.com).



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