

- CAE Wins Lanamark Partner of the Year
- Cisco Video solutions seminar April 2011
- Win 2 Tickets to the Speedway FIM Grand Prix at The Millennium Stadium

NEWS

A Message from the MD.

Spring is a time of new beginnings and I am hoping March will be an exciting month because at the end of the month I am due to become a father for the first time.

As a result a great deal is going to change. Working patterns, living patterns, space and financially I know I am ushering in a great period of upheaval but underlying everything is a sense of huge excitement and expectation.

What has been noticeable over the past few months is that there is a vast amount of advice and opinion with much of it conflicting and plenty of hearsay thrown in.

Knowing where to turn and having a small number of trusted sources of information has been invaluable and importantly, will continue to be long into the future.

In a market still displaying many signs of uncertainty and a cacophony of manufacturer claims on the best way to maximise IT investment, I hope that CAE will continue to deliver trusted advice. There are no right or wrong answers (as some would like to believe) and our goal will always be to bring you the most benefit.

I am delighted that we are bringing you our first newsletter piece on NetApp, with the news that we have achieved Gold Partner status – another welcome new arrival.



Justin.
j.harling@caeuk.com

STOP PRESS

CAE Wins Gold Partner Status, see inside for more information about CAE and NetApp

CAE First to Receive Prestigious Award

CAE are delighted to have been awarded Lanamark partner of the Year.

CAE have been working very closely with Lanamark providing Lanamark Suite software, since 2009, as the primary analysis tool for desktop and server virtualisation projects.

Lanamark enables CAE to deliver a spectrum of cross-vendor IT infrastructure optimisation services through unified IT infrastructure analysis, planning and design. Lanamark technology helps CAE accelerate delivery of datacentre consolidation, VDI planning and other strategic IT Infrastructure solutions.

“CAE has distinguished itself among our elite technology services partners world-wide through its unwavering commitment to customer success, services delivery excellence and leadership in optimisation and virtualisation services from the desktop to the datacentre,” said Mark Angelo, CEO of Lanamark. *“We congratulate CAE and its talented team on winning the 2010 Lanamark Partner of the Year Award.”*

Justin Harling, Managing Director at CAE, continued, *“The eco-system of partners required to deliver complete virtualisation solutions is fundamental to success. In Lanamark CAE believes it is able to deploy the best optimisation solutions available and this has been clearly demonstrated in business wins. We look forward to building on this accomplishment in 2011.”*

CAE Nominated for ITE Awards

CAE was delighted to be shortlisted for the IT Europe European IT Excellence Awards, an award recognising best practices in customer solutions.

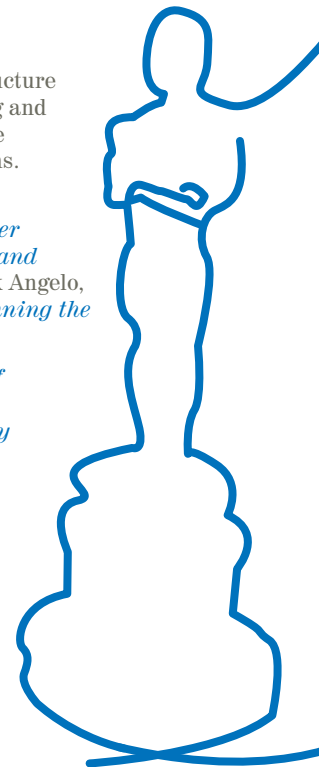
CAE were chosen as one of the finalists in the Solution Provider category. The selection was based on the innovative technology implemented at the Millennium Stadium, a project undertaken by CAE to install Europe's first major Cisco StadiumVision solution.

CAE are proud to be recognised for providing an unprecedented technology solution at the Millennium Stadium. We look forward to taking part and hope to be recognised with a nomination again next year.

Upgrade to Cisco Unified Communications Manager V8.0

With the launch of Virtual Cisco Unified Communications Manager V8.0, licence upgrades from previous versions of Cisco Unified Communications Manager are now available.

To find out how you can upgrade your licence and to learn more about special trade in promotions available from CAE on Cisco equipment, please email itworks@caeuk.com



Optimize the delivery of your desktops and applications to branch and remote users with Citrix Branch Repeater

With the release of Citrix Branch Repeater VPX CAE takes a look at Citrix's latest desktop WAN optimisation virtual appliance and how it can help your business achieve a successful productive virtual workforce.

Citrix Branch Repeater, allows you to increase the performance of your desktop and application delivery to all of your branch offices and remote users helping your business to reduce bandwidth utilization and costs whilst preserving the high-definition experience that your workers expect.

With the number of remote workers increasing, businesses today need to:

- Define application policies
- Consolidate services at the datacenter and branch office
- Experience accelerated application and desktop performance
- Minimise losses in downtime and worker productivity
- Immediately provision secure remote access to data, desktops and applications using virtual infrastructure
- Maintain compliance and the highest level of security

Deploy virtual or physical appliances

Unlike traditional WAN optimization solutions that are only available as physical appliances, Branch Repeater VPX can be delivered on any off-the-shelf hardware using Citrix XenServer or VMware virtualization. This flexibility enables Citrix XenApp and XenDesktop customers to consolidate hardware, reduce energy costs, and minimize changes to their underlying network infrastructure. What's more, Branch Repeater delivers the same dramatic acceleration benefits, whether deployed as a physical or virtual VPX appliance, reducing desktop bandwidth consumption by 90 percent and supporting up to four times more users over existing bandwidth.

Enable VPX quickly, easily and on-demand

XenDesktop and XenApp customers can provision or de-provision Branch Repeater VPX virtual appliances on-demand to meet varying office and user demand and to consolidate services quickly. This increases IT agility and speeds return on investment by reducing the time needed to set up new branch offices. Once deployed, Branch Repeater VPX simplifies branch office IT infrastructure by enabling consolidation of essential branch office Windows® services, such as file, print, authentication, and core network services such as DHCP and DNS. Deploying Branch Repeater VPX can cut your IT costs by over 40 percent

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CAE is a Citrix Gold Solution Advisor with a team of accredited Citrix engineers. Standing out as providing the most responsive and flexible service, It gives you all the benefits of WAN optimization in a convenient virtual appliance.

For a FREE trial Branch Repeater please contact your Account Manager or email itworks@caeuk.com



Win Two Tickets to the Speedway FIM Grand Prix!

For a chance to win 2 tickets to the Speedway FIM Grand Prix at the Millennium Stadium, Cardiff, please email your answer to the following questions to marketing@caeuk.com

1. What are your current business IT challenges?
2. What assistance could CAE offer you to help you meet these challenges?

CAE Citrix & Wyse Virtual Desktop Solutions Seminar

This quarter CAE hosted a Citrix & Wyse Virtual Desktop Solutions Seminar at the Langham Hotel, London on the 8th March 2011. The Seminar provided an overview of the latest desktop virtualisation solutions available from Citrix & Wyse with a focus on XenDesktop 5 and Wyse Xenith Zero Client.

Attendees were given the opportunity to meet technology experts from Citrix and Wyse and also network with other companies over a delicious lunch. .

If you would be interested in attending a similar event, please contact punam.sian@caeuk.com indicating the technology subject you are interested in.

NetApp Solutions

Storage and Data Management have become vital for today's businesses trying to achieve cost effective ways to accommodate increasing data needs, whilst reducing operation costs.

With CAE's Gold Partner status we are continuing to develop a strong relationship with NetApp, combining the technical knowledge and skills required to understand our customers IT needs and providing them with cutting edge virtualisation and data management solutions.

Why Choose NetApp?

NetApp is one of the fastest-growing storage and data management providers in the world today. Providing innovative products-storage systems and software that can help organisations like yours store, manage, protect and retain one of the most precious corporate assets: your data

What NetApp offers

Database - NetApp products meet high expectations for performance, reliability, security, and efficiency in data warehouse environments.

Messaging and Collaboration - NetApp provides improved data backup and recovery in Microsoft Exchange Server 2010 environments and fully integrated single mailbox recovery

Storage Consolidation - Slash costs by up to 50% by consolidating all your Windows file, Microsoft application and virtualization data.

Virtualization - NetApp offers unified architecture. Secure Multi-Tenancy. Discover how Flexible IT can help your business excel.

FAQ

"How can NetApp help Maximise the return on the virtualisation and reduce overall costs associated with data centre operations?"

NetApp achieves this by eliminating common challenges with storage and data protection encountered with server virtualisation. Their unique approach integrates our storage solution with server virtualisation applications to deliver:

- Instantaneous backup and recover
- 50% storage savings through deduplication
- Automation of the most labour intensive data management tasks
- The ability to provision storage as fast as VMs

... And NetApp offer all of these benefits under one architecture

This means that your business can:

- Save up to 50% on storage power, cooling and space, and lower overall data centre costs
- Protect your data and achieve compliance with SLAs
- Bring products, services and projects to market faster
- Continue to scale your virtualised environment without traditional storage constraints or additional storage investment

"How can I Optimise and de-dupe backups for any business application, virtual server, or storage array to accelerate recovery and deliver unparalleled efficiency and cost savings?"

NetApp does this by solving the key challenges that organisations face when implementing and upgrading backup and recovery strategies. NetApp solutions use industry-leading hardware and software to meet customer-specific business drivers and deliver:

- Faster backup and restore
- No-cost deduplication to enable higher storage utilisation
- Simplified deployment and management
- Increased reliability
- Lower cost of ownership

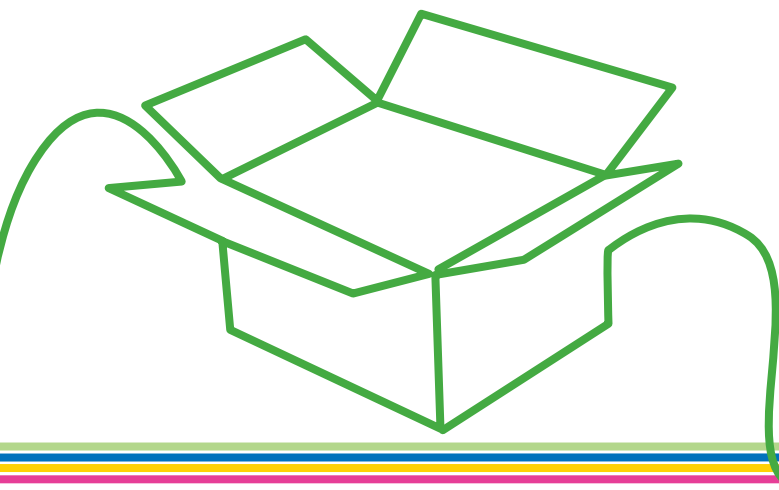
For multivendor (traditional backup application) environments, you get:

- 10x faster backups through enterprise-class performance and scale
- 95% (20:1 reduction) lower capacity requirements through no-cost deduplication
- 50% less tape infrastructure through efficient tape media and drive usage
- 10x faster restores (seconds versus hours) through integration with major backup applications
- A highly scalable, modular design that is simple to use, monitor, and upgrade all based on 100% native technology

CAE Delivers NetApp Solutions

CAE can help your business to implement a successful data and storage virtualisation project. The CAE sales and technical team are trained on all NetApp solutions and products and can help your business achieve an outstanding virtualisation plan that is successful and cost effective. CAE can also offer your business special promotions and NetApp hardware demonstrations, supporting your business to achieve its virtualisation goals.

For more information on NetApp products and solutions from CAE please email itworks@caeuk.com



CAE Welcomes New HP Business Unit Manager

Jordan Huggard joins the CAE team as our new HP Business Unit Manager.

Jordan started his career in IT as a part-time Engineer at a specialist IT re-seller, while studying Information Systems at Oxford Brookes University.

'I began my career IT in mid 2007 as an Account Executive. Settling in quickly, I became the best performing Account Executive in the New Business Team and was promoted to an Account Manager after 7 months. I then gained the majority of my Account Management experience in this role before the company was acquired in November 2009 which led to me working for Ingram Micro.

This experience included a thorough understanding of Distribution, the value proposition of distribution to re-sellers, not only commercially and financially, but also in leveraging relationships between reseller and vendor to gain maximum value to the customer. Furthermore, I gained a wealth of knowledge about HP, their products, messaging and key contacts within the organisation. Shortly after the move to Ingram Micro, my achievements and skills were recognised, and I was promoted to Business Development Manager within the HP ESSN Division. This provided me with vital external experience and a taste of what life was like outside of the office'

'All of this experience and understanding has stayed with me and plays a key part in what I do today as the HP Business Manager at CAE Technology Services. I am responsible for ensuring that every person within the business has all the HP tools, information and skills necessary to excel in their own roles, and to provide our clients with the best possible service, support, and the most aggressive pricing. I am also responsible for maintaining the CAE & HP partnership by ensuring that HP stay aware of our plans and achievements, and that CAE remain tightly aligned to HP.'

'Since my arrival, I have been pleasantly surprised at how tremendously receptive and how extremely keen everyone is to work with me, making me feel totally confident in achieving all goals; I look forward to working with everyone at CAE in this friendly and flexible environment, to do all of the above!'

We welcome Jordan to the company and wish him every success in his new role. If you would like to discuss your HP business needs, please contact Jordan.huggard@caeuk.com

After the success of our Cisco Video Solutions event in December 2010, CAE will again be hosting a Video Solutions event at Cisco/Tandberg Demo suites in Staines, April 2011.

Join us to learn about the broad capabilities of Cisco's video solutions portfolio, you will also be invited to take part in live Telepresence video calls. To find out more about this event please email marketing@caeuk.com

CAE Launches Student Scholarship Scheme

CAE is offering further education students the opportunity to win a Scholarship.

The scheme was initiated last year and has provided college students with the opportunity to gain valuable work experience and learn the key skills required to progress within the IT industry.

The student scholarship scheme is open to all full and part time students who are currently pursuing an IT or business related course, offering an exclusive opportunity for a specially selected student to receive a scholarship, funded by CAE Technology Services. The scheme will also be endorsed by the world's leading ICT Manufacturers including; Cisco Systems, Microsoft, Hewlett Packard, VMware and NetApp.

The Application deadline for this year's scholarship scheme is Thursday 31st March 2011 and is based on application criteria which can be found at www.caeuk.com/scholarship. The successful student will be presented the award in person at their college before the end of 2010-2011 Academic year.

For further information please either email itworks@caeuk.com or visit the CAE website www.caeuk.com/scholarship

Last Quarter's Winner!

CAE can confirm that **Tony Sefton** from Wells & Young's Brewing Co Ltd is the lucky winner of a Flip Cam.