

## Inside: V1.0

- CAE Achieves Highest Level of VMware Accreditation
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# NEWS

## Welcome to CAE's 1st Quarterly Issue.

This newsletter aims to provide you with CAE's latest technology offerings, company news and informative articles on IT subjects.

## A Message from the MD.

With all the talk of recession and recovery CAE has been working on the third 'R' - Reality. During what has undoubtedly been a challenging year we have continued to focus on how technology can help businesses run more cost effectively. But this is no different to the year before and will be no different this year.

The reality is that IT is an integral part of how any business operates, in any climate. Our commitment is that we will keep investing in resources and delivering services that will make a positive difference to your business.

From everybody at CAE I would like to wish you a Happy New Year and look forward to working with you this year and beyond.



Justin.

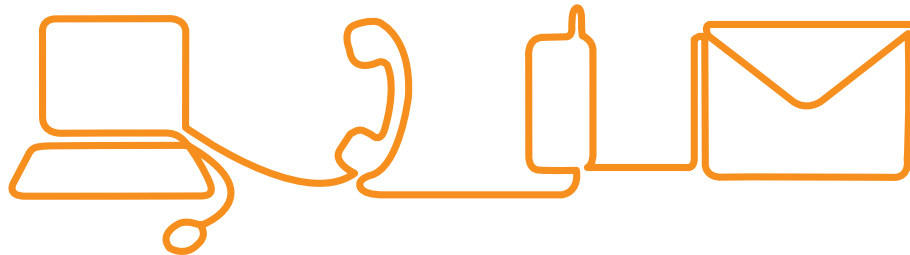
## CAE Deploys Microsoft OCS to Improve Customer Service

**CAE has recently deployed Microsoft Office Communication Server internally and has been extending the benefits by federating the service with customers and suppliers.**

OCS is the platform of presence, instant messaging, conferencing and enterprise that consolidates all forms of office communication.

OCS has immediately helped CAE keep in constant contact with customers lowering business cost, improving efficiency and reducing power consumption with less travelling required.

If you would like to be a part of CAE's OCS network or understand more of the benefits please get in touch.



## CAE's 1st Company Meeting Using DMS

CAE's quarterly company update was distributed fully for the first time using Cisco Digital Media System technology. Making their film debuts, Managing Director Justin Harling and Services Director Aggrey Lutta, engaged in a question and answer session delivered to all 5 CAE offices within minutes (with the ability to check who had actually watched it). Next step is a live broadcast - the technology is capable and we would be delighted to give you a demonstration.

## CAE Shortlisted as: 'Corporate Reseller of the Year'

CAE was proud to be shortlisted in the CRN awards for the second consecutive year for 'Corporate Reseller of the Year.' The Awards dinner took place in Battersea Park on the 16th of November and was attended by the CAE management team. Managing Director Justin Harling commented 'To be recognised again by the industry is a great reflection of the work everyone puts into delivering the best possible services. Next year we will definitely be looking to make sure it is three in row.'



# Virtualisation What CAE Offers



**Virtualisation has been around for many years but has only recently received the attention it deserves. And rightly so as it ticks all the right boxes in terms of the challenges currently faced by IT Managers; it reduces business cost, saves on resources, and shows commitment to Green IT policies.**

But this is just the beginning, Virtualisation provides a pathway into other technologies such as cloud computing.

**Virtualisation does not just mean server consolidation it is a technology that can be deployed and developed over other areas. CAE are experienced in deploying virtualisation solutions and are able to deliver expert help at every stage of implementation.**

- CAE have associations with all the best manufacturers around virtualisation, including, VMware, Citrix and Wyse
- CAE can provide solutions from start to finish
- CAE have specialist experience and expertise to deploy virtualisation solutions
- All professional services can be carried out by CAE consultants
- The CAE sales team are trained in all areas of virtualisation
- CAE have a dedicated virtualisation team

**Why should I virtualise if I haven't already done so?**

- In the current financial climate 'Cost Cutting' has become a top priority
- The pressure from the government to lower energy consumption has never been greater.
- A great level of solutions are now available
- CAE's expertise and experience means we can offer an end to end service which has never been better.

**I have virtualised – What's next?**

- Virtualisation is more than server consolidation, it can be implemented across all layers of your system architecture; Desktop, Server, Network, Storage and Application.
- Virtualisation opens the gateway to the possibility of other solutions such as cloud computing.
- CAE offers services that will help you manage the solution.

**COMING SOON** CAE will be hosting a series of executive briefings on VDI in 2010. Look out for further information on our website or please contact your CAE account manager.

## WIN a Sony Vaio Laptop!

**Let CAE know where your organisation stands at present with Virtualisation, Have you virtualised yet? Have you partly virtualised? Are you looking to virtualise soon?**

Please e-mail your account manager with the answers or send an email to [itworks@caeuk.com](mailto:itworks@caeuk.com) with your answer and contact details and you will be entered into a draw to win a Sony Vaio Laptop at the end of February.

# We're High Achievers!

## CAE achieves the highest level of VMware accreditation.

Under VMware's new network program, VMware recently announced CAE as the first partner in the UK to re-certify as a Premier partner. CAE are one of only twelve Premier partners in the UK.

Premier Partner is the highest level of accreditation achievable and is only presented to those partners who have proven to be the most qualified.

CAE also achieved the following three competencies Infrastructure Virtualisation, Desktop Virtualisation and Business Continuity.

In order to acquire these competencies we demonstrated our investment, expertise & extensive capability in delivering VMware solutions. CAE have an extensive team of Engineers and Sales Professionals who are more than qualified to advise, sell and implement virtualisation solutions at all levels. Furthermore CAE accomplished all necessary sales and technical accreditations including; VMware Sales Professional (VSP), VMware Technical Sales Professional (VTSP) and VMware Certified Professional (VCP).



# Listen to the Experts! Virtualisation Q&A's

## Stephen Dowdeswell works for CAE as a senior consultant in Virtualisation.

### How long have you been working in virtualisation?

Datacentre server virtualisation 5 yrs, VDI 2.5 yrs and desktop virtualisation (based on Citrix and Terminal services) 8 years.

### What made you choose a career in virtualisation?

Because I get to work with cutting edge technology that can be used to meet a business need or overcome a business challenge

### What qualifications/experience do you have in virtualisation?

VCP v2,3 and 4, VMware Design Expert (Enterprise), Citrix CCIA.

### Why should organisations virtualise?

To provide an agile IT service and to reduce management overhead and power/cooling costs.

### How long have you been with CAE?

18 months.

### What was the biggest/most successful project you have completed while at CAE? And what did it involve?

Standard Bank VDI pilot and design. Guiding the bank through the technology evaluation process and co-architecting the production VDI infrastructure. (CAE case study to be released soon).

### What is the best thing about your job?

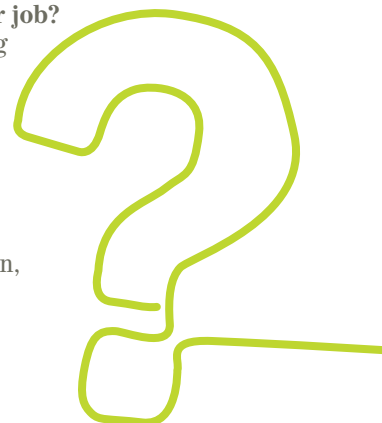
Seeing the finished product working for a customer.

### What do you do when your not working?

Exercise, take flying lessons, sit on the sofa and watch TV.

### Who or what inspires you?

Pass, I'm still looking for inspiration, but when I find it I'll let you know!



## CAE, Now a Vizioncore Gold Partner

As a gold partner CAE offer the best virtualisation solutions from the Vizioncore portfolio. With a closer partnership CAE are able to deliver a higher level of technical support and expertise. Speak to your account manager for more details.

## CAE Obtains the Microsoft Server Platform Competency

By attaining the Server Platform Competency, CAE have demonstrated our expertise in building, designing, deploying, and supporting Windows Server, Windows Server-based applications, and the Microsoft Server infrastructure.

CAE are in a great position to help support your business strategy through high levels of availability, agility, automation and infrastructure.

## Employee Raises Money for Breast Cancer

CAE's Jon Rimmer completed a half marathon to raise money for Breast Cancer.

Jon who works as a Senior Account Manager in our Cardiff Office took part in the 'Cardiff Half Marathon' on the 18th of October without prior training. Jon along with a group of friends raised a total of £10,000. He later thanked fellow CAE employees for their support 'A thank you to the people in CAE who sponsored and supported me, especially Laura Barker (Internal Account Manager, CAE) who helped raise sponsorship at head office.'



Send any comments to: [itworks@caeuk.com](mailto:itworks@caeuk.com)

**Website News** – Now available online:  
CAE Datasheets including the latest CAE Finance Datasheet, HP Proactive Select:  
[www.caeuk.com](http://www.caeuk.com)

Follow CAEUK on twitter for company news and new releases.

## Windows 7 – Available Now!

CAE have now completed the first customer upgrades to Windows 7



Although we are not going as far as the adverts by claiming Windows 7 was our idea this product undoubtedly represents a significant step forward in usability and functionality and CAE would be delighted to demonstrate the benefits first hand.

## CAE Recertifies as an HP Gold Preferred Partner

HP established Gold Preferred status as a way of recognising the best resources in their channel, requiring levels of technical and sales excellence. The standard set gets more difficult every year but CAE has remained ahead of the pack with additional specialisations in Computing systems, Services and ProCurve networking.

## Breaking News

We are now a **Citrix Gold Partner**.  
More information to follow on the CAE website.

