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NEWS

A Message from the MD.

As we move into spring from a miserable winter Microsoft moves from the bleak midwinter of Vista to the new dawn of Windows 7.

But it is more than that. Microsoft has come out fighting and is promoting a solution set that every business can benefit from over and above the operating system. With competitive offerings in virtualisation, security, collaboration and cloud computing it is great to see a market leader take the lead.

Traditional boundaries between server, storage, network and telephony are being brought down by all the major manufacturers.

These developments could be the dawn of the next technology revolution and CAE is hugely excited about the opportunities this presents for all of us.

Please look out for another competition inside and the opportunity to attend an exclusive lunch at the Dorchester in April.

Let's hope spring has definitely sprung.



Justin.

CAE Executive Lunch - Dates Confirmed

CAE are delighted to be hosting two executive lunches on the 22nd and 28th of April, at the Penthouse and Pavilion Suite in the prestigious Dorchester Hotel.

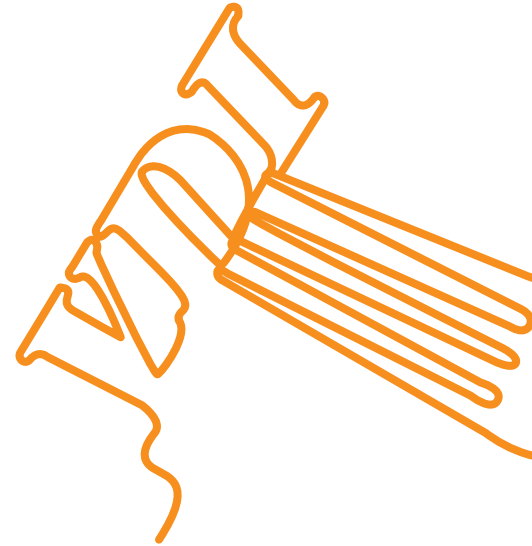
The events will include guest speakers from CAE partners, VMware and Wyse and customer Standard Bank discussing the benefits of implementing VDI. This will be followed by a scrumptious meal in a glorious setting.

Register online at caeuk.com/events

CAE nominated for a Microscope ACE Award

CAE are proud to have been nominated for a Microscope award for the third consecutive year. Having won a Microscope award in 2008 for 'Hardware Reseller of the Year' CAE has been nominated for the new category of 'Mid-Market Reseller of the Year.'

CAE now needs your vote. You have until the 16th April to cast your vote so we would appreciate five minutes of your valuable time at www.microscopeacesawards.co.uk



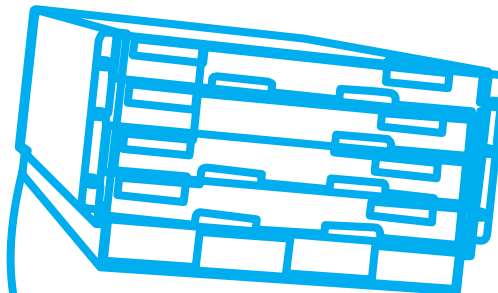
Cisco Selling Servers

Earlier this year Cisco announced the launch of their Cisco Unified Computing System (Cisco UCS). Apart from being one of the most significant server announcements for many years, Cisco's step to enter the server market brings several benefits:

- Packaging that needs less rack space, power and cooling than a standard blade server.
- Designed to integrate Server Virtualisation with the network.
- One management platform to manage the entire UCS virtual data centre.

Interested?

Speak to your CAE account manager and cut through the hype.



Reduce Business Cost and Increase Business Efficiency with Microsoft. Add Value with CAE

Microsoft has a reputation of developing and delivering innovative software and services for organisations. And now is not any different: In the current climate all organisations are calling for low costs with higher efficiency, Microsoft answers our call.

Microsoft Hosted Services

Organisations need technology that adds value without the added expense and Microsoft's Internet-base hosted services provide the answer.

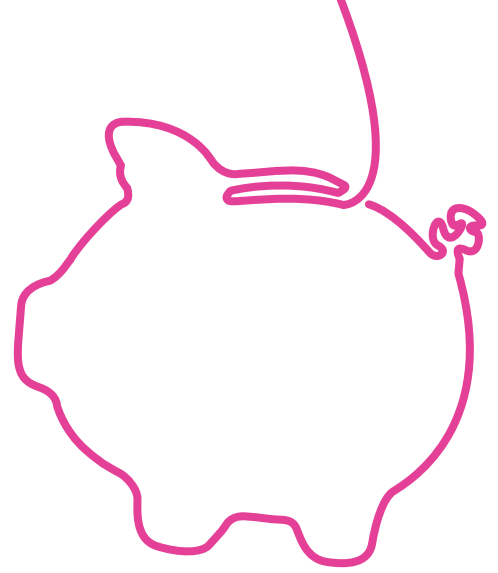
Business Productivity Online Services (BPOS) provides productivity tools to users without the need of management or maintenance from the IT department.

The BPOS suite allows users to communicate and work more effectively together while allowing the IT department to focus on more business –critical tasks.

A Standard Business Productivity Online Suite includes the following:

- Exchange Online
- SharePoint
- Office Live Meeting
- Office Communication Online

CAE are one of a small number of BPOS partners in the UK. We are capable of full implementation, consultancy and migration.



Microsoft's Office Communication Server (OCS) 2007

consolidates many forms of office communication into one application. Not only does this lower costs and improve productivity but it also allows the IT department to control and expand the communication infrastructure better.

Reduce Business Cost

- Eliminate the need to travel by using OCS conferencing to replace face to face meetings.
- Paid dial-in-meeting services are no longer required as calls and audio conferencing can be made using VOIP.

Increase Business Efficiency

- OCS allows users to communicate with each other, using one device.
- Customer issues can be resolved quicker by providing tools such as awareness, call forward, etc.

Read more, ask your account manager for CAE's OCS datasheet.

CAE can perform the following services around OCS: Design, Perform & Audit, Install & Configure, Support and Host.

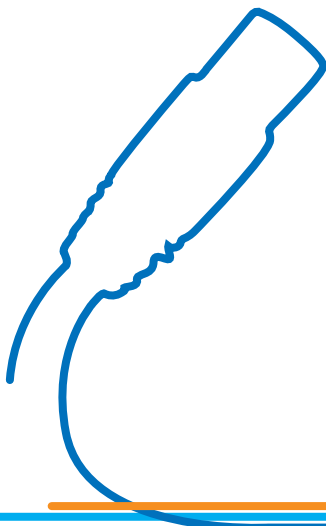
For a free trial or demo get in touch.

What's New with Exchange 2010?

With Exchange Server 2010 you can achieve higher levels of reliability and performance.

Whilst improving productivity, Exchange 2010 can lower messaging costs by 50%. Compliance and protection capabilities help the IT department to protect and safeguard the business.

Speak to CAE about the benefits of upgrading.



Manage your Software – Simple!

Software Asset Management (SAM) is the best way for organisations to analyse what software is owned within an organisation and then manage it.

There are many benefits to implementing the SAM programme; and here are some of Microsoft's top reasons:

- Omit Security risks that arise with the use of non-legitimate software.
- Protect your organisation from unexpected licensing costs and learn of the tax benefits associated with software depreciation.
- Increase the effectiveness of your software deployment by identifying what software is not in use but is being maintained.
- SAM can be used to determine whether it would prove more cost effective to buy licences on a per PC basis or purchase on a volume license.
- Use SAM to improve your licensing practises so that you reduce your legal liability.
- With SAM you will be able to determine what future software and hardware purchases you will need to make.

CAE are an accredited SAM partner, which means we can set up all policies and procedures to help you implement SAM.

CAE's guide to the best of Windows 7!

- Sticky Notes** on your desktop - add multiple sticky notes, to which you can format text, change the colour, resize, collapse and flip through.
- Open application**, files & folders quicker - searching for programs is now easier by typing the names of what you are looking for in the search box which appears when you click on the start button.
- Redesigned taskbar** - the All New taskbar allows users to pin programs they use most frequently. These programs are now only one click away.
- Jump Lists** takes a user to the documents or websites they use each day.
- Switch between windows & application using **hotkeys**.
- A new **snipping tool** captures a screen shot of anything on the desktop that can be saved and pasted into an email or document. (*Annabel at CAE's favourite*)
- Snap** – a quick way to resize open windows and also view windows side by side.
- D-clutter** the desktop – To concentrate on a single open window. The user can click on the window and shake the mouse, all other windows will disappear.

Listen to the Experts!

Virtualisation Q & A's.

Ian Cornes works for CAE as a Senior Microsoft Consultant

- How long have you been working with Microsoft Products?
- Since 1997
- What made you choose a career in Microsoft Software?
- My background was in UNIX and I was looking for a new challenge. Microsoft dominated the PC market at that time but its server products were just coming of age. I was lucky enough to get involved with Exchange and Windows just as their popularity was ramping up.
- What qualifications do you have in Microsoft?
- MCSE & Microsoft Exchange 2007 Enterprise Messaging Administrator MCITP
- What Microsoft products would you recommend to any organisation?
- Exchange 2010 is the obvious choice for larger organisations because of its excellent resilience features. For smaller organisations Exchange through the BPOS system is exceptional good value for money.
- How long have you been with CAE?
- 4 Months (*Ian is one of a number of new engineers joining CAE to boost our technical and services capabilities*)
- What was the biggest/most successful project you have completed while at CAE? And what did it involve?
- European Police College Exchange 2010 migration and Windows 2008 R2 domain upgrade.
- What is the best thing about your job?
- The satisfaction of seeing the project through to a successful end t's crossed and i's dotted.
- What do you do when you are not working?
- Kits Cars and Photography
- Who or what inspires you?
- Joe Cornish – Landscape photographer

Win a
Microsoft XBOX

For your chance to win an
Xbox 360 Elite Console

Let CAE know when your organisation plans to
upgrade to the all new Office 2010 (due out in June)?
a) 2010 b) 2011 c) We will wait and see

Please Email your account manager with your
answer or send an email to itworks@caeuk.com
with your answer and contact details to be
entered into a draw to take place at the
end of April.

WYSE

CAE, Soon to be a Wyse Premier Partner

CAE and Wyse have been working closely together to deliver projects with high levels of support and expertise. With our new level of partnership we are able to extend benefits to all our customers including demo facilities, manufacturer engagement and top levels of service.

London Office Relocation

Due to increased business and greater resource the London office has moved location from City Tower to Bishopsgate.

Although the views from City Tower will be missed the new office is still in the heart of London and the relocation is a step in the right direction for us to enhance our presence in London.

The new contact details are as follows:

288 Bishopsgate, London, EC2M 4QP.
Tel: 020 3008 6520. Fax: 020 3008 6521

Last Quarters Winner!

CAE can confirm 'Stephen Gower' from Wolfson College was the Winner of the Sony Vaio Laptop.

CAE Breaks a World Record

On Friday the 19th of March CAE took part in raising money for BBC Sport Relief.

All employees gathered at Watford head office to take part in a number of activities to help raise money for the charity.

World Record attempt – CAE employees attempted the record of eating as many Ferrero Rocher chocolates in one minute by one person. With the official record standing at seven, CAE's Michael Canning managed one better setting a new mark of eight.

Other activities included a school sports day, with all the classic races, a chance for CAE to show their hula skills on the Wii, and for employees to fight it out Japanese style in Sumo Suits.

HP Offers 0% Finance

HP are currently offering you the chance to spread the cost of your entire HP solution over 30 months at a 0% lease rate.*

Speak to CAE for further information

*Subject to credit, terms and conditions.

CAE Scholarship

CAE is offering further education students the opportunity to win a Scholarship. The scheme is open to students who are currently undertaking an IT or Business related course.

The successful college will also receive benefits including, ICT Consultancy and Advice also the ability to offer students the opportunity of work experience along with their studies.

For further information please either email

itworks@caeuk.com

or visit the CAE website

www.caeuk.com/scholarship