

- Win an HP Mini Netbook
- New from HP
- Microsoft Demo Event

NEWS

A Message from the MD.

Having been brought up in the North of England I find it hard to believe that it is being threatened by a hosepipe ban. But without taking an active interest in levels of rainfall we can't take something for granted without running the risk of being shocked by the outcome.

A hosepipe ban requires creativity in order to keep the grass green and the car clean without being able to rely on endless quantities of water. From an IT perspective it takes increasing levels of creativity to deliver highly dependable services with restricted resources of time, money, space and power.

This grotesquely tenuous analogy does allow me to highlight the centre page feature on HP. Do not take your business model for granted and take the opportunity to look at how a trusted name, like HP, is being creative about how technology interacts and can be deployed and supported.

There has been a huge amount happening at CAE in the last twelve months and at the close of our financial year I wanted to take the opportunity to thank everyone we have worked with for their continued support.

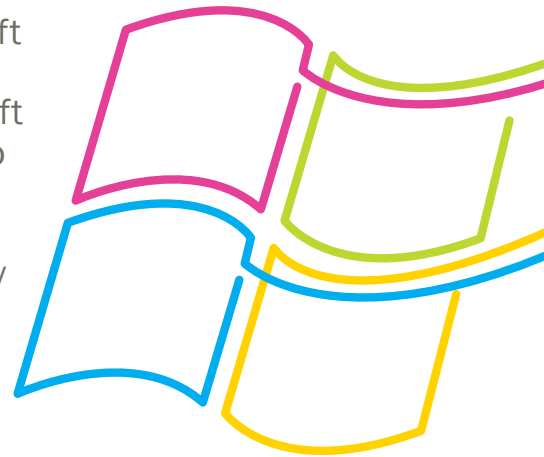


Justin.

CAE Microsoft Demo Event

CAE will soon be hosting a Microsoft Demo Event. As a Microsoft Gold Partner CAE use the latest Microsoft software in-house and would like to share with you the many benefits that we have received first hand. The event will give you an opportunity to see Microsoft software in action such as Office Communication Server, Windows 7 and more.

Look out for further information on the CAE website or contact your account manager.

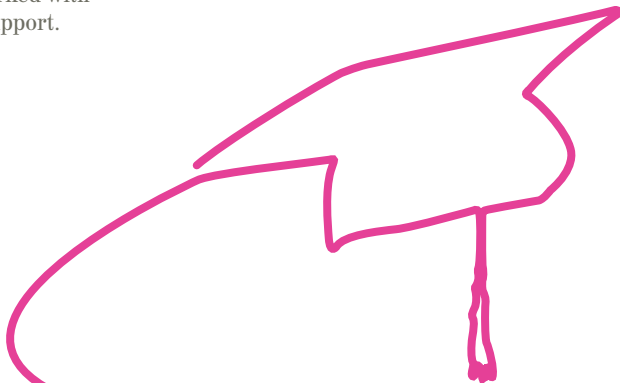


ICT Forum 2010

CAE is proud to be a main sponsor of this year's ICT Forum event in the Kassam Stadium on the 14th of July.

CAE has been sponsoring this event for the last 2 years to showcase latest products and services available to the Education sector. The event is open to delegates from the computing community from both the Oxford and Cambridge universities.

This year CAE will be showcasing the latest technologies from leading manufacturers such as Cisco, Microsoft, HP, Citrix and Wyse.



CAE recertifies as Cisco Gold

CAE are delighted to confirm we have been recertified as a Cisco Gold Partner. With standards becoming more difficult year on year, CAE has a continued record of excellence being able to demonstrate latest product knowledge (including Digital Media System and Unified Computing) coupled with the highest levels of service and support. Upon receiving the confirmation, Matthew Watts, Head of Cisco Business for CAE, commented:

“This is an achievement that reflects exceptionally well on the whole business and confirms CAE's status as one of the elite in the Cisco channel.”

Contact CAE for all your Cisco needs at itworks@caeuk.com



New from HP

Changing Networking

HP recently announced the expansion of their networking portfolio, incorporating the acquisitions of 3Com, H3C and TippingPoint. New HP Networking offerings integrate seamlessly with HP Blade System infrastructure solutions.

These new solutions allow you to increase performance, security and management of both physical and virtual environments.

- To help reduce complexity the 10GB HP 6120XG Blade Switch has been designed to deal with the demands of virtual machines and high performance applications. For you to maximise the ROI of your existing data centre environment the 6120XG integrates with a mix of existing network equipment in your data centre.
- HP has also enhanced its virtual connections portfolio. HP Virtual Connection with HP Blade systems can reduce acquisition costs by up to 60%. Other benefits for new customers include twice the fibre channel bandwidth with lower costs and increased flexibility.

The new solutions provide reliability whilst lowering maintenance and operational costs (remember HP Networking products are covered by a lifetime warranty) making networking more affordable.

CAE offer a full range of services around networking including Design, Audit, Install and Support. We have the ability to take a deep view of your infrastructure and make recommendations which are purely based on your business needs.

For an HP Networking datasheet visit the HP page on our website: www.caeuk.com/partners/hewlett-packard

HP ProLiant G7 Servers

HP's new ProLiant G7 servers deliver more value with rapid return on investment.

The three new server platforms include:

- DL165*
- DL385*
- SL165z

*Rack optimised servers - reducing floor space by a ratio of up to 20:1

These servers not only increase operational efficiency but can pay for themselves in as little as two months. They are part of the new HP converged infrastructure portfolio which incorporates servers, storage, network devices and facility resources into a common environment allowing IT to rapidly respond to business demands.

Included are management tools to improve productivity with HP Insight Control Software and an Integrated Lights-Out Advanced (iLO3). Insight control software is a single management solution for both physical and virtual servers, while the new iLO3 remote console is eight times faster than its previous version.

G7 servers also include many built in energy saving features which can reduce power consumption by over 90%.

Overall the New ProLiant G7 servers can help to reduce the number of physical servers, software licences and data centre costs.

G7 Servers are now available to purchase, contact your Account Manager for pricing.

Introducing HP 'Proactive Select' The service flexibility your business requires

Proactive select is the newest addition to the HP mission critical services portfolio. It is a flexible way to purchase proactive services.

A proactive services card can be purchased with a set amount of credits. Service credits may be redeemed against the purchase of data centre services, mission critical facilities and education.

A proactive select services card comes with many benefits:

- A selectable menu of services with over 100 activities to choose from including technical service days.
- Can be purchased with or existing equipment
- May be coupled with reactive services
- A local HP Support Account Manager
- Proactive delivery plan and review
- Service activity management

There are three core packages which can be purchased for single or multiple years. Each package contains an amount of credits with an option to purchase additional 'top up credits.'

Contact CAE to learn more

The LeftHand P4000 G2 SAN Solution

If you are looking for an affordable storage solution which accommodates your virtualised servers, increased email traffic and fast growing database then the HP StorageWorks P4000 G2 SAN is for you.

The P4000 is built for database and email applications as well as virtualised servers.

Including:

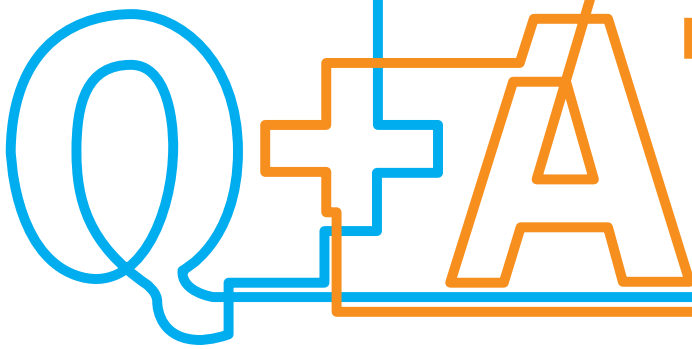
- Storage Clustering to simplify scalability
- Network RAID to deliver a new level of availability
- Thin Provisioning to increase storage efficiency
- Application Integrated Snapshots for added protection
- Remote Copy to reduce the cost of disaster recovery
- Smartclone to replicate data volume and sets without the need of additional storage

HP has designed a service portfolio as part of Proactive select with affordable flexible options so that deploying, supporting and managing your HP P4000N Solution is stress free.

For further information contact your Account Manager or email itworks@caeuk.com

2010
Preferred Partner
GOLD





Listen to the Experts! HP Q+A's

Andrew Newton works for CAE
as a Senior HP Consultant

How long have you been working with HP Products?

Around 5 years in total.

What made you choose a career as an HP Consultant?

I don't think this was a conscious choice, but seeing the quality and range of solutions available it was easy to work with HP equipment.

What qualifications and experience do you have?

After training as an IBM, Toshiba and Compaq certified engineer, I moved on to complete my Microsoft MCP & MCSE, but in order to maintain pace with technology changes and the interest I had in virtualisation I chose to follow the VCP path for VMware and obtained both VCP 3 and VCP 4 status. As anyone involved in virtualisation will tell you storage is usually a must have, so with my HP experience and knowledge I started down the HP Storage Works AIS path and completed that certification in Dec 2008.

What Latest HP products would you recommend to any organisation?

I think I would recommend a number of products including the new G7 server range with better performance and additional features along with the HP blade solutions. These coupled to the HP P4000 series or EVA storage I feel offer a high quality solution that will fit many organizations needs from virtualisation to Standard server rollouts with the ability to expand and provide both business continuity and DR capabilities.

How long have you been with CAE?

I joined on the 19th April of this year.

What is the best thing about your job?

Talking to customers and finding out how my experience or skills can help them achieve their goals.

What do you do when you are not working?

I enjoy relaxing, keeping fit, going out with friends and taking my motorbike out.

Who or what inspires you?

Many things in life constantly inspire me from people who stood up and made history to those who struggle through daily life dealing with problems and never complain but overcome these problems by strength and determination.



Win an HP 5102 Netbook

For your chance to win ask your account manager to enter you in the draw when placing **ANY** HP order before the end of August



CAE Scholarship winner

CAE recently offered Higher and Further Education students the chance to compete for a CAE Scholarship.

We received many entries from students of colleges from around the UK and are pleased to confirm **Jamaluddin Pasha** from Uxbridge College as the winner of this excellent opportunity.

Jamaluddin is currently studying for a Higher National Diploma in Computing.

Thank You

CAE would like to thank all its clients and partners who voted for us in the Microscope magazine ACEs Awards in the category of 'Mid Market Reseller of the year.' The awards took place in London on the 26th of May it was a great honour to have been nominated again and to receive such a high volume of votes.

Competition Winner!

CAE can confirm **'Sean Ashford'** from The University of Winchester was the winner of the Microsoft XBOX.



Fighting for a good cause

CAE's Phil 'The Full' English took part in this year's CRN magazine fight night. CAE employees have been taking part in this great event for the last three years to raise money for charity.

In preparation for the event Phil (Software Account Manager, CAE) underwent intense training and followed a strict diet plan for several months.

The fight took place on the 27th of May at The Brewery in London with many of his colleagues present to cheer him on. The fight lasted the distance of three rounds with Phil narrowly missing out on the points decision but leaving the ring with his head held high.

The event raised a total of **£20,000** for charity.

Recognise an Outstanding CAE Employee

In August, CAE will once again be celebrating the close of the financial year with a Summer Ball for employees. A key part of the event is to recognise outstanding achievements by CAE employees during the past year.

If you would like to highlight a member of the CAE team for excellent service in the last twelve months please let us know by emailing itworks@caeuk.com no later than 31st July.

Send any comments to: itworks@caeuk.com

Follow CAEUK on twitter for company news and new releases.

