



*In this issue:*

health checks, data security, disaster recovery , support , high availability , the all new Quattro and more .....

**Government loses data on 25 Million Britons**

58% of people were not surprised.  
How secure are you?

In light of the recent problems experienced by the government, we thought it prudent to send you details of a device that will enable you to avoid your own embarrassing headlines.

If, like 95% of all other companies in the UK, you do not encrypt the data on your backup tapes and cartridges, you are in as much danger of losing your business data, or more seriously your customer's personal and financial details, as any careless government department.

Even if you password protect your backups, whether you use iSeries, Windows or Unix, the data can still easily be read by using hardware purchased off Ebay or from the use of free software available on the web.

But don't just take our word for it, go to:

[http://www.youtube.com/watch?v=VWxlIC\\_5mAQ](http://www.youtube.com/watch?v=VWxlIC_5mAQ)



(fast forward to 6min for the important part !)

Most IT infrastructure has passwords, firewalls and card key access but unencrypted data is sent off site every day in a van, as part of your business continuity procedure.

There are so many examples of tapes being lost or stolen to order that you simply can no longer afford to ignore the risk.

If you would like to discuss how to reduce your risk and protect your data then contact Quattro at your earliest opportunity, Quoting Reference 1556.

A more secure solution is easier than you think.

**Quattro go from Strength to Strength**

Re-aligned and back on track



Over the last few months some of you may have been aware of new and exciting changes happening at Quattro.

In light of IBM's renewed activity in the i5 market place, with their announcements of new hardware, V6.1 and V6.2 of the operating system , as well as the planning for V7.0 towards the end of the year, we at Quattro have doubled our efforts to be your primary source of support and technical resource for AS/400, iSeries, System i and i5, and now Power (i).

To back up our commitment to the platform, the infrastructure, management and projects around it, we welcome Ian Barrett to the team. Ian has over 20 years experience including 5 years as iSeries System Manager at Express Dairies in the Midlands, and has years of hands on experience as well as being Prince2 Qualified.

The renewed focus has lead Quattro to achieve great things in the last six months, the highlights being ;

Two large security projects with Exit Point monitoring with one of UK's largest banks and a leading Insurance company

A number of customer upgrading to the new faster, cheaper hardware.

A major support contact with one of the counties leading brewers that covers not only remote operations , but Disaster Recovery, security and enhanced technical consultative services.

The rollout of Tape Encryption devices is planned shortly for a major high street bank who are keen to protect their data , even when being sent offsite to their Disaster Recovery vendors. Also being implemented into a major manufacturing company , showing that even non financial institutions are beginning to take the security of their data seriously.

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# How can Quattro iSist you?

## HA - It's no laughing matter

High Availability for the people

### Quattro Products and Services Include:

- HA / DR Availability Planning
- OS Upgrades
- System Health Checks
- IBM Director Integration
- Database Performance Analysis
- Linux and AIX Implementation & Administration
- Training
- Backup & Recovery
- Lotus Domino Integration
- I5/OS Security Audit
- Capacity Planning

For a complete list of Quattro services call 0870 861 0070.

### Quattro Web Enhancement Skills Include:

- IBM HTTP Server configuration (powered by Apache)
- ASF Tomcat & OS/400 Integration
- Java Server Pages/Servlets
- Net.Data
- Web to Legacy Integration
- WebFacing
- RPG VGI Programming
- PHP Development
- .Net Integration
- ASP Development with RPG & COBOL

Most peoples view of High Availability or Disaster Recovery is that it's an expensive but necessary evil. For the Small to Medium sized business it is usually something that on their wish list but the 'fingers crossed' method seems to win out when it comes to budget time.

The I.T. Manager of a popular premium fashion retailer was faced with such a dilemma. He understood the benefits of HA but didn't have the budget or the justification for up to the second protection capability. He did however have on old model 270 machine that he was looking to upgrade. By carefully planning the requirements of the new machine and keeping an eye on 'HA' replication we helped the customer implement a solution that gave him up to the second protection of his data and the ability for the business to continue working less than 20 minutes after the loss of the primary machine.

The solution planned and devised by Quattro required no 3<sup>rd</sup> party software. The advantages of this solution were (1) No initial Software Costs (2) No Yearly Maintenance/Contract Costs (3) No compatibility problems with i5/OS (4) Easily understood by using normal iSeries skills and (5) Initial set up and configuration takes no longer than traditional products.

The customer has now located his 'backup' machine at a different location so he not only has a high availability system but also a Disaster Recovery solution, all for a fraction of the price you would normally expect for such functionality.

At Quattro, we are committed to giving customers the solutions they require. If we review your requirements and a simple solution exists we will recommend it to you. If your requirements exceed the limitations of a simple solution we will use our 20 years of experience of the products in the marketplace and recommend the one we think will be most suitable.

Either way, you get the best solution for your business, not (as with many other companies) the most expensive up-sell. So if you think your business would benefit from a HA or DR solution but have been discouraged by the price or complexity give us a call.



*In your next issue of iSistance news*

Lifting the lid on V6R1, long live i5 and much more!

### All System i users need iSist

The Quattro support contract has been developed for all iSeries, AS/400 and i5 users who need a more flexible, helpful and knowledge based approach to technical services.

All Quattro iSist packages offer the user the facility to gain immediate technical support, from the inevitable daily "how do I do this...?" to the more detailed planning and implementation of an upgrade, application interface or the resolution of a serious problem.

All iSistance packages include:

Annual contract: 12 months continued access to all of the Quattro technical resource services.

Project Days: a number of on site project days by a member of the Quattro support team.

Email or telephone assistance: clients can choose their communication preference for queries and support.

Hours of coverage: 9am - 5pm Mon - Fri with extra coverage available with tier 2 and 3.

Accountability: monitor the current status of your iSist contract via our online tracking facility.

iSist packages start from £2500 per annum and can include 24/7 support.

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