QUATTRO NEWSLETTER

Training Matters

Over the last 12 months Quattro has experienced a huge increase in requests for on site training. Many customers have gone through difficult times, a reduced work force with increased responsibilities for those trusted with continuing the IT services to the business and iSeries is one of those responsibilities.

An increase in head scratching has been evident.

The iSeries' unique architecture has ups and downs in this scenario, in that it will happily run from month to month with very little interference and in doing so not burden those responsible for its well-being. But when even routine work is required on it, the integrated nature of its operating system and seemingly proprietary green screen interface means that those same skilled IT people don't know where to start, never mind knowing what is required to complete a simple task or fix a simple problem. What's the answer?

"We come to you"

Quattro offer the facility of coming to your chosen location and presenting a series of topics all geared around your requirements, your systems and your current skill levels. You can include as many staff as you wish (within reason) for the same price. This not only makes it extremely cost effective but also incredibly flexible. We understand the pressures on support staff and their responsibilities, which means your staff can come and go as required. There is no rigid curriculum as it where and all our 'tutors' are highly skilled technical consultants who can revisit subjects to ensure everybody gains the maximum benefit from our visit.

"Instant Relevance"

Where possible we include your actual system in the course so you and your staff get hands-on experience of your own system. This adds a huge benefit in terms of knowledge but also the confidence in using what you learn as opposed to traditional courses where everything is 'stage managed' and where you have to bridge the gap yourself between what you have learnt and what is required on your system.

"Our Approach"

Many of our customers have found our approach of showing the nuts and bolts basics of the iSeries, followed by an expansive review on how to use the intuitive GUI interface (iSeries Navigator) an extremely worthwhile exercise.

The table below shows a recent week-long training package we produced for a company. It highlights the type of course content we are able to provide and may be applicable to you and the staff who run your business.

Category	Content
INTRODUCTION	iSeries Operations Navigation & Overview
BASIC OPERATIONS	Messages & Printers, Output & OutQs, Jobs & Joblogs, Active Jobs, Server Jobs, Job Queue & Subsystem
WORK MANAGEMENT	Pools, Work Management & System Sts, System Values
DATABASE	Database Admin, Manage DB2 & UDB Objects, Reorganise Tables, SQL, Visual Explain Query, Visual Explain DB, Logical File Maintenance & Analyser
SECURITY	Security Policies, User Groups & Group Admin, Security & Permissions, Security Config Wizard, Application Admin
NETWORK incl NETSERVER	TCP / IP Network Mgmt
SYSTEM MGMT / PFR	Mgmt Central & Monitor, Central Admin, Windows Admin, Different Backups, Scheduler & Collecting Performance Data
SYSTEM: SOFTWARE MGMT	Fixes Central, Package & Inventory, Lic Prgrm Install, S/w Key Mgmt, CuOD Mgmt, H/w & S/w Inventory
SYSTEM: HARDWRE MGMT	H/w Mgmt & Disk Mgmt, Hardware Mgmt Console, LPAR Mgmt
APPS / MISC	Graphics CL Prompter, Object Attributes, Integrated File System (IFS), File Shares

The testimonial from this particular company gave huge praise to how much they valued our training:

"we were very happy with the training especially the guys who hadn't much hands-on experience with the iSeries, they commented that they were more comfortable using and navigating around it afterwards. .... I found out some useful stuff regarding day to day management of the iSeries i.e. backups, disk usage and performance. So the training has been well received and the guys are now putting it to good use"

Call us today on 07071 700 400 to see how we can help you and your business.
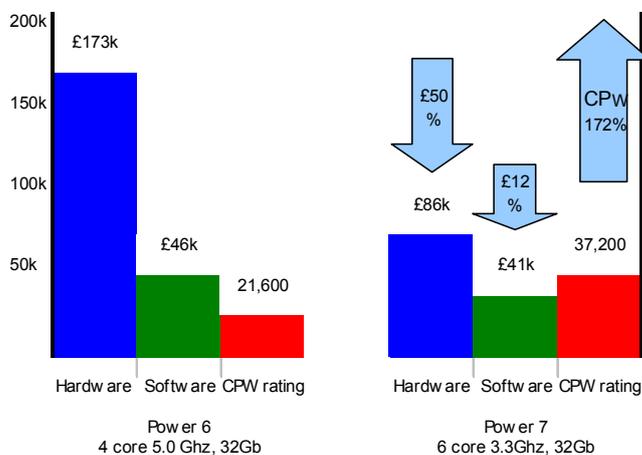
IBM Business Partner

The Magnificent 7

IBM have announced the introduction of Power7.

This welcome news means that despite the supposed decline of the iSeries, Power7 is proof that iSeries is an integral part of IBM's power platform and as such continues to attract a high level of investment from them.

So what does this mean? If you look at the graph below you can see a number of key facts:

**172% increase in CPW
12% reduction in software costs
50 % reduction in hardware costs
(compared to Power6)**

Relative list prices for new power6 and power7 servers

Many of our customers are using Power5 so you can imagine the savings that could be made by upgrading from Power5 to Power7.

To find out more about what Power7 can do for your business call a member of our sales team on 07071 700 400.

Data Protection
- The Cost Of Complacency

Do you know where all your backup tapes are?

New power to issue monetary penalties up to £500,000 for lost data.

The Information Commissioner's Office has new power to issue monetary penalties which came into force on 6 April 2010, allowing the ICO to serve notices requiring organisations to pay up to £500,000 for serious breaches of the Data Protection Act. http://www.ico.gov.uk The Ministry of Justice is their sponsoring department within the government http://www.justice.gov.uk

How do you plan to avoid the possible cost of lost backup tapes?

Contact us to find out about Paranoia tape-encryption, which is:

- **Simple to install**
- **Easy to manage**
- **Cost effective**
- **Independent of server type**
- **Connects to existing hardware**
- **Independent of backup software type**
- **Independent of tape technology**
  And
- **Requires no coding**
- **Requires no additional software**
- **Employs use of encryption to US Military standards**

About the ICO: The Information Commissioner's Office is the UK's independent authority set up to uphold information rights in the public interest, promoting openness by public bodies and data privacy for individuals http://www.ico.gov.uk

The ICO enforces and oversees the Data Protection Act, the Freedom of Information Act, the Environmental Information Regulations and the Privacy and Electronic Communications Regulations. The ICO has legal powers to ensure that organisations comply with the requirements of the Data Protection Act. It is important to note that these powers are focused on ensuring that organisations meet the obligations of the Act.

Down On The Farm

Life on the farm is hectic but none more so than for Kurt, our Accountant.

Not only did he get married recently, albeit after a 90 minute delay thanks to a wrong turning by the driver who happened to have 50 of their guests with him, but Kurt was also picked to play for the Barbarians in the annual Mobbs game.

Kurt is the first Barbados international to be picked for the Baa-Baas so we are justly proud of this achievement, which follows his success on the pitch for Coventry in the National Leagues, where he is one of only six players to have scored over 100 National League tries. **Well done Kurt!**

Live From Budapest

Quattro's Senior iSeries Technical Architect, Amjad Rahim, recently got together with other IBM technical specialists and developers in Budapest to discuss the latest enhancements and new features for Power7.

Our next newsletter will highlight those developments in full and show you how Power7 can enhance your business.

If you can't wait for the next newsletter then call us today and we will discuss the impact Power7 will make on your business.

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