Email Translations

**How To Translate Work Emails**

- I have a question = I have 18 questions
- I’ll look into it = I’ve already forgotten about it
- I tried my best = I did the bare minimum
- Happy to discuss further = Don’t ask me about this again
- No worries = You really messed up this time
- Take care = This is the last you’ll ever hear from me
- Cheers = I have no respect for you or myself!
Top Trends in IT

- Networking: We design and support business networks by project or SPOT Managed.
- Security: Let us enhance your security posture with policies, auditing or tools.
- VoIP: Empower your phones with lower costs and more functionality.
- Storage: Explore the benefits of centralized storage and make life easier.
- DR/BC: We can keep critical systems, servers, and WAN links more available.
- Services: Get advanced benefits from hosted services.

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CISCO

Switchvox.
It’s More than a Phone System.
It’s a Better Way to Communicate.

Lenovo

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Agenda

- Top Challenges for SMBs
- Macro IT Trends
- Cloud Trends
- Virtualization Cloud Trends
- Network Infrastructure & Wireless Trends
- IT Security Trends
- Backup & Disaster Recovery Trends
- Q&A
Top Challenges for SMBs

➢ Hiring New Employees
➢ Growing Revenue and Increasing Profits
➢ Managing Cash Flow
➢ Providing Healthcare to Employees
➢ Staying Energized/Developing Culture
➢ Avoiding Client Dependence
Macro IT Trends

➢ User Experience Drives Technology Initiatives

➢ More IT Decisions Being Made Outside IT

➢ Full & Hybrid IT Outsourcing Being Considered at All Levels of Business

➢ Enterprise Technologies Pushing Down to SMBs – Unified Communications, Business Intelligence
Macro IT Trends

> Explosive Growth of Internet of Things (IoT) has Lead to New Security Vulnerabilities

> Mobile Workforces – Users can work whenever and wherever (email, cloud drive, data/apps, soft phone)

> Laptops and Tablets are the Predominant Computing Device
Cloud Trends

Cloud Models

On Premises
- Applications
- Data
- Runtime
- Middleware
- O/S
- Virtualization
- Servers
- Storage
- Networking

Infrastructure (as a Service)
- Applications
- Data
- Runtime
- Middleware
- O/S
- Virtualization
- Servers
- Storage
- Networking

Platform (as a Service)
- Applications
- Data
- Runtime
- Middleware
- O/S
- Virtualization
- Servers
- Storage
- Networking

Software (as a Service)
- Applications
- Data
- Runtime
- Middleware
- O/S
- Virtualization
- Servers
- Storage
- Networking

You manage
Managed by Microsoft

Windows Azure

Managed by Microsoft

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Cloud Trends

- Office 365 Phase 1 – Hosted Email & Office Desktop Software
- Office 365 Phase 2 – Advanced Apps like Skype and SharePoint
- Cloud Drive – Accessing Files anywhere, anytime, any device – Security and Data Leakage concerns
- Cloud VOIP – Digium Switchvox Cloud
Cloud Trends

- IaaS and PaaS – Microsoft Azure & Amazon Web Services
- Hybrid Public/Private Clouds
- High Cloud Adoption Drives Need for more Internet bandwidth and redundant connections
Cloud No-Brainer

> Cloud Email – Office 365 & Other Hosted Email Plans offer lower cost and more reliability than you can offer in-house

> Cloud VOIP – For organizations smaller than 20 employees, or highly distributed organizations

> Cloud Backup – Having a true Disaster Recovery Plan includes off-site backups
Virtualization Trends

> More & More SMBs are Adopting Virtualization

> Virtualization Phase 1 – Lower Your Costs, but Raise Your Risks

> Virtualization Phase 2 – Use Shared Storage & Redundant Host Servers to build out redundant, scalable, highly available systems

> Microsoft Hyper-V – lower cost yet feature rich alternative to VMware
> 10GB Ethernet has Emerged as Standard for Backbone Connections

> Power over Ethernet (PoE) is Popular for Powering IP Phones, Surveillance Cameras, and WAPs

> 802.11ac has Surpassed 802.11n as the WiFi Standard, Offering Improved Speeds and Reliability

> Enterprise WiFi Features Available Now to SMBs from Ruckus, Xclaim, & Cisco Meraki
IT Security Trends

- Cybercrime from Criminals, Activists, and Terrorists Continues to Grow
- People are still the Biggest Risk – Social Engineering can Bypass IT Security
- Ransomware isn’t Going Away – Frequent, Reliable, Automated Backups are Key
- Skills Gap – Not Enough IT Security Professionals to Meet Growing Demand
- IoT – More Attack Surface for Hackers
Backup & Disaster Recovery Trends

➢ Disaster Recovery & Business Continuity Planning Key to Deploying Right Solution

➢ Understand the Recovery Time Objective (RTO) and Recovery Point Objective (RPO) for Each Data Set

➢ Backup Locally and to the Cloud, Fully Automated, Regular Testing

➢ Don’t Forget to Backup Your Cloud Data
Thank You and Q&A

Thank you!

Any questions?