

December 2013/January 2014
Vol 18 No 1

channelwise

A black and white photograph of a man's torso and hands. He is wearing a dark suit jacket over a light-colored shirt. His right hand is resting on a clear, spherical crystal ball, while his left hand is partially visible behind it.

Channelwise Awards:
A who's who of the channel

Product Showcase

Report-back:
AfricaCom
NetApp
Ricoh

What does 2014 hold?
In the crystal ball

THE MAGAZINE FOR IT RESELLERS IN SUB-SAHARAN AFRICA

BIT MORE RELIABLE *for your business*



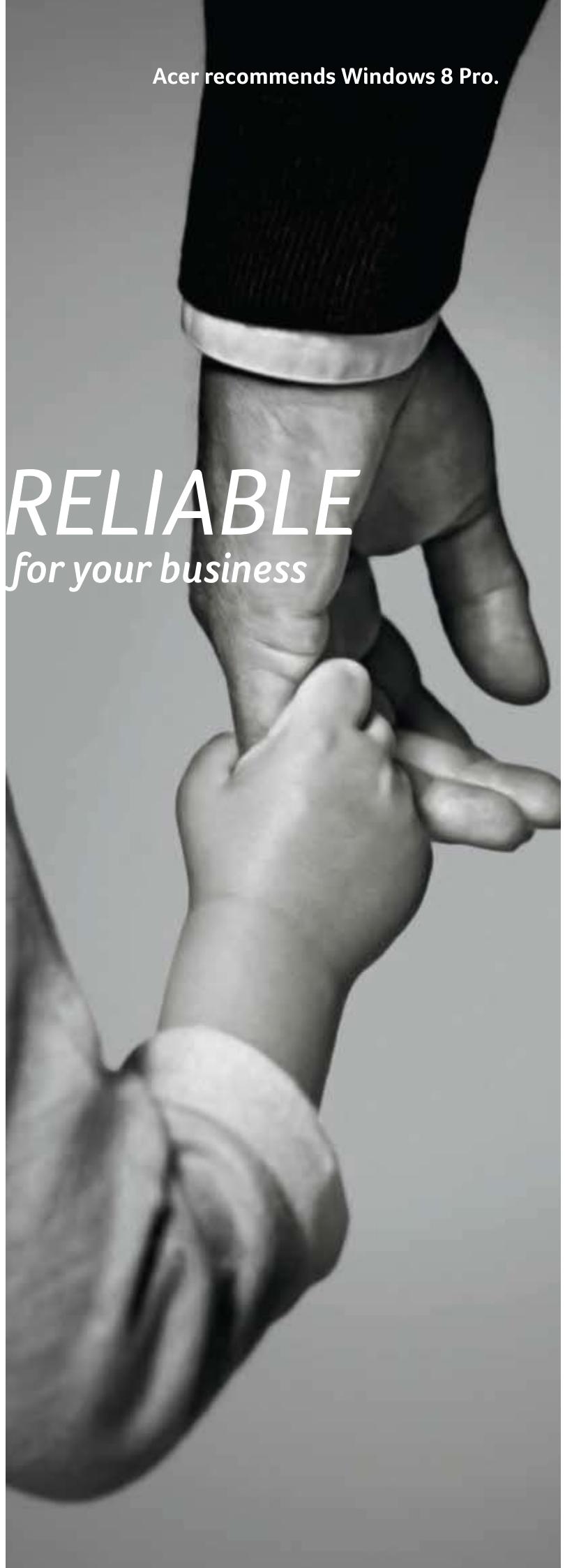
**Acer for business:
easy, reliable, secure.**

Purchase Acer TravelMate business notebook and register within 30 days, to be eligible to claim a **50% REFUND** of the price paid, if the product is repaired under warranty within the first year.

Terms and Conditions apply.

acer *Reliability Promise*

For more details visit:
www.acerpromise.com



The pain in Spain ... and other stories

I was sitting at my usual table at The Local mulling over the fact that exactly a week before I had been seated in my "Barcelona Local" watching waves lap at the pristine beach and sipping on a Spanish brew – and believe me, you do sip when the beer glasses are that small and the exchange rate has made the price gargantuan. Also, the Spanish servers could do with a crash course from Cynical Cynthia on how best to serve a smouldering Saffer!

The wave-lapping was interrupted by the familiar staccato clack of the only Cuban heels within a five kilometre radius of The Local. Ray-Ban Ray had made his entrance. He was dressed for summer: deliberately mismatched jacket casually slung over his shoulder; three buttons of the lavender Polo shirt daringly undone; designer jeans suitably machine-faded; and we already knew about the cowboy boots. Cynical Cynthia deposited his Irish 'n ice just as he sat – she must have heard the heels before me – and I seriously considered sending her to Barcelona. Or maybe just Spanish lessons for the time being.

I smiled at Ray-Ban and he was immediately on his guard. "What?" spreading his arms.

"You're only missing the gold medallion ... and the chest hair ... but you'd fit in perfectly with some of the Spaniards who hover on the esplanades and in the tavernas in Barcelona."

He pointed an accusing finger at me. "D'you know how many gold medallions I could get my hands on?" he sputtered. "I've got a nephew ..."

I cut him short with a wider smile and a wave of the hand. "You know I'm only kidding," I soothed. "Mind you, you'd love Barcelona ... and you would fit right in. You're fashionable, you're fit, you've got all your hair ... still, and at your age."

He stopped preening himself. "I could do with a change," as he swivelled his head like an agitated budgie at the surroundings of The Local.

"Speaking of change ..." Ray-Ban raised his eyes forlornly to the heavens, he knew what was coming as clearly as I knew his Cuban heel clack.

"Don't tell me," he moaned. "There's going to be lots of changes in the IT industry in the next year. You say that every year."

"Yup, I do," I nodded in agreement. "But I think 2014 is going to be the year that defines the South African channel as we know it going forward."

"What makes it different?" Ray-Ban, I knew, was interested despite his denial.

"Well, basically," and I hate using that word, "for the first time in many a year, the battle lines have been well and truly drawn and defined ..."

"Do tell," Ray-Ban interrupted.

"In my honest opinion, there are going to be three major distribution groups which are going to go all out against each other – and some of the smaller independent guys – to dominate the market. In the industry we call them the 'gorillas' because they are really big, multi-billion rand entities and they want to 'own the market.'

"There's still going to be room for the smaller guys, but they're going to have to concentrate on going more niche and offering more specialised, tailored solutions to their clients – as well as giving their customers more attention than the bigger gorillas can," I continued. "There may be a couple more acquisitions on the cards, but I don't see this happening among the distis – the Competition Commission would have their beady eyes all over them."

"Where I think we will see acquisitions is among some of the top VARs and systems integrators – they will become prime targets as distributors, and even some vendors, look to change their business models to become more services orientated."

"All in all, it's going to be a very interesting year," I mused. "Isn't that a Chinese curse?" asked Ray-Ban.

"I suppose it is," as I drained my glass. "But you can also turn it into a blessing. Guys who might be acquisition targets especially. They've just got to be realistic about what the future holds and the role they see themselves playing in that future."

"Are you trying to deliberately sound profound?" Ray-Ban got his dig in.

"I'll get this round," I blushed and gestured towards Cynical Cynthia, but she was already on her way with refills. Definitely got to make a plan about Spain, I thought, she could sure teach them a trick or two.



By Mark Davison

Contents

- 2** Scene Around
- 10** News & Analysis
- 28** Cover Story: What 2014 holds in store
- 36** Feature: Channelwise Awards - all the action
- 52** Product Showcase
- 56** Channel Chunder

Channelwise

Editor: Mark Davison
Sales: Zane Heydenrych
CRM: Simon Gotley
Contributing Editor: Kathy Gibson

Channelwise Africa is published monthly by FutureWave Media
PO Box 3242, Pinegowrie, 2123
6 Edward Street, Kensington B, Randburg
Tel: (011) 781-0370
Fax: (011) 781-0374
E-mail: mark@futurewave.co.za

Printing by United Printing Works - (011) 402-0571



AxizWorkgroup's Annual Ladies Lunch is a must-attend event on the IT calendar each year, and this year's event was no different. Business unit sales manager at First Technology, Kim van Zyl, was awarded the title of the AxizWorkgroup IT Businesswoman of the Year. Trish Simpson, distribution manager at HP, and CEO of CEOS Technologies, Ann Kleynhans (previous winner), were the two runners-up.



Rectron has assisted with establishing a mobile computer lab at Siyakhula Education Foundation's branches in Olivenhoutbosch and Diepsloot. The equipment donated includes 20 high performing laptops geared toward mobile computer labs, of which 10 will be used at Siyakhula's Olievenhoutbosch branch, and 10 at their Diepsloot branch. Both labs are geared for end-user computing, by providing much needed computer literacy training for individuals from the historically disadvantaged communities of Olievenhoutbosch and Diepsloot.



Invest in your future: Become a Xerox Authorised Partner

There's never been a better time to become a Xerox Authorised Partner. With our compelling value proposition, market leading technology, unique offerings such as Solid Ink, services and solutions and backed by a powerful brand identity, you can take full advantage of new opportunities for growth and profitability.

If you are an established company (Print Hardware, Software provider, IT System Integrator or Corporate Value Added Reseller) in the Pretoria Central / North area:
Contact us on 0800 117 843 or email hotline@bdsol.co.za





Sage VIP recently rewarded several of its top performing partners for 2013 in the Gauteng region. 21st Century Pay Solutions was named the Top Partner for Sales, on a regional and national level, while Standard Bank claimed top honours for its outstanding contribution to leads.

The following companies were awarded as the top partners for the various categories: Auditors and Accountants - Russell James and Company Incorporated; ERP Software - Sage Evolution Accounting & ERP; Electronic Banking - Standard Bank; HR Consultants - 21st Century Pay Solutions Group; Time and Attendance Systems - ERS Biometrics. Special mentions were made of Ennead Business Implementation Solutions; AccTech Limpopo; Boshoff Computer Solutions; National Small Business Chamber (NSBC); South African Institute of Tax Practitioners; Get It Done IT Solutions; Synergy Group; Lorge; EasyRoster Software; Pitney Bowes SA; Woozy Software Suppliers; Simcura Business Systems; SizweNtsalubaGobodo; AccTech Systems; Tango Business Solutions; and Garrison Systems.



The future roadmap for Bytes Systems Integration and Alcatel-Lucent Enterprises' African partners is undoubtedly bright. This was the key message delivered at the recent annual Alcatel-Lucent Enterprise Partner Conference, held at The Birchwood Hotel in Gauteng. At the awards banquet, Global Africa was announced as the South African Partner of the Year, while Swaziland Post and Telecommunications Company (SPTC) won African Partner of the Year. The Most Improved Partner of the Year went to GlobalCom Mauritius.



Comztek
a Westcon Group company

Authorised Distributor
0800 600 557 | ZA.WESTCON.COM



Microsoft
Partner Network
Gold Volume Licensing
Distributor
WINNER
Microsoft

Microsoft Partner

Gold Volume Licensing
Distributor

Comztek sells Microsoft® software

Microsoft
AUTHORIZED
Distributor



GAINWARD



GOES LIKE HELL!

GAINWARD GEFORCE GTX 780 PHANTOM "GLH"

SPECIFICATIONS

Process technology: 28nm
Processor cores: 2304 cores
Memory amount: 3072MB
Memory type: 384b GDDR5
Base clock: 980 MHz
Boost clock: 1033 MHz
Memory clock: 3100 MHz
Memory bandwidth: 297.6 (GB/sec)



EXTREME
SILENT

EXTREME
COOL



Distributed by:
OMEGA
AFRICA

Pictures may vary from actual products.

SOUTH AFRICA SALES

Durban Office: 031- 564 8030 Cape Town Office: 021- 551 2363
Midrand Office: 011- 314 9283

AFRICA SALES: +27- 573 2984
WEBSITE: www.omega-africa.com



BUSINESS WITH A PERSONAL TOUCH

THE MOTOROLA TC55 TOUCH COMPUTER

To get the job done, your workers need urgent, reliable, remote access to real-time data. While personal smartphones, tablets and laptops may be sleek and easy to use, they do not have the durability or functionality necessary for everyday business use. Introducing the pocket-sized mobile computer that has it all. The TC55 capitalises on the aesthetic appeal and usability of popular personal devices, but unlike its consumer-grade counterparts, it is built to withstand the wear and tear of industrial environments, so it's less likely to fail in the field. Fewer failures mean less downtime. Less downtime means more work. And more work, ultimately, means more profitability.



MOTOROLA SOLUTIONS

VALUE ADDED DISTRIBUTOR

Wireless Network Solutions
Mobile Solutions



WestconGroup™

For more information contact us on 0800 600 557
or visit ZA.WESTCON.COM

Comtek
a Westcon Group Company

FORMULA ONE in FOCUS

Ferrari fails - again

Once again, the great Ferrari Formula One team has failed to capture a drivers' or constructors' championship in 2013. Despite having former double world champion Fernando Alonso behind the wheel and a budget rumoured to be significantly larger than any other team - in the region of 300-million euros - the results did not meet with early season expectations.

Alonso finished a distant second to Sebastian Vettel, losing by a sizable 155 points, while the team only managed third position in the constructors' title chase, trailing Red Bull and Mercedes-Benz.

Looking back, Ferrari has often flattered only to deceive. Since Michael Schumacher's last success 10 years ago, the team has taken just one championship win, with Kimi Raikkonen in 2007.

It was by the slimmest of margins – just one point – ahead of both Lewis Hamilton and Alonso, who tied for second in their McLarens. Either could easily have claimed the title if team boss Ron Dennis had formulated a championship-winning strategy.

What's Ferrari's problem? It stems from the team's inability to get to grips with the mechanical and aerodynamic aspects of the car. After two early wins in China and Spain, the outlook seemed bright for the Italian team. But then came a revision in the construction of the Pirelli tyres, used exclusively in F1, and the team's fortunes began an agonising downward spiral.

In all, 2013 is a "year to forget" according to Ferrari president Luca di Montezemelo. He points the finger of blame squarely at the tyres, saying Ferrari designed its car to work with a certain tyre construction, but when the change came it proved to be a definite disadvantage.

What he has down-played – at least publicly – is the inability of the team to understand the technology underpinning its hugely expensive wind tunnel. It was shut

down mid-season after technicians found they were unable to correlate aerodynamic readings obtained in tests with actual findings at the track.

This had led designers up a number of blind alleys which became obvious when a plethora of front wings with aerodynamic "tweaks" were tried – and retried – without any apparent performance improvement.

As a fall-back, Ferrari opted to make use of the Toyota wind tunnel in Germany while its own facility underwent a protracted upgrade. However, this tunnel (which Ferrari had to share with other teams) provided no easy answers for the engineers, although deputy chief designer Simone Resta believes it was the only viable option for the team.

While Ferrari's recently reopened wind tunnel and its new technology arrived too late to have any influence on this year's car, there are hopes that it will have a strong bearing on the 2014 racer. Team principal Stefano Domenicali is optimistic, claiming it will "remove a major [Ferrari] weakness relative to Red Bull".

What will the coming season hold? It will certainly be a testing year, as never before have so many rule changes been implemented between seasons. The Ferrari board is putting its faith in newly-appointed technical director, James Allison, and his colleagues to return the team to its winning ways.

Allison, who built an enviable reputation for himself at Lotus, is said to be the catalyst for change at Ferrari; not only in the way the team is organised, but also in the way the company is to be run. Reportedly, he has already been responsible for a radical front suspension geometry change on the 2014 car.

The driver line up is also changing, with long-serving Felipe Massa making way for a returning Raikkonen. The Finn left the team in 2009 with a year remaining on his



Graham Duxbury is the MD of Duxbury Networking, Formula 1 commentator, South African champion and Daytona Speedway USA Hall of Fame inductee.

contract after a row with Di Montezemelo who had publicly criticised him. He turned his back on Ferrari with a \$25-million payoff in his pocket and an agreement to stay out of F1 for 12 months.

This became two years as the "Ice Man" sampled disciplines as diverse as rallying and NASCAR racing in America.

A successful 2012 come-back with Lotus raised his stock in the F1 paddock, and now he will partner Alonso in what is widely expected to be one of the most problematic and potentially acrimonious team pairings in recent history.

Back in the day, legendary Ferrari founder Enzo Ferrari used to take great delight in creating divisions within his racing team, promoting in-house competition, happily accepting the inevitable bad feeling and "needle" that came with this strategy in order to "get the best out of his drivers".

Will it work again in the modern era? Or, as Di Montezemelo himself once stressed when an Alonso-Vettel partnership was mooted, will it be a case of "two cocks cannot live in the same hen house"?



Your Advanced Technologies Journey



AT@axizworkgroup.com

AxizWorkgroup's Advanced Technologies division intends to be at the forefront of ICT transformation and to adopt new technologies **fast** in order to bring them to our resellers and system integrators **first**.

"Not only do we offer new technology to our resellers, but also facilitate and enable them to easily adopt the new technology themselves without the obstacle of extended technical training". - Jacques Malherbe

DEEP THROAT

Pinnacle gets a piece of Pierre ...

The big news at the close of the year was the disclosure that Pierre Spies, former CEO of Tarsus, has decided to join Pinnacle Africa as its CEO. Spies will report directly to the group's head of distribution, Henry Ferreira, who we – and many others in the channel – are convinced was a major factor in securing Spies' services. Spies will officially join the company on 1 June 2014 after he has completed his restrai ... sorry ... consultancy duties at MB Technologies.

Deep Throat swallows ... beer ... and looks forward to talking to him about his new role sometime in the future.

... while MB Tech likes it Crisp ...

Almost flying under the radar came a pretty significant announcement out of Spies' old stomping ground, MB Technologies that it had spent about R80-million on the acquisition of SecureData. While security is listed by analysts as one of the four main megatrends in the IT industry, we can't help wondering what would have happened had MB Tech continued with the security company launched by it so many years back by previous Tarsus CEO and MB Tech executive Guy Whitcroft. But according to some little twitterer, there is an additional reason for the acquisition. My twitterer is laying money on the fact that SecureData's CEO, Miles Crisp will soon be announced as group CEO of MB Technologies. Remember, you read it in Deep Throat first ...

... and Pinnacle keeps the pot astir

Definitely under the radar and unnoticed by many was a recent Section 45 SENS announcement by Pinnacle Technology Holdings in effect making R500-million available for, among other things, "direct or indirect financial assistance by way of loan, guarantee, the provision of security or otherwise, to any of its present or future subsidiaries and/or any other Company or corporation that is or becomes related or inter-related to the Company, for any purpose or in connection with any matter, including, but not limited to, the subscription of any option, or any securities issued or to be issued by the Company or a related or inter-related Company ... " Needless to say, the announcement has driven the rumour-mill into overdrive about what the money will be used for. We will endeavour, dear reader, to find out more details by the time of our next column.

Pic of the Month:

A shight for shore eyes ...

Forgive the Sean Connery-ism, and with apologies to Billy Connolly, we couldn't resist. We are sure that a particular veteran marketing doyenne will once again berate us about this month's pic and that any kugel worthy of her Dior in the northern suburbs knows Sandton Hair. But there's a different story around this one. While leisurely sauntering down the high street in Arbroath, Scotland on a very brief sojourn to visit family and friends, Esteemed Editor came across this particular establishment and couldn't resist capturing it for our Pic of the Month. He grudgingly admitted that it did make him a little homesick (along with the price of a pint!). As they say in the UK, particularly London, Saffers are everywhere. And, it seems, even as far north as the quaint little seaside town of Arbroath. Famed for its Arbroath Smokies (smoked mackerel), we're more than happy to make it just as famous for its hairdressing salons.

PR Prick(ie) of the Month:

Gormless staring coming up ...

Not really a Prick(ie), more of a wry smile for a kindred spirit this month. After bemoaning the fact that a number of mails from PRs had crossed our desk asking for a feature brief on our "Predictions for the Coming Year" feature, Esteemed Editor smugly slung the below across our desks. The subject line in the email, by the way, was simply (and probably aptly): Urgh!

Hey Mark,

I hope it goes well.

We've gone ahead and written a predictions piece for your feature without even checking if you're after input.

I don't want to irritate you, I've been doing this too long to feature on your poo pages (even metaphorically) but it's been a month from hades and I'd appreciate your guidance.

When do we drink beer and stare gormlessly at the wall again?

Best

Esteemed Editor has assured us that the gormless staring (and gentle gulping) is top of his "to do" list for the new year. Kindred spirit indeed!





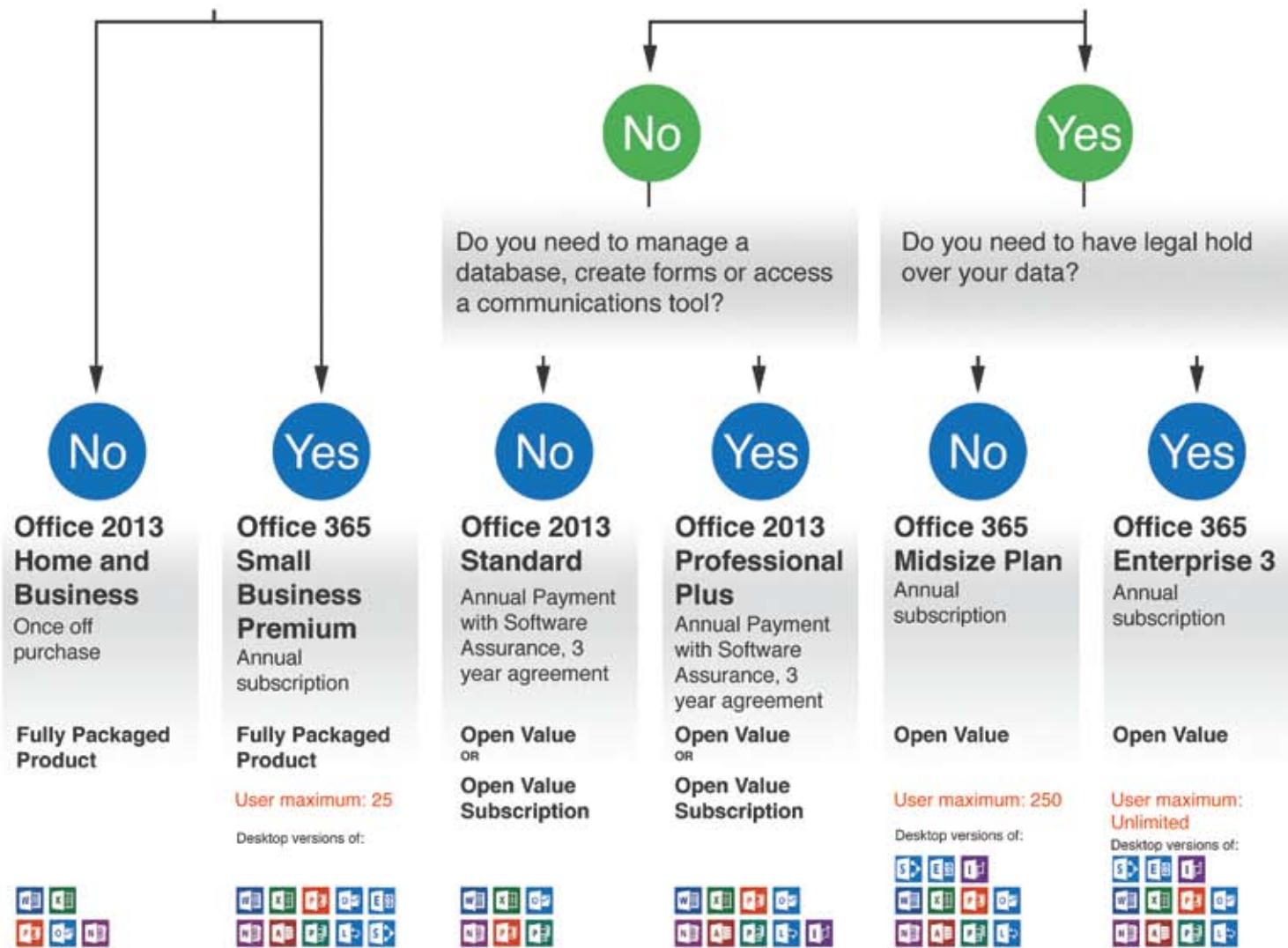
Confused about selling the right Office?

Let us show you how.

Less than
25

More than
25

Does your customer need
an email solution, collaboration or a communications tool?



Traditionally renowned as one of the world's leading printer and copier organisations, Ricoh has realised that its future lies far beyond the confines of mere printed output. And while the company is keenly monitoring and developing systems to meet the requirements of trends such as managed print services in its established business, it is

also looking to enhance its customer offerings by embracing new megatrends such as cloud computing, mobility and big data. Attending Ricoh's Freedom to Operate event in London and a press tour to the company's varied facilities, Mark Davison reports on how Ricoh is emerging as a legitimate contender in today's evolving IT environment.

Ricoh is open for business in Africa

As one of the few growth regions in the volume printer market, Africa is firmly in Ricoh's sights in terms of investment and increased market presence.

Richard Allison, director of the IT Distribution Channel at Ricoh International, says analysts are projecting growth of 5,5% in volume printer units in MEA for next year. This, coupled with the fact that Ricoh has very little physical presence on the continent – it is officially only present in Algeria and South Africa – means that it is a prime investment area for the company.

"Africa is a massive investment area for Ricoh because it is still a very immature market for us," Allison says. "It is a very exciting opportunity for us and we are working closely with analysts to understand where the market is going."

"There are countries like Angola which have been earmarked for phenomenal growth, but there are other territories where the

potential for business is huge.

"Africa is definitely a continent of great interest for us in terms of investment and building business," he adds.

And when it comes to developing business in the region, Allison says the channel is the preferred route to market for most African countries.

"Research for us has indicated key factors such as the preference for mono over colour, that the refilling of cartridges is not as widespread as people think, and that many customers prefer going through their reseller rather than heading for retail," Allison says.

Which, he adds, is ideal for Ricoh as 75% of its EMEA business is conducted through the traditional two-tier distribution model, and there is a concerted effort within the channel from Ricoh SA into the local market and also the SADC region.

Ricoh SA set to double headcount

By "eating its own dog food" when it comes to cloud computing, Ricoh South Africa could nearly double the headcount in its shared services division by this time next year from 160 people to 300.

Jacques van Wyk, executive GM, indirect operations at Ricoh SA, explains that the organisation's operating companies throughout the world – there are 20 in EMEA – often outsource certain services to each other in order to increase efficiencies and control costs. And they use Ricoh's own cloud computing to do this.

"For example, if an opco in Europe can provide a service to Ricoh South Africa cheaper than we can do it locally, then we will take advantage of that," Van Wyk says.

"And because these various services are all based around the cloud, users don't even know that it isn't being locally provided."

Van Wyk says that Ricoh SA will be looking to additional employees as it will soon be a Shared Service Centre for the entire Benelux region in Europe.

"We are currently the Shared Service Centre for the Netherlands, which has realised that the benefits they are seeing from this can be further extended," Van Wyk says.

"So the addition of Belgium will mean that we are going to need additional staff."

"We are also looking to provide Web services from South Africa to Ricoh UK because of the inherent benefits of this, so there will be additional hiring on this side of the business too," he concludes.

>>>



Toshiba recommends Windows 8.

CONNECT WITH PROFITABILITY

ALL WORK



ALL PLAY



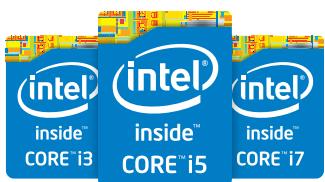
Satellite C50



Qosmio X70



Portégé Z10t



Satellite P50t



Satellite U920t



Satellite L50

Whether for work or play, Toshiba's latest products powered by 3rd and 4th Generation Intel® Core™ processors deliver ultimate performance! Entice gamers with the Qosmio X70's speed. Impress frequent travellers with the versatility of Satellite U920t and Portégé Z10t. Students and home users will admire the elegance and functionality of the Satellite C50, L50 and P50t. Have fun watching your sales rise while helping your customers achieve maximum productivity!

For all sales enquiries please contact
Mustek Sales Office at (011) 237-1000

Giving you extensive advertising support, Toshiba promotes its products on all media platforms, and produces point-of-sale materials and marketing collaterals to help you boost product sales. All you have to do is make sure you are fully stocked up. Call your local Toshiba distributor and get your delivery now!

Ultrabook, Celeron, Celeron Inside, Core Inside, Intel, Intel Logo, Intel Atom, Intel Core, Intel Inside, Intel Inside Logo, Intel vPro, Itanium, Itanium Inside, Pentium, Pentium Inside, vPro Inside, Xeon, Xeon Phi, and Xeon Inside are trademarks of Intel Corporation in the U.S. and/or other countries. Microsoft, Windows and Windows 7 are either registered trademarks or trademarks of Microsoft Corporation in the United States and/or other countries. All trademarks are acknowledged. Product specifications, configurations, prices and system component/options availability are all subject to change without notice. Product design specifications and colours are subject to change without notice and may vary from those shown. Errors and omissions excepted. Intel® Turbo Boost Technology available on the Intel® Core™ i7 processor and the Intel® Core™ i5 processor only. Intel® Turbo Boost Technology requires a PC with a processor with Intel Turbo Boost Technology capability. Intel Turbo Boost Technology performance varies depending on hardware, software, and overall system configuration. Check with your PC manufacturer on whether your system delivers Intel Turbo Boost Technology. For more information, see <http://www.intel.com/technology/turboboost>.

TOSHIBA
Leading Innovation >>>
www.toshiba.co.za

>>>

data centres in the UK and a third in the Netherlands, which was used mainly as a disaster recovery site.

And Ricoh has, of course, one of the biggest data centres in the world in its homeland of Japan.

So while some competitors may pooh-pooh the entrance of "a printer company" into what some consider their domain, it seems that Ricoh could already have the upper hand – when it comes to data centres anyway.

Ricoh more than just printers

Japanese IT giant Ricoh may be considered by many to be primarily a printer company, but it is rapidly gearing itself for the business shift towards trends such as cloud computing, big data, mobility and allied services.

Chas Moloney, MD of Marketing at Ricoh UK, says there are five megatrends in the industry today which are driving the way organisations will have to conduct their business in the future. Many of today's multinationals list big data, mobility and security as the three key trends in the market, but Moloney adds two more to this list: social media and cloud computing.

He says these five global megatrends are forcing IT companies to re-evaluate how they go about their day-to-day business and how they are going to conduct this business tomorrow.

"More people today have mobile phones than toothbrushes," Moloney says. "And by next year there will be more mobile subscriptions than there are people on the planet. There are expectations that you will be able to do your job instantly, and you will be expected to be responsive right away."

While recognising the role of big data, security and mobility in driving the future of IT, Moloney says that trends such as social media cannot be discounted.

"It's about a new way of working," he explains. "According to research 18- to 24-year-olds send, on average, 4 000 texts per month. The same research reveals that they only spend 17 minutes on their actual phones – and half of this time is spent on retrieving voicemails.

"So the workforce of the future is behaving differently," he adds. "And they are going to behave even more differently going forward."

Other key research, Moloney says, states that information workers will typically lose 7,4 hours every week trying to find information or the right document at the right time, in the right place and at the right moment.

He adds that Ricoh, having recognised these megatrends and the affects they are having, is looking to offer its customers not just new products, but also a host of services which will enable their customers to transition more easily.

And these solutions will span not only Ricoh's more traditional business such as printers and document management, but also include services based on cloud computing, more mobility in collaboration with partners and enhanced security.

Ricoh is taking environment and the planet's carbon burden seriously

When it comes to the environment and being a green company, Ricoh says that it doesn't just pay lip service and has put its money where its mouth is with ISO certification for its carbon calculator.

There are literally hundreds of carbon calculators available, but Ricoh became the first printer manufacturer to officially certify theirs when they gained ISO16759

certification in September this year.

"We were the first in our market to achieve this certification," says Craig Lewis, corporate printing business development manager at Ricoh Europe. "And, as far as I know, we are still the only manufacturers who have done so."

Lewis says that the company has made it as simple as possible for customers to join their environmental programme and secure carbon credits, which are becoming more and more of a prerequisite to doing business in markets such as the public sector.

"All customers have to do is go online and commit to join the programme which will enable a carbon calculation per print job," explains Lewis.

"Our certified carbon calculator can be used by them for their clients and can also be used to calculate other savings such as those from using recycled paper, for example.

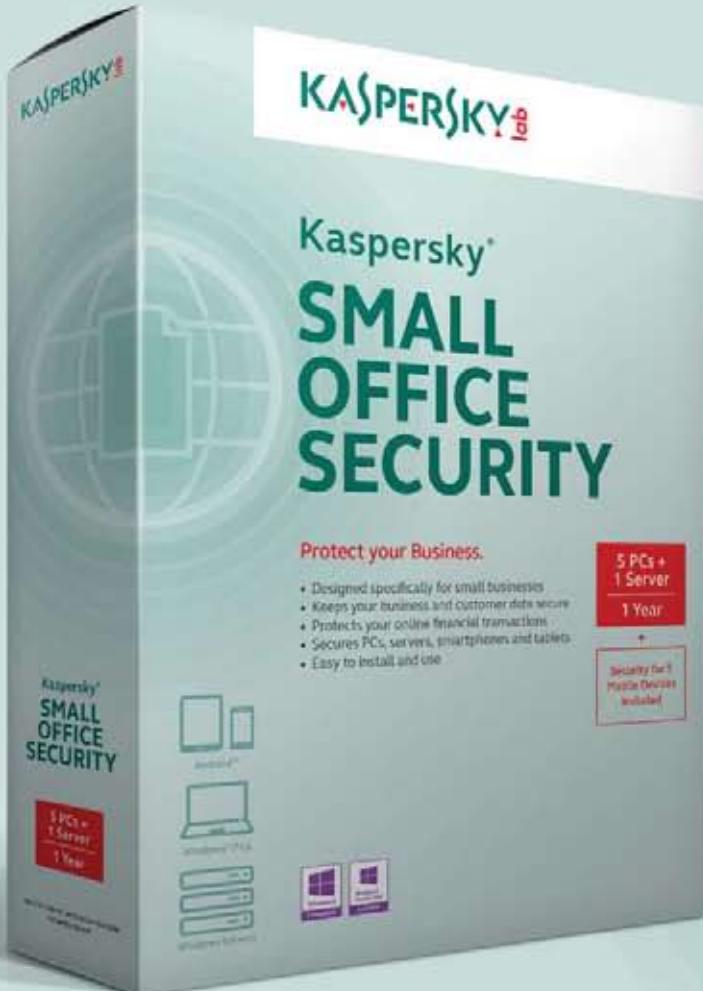
"The calculator also generates a PDF certificate report which can be sent out with every print job," he says.

Lewis says that the company has a strong policy of encouraging its customers to adopt environmentally-friendly measures wherever they can and that services such as the carbon calculator can be particularly beneficial for customers looking to target local or central government – and even some large corporates nowadays.

"Government, in particular, is getting more and more rigorous when it comes to the environment, carbon emissions, carbon taxes and so forth, and in many instances won't work with companies that can't show their environmental credentials," Lewis says.

"Our carbon calculator is a simple and effective tool which enables our customers to take a step in the right direction."





WORLD CLASS PROTECTION FOR YOUR BUSINESS

- Designed specifically for small businesses
- Centrally managed from a single PC
- Keeps your business and customer data secure
- Protects your online financial transactions
- Helps keep employees safe and productive
- Secures PCs, servers, Android smartphones and tablets
- Easy to install and use

Featuring: Cloud assisted real-time anti-malware protection | Award-Winnin 'Safe Money' transaction security | Employee online access controls | Smartphone and tablet security | Encryption-based data protection | Anti-phishing technologies | Powerful spam filtering | Password management | Automatic back-up including Dropbox | Single screen administration



Lack of legacy systems frees Africa for innovation

Africa, continually touted by major IT multinationals as "the next big market", could have a distinct advantage over more traditional markets in the US and Western Europe because many countries on the continent are not tied to legacy systems.

Matt Watts, director of technology and strategy at NetApp EMEA, says that this factor gives many major telcos in Africa the freedom to implement the latest technology available, and not only learn from the mistakes of others in more traditional markets, but also leapfrog them.

Watts, who spends the majority of his time travelling throughout the region (57 countries in two years at last count) says he has been struck by the enthusiasm of African telcos for the latest technologies and what they want to do with it.

"I met recently with the Zimbabwe IT minister, for example, and what became

obvious very, very quickly was the lack of legacy systems tying the country down," Watts says.

"The problem with legacy systems is that once you have them, you have to constantly bring them with you. Look at the UK's rail system as an example. It has to spend tens of millions of pounds every year just to upgrade and maintain a system that was installed over a century ago.

"The analogy rings true of IT as well."

Watts says this lack of legacy systems could be a distinct advantage for African telcos.

"Again, look at Zimbabwe," he continues. "They don't have installed cables, so why would they want to look at something like ADSL when they can implement 4G or even 5G? They have the opportunity to start with the latest technology today which is what many countries in Africa want to do."

Aimed exclusively at its technical partner community, NetApp's Insight conference and exhibition has become one of the highlights on any techie's calendar. Mark Davison was among the EMEA journalists covering NetApp Insight 2013.

"Most of our business in Africa at present is with telcos and they are very ambitious in terms of what they want to build," he says. "They can see the future is going with the latest and greatest technology available and they want it."

"I think certain parts of Africa present big and interesting opportunities because they are not tied to what has gone before," Watts adds.

"In addition, they can learn to avoid the mistakes other countries might have made in implementing the latest technology."

NetApp gets head start with new flash array

With the launch of its new EF 550 flash array, NetApp looks to have caught traditional storage competitors on the hop – and it could have a significant head start in this potentially lucrative market.

Matt Watts, director of technology and strategy at NetApp EMEA, says that the EF 550 – which comprises two rack units and is 10% of the cost of comparable, traditional Tier 1 storage units – could prove to be a major disrupter in the market.

"There is a simple reason that our new flash arrays will disrupt the market – commercial," says Watts.

"In the majority of cases where traditional Tier 1 storage is implemented, it is purely for performance and reliability – that's it. The problem is that the cost of this is typically seven figures. The EF 550, in just two rack units – not racks, units – provides over 450 000 I/O per second and sub-one minute latency, and comes in at 10% of the price."

"It is definitely going to be disruptive," he says.

Watts says that NetApp could have a significant head start on its

competitors in flash array, but that he's not too sure how long this will be.

"I'm not sure what IBM is going to do [in flash array] or whether HP with 3Par can develop continued success in solid state," he says. "And EMC is obviously nervous about doing too much as it could affect its Tier 1 business."

"You are then left with about 53 start-ups who typically exist for two reasons: an IPO or acquisition," Watts says. "Where will they be in one year's time?"

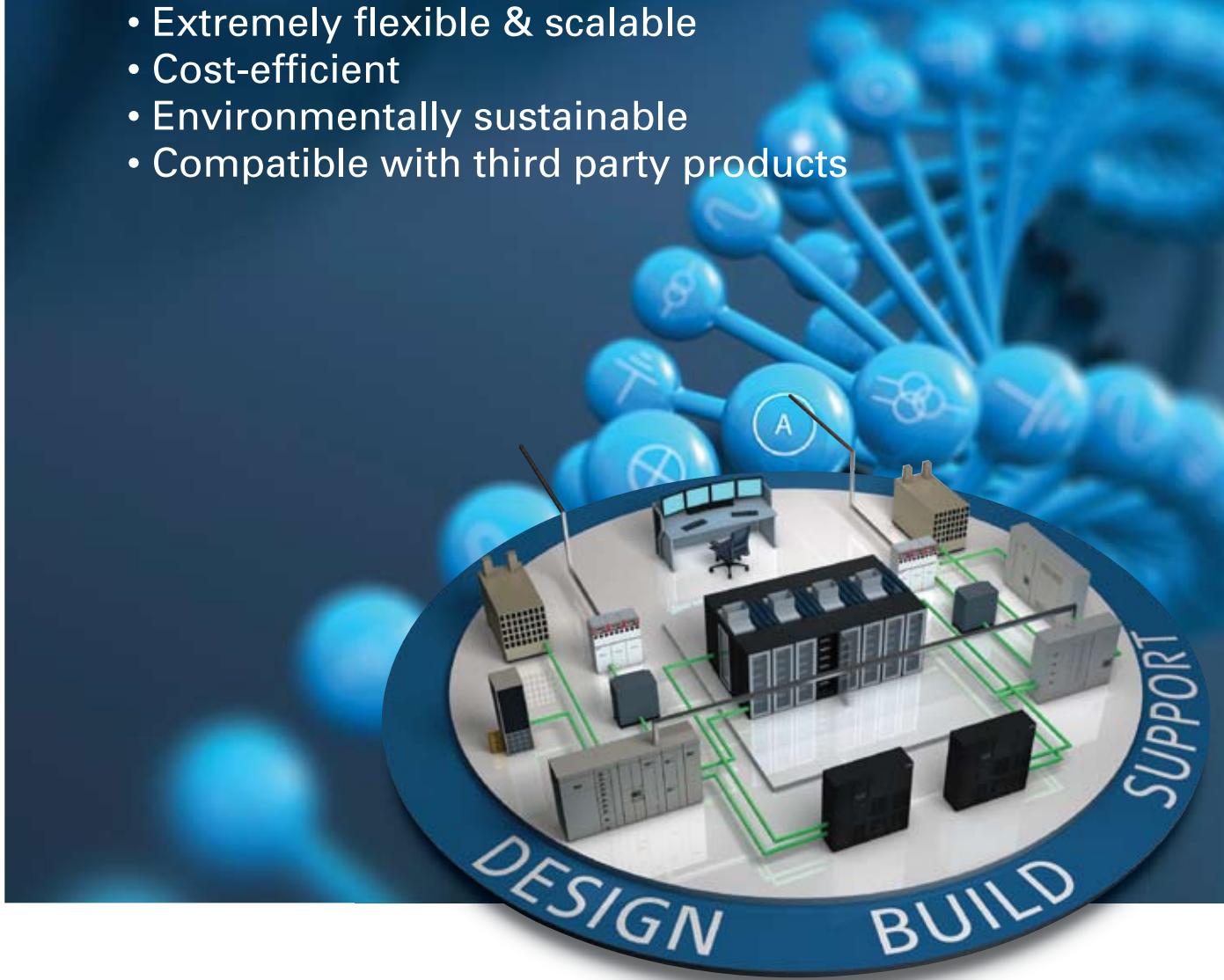
"I'm looking at one space and that is commercial around flash where you really need reliance and performance," he says. "With the EF 550, we've got that. The data management that is offered is not much more than what we already do. The guys who should be worried are the Tier 1 guys," Watts says.

"We've always been classed as a Tier 2 storage vendor and I've never been so glad that we are. It means we can now look forward to attacking that traditional Tier 1 space."



Energy-Efficient Data Centres

- Highly reliable
- Expandable & redundant
- Extremely flexible & scalable
- Cost-efficient
- Environmentally sustainable
- Compatible with third party products



Powering Business Worldwide

What's critical to you is critical to us.

Where performance meets efficiency.

Sub-Saharan Africa.

NetApp takes on traditional Tier 1 storage

NetApp has set the cat among the flash array pigeons in Dublin with the launch of three new platforms – its E2700, E5500 and, more importantly, its EF550.

Matt Watts, director of technology and strategy at NetApp EMEA, says that the EF550 will compete directly with traditional Tier 1 storage arrays providing improved performance at a fraction of the price.

The footprint of the new flash storage array, he adds, will also be a major factor in times when space, cooling and power have come under the spotlight.

"Traditional Tier 1 storage arrays which are used mainly for performance reasons consume two or three racks and customers will pay seven-figure sums for these," Watts says. "The EF550 is two rack units – that is units, not racks – and will come in at about 10% of the cost of a Tier 1 array."

"The EF550 is available today and we have already shipped 550 units to customers," he adds.

"Not only is it available, but it is available from NetApp, the world's leading independent storage vendor, so customers have peace of mind in terms of support and the fact that we are here for the long-run. We're not a start-up in the flash array business looking at an IPO or to become an acquisition target."

The EF550 flash array, designed for low latency for business-critical applications, is one of two new platforms announced. The NetApp E2700 is for small remote or branch offices that require optimal price performance.

The company has also updated the NetApp E5500 for performance, density and modular flexibility for the widest range of data-intensive workloads.

George Kurian, executive vice-president: product operations at NetApp, adds: "Our product innovation strategy is to deliver the industry's leading portfolio of cloud-integrated and flash-accelerated storage and data management solutions."

"These solutions satisfy our customers'

needs for their multiple workloads and deployment models – either dedicated or as part of a shared infrastructure.

"By expanding our EF-Series all-flash arrays and E-Series platforms we are meeting growing market demand for dense, performance-oriented architectures and delivering superior performance, reliability, efficiency and scale."

NetApp has shipped over 62Pb of flash storage to date.

The new platform releases continue to execute against the storage industry's most innovative roadmap, which recently included NetApp's unveiling of a comprehensive strategy for cloud integration.

As organisations turn to hybrid cloud environments to optimise costs, seize opportunities and mitigate risks, NetApp is providing its clustered Data ONTAP platform for seamless cloud management across any blend of private and public cloud resources.

Already, more than 175 cloud service providers deliver cloud services built on Data ONTAP. IDC named NetApp Data ONTAP as the world's number-one branded storage operating system.

The EF550 Flash Array delivers consistent, predictable, sub-millisecond response times to accelerate the latency-sensitive applications responsible for driving revenue, productivity and/or customer satisfaction on a day-in, day-out basis.

Key applications include database, VDI and Web services. The EF550's scale-up architecture provides more data access to low-latency performance while remote replication enables business-critical application to be fully protected at a remote site.

Operational costs are dramatically lowered with the EF550 due to the elimination of over-provisioning.

In fact, a single EF550 is able to match the performance of two full racks of traditional spinning drives. This results in significant savings of space, power and cooling.

The NetApp E-Series leads in innovation

with Dynamic Disk Pools, Intelligent Cache Tiering with SSD Cache, the NetApp AutoSupport tool, remote replication in a simple array, and the latest release of 12G SAS.

The E-Series is part of the NetApp portfolio of block-based, performance optimised storage. Easily scalable by design, the E-Series is for workloads requiring 99,999% reliability and consistently high performance.

The E2700 offers simple and flexible management, allowing IT staff to focus on adding business value versus managing storage. IT departments can add storage capacity as their organisations grow without reconfiguring running applications.

By introducing 12G SAS, the E2700 dramatically accelerates application performance for price/performance value. Seamless operations with seamless application integration meet the demands of any application environment with the support of fabric controller (FC), Internet small computer system interface (iSCSI) and SAS.

The performance-efficient E5500 expands enterprise data protection with the SANtricity suite of data replication features and flexible interface offerings with 10G iSCSI and 16G FC, in addition to SAS and IB.

With NetApp AutoSupport, users have enterprise monitoring and installed-base analytics for proactive operations. The E5500 scales to 1,5Pb per system for data-intensive storage at scale.

In 2013, NetApp discussed its vision to provide seamless data management and control across a blend of private and public cloud resources. By harnessing Data ONTAP, NetApp delivers a universal data platform, enabling dynamic data portability and customer choice across private cloud, public cloud service provider and hyperscale cloud provider options.

NetApp has more than 175 cloud service providers delivering over 300 cloud services built on Data ONTAP.



MediaShare Wireless

Portable wireless streaming for your tablet or smartphone



STORE, STREAM & SHARE...Anywhere!



Tablets and smartphones are often limited by their built-in storage capacity and their ability to access content saved elsewhere. With the MediaShare Wireless, you can access and enjoy your files without wires or an internet connection.

STREAM



- Connect up to 5 devices to the MediaShare and share video, music, photos and data.

USB/SD CONNECTION



- Built-in USB port and SD Memory slot allows easy access to content from a USB drive, portable hard drive or SD memory card*.

WIRELESS BRIDGE



- Upload and download content wirelessly to and from your tablet or smartphone.

RECHARGING FOR SMARTPHONES



- The integrated 3000mAh battery can be used as a powerpack for your smartphone.



Scan the QR-Code to watch the video.

* USB drive, hard drive or SD memory card not included.

Verbatim
Technology you can trust
Mitsubishi Chemical holdings Group

POWERED BY
KOLOK

Technology makes a fashion statement

Consumer electronics have been changing our lives since the first telephone call between Alexander Graham Bell and Watson in 1876.

Today, not only are they ubiquitous, but the evolution of consumer electronics into a fashion statement is changing the world as much as the telephone did almost two hundred years ago.

In the future, tech specs will become irrelevant. Fashion will be the key to sales.

Apple's success has been as much a result of the beauty of the design of Apple products as their functionality, and the iPod turned the clumsy Discman into a fashion statement, with millions of consumers around the world proudly boasting their white earphones in public spaces.

This gave rise to mega-brands like the Dr Dre Beats range of headphones, which gave the average Joe the opportunity to feel like an audiophile while looking cool.

Beats headphones, in fact, started headphone fashion, leveraging the international appeal not only of star Dr Dre, but having other music superstars like Lady Gaga design limited edition products for the Beats range.

As consumers, we define our personal identity through brand and fashion – whether you're talking about clothes or mobile phones. Today, all manufacturers of consumer tech have to answer the question of how to differentiate themselves and how to reach an increasingly discerning audience, and fashion seems to be providing the answer.

This is evident in Apple's appointment of Angela Ahrendts, chief executive of clothing fashion brand Burberry, and Samsung's foray into wearable tech with its much-advertised Gear watch. As the tech

element of hardware converges, and the functionalities boasted by various gadgets increasingly resemble those on other gadgets, and from other manufacturers, the looks are becoming increasingly important to sales.

In Japan, this trend has been identified by two retailers who have elected to partner in order to promote each other's wares: Japanese clothing retail giant Uniqlo and the country's leading electronic chain, Bic Camera, opened a joint 11-floor mega store emporium.

Named Bicqlo, the store's design and displays are focused on showing how well Bic Camera products go together with wearing Uniqlo clothes. Mannequins wearing vests, cardigans, scarves and leggings are using coffee makers, vacuum cleaners, watching flat screen TVs and opening refrigerators.

Fashion brands know how to create that "must have now" moment. The future of consumer electronics lies in creating the same appeal. At the moment, only geeks want to wear Google glasses while everyone else wants to wear Gucci.

Fashion has always been about aspiration and lifestyle, and the world of consumer electronics has produced some almost magical products.

Now, consumer electronics manufacturers are moving away from the kitchen appliances category into wearable fashion.

The move away from a "tech and specs" approach to a more "desires and dreams" approach makes sense – gadgets these days cost far more than the average pair of shoes.

Of course, not all wearable technology is going to be a success. The new "SmartWig" from Japan, a techno-toupee which can



By Anton Vukic, channel manager at Phoenix Software

read the wearer's brainwaves and direct them to their destination with onboard GPS, is possibly the wackiest addition to the world of wearable computing.

The Presentation Wig allows the wearer to remotely control a laser pointer from the wig and move through a PowerPoint slideshow by tugging the right sideburn, and to go back a page by pulling on the left.

The Navigation Wig uses GPS to speak to satellites and guide users to their destination with tiny vibrations on different parts of the head.

The Sensing Wig monitors body temperature, blood pressure and brainwaves, and can also record sounds and images to allow wearers to playback their day and see what set their systems aflutter.

The SmartWig aside, the future of technology lies in engaging the interest of a saturated consumer base, and the simplest way to do that is by making the technology beautiful, cool and a must-have fashion item.

WD **BLACK²** DUAL DRIVE

**The power of two,
inspired by you.**



See the WD Black² come to life
[at http://products.wd.com/wdblack2](http://products.wd.com/wdblack2)



Introducing the WD Black² dual drive, a revolutionary storage device that is specifically designed for the modern enthusiast whether you are a creative pro, gamer or PC builder. WD Black² is the fusion of a fully accessible solid-state drive for your operating system and a generous capacity hard drive for personal data and large files.



Western Digital, WD, and the WD logo are registered trademarks of Western Digital Technologies, Inc. in the U.S. and other countries; WD Black² and absolutely are trademarks of Western Digital Technologies, Inc. in the U.S. and other countries. Other marks may be mentioned herein that belong to other companies. Product specifications subject to change without notice.

©2013 Western Digital Technologies, Inc. All rights reserved.

As used for storage capacity, one gigabyte (GB) = one billion bytes, and one terabyte (TB) = one trillion bytes. Total accessible capacity varies depending on operating environment.

2178-800033-A00 Nov 2013

Africa set for massive cloud uptake in 2014

Africa is about to see a massive explosion in cloud usage as companies get over their fear of security and reliability to implement cloud services as soon as next year.

New research from World Wide Worx indicates that medium to large organisations in South Africa, Kenya and Nigeria are quickly embracing the cloud for a wide range of services.

Arthur Goldstuck, MD of World Wide Worx, points out that Africa has lighted up over the last few years in terms of Internet connections, largely thanks to the increased capacity now available via undersea fibre cables that now offer 35Tbps – set to rise to 50Tbps by the end of next year. This is a 400-fold increase from what was available as recently as five years ago.

This capacity spawns increased demand,

he says, which leads to the implementation and introduction of new services.

One of the solutions to this need for new services, he says, is the introduction of new data centres and access to cloud services.

Currently, companies in the three countries are using cloud services in modest numbers: 50% of companies in South Africa; 48% in Kenya; and 48% in Nigeria, for an average of 44%.

However, the big news, Goldstuck says, is how many companies are planning to implement cloud services as soon as this time next year. In South Africa, this will be 66%, in Kenya it will be 72% and in Nigeria it will be 80%, for an average of 72%.

The surprising finding that Nigerian and Kenyan companies are set to overtake the

AfricaCom, the continent's biggest telecommunications event, took place in Cape Town recently. The industry took the opportunity to launch new products and services, unveil new research, and learn about the new trends shaping the market.

more advanced South African companies in cloud deployment possibly comes down to a few reasons, Goldstuck comments. These range from a lack of education to lack of a business case, often fostered by vendors deliberately mystifying issues relating to cloud.

There are some schools of thought, he adds, that assume that South African companies are possibly complacent, almost comfortable with their Internet usage right now, while African companies are almost obliged to leapfrog into the newer

>>>

Africa leads with new data subscriptions

Africa has accounted for about 20% of the new mobile data subscriptions notched up globally in the last quarter.

This is one of the findings of the latest Ericsson Mobility Report, which determined that there were about 113-million new mobile subscriptions in the third quarter, with China and Africa accounting for about half of them.

By 2019, says Frederik Jejdling, head of Ericsson region sub-Saharan Africa, there are expected to be 9,3-billion mobile subscriptions around the world.

This will be driven by a threefold increase in smartphone subscriptions, he says, and a 10-times increase in mobile data traffic consisting mainly of video, which will account for about half of mobile network traffic.

In the sub-Saharan African region, however, mobile data traffic is expected to experience about 17-times growth by 2019, while voice traffic is set to double.

In the developed world, 3G will reach about 90% of the population by 2019, with LTE reaching about 65%, or 2,6-billion subscriptions.

The sub-Saharan market will reach about 930-million mobile subscriptions by 2019, up from 560-million today. Of these, 732-million will be mobile broadband, the majority of them 3G.

In addition, there will be significant traffic per month, Jejdling adds, with about 633 petabytes per month anticipated, while smartphone

subscriptions will be at around 476-million.

From a consumer perspective, mobile phones are becoming the most desired consumer item, above DVDs and televisions. Meanwhile, social media and Internet browsing are now the preferred use of phones after SMS.

"Africa has traditionally been a voice and SMS market, but this is changing rapidly," Jejdling says. "The app culture is evolving strongly, driven by the youth segment."

3G will still be the dominant technology in five year's time, Jejdling says, driven by the availability and affordability of handsets.

"It is the smartphones that will drive data traffic growth," he says. "We have seen that when people get a relevant device for themselves, combined with mobility and broadband, magic seems to happen. We've seen the same pattern in many countries."

There is no doubt that the world is on the cusp of massive changes, Jejdling adds. By 2019, the data traffic generated by mobile phones will exceed that generated by PCs, driven mainly by video.

Importantly, video requires a good network connection, he adds, and time-to-content is going to be critical for the user experience. "10% of mobile users will abandon an online video if it hasn't loaded after four seconds, and 40% will abandon it after 10 seconds. For data networks, quality is the biggest reason why people churn: they are more sensitive to network quality."



WestconGroup

ComTek

a Westcon Group Company

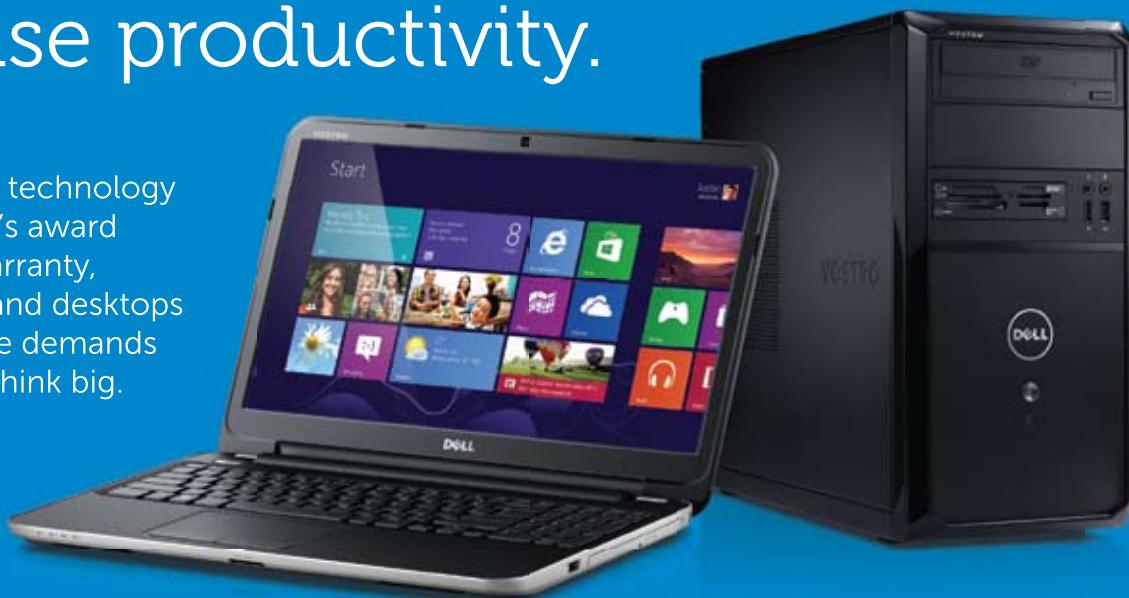
Dell recommends Windows.



The power to do more

3 great systems. 1 smart way to maximise productivity.

Featuring the latest technology and backed by Dell's award winning on-site Warranty, Vostro notebooks and desktops are designed for the demands of businesses that think big.



Power your business with one of these Windows 8 optimised systems.



VOSTRO™ 2521

Recommended Retail Price

R6,999.99 Each
Incl. VAT

- Intel® Core™ i3-3217U processor (3MB Cache, 1.8GHz)
- Windows 8 Professional (64BIT)
- 15.6"HD (1366x768) TrueLife Display
- 4GB (1600MHz) DDR3 Single Channel
- 500GB Serial ATA (5400) HDD
- Dell Wireless-N 1704/1705 + Bluetooth 4.0
- 1 Year On-site Warranty



VOSTRO™ 2521

Recommended Retail Price

R7,999.99 Each
Incl. VAT

- Intel® Core™ i5-3337U processor
- Windows 8 Professional (64BIT)
- 15.6"HD (1366x768) TrueLife Anti-Glare Display
- 4GB (1600MHz) DDR3 Dual Channel
- 500GB Serial ATA (5400) HDD
- Intel HD 4000 Graphics
- Dell Wireless 1703 802.11 b/g/n + Bluetooth 4.0 + LE
- 1 Year On-site Warranty



VOSTRO™ 270MT

Recommended Retail Price

R6,999.99 Each
Incl. VAT

- 3 Year On-Site Warranty**
- Intel® Core™ i3-3240 processor (3MB Cache, 3.40GHz)
 - Windows 8 Professional (64BIT)
 - Display Not Included
 - 4GB (1600MHz) DDR3 Non-ECC
 - 500GB 3.5"Serial ATA (7200) HDD
 - Intel HD Integrated Graphics
 - Dell Wireless DW1506 Card
 - **3 Year On-site Warranty**

Now available at your preferred
Dell Distribution Partner.

Work easy. Play hard. Windows 8

>>>

technologies like cloud computing.

The dramatic shift in cloud adoption, from 44% to 72% in the space of just one year, is almost unprecedented, Goldstuck adds.

"I don't think we have ever seen such a dramatic shift in adoption of a high level business service across the continent before."

The message this shift demonstrates, he adds, is that the companies already using the cloud are highly satisfied with the quality of the services. "The proof of benefit is out there," Goldstuck says. "The message is that cloud is working for companies."

The type of cloud services that are most common today are private cloud at 25%, hybrid cloud at 13% and public cloud at 7%. Going forward, however, we will see hybrid cloud taking off significantly, particularly in markets where there isn't a solid infrastructure currently installed.

In Nigeria, hybrid cloud deployment will leap to 44% of implementations, pulling the overall average to 28%.

The services that are most used in the cloud are storage, by a big margin, followed by SaaS and IaaS with relatively strong uptake. Other services include mall, hosted SharePoint, PaaS, hosted accounting and virtualisation.

Confidence in both security and reliability of cloud computing is high, the research finds.

In terms of confidence in security, an average of 34% of companies in the three countries are neutral and 57% have a high level of confidence – or 91% altogether that are not negative about security.

Breaking this down, in South Africa, 22% were neutral and 66% had high confidence; in Kenya 35% were neutral and 60% had high confidence; and in Nigeria 52% were neutral and 43% had high confidence.

More significantly, most companies have a neutral or high confidence in the reliability of cloud computing. In South Africa, 14% were neutral and 78% had high confidence for a total of 92%. However, in Kenya and Nigeria the level of confidence in reliability was at 100% either neutral or high for both countries, with no negative sentiment at all.

The future of video in Africa

Around the world, video is taking off. While Africa may be behind this particular curve, video on demand is set to be an important network driver in the near future. Analysts believe that, in the next five years, video will be the biggest single application running on the mobile networks, and Africa is already joining the trend.

Sylvain Beletre, principle analyst at Balancing Act, points out that the population in Africa is expected to double by 2050, with young people making up the vast majority.

This new generation of users is following different entertainment trends, he says. "On the consumer side, a key driver is that people want to watch video anywhere, any time and on any device."

Also driving a change in behaviour is the advent of the "me generation" where people wish to talk about themselves.

"Another thing to consider is the explosion of television channels in Africa," he says. Although many African countries currently have just two or three analogue channels, the advent of digital terrestrial television (DTT) will mean a huge need for more content - specifically local content.

The number of television households is currently only a fraction of the population, with 24.3-million in Nigeria, 11.5-million in South Africa, 5-million in the DRC and 4.4-million in Kenya.

All of these factors point to the mobile device becoming the entertainment device of choice, Beletre says, while video on demand (VoD) also has a number of benefits for content producers. "The distribution of African films has many challenges and it is not always easy to get them into mainstream cinema. Which is why VoD is a major opportunity."

Some of the drivers include limited access to film distribution, a need for more revenue, reaching out to the African diaspora, getting in on the ground floor of VoD demand, sidestepping content pirates and being able to analyse audience needs.

The user benefits from VoD as well, as it is more affordable than traditional television, payment mechanisms should be easy, there is unlimited access, anywhere and anytime, a variety of content, and quality content with no piracy. In addition, instantaneous access with full security should also be assured.

For telecommunications operators, VoD is an opportunity to offer additional services to subscribers, Beletre says. Benefits for telcos include finding new market segments and provided value-added services to avoid being simply a dumb pipe.

It will help telcos to attract and keep clients, leading to more subscriptions and increased ARPU (average revenue per user). It can also help to reduce churn.

As the VoD market grows, telcos will be well positioned; they have the opportunity to increase mobile payment usage, get to know their customers better and improve their branding.

Telcos have a role to play in developing local media and creative industries as well, Beletre says, fulfilling the demand for local content and leveraging their distribution networks and access to customers to offer more services.

There are a number of VoD players already operating on the African continent, Beletre points out. YouTube in Africa is among the top most visited sites in Africa. It has a particularly strong presence in South Africa, with more than 700-million views on the local channels. DSTV currently offers two VoD services for catch up and film on demand. iRoko TV offers both free and paid VoD in Nigeria, Buni TV has free content, and Africafilms TV has paid VoD in West Africa.

TC55 TOUCH COMPUTER
PERSONAL TOUCH COMPUTER
BUILT FOR BUSINESS



WestconGroup™

ComTek
a Westcon Group Company

0800 600 557 | ZA.WESTCON.COM

TOSHIBA

Leading Innovation >>>

AN EXTERNAL HDD THAT ALLOWS YOU
DATA ACCESS ON THE GO

NEW
STOR.E CANVIO
EXTERNAL HDD
500GB | 1TB | 2TB

+10GB
Cloud Storage

Includes Remote Access
Software for PC
Powered by | pogoplug®

Store up to 2TB data on the new Toshiba STOR.E CANVIO
External HDD and access* from anywhere with
10GB cloud storage



USB 3.0



NTI® BackupNow EZ™



Tuxera NTFS driver for MAC



*Access with built-in Pogoplug® software. HDD should be connected to any of your systems - which is either switched on or on standby mode - for you to access the data.

**iN Ani**

Great value products for exceptional people

- * Printers
- * Scanners
- * Integrated Touch Units
- * Thermal Ribbons
- * Print and Apply Systems
- * Label Rewinders
- * Thermal Printheads

**star**

Point of Sale SA

- * LCD Touchscreen Monitors
- * POS Printers
- * Mobile Printers
- * POS Printer Consumables
- * Kiosk Solutions

**PRINTRONIX**

GLOBAL PRINTING ... ENABLED

- * Line Matrix Printers
- * Thermal Ribbons
- * RFID Printers

**J2**

Reliability through Innovation



- * PC-based Touchscreens
- * Integrated Touch Systems
- * Point-of-Sale Hardware

xerox

Quality and reliability at a price you can afford.

- * Multifunction Printers
- * Laser Printers
- * Xerox Replacement Cartridges for HP Printers

**PDC**
THE PRINTER DISTRIBUTION COMPANYB-BBEE LEVEL 1 CONTRIBUTOR
GET 135% BACK TOWARDS YOUR SCOREBOARDGauteng | Western Cape | Eastern Cape | KwaZulu Natal
www.tfdc.co.za | sales@tpdc.co.za | (010) 492 7081

Predictions

What does the year ahead hold for the channel?

In the present economic and political climate it may be difficult to make any kind of predictions about what 2014 holds in store for the local market. But when it comes to the IT industry and, in particular, the local channel, there are some clear indications that it could be one of the most tumultuous we've ever experienced.

The state of flux that the channel has found itself in over the past few years looks to be coming to an overdue end as the major distribution groups finalise their consolidation strategies and individual battle plans for the future.

There now seems little doubt that the future channel landscape is going to be dominated by two or three main distributors – or ‘gorillas’ as they are colloquially known – and, although there will be a couple more mergers and acquisitions during the course of the year, the consolidation in the channel is almost complete.

This, in turn, should lead to a higher degree of stability in the channel both in terms of supply and pricing, and in curbing the annoying habit of vendors adopting a “shotgun” approach to appointing as many distributors as possible whenever their numbers take a tumble.

On the technology front, too, a degree of stability is starting to emerge. Once again, the main players in the IT industry now seem to have finally got their ducks in a row in terms of how they intend addressing the four main ‘megatrends’ of cloud computing, mobility, big data and security.

There are clear multinational contenders emerging in these various areas and it is touted that 2014 will finally be the year that the industry will see some concrete and credible progress in various, viable offerings being brought to market – and to the channel.

All in all, 2014 holds a lot of promise for both the local and international IT industry. We can only hope that it can deliver.

for 2014 ...



Many of the world's leading analysts are predicting that 2014 will, once again, be the year that the IT industry finally finds its feet when it comes to the major trends such as cloud computing, big data, mobility and security that have caused such disruption over the past few years.

Hopefully, they will be proved right this time around, because if the current movement within the local channel is anything to go by, the major distributors in South Africa are backing their forecasts to the hilt.

Just in the past couple of months, Pinnacle caught everyone on the hop by taking a significant stake in Datacentrix and, last month, MB Technologies splashed out on the acquisition of SecureData. The two major distributors in the country clearly understand that the future of the channel lies in services and, more specifically, services around the megatrends that various analyst groups have been flogging for years.

In years gone by, consolidation in the channel has always been a key prediction for many of the main players interviewed, and it looks like 2014 could be the year that heralds the final moves in this direction. Three major distribution groups are emerging – Pinnacle, MB Technologies and, slightly behind on their coattails, Mustek.

While the Pinnacle Group looks like a clear leader in the channel in terms of M&As, it obviously hasn't completed its acquisition strategy as indicated by a recent SENS announcement that it was making R500-million available for future prospects.

MB Technologies, which has undergone a major shakeup in terms of personnel with both Group MD Glenn Fullerton and the CEO of its flagship, Tarsus, Pierre Spies leaving the company, has also started making moves on the M&A front.

The recent acquisition of SecureData is thought by many to be the first of these and that

>>>



Authorised Distributors of:

>>>

more will follow once the group has bedded itself down at its new campus in January.

Mustek, under the sure guidance of CEO David Kan, may be viewed as a late starter when it comes to the acquisition trail, but it is in the process of bringing group companies, more notably Rectron, closer together. Pundits reckon it will not be long before Kan makes his move to further strengthen the group, especially in terms of services.

While the seemingly frantic consolidation in the channel is long overdue, though, it does cause some uncertainty in the market, especially among some of the larger resellers and more independent, smaller distributors.

Graham Duxbury, CEO of Duxbury Networking, says that predicting the future, particularly for distributors in the South African channel, is becoming a tougher task as time passes. And not just because of the various M&As, he adds, but simply because of the evolution of technology.

"Without doubt, the emergence of virtualisation and other new-generation technologies has shaken the IT industry, particularly those organisations unprepared for the seismic shifts in its infrastructure, such as the increasingly rapid movement of services into the cloud," Duxbury says.

"Now, with fewer tangible products becoming available to the channel, and more offerings – particularly software – being bought directly by consumers from vendors, it is becoming more challenging for traditional, product-orientated distributors to remain relevant."

Duxbury adds, however, that the company's solid performance – even in dismal economic times – will stand it in good stead for the future.

"We credit our marketplace success to the company's long-term operating model which places emphasis on technical support and backup for our growing corps of accredited dealers and resellers throughout southern Africa," he says.

"Against this backdrop we look forward to 2014 where, from our perspective at least, all indications point to another record-breaking year with burgeoning acceptance by the channel for our brand of services, hardware and other offerings."

Duxbury lays a lot of the credit for the company's success at the feet of his

CTO, Andy Robb who, he says, has been instrumental in laying a strong foundation in terms of strategy.

"At Duxbury Networking we are fortunate to have put strategies in place which have borne fruit in terms of meeting today's technology and services demands from our dealers and resellers in 2013," says Robb.

"Our emphasis on cloud computing, mobility and other emerging technologies has kept us 'ahead of the curve' and able to provide the most appropriate current and future solutions to end-users through our channel partners."

And Robb continues to tweak company strategy around new, emerging trends.

"One of the trends becoming evident in the marketplace as we head into 2014 is a need for an increased focus on tailored solutions, incorporating purpose-built hardware for specific applications in vertical markets," he says.

"These unconventional systems will be increasingly required as technology moves from the back-office to the 'coalface' in mining, medical, renewable power generation, rail transport and many other vertical markets where modern networking technologies and infrastructures are required to function effectively and productively on site."

"In this light, I expect a number of new, unconventional IT solutions to surface and dovetail with emerging technologies, such as SDN (software-defined networking), to create high-performance networking platforms with an intelligent overlay, ideally suited to meeting evolving marketplace challenges in 2014 and beyond," Robb says.

Jacques van Wyk, GM of indirect operations at Ricoh SA, agrees with Robb. Van Wyk says that while we may not see a major disruptor such as smartphones or tablets emerge in 2014, there will be certain technologies to watch.

"I don't believe we will see that sort of technology emerge in 2014," Van Wyk says. "I believe there will be consolidation of existing technologies and an expanded view of technology that is already out there - but there will not be something new that swept the world like smartphones and tablets."

"However, I think 3D printing will see a material uptake in 2014 as will the integration of mobility, cloud computing and enterprise systems," he says. "While we have lots of data available to us as

businesspeople, businesses are struggling to integrate those sources and combine them into a meaningful and useful tool that people can use at the coalface through their smart, mobile devices."

Ricoh, traditionally viewed as a "printer and copier" company, has been quick to realise that it has to evolve with the current market and technologies, and Van Wyk says it knows it has to rapidly change its business model. He hints that there could be some major activity around the company in 2014.

"In the printing, document management and copier industry businesses must transform themselves," Van Wyk says. "They absolutely must acquire systems integrators or form robust strategic alliances with independent systems integrators if they are to achieve that."

"Today, in South Africa, the two biggest systems integrators on the cards from that point of view are Gijima and Sizwe. Gijima's share price has plummeted and the business is haemorrhaging, they're unbundling and ripe for a takeover. Sizwe is in the throes of a management buyout and primed for something far bigger than what it is today."

Van Wyk is also a firm believer that the analysts could have it right for 2014 when it comes to the final acceptance of new technologies.

"Cloud computing is going to explode and the usual suspects like software as a service (SaaS), infrastructure as a service (IaaS), hardware as a service (HaaS) and platform as a service (PaaS), among others, will gain even more traction," he says.

"Mobility, too, will play a pragmatic role in the enterprise. Mobility today is very low-key in most organisations. They are trying to get to grips with how to bring it into the enterprise, how to integrate it tightly into back-end systems and feed more useful information into the smart devices and other systems at the point of customer contact."

"Bigger data has the capability to transform efficiency, service and value that will help companies to prosper."

"Gartner and the other analyst firms are predicting this and we are seeing it on the ground in South Africa," he adds. "Our business has also boarded this train and we are standardising mobile and back-end systems to enable this trend specifically to improve customer service and value."

>>>

GELJET™: colour multitasking transformed



Making it easy with simple front access, a small footprint and the cable-free connectivity of WiFi.

A4 fast & cost efficient duplex colour printing

- Up to 29ppm A4 colour & mono print speed
- Colour at virtually the same cost as mono prints
- 128Mb Memory and 800MHz processor for fast output
- Duplex as standard for double sided output
- Network connectivity & PCL drivers as standard
- Fast drying, waterproof & sun resistant prints
- No special paper needed
- Low power consumption compared to laser devices
- Quick warm up time & very fast first print out times
- Ricoh reliability with 10K monthly duty cycle



>>>

He says analysts could also be correct about big data.

"Bigger data and data analysis are really going to take front and centre in CIO discussions in 2014," Van Wyk says. "Many businesses have fountains of data but they are trying to figure out how to analyse that so it becomes useful."

"We don't have the answer, but we have the building blocks to figure it out and start the process."

"You need to structure the data, organise it and analyse it to enable immediate response to customer perception of products and services as well as business issues such as service delivery and value-adding relationships."

So what would Van Wyk's best advice be to resellers in 2014?

"If I was a smaller IT company in the channel I would position my business to be able to supply and sell cloud solutions and give my customers access to those solutions under an annuity model," he says.

"The services and solutions that will enable these companies to position themselves as IT service providers include managed document services (MDS), desktop and software support and voice over IP (VoIP).

"It means that channel companies will need to transform themselves across all of those business areas and not focus solely on one specific area of the business because margins are tight. They've been squeezed even more during 2013, but the services model will change that," Van Wyk adds.

"The basic idea is not to sell hardware, but to rather provision it, onsite, remotely, or hybrid - however it suits customers and their businesses."

Whatever 2014 holds for the local channel, one word seems to weave a common thread throughout: transformation. For years, many channel advocates have advised that services are the way forward for any reseller.

In 2014, being able to provide services to customers may just be the difference between survival and prosperity, or doom and gloom.

The 3rd Platform and its effect on IT in 2014

The 3rd Platform – the industry's emerging platform for growth and innovation built on the technology pillars of mobile computing, cloud services, big data and analytics, and social networking – are major influencers in the International Data Corporation (IDC) predictions for the coming year in the ICT industry.

"The 3rd Platform's impact was felt throughout the ICT industry in 2013 as a high-profile CEO lost his job, a major IT player went private, numerous vendors endured cash cow stagnation, and-billion-dollar bets were placed on 3rd Platform technologies," says Frank Gens, senior vice-president and chief analyst at IDC.

"In 2014, we'll see every major player make big investments to scale up cloud, mobile, and big data capabilities, and fiercely battle for the hearts and minds of the developers who will create the solutions driving the next two decades of IT spending.

"Outside the IT industry, 3rd Platform technologies will play a leading role in the disruption (or "Amazoning") of almost every other industry on the planet."

IDC's predictions for 2014 include the following:

- * Worldwide IT spending will grow 5% year over year to \$2,1-trillion in 2014. Spending will be driven by 3rd Platform technologies, which will grow 15% year over year and capture 89% of IT spending growth. Sales of smartphones and tablets will continue at a torrid pace while outlays for servers, storage, networks, software, and services will fare better than in 2013. The PC market will remain under stress, with worldwide revenues down -6% year over year.
- * Emerging markets will return to double-digit growth of 10%, driving nearly \$740-billion or 35% of worldwide IT revenues and, for the first time, more than 60% of worldwide IT spending growth. In
- * The mobile device onslaught will continue in 2014 with sales of tablets growing by 18% and smartphones by 12%. The Android community, led by Samsung, will maintain its volume advantage over Apple, while Apple will hold onto its value edge with higher average selling prices and an established ecosystem of apps. But Google Play (Android) app downloads and revenues are making dramatic gains and the "app ecosystem value gap" will be significantly narrowed in 2014. And the clock will be ticking louder for Microsoft, which needs to quickly double mobile developer interest in Windows.
- * Cloud spending, including cloud services and the technology to enable these services, will surge by 25% in

the BRIC countries, IT spending will grow by 13% year over year, led by an economic recovery in China. In dollar terms, China's IT spending growth will match that of the United States, even though the Chinese market is only one third the size of the US market. Elsewhere, emerging market growth will be uneven, ushering in the beginning of a new "Post-BRIC" era.



MOTOROLA SOLUTIONS

VALUE ADDED DISTRIBUTOR

Wireless Network Solutions
Mobile Solutions

RFS 4000 802.11N INTEGRATED SERVICES CONTROLLER

THE ONLY PRODUCT IN ITS CLASS THAT OFFERS DUAL BAND ACCESS CONCURRENT WITH MESH SERVICES AS WELL AS GAP FREE SECURITY WITH 24X7 WIRELESS INTRUSION PROTECTION SYSTEM (IPS)

WestconGroup

ComTek

a Westcon Group company

LESTECH

HIGH END DESKTOP PC'S

USING THE LATEST INTEL 4TH GENERATION CHIPSET –
HASWELL CORE i5 AND CORE i7 PROCESSORS



RELIABILITY

AFFORDABILITY

LesTech

THE PERFECT COMPUTER

LATEST
TECHNOLOGY

SPECIFICATIONS

- LESTECH 800WATT ATX CASE
- INTEL H87 CHIPSET MAINBOARD
- 16GIG DDR3 1600MHZ MEMORY
- 2TB 7200 RPM DESKTOP HARD DRIVES
- 16X BLU RAY DVD WRITER
- INTEL CORE i7 4470 3.40GHZ 6MB CACHE SKT 1150

"LesTech recommends using Windows 8
Operating System and Windows Office 365"

Distributed by:

OMEGA
AFRICA

Pictures may vary from actual products.

SOUTH AFRICA SALES

Durban Office: 031-564 8030
Midrand Office: 011-314 9283

Cape Town Office: 021-551 2363

AFRICA SALES: +27 31 5732984

WEBSITE: www.omega-africa.com

>>>

2014, reaching over \$100-billion. IDC expects to see a dramatic increase in the number of data centres as cloud players race to achieve global scale. This will be accompanied by a similar expansion in the variety of workload-specialised cloud infrastructure services, leading to new forms of differentiation among cloud service providers. Finally, a pitched battle will be joined for the developers that can create the cloud-based applications and solutions that will fuel the market's growth.

- * Spending on big data technologies and services will grow by 30% in 2014, surpassing \$14-billion as demand for big data analytics skills continues to outstrip supply. Here the race will be on to develop "data-optimised cloud platforms", capable of leveraging high volumes of data and/or real-time data streams. Value-added content providers and data brokers will proliferate as enterprises (and developers) look for interesting data sources as well as applications that help them to understand their customers, products, and the markets in which they exist.
- * Social technologies will become increasingly integrated into existing enterprise applications over the next

12-18 months. In addition to being a strategic component in virtually all customer engagement and marketing strategies, data from social applications will feed the product and service development process. IDC expects enterprise social networks will become increasingly available as standard offerings from cloud services providers. This will enable enterprises to further embed social into the workflow, rather than having a separate "social layer."

- * Data centres represent the physical foundation underneath the cloud, and are thus a crucial component of the 3rd Platform. As cloud-dedicated data centres grow in number and importance, the market for server, storage, and networking components will increasingly be driven by cloud service providers, who have traditionally favoured highly componentised and commoditised designs. The incumbent IT hardware vendors, who have struggled to sell into this market, will be forced to adopt a "cloud-first" strategy, designing new innovations for initial release and widespread adoption in cloud service provider data centres.
- * The 3rd Platform will deliver the next generation of competitive advantage apps and services that will significantly disrupt market leaders in virtually

every industry. A key to competing in these disrupted and reinvented industries will be to create industry-focused innovation platforms (like GE's Predix) that attract and enable large communities of innovators – dozens to hundreds will emerge in the next several years. IDC predicts that most of these industry platform players will not reinvent the cloud underpinnings they need, but will build on top Amazon, Microsoft, IBM, Salesforce, and others' platforms. In 2014, it will be critically important for these IT leaders to find these emerging industry platform players and win their business.

* Finally, the 3rd Platform will continue to expand beyond smartphones, tablets, and PCs in 2014 to the Internet of Things (IoT). With IoT momentum building in 2014, IDC expects to see new industry partnerships to emerge as traditional IT vendors accelerate their partnerships with global telecom service providers and semiconductor vendors to create integrated offerings in the consumer electronics and connected device spaces. This kind of collaboration and coordination will be necessary to reach the 30-billion autonomously connected end points and \$8,9-trillion in revenues that IDC believes the IoT will generate by 2020.

The top 10 for 2014

Andy Oldfield, director of emerging markets at Panduit, shares his 10 predictions for 2014.

- * Software-defined networking with everything: now that all major vendors have a software-defined networking (SDN) offering (real or marketingware) we expect to see the rise of the SDN data centre
- * Head in the clouds: the continued availability of more cloud services will drive more businesses to consider and subsequently adopt cloud
- * Cloud on the cheap: whilst the mid to top end of the market is delivering increasing sophistication with automation and self-subscription, the 'cheap' end of the market providing basic no frills services will gain traction
- * Show me the money: as the business comes under increasing pressure to deliver an ROI on the investments in data mining and Big Data, will IT become information brokers offering customer insights for sale?
- * The power game: cost savings from consolidation and virtualisation will not be enough for data centre efficiency. More focus will be placed on the energy bill with efficient

data centre cooling being the biggest game changer

- * Data, data, everywhere: as data mining and processing continue to rise, data volumes will continue to rise dramatically, as will the east-west traffic within the data centre
- * Storage wars: rich media places a strain on the storage capability, expect to see commercial flash memory and virtualised storage solutions being adopted
- * 'I feel the need, the need for speed': expect 40G to become the interface speed of choice for new core data centre deployments
- * I surrender – there are now so many mobile devices in the workplace, will we finally surrender trying to control them and instead just focus on securing access and the data?
- * Open for business – South Africa is still a market waiting to be developed, the connectivity to the global internet is there, the weakness of the rand plays in favour of foreign investment, with a large English speaking population, is 2014 the year it all happens in the local data centre?



MC40 MOBILE HANDHELD COMPUTER
THE NEW FACE OF RETAIL MOBILITY



WestconGroup
ComTek
a Westcon Group Company

0800 600 557 | ZA.WESTCON.COM

A full-body photograph of an astronaut in a white spacesuit, including a helmet with a reflective visor, standing on a desolate, rocky, reddish-brown surface. The background features a large, hazy blue planet (Earth) and a range of dark, jagged mountains under a clear blue sky.

OMEGA AFRICA

Your diamond in IT distribution

Touch the future
of technology with
Omega Africa

Quality. Reliability. Cutting-edge technology.

A4TECH

FOXCONN

Pioneer

Tenda

noontec

hp

 **GAINWARD**

 **ST Lab**

 **Seagate**

 **intel**

 **LesTech**

 **Kingston**
TECHNOLOGY



SOUTH AFRICA SALES

Durban Office: 031- 564 8030 Cape Town Office: 021- 551 2363

Midrand Office: 011- 314 9283

WEBSITE: www.omega-africa.com

2013 Channelwise Awards

All the channel

AxizWorkgroup has once again scooped the prestigious Channelwise Distributor of the Year Award, having been voted by resellers as their favourite distribution partner for 2014.

The distributor swept the boards, winning no fewer than five out of eight category awards: Personal Computing; Servers and Storage; Peripherals; Printers and Consumables; and Software.

The Components Distributor of the Year was Rectron, while Sahara won the Mobile Computing Distributor of the Year and Tarsus Technologies was voted as the Networking and Infrastructure Distributor of the Year.

The finalists for the overall Distributor of the Year award were Tarsus Technologies, Pinnacle Africa, Sahara, Rectron and Esquire, with AxizWorkgroup as the winner.

This is the third time AxizWorkgroup has been voted as the top distributor, having previously won the award in 2010 and 2012. Rectron was the 2011 winner.

The Channelwise Awards name the top vendors and resellers as voted for by resellers.

Vendor awards: Large/enterprise resellers

HP once again swept the boards in the 2014 Channelwise Awards, as voted by Large/Enterprise resellers – although some surprise contenders have come through this year to challenge the vendor's dominance in the South African market.

Enterprise resellers were asked to name their favourite vendors and distributors across seven categories.

In the Mobile Computing category, HP came up trumps for notebooks and ultrabooks, but was pipped by Lenovo in tablets and Samsung in smartphones. The overall category winner was HP, with Apple and Lenovo as runners-up.

However, it was the HP show in Personal Computing, with the vendor scooping all the awards on offer: personal computers; workstations; thin clients; and all-in-ones. HP won the overall award, followed by Lenovo and Dell.

HP also won the overall Servers and Storage award, followed by Dell and EMC, having walked off with certificates for volume servers, enterprise servers, blade servers, networked storage, direct storage and back-up storage.

In the Peripherals category, Samsung won the monitors award and Acer the projectors award, although LG Electronics slipped through as the overall category winner, with Acer and Samsung both runners-up.

Canon won the desktop laser award in the Printers and Consumables category, with Kyocera taking the honours for managed print services - although HP was once again named as the top vendor for desktop MFP and printing consumables. HP was the top vendor in the category, followed by Canon and Samsung.

HP was named as the top vendor for switches, wireless networking and converged infrastructure in the Networking and Infrastructure category. Cisco took top spot for routers and unified communications, while APC scooped the award for UPS/disaster recovery and power/cooling/environment. The overall winner of the category was Cisco, followed by HP and APC.

In the Software category, Nashua scored tops for document management, while SAS Institute was named the top business intelligence vendor and Symantec won the security software award.

Pastel won the accounting and payroll categories. Meanwhile, Microsoft walked away with awards in ERP, collaboration, CRM, personal productivity, SaaS/cloud, system management and virtualisation. The overall Software category winner was Microsoft, with IBM and SAP coming through as runners-up.

Vendor awards: SME/Consumer resellers

In the Components category, Seagate took top honours as the disk drive vendor of choice, with Nvidia as the graphics cards supplier. Intel was named as the winner of both the Processor and motherboard categories, while Kingston also won two awards, for memory and USBs.

The overall winner of the Components category was Transcend, followed by Intel and Kingston.

In the Mobile Computing category, Samsung was named as the top vendor for smartphones and tablets, with HP taking the honours for notebooks and ultrabooks.

The top vendor overall in Mobile



Computing was HP, with Samsung and Apple as runners-up.

HP was likewise the favourite overall Personal Computing vendor, having won the media PCs, value PCs and business/commercial PCs sub-categories. Dell was named as the favourite vendor for gaming PCs.

HP continued its onslaught, winning the top spot in Servers and Storage after being named best vendor for volume servers and media servers. Seagate won the award for external storage.

In the Peripherals category, Microsoft

stars

The fourth annual Channelwise Awards was once again an opportunity for the IT industry and channel to get together, share their thoughts about the year past and discuss what they expect in the new year. And, possibly most importantly, to find out who the nation's resellers voted as their favourite vendors and distributors in 2013.



took the honours in accessories, with Acer scooping the projectors award and Sony the award for gaming consoles. Samsung won both the monitors and smart TVs categories.

The top vendor overall, however, was LG Electronics, followed by Samsung and Microsoft.

It was the HP show again, with that vendor winning over Printers and Consumables award, with Canon and Lexmark as runners-up.

HP was named the top vendor for all the sub-categories: inkjet printers; laser

printers; multi-function printers; and printing consumables.

In the Networking and Infrastructure category, Netgear was named as the top wireless router vendor, with APC taking the UPS award. Overall, the category was won by APC, followed by Netgear and D-Link.

Software saw Kaspersky take the award for security software, Pastel for accounting and payroll, and Microsoft for SaaS/cloud.

The overall Software winner was Pastel, followed by Microsoft and Kaspersky.









Precise detection ensures worry-free security

Network Security Challenge

Information technology helps enterprises grow their business faster than ever. However, the increasing popularity of mobile office and cloud computing has left enterprise networks more open to security threats. Mobile applications, Web 2.0, and social networks expose enterprises to the risks of the wide open Internet. In this new IT environment, can more accurate threat detection help enterprises achieve tighter network security?

A BETTER WAY

HUAWEI USG6000 NEXT GENERATION FIREWALL

Detect threats more accurately to protect your network more fully

In the era of cloud computing, network boundaries are blurring and becoming increasingly complex. The need for tighter security is critical. Huawei USG6000 Next Generation Firewall is designed to address these challenges. Utilizing ACTUAL environment awareness, it provides industry-leading capability to recognize 6,000+ applications and 5 million threats. Offering 8 user authentication modes and full virtualization, it delivers some of the most sophisticated network security available anywhere.

- ACTUAL (Application, Content, Time, User, Attack, and Location) environment awareness optimizes security management and provides high-performance protection at the application layer
- Identifies 6,000+ applications, protects from 5 million threats, and detects 30+ file types to provide precise access control for every application
- New hardware design achieves significant improvements in application layer performance, ensuring 10G+ performance for all security services to meet the demands of large enterprise networks

To find out more, please visit: enterprise.huawei.com

Or contact us: enterprisebiz@huawei.com



USG6000



Scan for
product
details



Tel: (CPT) +27 (0) 21 529 5555
Tel: (JHB) +27 (0) 11 540 2640
Email: pieter.nel@firstdistribution.co.za



Tel: (JHB) +27 (0) 11 201 8927
Tel: (CPT) +27 (0) 21 532 5700
Email: rajenn@drivecon.net



Botsang Mdluli
Tel: +27 (0) 11 237 1304
Email: huaweisales@mustek.co.za



The Ultimate Next Generation Firewall



Analysing intranet service traffic from six dimensions, including application , content, time, user, attack, and location and then automatically generating security policies as suggestions to optimise security management and provide high-performance application-layer protection for enterprise networks, the HUAWEI Secospace USG6600 series firewall is the one of the most comprehensive and precise in the industry.

The trend towards IT consumerisation brings with it creativity in mobile working, social networking, and cloud computing, but also brings with it security challenges. Mobile applications, Web2.0, and social networks expose enterprise networks to the risks on the open Internet. Cybercriminals can easily penetrate a traditional firewall by spoofing or using Trojan horses, malware, or botnets.

To address these challenges, Huawei introduces the newest addition to its extensive network security portfolio, the new USG6000 Series Next Generation Firewall (NGFW), which offers industry-leading features including the ability to identify and analyze over 6000 applications including encryption, mobile or web applications. The new USG6000 NGFW series implements Huawei's latest data driven regular expression syntax technology which reduces the time required to support the latest and emerging applications. The new USG6000 also enhances policy management and optimisation via a smart policy tool, helping to lower total cost of ownership (TCO) by up to 30%.

Huawei's NGFW can be used for data centre network protection, as well as perimeter and border protection in enterprise head offices or branches. The new NGFW models offer superior firewall protection for enterprises of all sizes, with products from the series providing performance ranging from 1 Gbps up to 40 Gbps with application identification and analysis enabled. Even with all threat prevention functions enabled, Huawei's USG6000 NGFW series is capable of providing up to 20 Gbps of

performance. The USG6000 NGFW products also feature unmatched granular access control, and offer advanced threat protection.

Based on the industry's first "V-ISA" (Virtualization/IP/Session/Application) reputation mechanism, Huawei USG6000 NGFW is able to prevent current and emerging DDoS threats, and, in addition to virtualised AntiDDoS capabilities, can also detect Botnets via IP reputation, prevent slow attacks with session reputation, and defend against application DDoS attacks with behavior reputation. In total, USG6000 NGFW can recognise and protect against over 100 types of DDoS attacks based on "V-ISA" mechanism, which is 30% more than existing competitive products in the industry.

With improved application identification and simplified configuration management, USG6000 NGFW will continue to leverage Huawei's strength in product research and development, security, hardware, software, and chipset development to prevent threats and ensure high performance. USG6000 NGFW will not only change the future of ICT, it will revolutionise the future of network security.

Huawei's new NGFW series, a component of Huawei's Agile Network security architecture and strategy, will consist of 13 base model configurations, with six expansion modules also available via separate licenses. The first of Huawei's new USG6000 NGFW products will be available globally beginning September 2013, with the complete series of NGFW products available in 2014.

HUAWEI ENTERPRISE ICT SOLUTIONS
A BETTER WAY





**SB1 SMART BADGE
EMPOWERING YOUR WORK FORCE**

MOTOROLA SOLUTIONS
VALUE ADDED DISTRIBUTOR
Wireless Network Solutions
Mobile Solutions

WestconGroup™

ComTek
a Westcon Group Company

0800 600 557 | ZA.WESTCON.COM







Thank you for voting us your 2013 Distributor of the Year!



**2013 Distributor
of the Year**

**2013 Peripherals
Distributor of the Year**

**2013 Personal Computing
Distributor of the Year**

**2013 Servers and
Storage Distributor of the Year**

**2013 Software Distributor
of the Year**

**2013 Printers and Consumables
Distributor of the Year**



MC2100 SERIES MOBILE COMPUTER
RUGGED WIFI ENTERPRISE MOBILE
COMPUTER FOR MANAGERS AND TASK
WORKERS

MOTOROLA SOLUTIONS
VALUE ADDED DISTRIBUTOR
Wireless Network Solutions
Mobile Solutions

WestconGroup
ComTek
a Westcon Group Company

0800 600 557 | ZA.WESTCON.COM





MC9190-G MOBILE COMPUTER
**TAKE ACTION QUICKLY AND ACCURATELY,
EVEN IN THE HARSHEST OF ENVIRONMENTS**

MOTOROLA SOLUTIONS
VALUE ADDED DISTRIBUTOR
Wireless Network Solutions
Mobile Solutions

WestconGroup™
ComTek
a Westcon Group Company

0800 600 557 | ZA.WESTCON.COM



A Special Thank You to All Our Partners

It has been an amazing year. We flexed our creative muscles and led transformative trainings, launched powerful new products, worked with extraordinary clients, and gained many new partners.

To adapt to the revolutionary changes that took place in the information industry, Huawei made strategic adjustments to better serve its customers in 2011. From there, the Huawei Enterprise Business Group was born and we began focusing on close cooperation and integration with partners to deliver a wide range of highly efficient customer-centric ICT solutions and services that are based on a deep understanding of customer needs.

A Channel Program was established and its purpose was to create the channel ecosystem and support the long-term development of Huawei Enterprise through its collaboration with partners. We grew rapidly with our partners and firmly implemented a transparent and stable channel policy. We also strived to share more benefits with our partners and worked together to build a harmonious ecosystem for win-win

partnerships.

Since then, Huawei Enterprise business has grown steadily, allowing us to solidify Huawei's position as the leading ICT solutions provider in the industry. Our dedication to continuously create maximum value for business partners and customers, have been the driving force behind our work.

Looking ahead, Huawei Enterprise is committed to serving as the most innovative and optimal ICT technology partner for all enterprises, accelerating their ICT development and improving their operational efficiency. We will work with our enterprise customers and partners to jointly embrace the challenges brought about by ICT transformations, build a favorable industry ecosystem, and promote the sound development of the ICT industry and society at large.

Huawei would like to thank all our partners for their ongoing support and shared commitment and wish them all a joyful, relaxing holiday, and all the best in 2014 and beyond!

HUAWEI ENTERPRISE ICT SOLUTIONS
A BETTER WAY



Toshiba recommends Windows 8.

FEEL THE

ALL WORK



Whether for work or play, Toshiba's latest models powered by 3rd and 4th Generation Intel® Core™ processors deliver ultimate performance, helping you achieve maximum productivity throughout the day.

CONNECTION

ALL PLAY



For all sales enquiries please contact:

- Mustek – 011-237-1000
- Sahara – 011-542-1000

Ultrabook, Celeron, Celeron Inside, Core Inside, Intel, Intel Logo, Intel Atom, Intel Atom Inside, Intel Core, Intel Inside, Intel Inside Logo, Intel vPro, Itanium, Itanium Inside, Pentium, Pentium Inside, vPro Inside, Xeon, Xeon Phi, and Xeon Inside are trademarks of Intel Corporation in the U.S. and/or other countries. Microsoft, Windows and Windows 7 are either registered trademarks or trademarks of Microsoft Corporation in the United States and/or other countries. All trademarks are acknowledged. Product specifications, configurations, prices and availability are subject to change without notice. Product features and specifications and colours are subject to change without notice and may vary from those shown. Errors and omissions excepted. Intel® Turbo Boost Technology available on the Intel® Core™ i7 processor and the Intel® Core™ i5 processor only. Intel® Turbo Boost Technology requires a PC with a processor with Intel Turbo Boost Technology capability. Intel Turbo Boost Technology performance varies depending on hardware, software, and overall system configuration. Check with your PC manufacturer on whether your system delivers Intel Turbo Boost Technology. For more information, see <http://www.intel.com/technology/turboboost>.

TOSHIBA
Leading Innovation >>>

www.toshiba.co.za



IBM Flex System offer from AxizWorkgroup

If users want to build a solution tuned for their applications and services, they need the most advanced blade technology available - and a flexible architecture to support their needs, both today and tomorrow. Furthermore, users need simple, integrated management to keep operational costs down. However, they also want a no-compromise design and long-term investment protection.

IBM Flex System compute, storage, management and networking offer performance and capacity to support the most demanding applications.

IBM Flex System technology delivers the flexibility users need now, and is designed to support multiple generations of future technologies.

The IBM Flex System Enterprise Chassis is a simple, integrated infrastructure platform. The 14-node, 10U chassis delivers high-speed performance.

The solution is easily scalable by adding chassis with the required nodes. With FSM, multiple chassis can be monitored from a single point of control.

Dell Latitude 10 now available from DCC

Dell's Latitude 10, available from distributor Drive Control Corporation (DCC), combines the convenience and thin form factor of a tablet with the power of a PC.

Ideal for the serious business user, the Dell Latitude 10 features easy management and security to integrate into corporate networks, Windows 8 operating system (OS), touchscreen functionality, Intel's next generation Atom system on chip (SoC) processor and 2Gb RAM.

Intel's Platform Trust technology, a virtual smartcard reader for certificate-based user authentication, delivers world-class security to ensure data protection.

Always-on connectivity is assured with Bluetooth, WiFi and optional mobile broadband, and a convenient full-size USB port and SD memory card enables effortless access to collaboration tools. Delivering the convenience of a tablet with the power of a PC, the Dell Latitude 10 is the perfect companion for the mobile business person.

LevelOne offers upgraded software, surveillance cameras

LevelOne has upgraded many functions of its powerful 64-CH IP CamSecure Lite Surveillance Management Software, offering greater monitoring speed and flexibility with multi-channel viewing capabilities.

The software is provided free with all LevelOne surveillance cameras, a range that includes devices for the home and small office, as well as enterprise-level and industrial-grade solutions.

The LevelOne FCS-5051 recently won an international award for best all-round performer in its class, featuring a two-megapixel, high-definition day/night surveillance with PoE, an IP66 waterproof rating for outdoor use and built-in infrared LEDs to enhance night viewing.

Other features include wide dynamic range (WDR), which enhances visibility under extremely bright or dark conditions, a built-in Micro SD/SDHC slot for local storage, and a digital input/output for connecting a sensor or alarm.

The upgraded software has many advanced features including live pan/tilt/zoom (PTZ), motion detection and E-Map, and supports monitoring of 64 channels and simultaneous playback of 16 channels.

Access from a remote device connected to the local console is also significantly advanced by the upgrade, now offering live view of 32 channels, and simultaneous playback of up to 16. Previous software versions could access and playback one channel at a time.

From a mobile device featuring the IP CamSecure app for iOS or Android, live viewing and playback is achievable for up to six channels at once, giving the user much greater control of their network and faster access from a tablet or smartphone.



LI2208 LINEAR IMAGER

ENHANCED FEATURES THAT LET YOU SCAN MORE TYPES OF BAR CODES, FASTER AND AT A GREATER DISTANCE



WestconGroup™

ComTek
a Westcon Group Company

0800 600 557 | ZA.WESTCON.COM

In touch with the Acer Aspire V5

Acer Aspire V5 Series features a 10-point touch display and a larger trackpad, designed to enhance multigesture content consumption and to take advantage of the features offered by Windows 8.

The V5 Series notebooks are all 30% slimmer than the same class in 2-spindle design, with DVD and ergonomic thermal design, so they're extremely easy to handle on the go. The 14-inch model includes an optical drive and still is less than 21mm thin and weights 2.1 kg; the 15.6-inch model, also with an optical drive, is thinner than 23mm, and weighs 2.4kg.

Powerful Intel Core family processors and renowned NVIDIA GeForce GT Series graphics deliver excellent performance for impressive daily multitasking and content creation, while the HD ready 10-point touch display offers multimedia enjoyment.

A smart power management and component layout optimises acoustics and thermal comfort without compromising performance.

Easy to use on the go, the V5 Series features Acer Instant Connect, which automatically scans and registers most-visited access points, letting users connect to the Internet in just 2,5 seconds, which is four times faster than conventional methods.

Users can enjoy all-round mobility with a LAN/VGA combo port to easily extend connectivity online and external display from one cable. Sharing files among other digital devices is also quick and easy via USB 3.0 ports.



Motorola expands enterprise Android portfolio

Motorola Solutions has announced four enterprise mobile computers running the most popular version of the Android operating system (OS).

The devices include the new, pocket-sized TC55 touch computer, which merges the features of a traditional enterprise-class mobile computer with the form factor and functionality of a smartphone.

MSI is also simultaneously announcing updates to software offerings including Extensions (Mx) by Motorola Solutions security features, and the fourth generation of RhoMobile Suite's cross-platform development framework.

This suite of technologies and development tools will help businesses adapt, integrate and secure the consumer-focused Android OS for enterprise customers.

The new TC55 touch computer combines the best features of a traditional enterprise-class mobile computer with the form factor and functionality of a smartphone running the Jelly Bean version of the Android OS.

Designed for the field service,

merchandising and direct store delivery (DSD) markets, the TC55 offers an advanced capacitive 4.3-inch high-resolution touchscreen.

The touchscreen is brighter both indoors and outdoors, and dynamically adjusts to the environment enabling input with a bare or gloved finger or a stylus – even if the screen is wet.

The TC55's suite of high-performance data capture features can help mobile workers better serve their customers and improve efficiency by capturing bar codes, signatures, documents, photos and videos with ease.

With IP67 sealing and the longest battery life in its class for dependable full-shift power, the rugged TC55 is built for a full day in the field.

The TC55 is being certified under GCF and will be unlocked, so it can be used on all carrier networks across Europe and Africa.

Leveraging Motorola's voice leadership, the TC55's speakerphone is four times louder than traditional smartphones and offers dual microphones with noise-



cancelling technology.

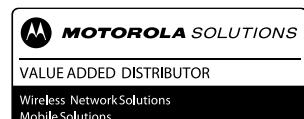
Motorola is expanding the industry's largest portfolio of purpose-built Android-based devices with the introduction of the ET1, MC40 and MC67 enterprise mobile computers running the Jelly Bean version of the Android OS, fortified with Mx enhancements.

The Jelly Bean version of the Android OS provides new features important to enterprises including security enhancements, better graphics support, and improved logging and support capabilities.



MK3100 MICRO KIOSK

AFFORDABLE ALL-IN-ONE MULTIMEDIA MICRO KIOSK FOR RETAIL, HOSPITALITY AND MORE



WestconGroup™

ComTek
a Westcon Group Company

0800 600 557 | ZA.WESTCON.COM

Alienware 17 and 18 notebooks from DCC



When it comes to gaming, performance is everything. The high specification and fully customisable Alienware 17 and Alienware 18 notebooks, available from distributor Drive Control Corporation (DCC), provide gamers with the speed and power required in a highly portable and stylish format.

Both notebooks feature Intel Core i7 processors and Windows 8 Professional for an intuitive user experience.

The Alienware 17 model features a 17.3-inch HD LED screen, 8Gb RAM, a 750Gb HDD and 64Gb SDD for fast start up and instant loading. NVIDIA GeForce GTX765M GDDR5 graphics card ensures smooth gaming, while integrated WiFi and Bluetooth offer additional connectivity options.

The Alienware 18 model offers an 18.4-inch full HD WLED screen, 16Gb RAM, an integrated Blu-Ray reader and DVD writer, WiFi and Bluetooth. A 1.5Tb RAID 0 hard drive offers sizeable storage space, a 64Gb

SSD delivers instant start-up and NVIDIA GeForce GTX770M 3Gb GDDR5 delivers powerful graphic capabilities for the most demanding gaming applications.

With powerful specifications and the added portability of the notebook format, the Alienware 17 and Alienware 18 are perfect options for both home and LAN gaming.

Canon releases EOS C100 camcorder

Canon has announced an upgrade that brings Dual Pixel CMOS AF functionality (DAF) to its professional EOS C100 camcorder. First launched with the EOS 70D DSLR, Dual Pixel CMOS AF is a ground-breaking Canon-developed technology that expands shooting possibilities by providing smooth, fast, high-performance continuous autofocus in large sensor video cameras.

The EOS C100 is the first-ever camcorder to feature this technology, and its addition provides greater creative flexibility in everyday use.

Making it easier for single shooters to capture moving images was part of the core design philosophy for the EOS C100. DAF further enhances creative freedom by providing greater accuracy and control of focus when shooting – a crucial factor given the shallow depth of field made possible by the combination of fast glass and a large image sensor.

Continuous autofocus is supported by all Canon EF lenses, whilst the existing One-shot AF function becomes approximately twice as fast with any of the 104-supported lenses.

Dual Pixel CMOS AF is a sensor-based, phase detection Auto Focus (AF) technology designed to support video shooting, and a compatible CMOS sensor was included in the original design of the EOS C100. Following further technical development since

launching, the camera can now be upgraded to offer users enhanced functionality and added value.

While the underlying Dual Pixel CMOS AF sensor technology in the EOS C100 is similar to that found in the Canon EOS 70D digital SLR, it has been adapted to fit the capabilities of the EOS C100. It has been optimised specifically for video shooting, and provides fast, natural focusing in a familiar visual style. As such, capturing a subject and retaining sharp focus, even when moving, has never been easier.

Kieran Magee, director of Professional Marketing, Canon Europe, comments: "We're dedicated to developing innovative imaging products that also deliver great value to our customers.

"We're very proud of our existing Cinema EOS system range, and we're continuously listening to our customers to identify ways that we can enhance our products to allow them to push their own creative boundaries.

"This upgrade, which brings Dual Pixel CMOS AF sensor technology to the EOS C100, is further evidence of this commitment."

The upgrade is a paid-for option, and utilises the existing Super35mm sensor in the EOS C100. It will be performed at Canon's network of Regional Competence Centres (RCC) and is expected to be available in Q1 2014.



**LI4278 GENERAL PURPOSE SCANNER
THE NEXT GENERATION IN 1D SCANNING**



WestconGroup™

ComTek
a Westcon Group Company

0800 600 557 | ZA.WESTCON.COM



WD releases My Book external hard drive

WD has the ideal solution for users who can't afford to lose their data and digital content. The My Book external hard drive features USB 3.0 connectivity for ultra-fast data transfer rates, ensuring users won't have to wait long for their backup to complete.

For example, it allows users to access and save files up to three times faster, allowing the transfer of a 120 minute HD movie in three minutes instead of 13.

WD SmartWare automatic backup software helps protect important files and digital content by allowing users to schedule backups or run them and create continuous backups.

It also makes retrieval of files a simple exercise, while the password protection and hardware encryption keeps data secure and private - giving users piece of mind when it comes to unauthorised access or theft.

The My Book Live provides users with a choice of capacity, ranging 1Tb to 4Tb.

WD debuts Black2 dual drive

WD have announced the release of the WD Black2 dual drive, a unique storage innovation that fuses a 2,5-inch 120Gb solid state drive (SSD) with a 1Tb hard disk drive (HDD) to offer a powerful dual drive solution.

Perfect for consumers and service providers looking to upgrade notebooks, small form factor desktops, and single-slot and all-in-one (AIO) systems with both SSD level performance and HDD capacity, the WD Black2 dual drive connects through a single cable and fits into a conventional 9,5mm slot.

"Our customers told us they like our solid state hybrid drive technology, but our tech savvy users asked for more control of where they store their data," says Matt Rutledge, senior VP of WD's Storage Technology business unit.

"The WD Black2 dual drives empower our customers to enjoy SSD performance and access high capacity storage in a no-compromise package.

"The WD Black2 dual drive is a direct result of our interaction with our customer base through WD Labs initiatives. WD devised its beta labs program to provide an exclusive testing arena for key customers and technology influencers of existing and emerging WD storage products."

Says Kelvin Subbadu, WD Components sales manager – South Africa, "WD's Black2 is the world's first 1Tb and 120Gb

Dual drive in a 2,5-inch form factor, an ideal HDD for the South African gaming community which is growing exponentially every year.

"The vast majority of gamers in South Africa are looking for a HDD that is cost effective, yet provides the speed and performance required with a gaming experience.

"A regular magnetic HDD is not fast enough and an SSD can be costly if a high capacity is required. With WD's Black2 dual drive, we have combined the best of both in one drive. With a 120Gb SSD big enough to store the OS, apps and games, and the 1Tb HDD to store all your data needs, this makes it the ideal purchase for a gamer.

"This dual drive is also ideal for notebook users that are looking to upgrade for a faster 'boot up' experience. The 2,5-inch form factor means it will fit most notebooks and ultrabooks. The SATA 3 6Gbps interface is also ideal for these users, delivering performance whilst featuring capacity."

Designed for enthusiasts, creative professionals, gamers and PC builders, the WD Black2 dual drive provides improved overall drive capacity, performance and reliability, while offering the flexibility to choose how and where their data is stored.

Utilising the benefits of both flash and magnetic disks, WD Black2 dual drives offload data usage from the SSD to the



HDD, which increases the endurance and lifespan of the SSD. Users maintain greater data control, which can eliminate the need and expense of cloud-based storage.

WD Black2 is free of caching algorithms and benefits from SATA 6Gbps interface speed. It is neatly packaged in a standard 9,5mm, 2,5-inch form factor with legacy SATA connector, making the WD Black2 dual drive compatible with popular PC operating systems, ranging from Windows XP to Windows 8.1.

WD's Black2 dual drives will be available in South Africa in Q1 2014 and are covered by a five-year limited warranty.

The recommended retail price for the 2,5-inch 120Gb SSD + 1Tb HDD WD Black2 dual drive is R3999.00, inclusive of VAT.

Comstor™

za.comstor.com
+27 11 233 3333

Authorised Distributor Borderless Networking

Tailor made solutions to fit your business

Pre-sales assessment by qualified engineers

Back-up stock support

Dedicated team of Borderless Network experts



Distribution Partner

Deal or no deal: the question to be asked in 2014

What the new year holds in store for the IT channel has a lot in common with “Deal or No Deal” - the popular BBC TV game show.

The game revolves around the player being able to pick exactly the right box in a perfect sequence to stand the chance of hitting a cash bonanza worth the equivalent of R4-million.

At the other end of the scale, the wrong boxes picked in the wrong sequence could result in the player walking away with no more than R16.

Between these two extremes, the player has the opportunity to exercise judgement and play the odds on when to say “deal” or “no deal” to cash offers made by the banker for the box held by the player.

Luck, courage and judgement play a role in whether or not the player beats the banker by walking away with far more than was in the box “sold” to the banker, or with far less than what may have been offered for the same box.

And so it will be for the IT channel in the new year – the courage, judgement and luck associated with the ability to pick the right technology, at the right time and in the right sequence in order to stand any chance of walking away with a bonanza or a satisfactory return.

There is, of course, a huge likelihood and risk that if the wrong “box” of technology offerings is chosen, the year will deliver a total blow-out.

There is certainly a vast array of “boxes” to choose from – everything from traditional “box-dropping” products, peripherals, components and consumables based on commoditisation and volume, to the more nebulous “boxes” that are heavily reliant on little more than concepts, promises and services.

The IT industry is currently awash with what can only be described as a minefield of “boxes”.

Some boxes can be compared to the Russian Doll – as one is opened, another is found inside, which is opened to reveal yet another, and another.

These types of boxes tend to constitute technology that promises to deliver benefits such as “return on investment”

and “lower cost of ownership”, but that often end up creating complexity and dependencies that lock the customer into specific vendors and services.

So-called “cloud computing”, along with a vast variety of acronyms such as SaaS and other emerging technologies such as “convergence”, tend to fall into this Russian Doll category of boxes – boxes that traditional IT distributors and resellers are likely to find extremely difficult to “sell” to the banker (or any other customer for that matter).

A far more definable and qualified range of technology “boxes” has emerged in recent years – boxes that continue to threaten or undermine traditional IT channels.

These are the boxes that are overwhelmingly controlled by the major telecommunications networks, both fixed and mobile, in the race for voice and data revenues as well as other services.

These “boxes” contain a wide range of commoditised mobile and personal computing devices, including tablets and smartphones, that are taking huge chunks out of market shares previously enjoyed and dominated by desktops and notebooks.

The impact of these “new-generation” computing devices is also being felt in many other traditional IT channel areas, such as the software market where mobile apps are rapidly replacing what was previously a fairly lucrative market for PC utilities and other niche applications.

The game of picking the right “box” during the course of 2014 is not necessarily restricted to technology or any particular category of product. The game can also be played by picking and ticking the right “boxes” associated with vendors committed to the channel – a quality that is becoming increasingly hard to identify.

Consolidation through mergers and acquisitions that is being forced by various technological trends and tough economic conditions offers another category of “boxes” that may need to be considered for selection at the right time during the course of the year. And – dare it be said – with the right “banker” involved.

Whatever else is said about what the new year holds in store for the IT channel, there is really only one question: “deal or no deal”?

The best network solutions for Industrial and IP networks

Specialising in a variety of applications and services in diverse network environments including:

- Rail, Train and Bus
- Building and Factory Automation
- Petroleum Industry
- Wind Power Monitoring
- Power - Substation
- Offshore Platform
- Cruise Liner
- Water Treatment Plant
- ISP Infrastructure
- Surveillance





Redefining office IT. PowerEdge VRTX.



The first and only full integration of servers, storage, networking and management in only 5U.

Up until now, there hasn't been an IT solution designed specifically for an office environment. Enter the new Dell PowerEdge VRTX powered by the Intel® Xeon® processor, an integrated end-to-end solution built specifically for the growing office. It's the only 5U PowerEdge shared infrastructure platform design based on input from over 7,000 customers, featuring four integrated servers, 48TBs of storage, networking and systems management to simplify all aspects of IT. You inspired it. We built it.



The power to do more



Johannesburg:
Tel: (011) 201 8927
E-mail: info@drivecon.net

Cape Town:
Tel: (021) 532 5700
E-mail: info@cpt.drivecon.net

Durban:
Tel: (031) 579 2994
E-mail: info@dbn.drivecon.net

Port Elizabeth:
Tel: (041) 363 4645
E-mail: info@pe.drivecon.net

Botswana:
Tel: (0267) 315 8660
E-mail: btwinfo@drivecon.net

Namibia:
Tel: (00264) 61 225 839
E-mail: naminfo@drivecon.net

Mozambique:
Tel: (00258) 21 32 2021/2/3/5
E-mail: mozinfo@drivecon.net