



EXPERT INSIGHTS

Reports on
VoIP Phone Service
& Network Security



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How VoIP Phone Service Can Save Your Small Business a Bundle

Small businesses are faced with a difficult task when it comes to selecting or upgrading their telecommunications system. The economics of investing in traditional premise-based PBX solutions often precludes many companies from acquiring a system that is feature-rich and can scale to their potential growth.

Today, new telecommunications technology called Voice over Internet Protocol (VoIP) is allowing small businesses to secure the features and functionality of a sophisticated PBX phone system for a fraction of the cost by using the Internet (instead of the PSTN) to carry voice traffic just as it does data traffic. This enables integration with web-based applications and the

delivery of calling features that would be impossible using traditional telephone networks. More importantly, significant cost savings can be realized as voice now becomes just another form of data.

These cost and performance efficiencies are motivating many small businesses to turn to hosted VoIP, or IP-PBX, services for their telephony needs. Hosted IP PBX services make all of the traditional PBX features available to a business while a VoIP service provider owns, manages and updates the service. As a result, companies no longer need to make a large capital investment in expensive, on-site PBX hardware and can further benefit from flat rate unlimited

monthly calling plans typically offered by VoIP phone service providers. Features made possible by a hosted VoIP phone system include auto attendants, voicemail to e-mail forwarding, and follow me/find me, integration with conference applications, music on hold, ring groups, built-in disaster recovery (phones can be redirected instantly to another location), online account management (including moves, adds and changes) and more.

Perhaps best of all, a hosted IP-PBX phone system empowers small businesses to incorporate remote workers or branch offices under a single phone system that's accessible from any worldwide location, providing unmatched flexibility, scalability and dramatically reduced total cost of ownership (TCO).

To read the full report, go to www.expert-insights.com/packet8.asp

Packet8
Internet Phone Service

VoIP service provider 8x8, Inc. (Nasdaq: EGHT) offers Packet8 Virtual Office hosted IP-PBX phone services for small and medium sized businesses. Virtual Office delivers unlimited local and long distance calling in the United States and Canada along with complete PBX functionality for just \$49.99 per month per extension. For information, go to www.packet8.net or call 1-866-787-8620.

Confused About Network Access Control? Don't Be.

How do you secure a globally dispersed network without disrupting user productivity or diminishing business continuity, especially with the increasing number of mobile and unmanaged contractor devices? Gaining control over today's robust networks may seem overwhelming, but there are new tools that can take on the ever-increasing complexity and stop potential threats.

Network Access Control (NAC) is being embraced by IT professionals and industry analysts as "must have" technology for securing IT infrastructure. A properly deployed and configured NAC solution detects and interrogates every device connecting to the network, automatically brings them into compliance if policy

violations are detected, and continually monitors endpoints throughout their connection ensuring devices remain compliant. Integrating identity-based information with device inspection ensures that only users with compliant devices are granted access to network resources specific to their job function, but provides a virtual, dynamically-segmented network with role-based access control for corporate users and network guests.

Confused? Don't be. There are intuitive NAC solutions available that allow easy initial deployment with the necessary tools to allow creation of powerful policy enforcement needed to exactly match the security requirements of any organization. As you consider NAC alternatives, ask

yourself (and the vendor) these questions:

1. Will the NAC deployment be straightforward and scalable to meet your local or global network demands?
2. Will the system detect and thoroughly inspect every device connecting to your network without an agent/client and without prior knowledge of the endpoint?
3. Will the NAC solution provide ability to define highly granular policies to address specific needs of your network?
4. Will the NAC system enforce policies beyond the yes/no binary response actions without disrupting productivity?

These simple considerations will eliminate confusion and ensure that your NAC deployment achieves its security objectives without disrupting your network.

To read the full report, go to www.expert-insights.com/fore Scout.asp

ForeScout
NETWORK ACCESS. CONTROLLED.

ForeScout's clientless network access control (NAC) solutions enable customers to gain complete control over network security without disrupting end-user productivity. Its flagship product, CounterACT, combines NAC and signature-less intrusion prevention in a single network appliance that interrogates and controls access of every device and seamlessly integrates with any IT infrastructure. Fortune 1000 corporations and public agencies have deployed ForeScout appliances globally to control network access, defend against hackers and malware, and ensure business continuity. Visit www.forescout.com or call 866.377.8771 (US toll-free).



EXPERT INSIGHTS
*Reports on
 RFID Based Security
 & Software Efficiency*



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Proven RFID System Prevents Costly Data and IT Asset Loss

Theft and loss of computer equipment and sensitive corporate and customer data is increasing at alarming rates—with devastating consequences. Beyond the cost of replacing lost or stolen equipment, companies face the staggering financial losses associated with loss or theft of proprietary data, averaging \$356,000 per incident (2005 Computer Security Institute/FBI Annual Computer Crime and Security Survey). With legislation and regulations, such as Sarbanes-Oxley and HIPAA, and compliance requirements of state privacy laws, companies must show due diligence by taking proactive steps to prevent “foreseeable” types of incidents.

Until recently, companies have had very few

options to monitor the location of their data tapes and IT assets. However, new advances in RFID-based (Radio Frequency Identification) wireless solutions provide companies with real-time tracking and monitoring to prevent loss of Datacenter and IT assets. This new technology offers tracking and monitoring with RFID tags that integrate with existing systems to provide instant alarms and notification when unauthorized access or removal occurs.

This RFID-based technology now offers a hybrid combination of multi-directional dual-active and passive tags, in conjunction with legacy software, to identify every specific laptop, data tape, or IT asset by attaching RFID tags to

each unit. If unauthorized movement occurs, the tags automatically activate and transmit a wireless message to a small, unobtrusive receiver connected to an existing security system, alerting personnel to take prompt action and ensure proper “chain of custody” tracking and accountability. RFID systems can also monitor stored inventory, personnel, and off-site facilities to give greater visibility into organizational activity.

With these recent advancements in dual-active RFID-enabled asset tags, industry expectations have been raised for securing, monitoring, and tracking Datacenter and IT assets from loss or theft. With the implementation of these systems, companies can, for the first time ever, significantly reduce the costly and brand-damaging effects from theft or loss of their valuable data and IT assets.

To read the full report, go to www.expert-insights.com/mediarecovery.asp



Media Recovery specializes in Datacenter products and services and, along with the MRI family of companies, provides services to two-thirds of the Fortune 100 and over half of the Fortune 1000. Axxess International Inc. provides RFID solutions for enterprise asset management, physical security and productivity, and supply chain efficiencies. Media Recovery, in collaboration with Axxess International Inc., delivers DatacenterTrak™, an asset and facility management program that allows organizations to automatically identify, track, monitor, and protect enterprise assets. Contact Jim Ferguson at 800-688-2414 or jferguson@mediarecovery.com

Why IT people are still spending 60% of their time fixing broken software

Virtualization offers a vision of more efficient, consolidated IT infrastructures built on standardized parts that can be easily managed. Historically proven to fuel major economic advancements, standardization has finally arrived in the form of virtualization at the operating system (OS) and server levels in enterprises worldwide.

So why does a typical IT staff-member continue to spend 60% of his/her time fixing problems? Because software applications are still anything but standard.

Applications are the next frontier in the “virtualized” world. They start creating dependencies on their underlying environments the sec-

ond they are installed and, once rooted, are nearly impossible to transplant without change or damage.

What if applications could be turned into standardized objects even as custom settings and unique characteristics are preserved? Encapsulating an application into a standalone object that can be migrated and deployed across servers within an enterprise is called application virtualization.

At one end of the spectrum, application virtualization is useful for everyday management needs like migration and updates. At the other end of the spectrum, the technology enables a completely virtualized environment where

application capsules now have the freedom to be moved and managed across a consolidated server structure (whether physical or virtual) without reconfiguration. And, because applications are encapsulated at the outset in a known-good state, human error is virtually eliminated from the day-to-day IT processes. So, IT staffers can stop spending so much time fixing problems and start pursuing more strategic projects.

By using application virtualization, businesses around the world are reporting less downtime, better performance, better service and impressive cost-savings. It's a new virtual reality worth exploring.

To read the full report, go to www.expert-insights.com/trigence.asp



Trigence's new approach to enterprise IT management encapsulates and liberates applications from underlying OS and server-level dependencies. This simplifies common tasks like migration and re-configuration, harnesses heterogeneous applications, and brings them together into a structured, standardized environment for dramatically improved manageability. Organizations in the financial services, government and technology sectors use Trigence solutions to significantly reduce the cost and complexity of IT management across the enterprise. For more information, please visit www.trigence.com or call Janet Strackhouse at 1-866-444-6670.



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MMC pioneers seamless WiFi-cell roaming, cuts mobile costs

Devices enabling workers to communicate with co-workers, customers and partners while away from the office today are typically rationed to a select group of employees – so-called road warriors such as sales reps and senior-level executives. According to Yankee Group, nearly 100 percent of enterprise employees are assigned a desk phone. However, less than 30 percent are given a mobile phone. Only five percent, are equipped with mobile email.

MMC (mobile-to-mobile convergence) is changing these mobile statistics.

MMC is a converged-mobile technology, which transforms today's ordinary concept of a handset into a multi-mode device (WiFi and

cellular) capable of mobilizing any worker as well as their desktops.

In addition to seamless roaming, MMC grants any mobile worker access to enterprise applications such as email, presence, IM, PBX functions and CRM.

MMC is mobile-network-, handset-, PBX-, WLAN- and carrier-agnostic and lets enterprises extend the flexibility, convenience and responsiveness of mobile communications to the entire workforce. This is most important for workers who frequently perform job functions away from their desks, but who still need to be available.

For example, a physician carrying an MMC-enabled handset can initiate a call from his

home WLAN, and then seamlessly roam to cellular in order to continue his call while driving to the hospital. He can even continue his call, without interruption, when he enters the hospital where there is no cell-signal available.

The roaming experience is seamless for the physician, meaning no manual intervention is required for his call to handoff between networks (WiFi and cellular), nor will his call drop when making the switch. At the same time, the cost of mobilizing this physician has been greatly reduced by relying more on WiFi for communication and less on carrier services.

MMC is letting companies around the world and millions of end users reap the benefits of mobilizing business applications while decreasing carrier costs. With MMC, enterprises can realize ROI within six months.

To read the full report, go to www.expert-insights.com/divitas.asp



DiVitas Networks mobilizes enterprise business applications such as voice, PBX, IM and email seamlessly over any network (WiFi, Public WiFi or cellular) by taking advantage of disruptive technologies such as WiFi, the Internet, and dual-mode phones. DiVitas is the first company to enable such mobile-to-mobile convergence, while giving the enterprise or small to medium business complete control of its mobile communications system. Mountain View, CA, 650-625-1900, www.divitas.com

The Next Step in Endpoint Security: Isolated Applications.

Modern corporations face a dilemma: Today's fast-paced business environment requires corporations to deploy, update, and change applications faster and more frequently, while compliance requirements demand a secure, stable, and predictable IT environment.

A secure, locked-down, desktop environment is emerging as a best practice, but its inflexibility still prevents a broader adoption.

Using application virtualization in Locked-Down environments combines the best of both worlds by allowing corporations the flexibility to update and deploy applications on the fly in highly controlled, secure environments.

Virtualized applications achieve this by run-

ning in User Mode with no installation required on the target PC. This eliminates application conflicts, reduces regression lengthy testing, and simplifies the management of applications.

Use Case: A large US energy company needed to deploy SAP's ERP application to 800 PCs within a nuclear power plant. The regulatory requirements for the energy industry make the deployment of new applications and components in such a restricted, Locked-Down environment a long and complex process. By virtualizing and isolating the SAP application, it could be rolled out in less than a week with minimal regression testing, meeting all the standards of regulation.

Application Virtualization is also used to eliminate dependencies of components on the target PC, such as .NET, Java, etc. Virtualizing and packaging the required components with the application improves the stability of the desktop environment.

By virtualizing and isolating applications from the operating system, application migrations to other OS's are fast. For example, applications that are on Microsoft Windows® can be immediately migrated to run on Windows Vista® without modifications.

For these reasons, demand for application virtualization is growing fast, with wide enterprise adoption gaining momentum through global distributors who are early champions of the technology for its cost benefits and potential to reshape the IT landscape.

To read the full report, go to www.expert-insights.com/thinstall.asp



Thinstall's Application Virtualization Platform virtualizes software delivery and access, enabling enterprises to deploy software without modifying local operation systems. It is deployed to millions of desktops via global customers, partners, distributors and resellers. Visit www.thinstall.com/insight or call 415-274-2558. Lifeboat Distribution, a subsidiary of Wayside Technology Group, Inc. (NASDAQ: WSTG) is an international distributor of software products including tools and utilities for virtualization and security. It services thousands of solution providers, VARs, systems integrators, corporate resellers, and consultants worldwide.