



ARROW ENTERPRISE COMPUTING SOLUTIONS

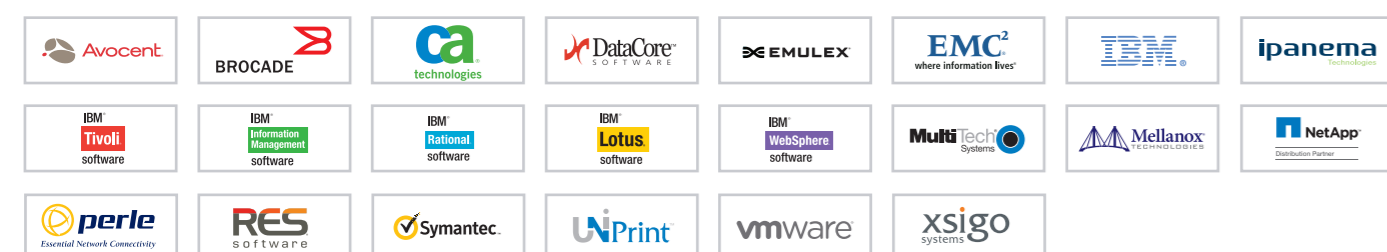


ARROW ENTERPRISE COMPUTING SOLUTIONS

Arrow ECS data centre and infrastructure management portfolio

We have the established relationships in place to map leading solutions from world-class vendors onto these disciplines and can help your customers apply a planned, controlled methodology for achieving effective data centre and network infrastructure management.

Manage



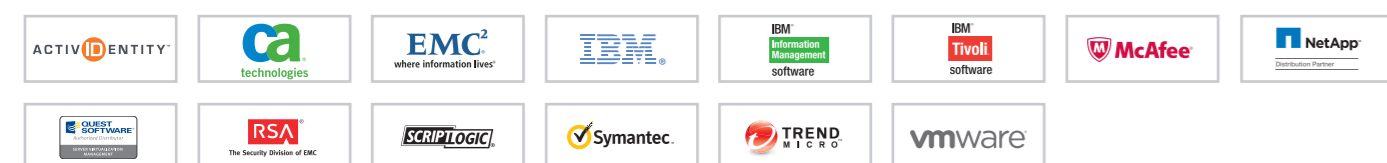
Optimise



Protect



Comply



About Arrow ECS

Arrow ECS is an information technology distributor specialising in providing end-to-end IT infrastructure solutions including data storage, servers, enterprise software, network security, unified communications and virtualisation. Working with our channel partners, we optimise the efficiency with which organisations can store, manage, protect and deploy their data, equipping them with secure access to business-critical information any time, from any location, on any device.

Our deep technical understanding is reinforced by strong business relationships and continually monitoring rapidly changing IT markets for the latest product advances and emerging technologies. Through close alliances with the world's leading IT vendors, we deliver innovative solutions, complemented by an impressive portfolio of expert professional services and IT training.

With over 25 successful years in the IT industry, we have the skills and experience to support our channel partners from initial consultation, planning and design, through engineering build to implementation. In doing so, we enable our partners to deliver even more value to increase their customers' competitive edge.

Arrow Enterprise Computing Solutions (ECS) is a business segment of Arrow Electronics Inc. More details are available at www.arrowecs.co.uk



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Arrow Enterprise Computing Solutions

Data centre and infrastructure management



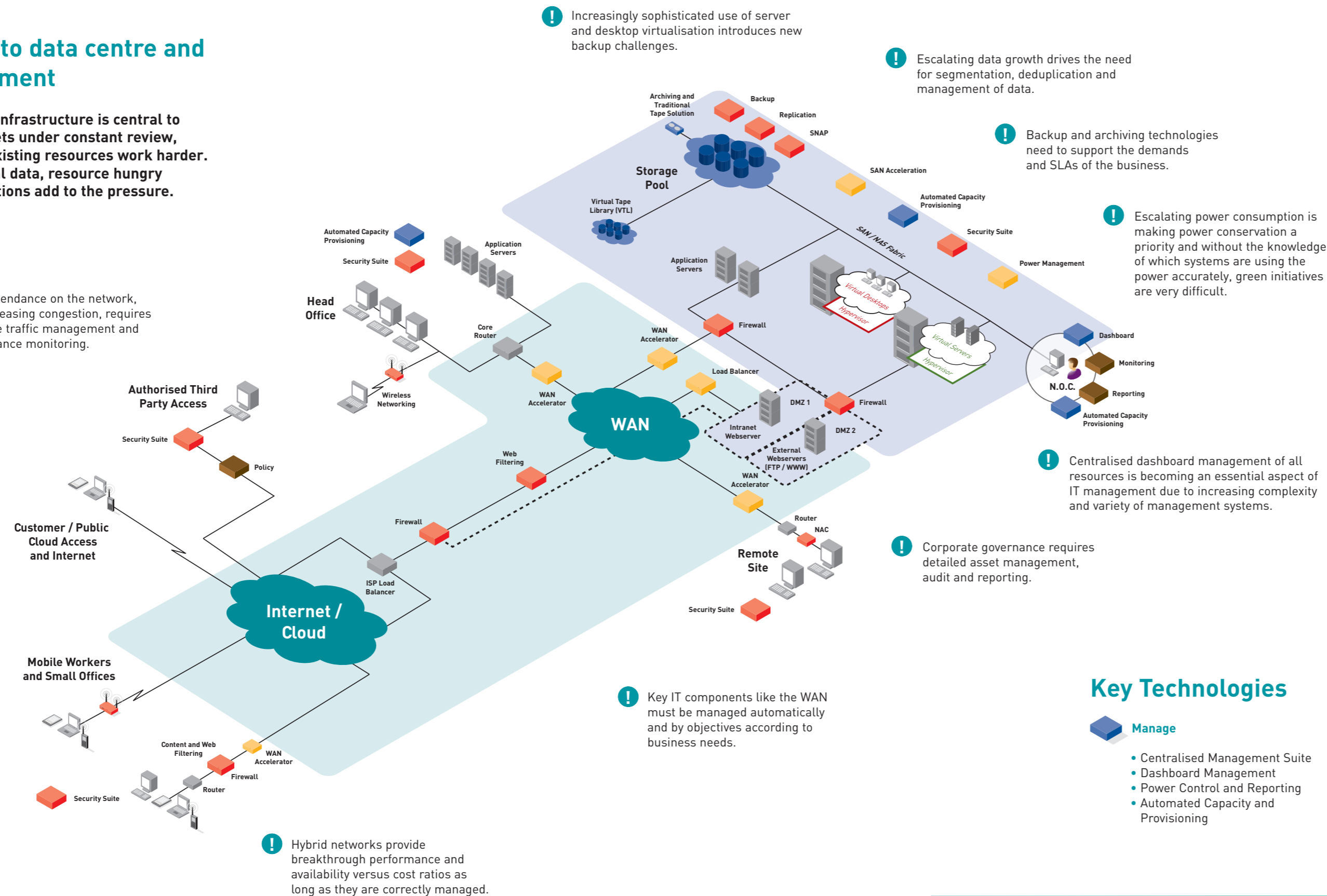
World-leading DCIM portfolio

A structured approach to data centre and infrastructure management

An agile, well run data centre and IT infrastructure is central to successful IT delivery, but with budgets under constant review, managers are constrained to make existing resources work harder. Spiralling volumes of business critical data, resource hungry applications and higher user expectations add to the pressure.

High dependence on the network, plus increasing congestion, requires extensive traffic management and performance monitoring.

Increasingly mobile workers and smart devices require a structured approach to end user management and application deployment.



Increasingly sophisticated use of server and desktop virtualisation introduces new backup challenges.

Escalating data growth drives the need for segmentation, deduplication and management of data.

Backup and archiving technologies need to support the demands and SLAs of the business.

Escalating power consumption is making power conservation a priority and without the knowledge of which systems are using the power accurately, green initiatives are very difficult.

Centralised dashboard management of all resources is becoming an essential aspect of IT management due to increasing complexity and variety of management systems.

Corporate governance requires detailed asset management, audit and reporting.

Key IT components like the WAN must be managed automatically and by objectives according to business needs.

Hybrid networks provide breakthrough performance and availability versus cost ratios as long as they are correctly managed.

Key Technologies

- Manage
 - Centralised Management Suite
 - Dashboard Management
 - Power Control and Reporting
 - Automated Capacity and Provisioning

- Optimise
 - WAN Acceleration
 - Load Balancing
 - Dynamic and Global Quality of Service (QoS) and Control
 - Power Management
 - SAN Acceleration
 - Message Acceleration
 - Hybrid Network Management

- Protect
 - Tape Backup
 - Virtual Tape Library (VTL) and Replication
 - SNAP
 - Security*
 - Firewalls
 - Filtering
 - Antivirus etc
 - Authentication
 - IDP

- Comply
 - Data Protection Act
 - Privacy and Communications Regulations
 - Freedom of Information Act
 - Environmental Information Regulations
 - Policy Management

* Please see security brochure

Breaking it down, making DCIM simpler

As the concept of Cloud computing becomes a reality, most organisations are moving towards centralised, consolidated data centre centric IT infrastructures. To support this model a range of infrastructure management solutions, collectively described as DCIM (Data Centre Infrastructure Management) have emerged. The objective in deploying these tools is to ensure that all aspects of the infrastructure from Endpoint to Data Centre can be Managed, Optimised, Protected and be fully Compliant.

1 Manage

- Provision additional capacity on demand
- Add and remove users as required
- Install and manage software updates with minimal disruption
- Identify bottlenecks before they occur
- Manage application performance across the entire infrastructure
- Monitor and control resources via a single management dashboard
- Provide detailed usage and utilisation reports
- Automate process
- Single sign on system allowing full traceability and control of logins
- Set user, resource thresholds and SLAs with alerts

2 Optimise

- Implement load balancing and traffic management
- Deploy WAN acceleration to maximise network investment
- Transfer capacity as required
- Guarantee performance of critical applications and implement application SLAs
- Minimise unnecessary data and infrastructure duplication
- Maximise power efficiency and associated costs
- Manage and unify hybrid networks
- Reduce the MTTR with a single system and numerous Out of Band access methods
- Use a global view of your IT infrastructure to plan and deploy new projects to the most suitable physical site
- Intelligently monitor the power being drawn by individual sockets allowing an indepth view of power

3 Protect

- Deploy effective data backup and protection strategies
- Segment and categorise data
- Deploy an effective security strategy
- Monitor activity and control changes to the infrastructure

4 Comply

- Audit resources and users
- Archive data to meet regulatory requirements
- Provide detailed reporting and activity logging
- Deploy effective asset management and tracking
- Track and audit changes, updates and access
- Implement structured policies