

datacentrix infocentrix

First issue
2015

Serious about performance, passionate about value

Message from our Chief Executive Officer

Over the past year, Datacentrix has grown its reputation as a managed services and systems integration company with robust operations, skilled staff and proven delivery capability. Our value-add combines technical expertise and innovation with high-level, consistent service delivery to assist customers in overcoming business challenges.

Market confidence in execution capacity

Our specialised competencies and execution capability have been acknowledged by:

- ▶ independent research company, Frost and Sullivan, who has presented Datacentrix with the "2015 Southern African IT Systems Integration Competitive Strategy Innovation and Leadership Award", citing the organisation's foresight, industry knowledge, value-driven offering and strong overall performance;
- ▶ independent analyst company, Canalis, who has named the company as the winner of its "Infrastructure Growth" award for the EMEA region; and
- ▶ industry-leading technology partners in the form of multiple top awards and certifications.

These acknowledgements, together with multiple new and renewed customer contracts, bear testimony to our competency and cement our position in the market as a credible technology partner.

IN THIS ISSUE

The business: We discuss the performance of the Group over the financial year and touch on the Infracol acquisition and Datacentrix' maintained empowerment status.

Market recognition: Frost & Sullivan's acknowledgement of Datacentrix for our innovation and leadership in IT systems integration is discussed in detail; along with the awards that some of our technology partners – HP, VMware, Intel Security, OpenText, Veeam, Riverbed and Sage – have honoured Datacentrix with.

Customer success stories: We delve into some of our prominent successes, including comments from Exxaro CIO, Ian Brown as to why Exxaro has extended their contract with Datacentrix; we look at the power usage efficiencies (>65%) that ArcelorMittal is achieving from their new datacentre; and we examine how Mondi South Africa is benefitting from an enterprise information management solution.

Solutions: Technology solution areas that are covered include: biometric access control and combatting fraud; ERP for the agricultural sector, total communications including ISP and corporate WAN; and cloud migration.

Corporate social investment: Lastly, we review Datacentrix' involvement in providing schools, learners and teachers with access to technology, edging them closer to a brighter future.

I hope that this issue of Infocentrix provides an enjoyable read and insight into our world of technology solutions that can equip your business for the future.

Kind regards,
Ahmed Mahomed, CEO

What's inside



Frost & Sullivan applauds Datacentrix for innovation and leadership in IT systems integration



Datacentrix wins major Exxaro outsourcing contract extension



ArcelorMittal boosts datacentre efficiencies by more than 65%, saves on operational costs



ISO 15489: Ensuring compliance for information and records management

Infocentrix is an official newsletter for the Datacentrix Group, its partners and customers.

Datacentrix is a complete ICT systems integrator, providing solutions and services across the full information value chain. The company's value-driven approach and proven execution capability reinforce its position as one of the top ICT players in the local market.

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Please note that product names featured in this newsletter are trade names or registered trademarks of the respective companies.

We would like to thank our technology partners for their support, sponsorships and input into this issue:

Cisco
HP
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Lenovo
Riverbed
Symantec
Veeam

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Datacentrix delivers another year of strong organic growth

Datacentrix has once again posted a solid set of financial results for the year ended 28 February 2015.

Earnings grew by 16.4% from R89 million to R103 million, headline earnings per share (HEPS) increased by 16.2% to 53.0 cents, and operating margins increased from 5.5% to 6.4%. The tangible net asset value of the Group increased by 17.6% to 262.4 cents.

The Group generated cash of R199 million from operations, converting almost 200% of its profit to cash. This improved the cash balance of the Group to a healthy R291 million.

Contributions to earnings by the three divisions reflected: Managed Services at 45%; Technology at 44% and Business Solutions at 11%.

Earnings for the Managed Services division increased from R43.9 million to R45.6 million for the reporting period. Operating margins are at a healthy 12.7%, with a reduction in total operating expenses of 6.1%.

Datacentrix' Technology division grew earnings significantly by 38%, from R33 million to R45.5 million, with operating margins increasing to 4.1%

Earnings in the Business Solutions division increased from R9.8 million to R10.8 million, with an improvement in operating margins from 8.5% to 9.5%. Good growth was achieved in the Enterprise Information Management (EIM) business, while the Enterprise Resource Planning (ERP) business unit clinched several important contracts.

"Datacentrix has developed a compelling cloud offering that offers long-term growth opportunities. Investment in cloud will continue as it achieves greater acceptance in the market," explains Ahmed Mahomed, Datacentrix CEO. "Our communications business, eNetworks, and the Managed Talent Services unit performed well. In addition, the Outsourcing business secured new contracts and extended a key out-source contract for an additional five years.



Ahmed Mahomed, Datacentrix CEO being interviewed at CNBC Africa

One of the contributing factors for our success is the skills investment, which has provided us with the capability to design, implement and manage complex technology solutions, resulting in better strategic business partnerships with our customers.

"One of the contributing factors for our success is the skills investment, which has provided us with the capability to design, implement and manage complex technology solutions, resulting in better strategic business partnerships with our customers. Skilled staff is crucial to business success and as such Datacentrix will continue to recruit, develop and retain the right skills to deliver on the Group strategy," he says.

"We are pleased to see an improvement in public sector performance," continues Ahmed. "The Group secured new three- to five-year contracts worth approximately R500 million." He believes that the Group is well positioned for the year ahead, as revenue from these transactions starts to materialise in the new year. In addition, the Managed Services division extended expiring contracts, valued in excess of

R300 million. These contracts will benefit both the Managed Services and Technology divisions owing to the integrated nature of the solutions.

Ahmed adds that the Group's contract wins and extensions bear testimony to the recognised value that Datacentrix creates for its customers. Ian Brown, CIO at Exxaro reiterates that: "Datacentrix' intrinsic understanding of Exxaro's business, its strategic alignment to the organisation's business objectives, and significant continued improvement year-on-year were key factors contributing to the project extension."

The Group's execution capability is supported by the "2015 Southern African IT Systems Integration Competitive Strategy Innovation and Leadership Award" that Datacentrix received from

Datacentrix delivers another year of strong organic growth (continued)

Frost & Sullivan. Says David Frigstad, Chairman of Frost & Sullivan: "To achieve excellence in competitive strategy is never an easy task, but it is one made even more difficult due to today's competitive intensity, customer volatility, and economic uncertainty – not to mention the difficulty of innovating in an environment of escalating challenges to intellectual property. Within this context, Datacentrix' receipt of this award signifies an even greater accomplishment."

Ahmed comments that: "In addition, Canals and several of our key technology partners presented Datacentrix with top industry awards. This continued credibility is, and will prove to be, invaluable in building a long-term sustainable business."

The Group plans to accelerate its acquisition strategy and will focus on seeking out suitable acquisition opportunities to complement current offerings, creating economies of scale in existing business areas and bringing new solutions to the market in areas such as Managed Services and Business Solutions.

In line with this strategy, as reported on SENS on 17 April 2015, the Group has entered into an agreement with the Pinnacle Group for the acquisition of Infracol, an outsourcing and datacentre

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facilities business. The acquisition will complement the Group's existing capabilities and contribute to the Managed Services division improving efficiencies and achieving economies of scale, Ahmed explains.

The Group has declared a final gross cash dividend of 9.46 cents per share for the year, bringing the total dividend to 17.55 cents per share.

Key financial indicators

Earnings

Increased by 16.4% to R103 million

Headline earnings per share

Increased by 16.2% to 53 cents

Operating margin

Increased from 5.5% to 6.4%

Tangible net asset value per share

Increased by 17.6% to 262.4 cents

Cash generated

R199 million from operations

Cash on hand

R291 million, no interest-bearing debt related to operations

Total dividend declared

17.55 cents per share declared

Broad-Based Black Economic Empowerment

Datacentrix maintained a Level 2 (AAA) Broad-Based Black Economic Empowerment ("B-BBEE") contributor status, with 125% procurement recognition from EmpowerDex, which was issued in April 2015. The Company retained its position as a "Value Adding Enterprise", having achieved the following scorecard values:

	Actual score	Target score
Ownership	17.74	20.00
Management	11.00	10.00
Employment equity	4.98	10.00
Skills development	9.42	17.00
Preferential procurement	20.58	20.00
Enterprise development	11.00	11.00
Socio-economic development	12.00	12.00
TOTAL SCORE	86.72	100.00

Partner recognition

Datacentrix retains reigning

HP champ title



From the left: Adele Oosthuizen, HP PPS Channel Country Manager; Thibault Dousson, HP General Manager PPS South Africa; Leon Erasmus, HP Enterprise Group Indirect Country Manager; Tony de Sousa, Enterprise Business Unit Manager, Datacentrix; and David McMurdo, HP Commercial and Public Sector Sales Manager

Datacentrix was the recipient of an astounding 10 awards – including “Overall Partner of the Year” – at the annual HP Partner Awards gala dinner, the second consecutive year that the company has won the lion's share of these accolades.

In addition to taking the top award, Datacentrix was named as “Networking Partner of the Year”, “Storage Partner of the Year”, “Enterprise Group (EG) Partner of the

Year, “Industry Standard Server (ISS) Partner of the Year”, “Retail Point of Sale (POS) Partner of the Year, “Business Critical Systems (BCS) Partner of the Year” and “Printing and Personal Systems (PPS) Partner of the Year”.

Two Datacentrix staff members were also singled out for attention, with Marc van der Poll being named as HP's Outstanding Channel Technical Person,

and Paul Pederson as joint Channel Sales Person of the Year.

“Datacentrix' success at this year's HP Partner Awards can be attributed to several factors; most importantly, the alignment of the two company's strategies and the dedication of the entire Datacentrix team to our partnership,” explains Thibault Dousson, HP South Africa country general manager for PPS.

“Building on this solid relationship can only take both to new highs into the future,” he adds.

Says Tony de Sousa, enterprise business unit manager at Datacentrix: “2014 has been an exceptional year for Datacentrix' partnership with HP – not only were we named as one of only five local HP Platinum Partners, but garnering the type of acknowledgement received at the recent channel awards was our crowning glory.

These achievements certainly emphasise our dedication to HP for more than a decade, as well as our strategic approach and continuous skills investment.

Nonetheless, these awards would not have been possible without the commitment of our team and we would like to extend our congratulations to both Marc and Paul for their recognition this year.”

datacentrix

Microsoft



Microsoft will be ending support of Windows Server 2003/R2 on 14 July 2015

Datacentrix can help you transform your datacentre and position your business for the future.



Industry recognition

Frost & Sullivan applauds Datacentrix for innovation and leadership in IT systems integration

Datacentrix has received the Frost & Sullivan 2015 Southern African IT Systems Integration Competitive Strategy Innovation and Leadership Award. Each year, Frost & Sullivan presents this award to the company that has leveraged competitive intelligence to successfully execute an aggressive strategy that results in stronger market share, positioning and customer satisfaction.

Frost & Sullivan's Best Practices Awards recognise companies in a variety of regional and global markets for outstanding achievement in areas such as leadership, technological innovation, customer service and product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis and extensive secondary research.

"Receiving the Frost & Sullivan award is evidence of Datacentrix' commitment to providing competitive and innovative ICT solutions to our customers," says Ahmed Mahomed, CEO of Datacentrix. "Our superior rating is a testament to our commitment to consistent service delivery, underpinned by the quality and depth of our skills in our product and service teams."

Datacentrix is a complete ICT systems integrator, providing solutions and services

across the full information value chain. The company's value-driven strategy and proven execution capability ensures an excellent total customer experience.

As a trusted business partner, Datacentrix offers customers a solid value proposition including some of the best skills in the industry, sophisticated technology backed by top partner certifications and consistently high-quality service delivery.

With its insight into the complexities of business and technology, Datacentrix' customers realise the inherent benefits and business value that intelligent, well-managed technology systems deliver.

According to Frost & Sullivan analysts, Datacentrix has overcome key industry challenges and demonstrates:

Strategy execution excellence: An in-depth understanding of the internal business capabilities and the external operating environment is required for execution excellence. Datacentrix' senior management has demonstrated a strong comprehension of these factors and maintains a close watch on external trends, technology changes, business model evolutions and customer preferences.

To achieve excellence in competitive strategy is never an easy task, but it is one made even more difficult due to today's competitive intensity, customer volatility, and economic uncertainty – not to mention the difficulty of innovating in an environment of escalating challenges to intellectual property. Within this context, Datacentrix' receipt of this award signifies an even greater accomplishment.

David Frigstad, Frost & Sullivan Chairman

Decision support scorecard for competitive strategy innovation and leadership award

Measurement of 1-10 (1 = poor; 10 = excellent)

Competitive strategy innovation and leadership	Strategy innovation	Customer impact	Average rating
Datacentrix	8	10	9
Competitor 2	8	6	7
Competitor 3	7	6.5	6.75

FROST & SULLIVAN

Frost & Sullivan, the Growth Partnership Company, enables clients to accelerate growth and achieve best-in-class positions in growth, innovation and leadership.

The company's Growth Partnership Service provides the CEO and the CEO's Growth Team with disciplined research and best-practice models to drive the generation, evaluation and implementation of powerful growth strategies.

For more information and the full report please visit www.datacentrix.co.za

Competitive differentiation: The strategic decision to evolve the company from selling commodities to providing integrated services and solutions via a multi-vendor approach, organically separated Datacentrix from the majority of its competitors.

This organic growth allowed Datacentrix to consolidate the business and build it on a solid foundation, having retained the quality staff in the company as well as attracting scarce skills in the market.

Its multi-vendor approach also allowed Datacentrix to begin supplying best-of-breed solutions through its three-pronged cloud offering that covers Software as a Service (SaaS), Infrastructure as a Service (IaaS) as well as Platform as a Service (PaaS).

Customer purchase experience: Frost & Sullivan research revealed that the bulk of Datacentrix' services and solutions are developed through consultative planning, designing and building of applications – meaning the solutions are underpinned by an in-depth understanding of the strategic business objectives of customers.

Customer service experience: Systems integration involves a significant amount of diagnostics and troubleshooting, and Frost & Sullivan research services found that best-in-class companies are able to pre-empt potential systems problems and solve them without affecting production.

By detecting potential systems failures early, Datacentrix epitomises managed services, and thereby limits the amount of

issues reported by customers to its service desk. Fewer customer queries not only mean that customer service becomes fast and stress-free, but also ensures it is of the highest quality as the service desk only has a few issues to deal with at a time.

“The specialised expertise and experience of our teams and mature solutions portfolio means that Datacentrix has the capacity to deliver flexible, customer-specific solutions that enhance customer responsiveness by increasing the visibility and utilisation of information.

Our business focuses on supporting customer strategies and driving business value through technology that responds directly to customer needs,” concludes Mahomed.

Datacentrix wins major Exxaro outsourcing contract extension

In a significant move for Datacentrix, mining giant, Exxaro, has extended a five-year outsourcing contract with the provider of high performing and secure ICT solutions, for the second time.

Exxaro is one of the largest South Africa-based diversified resources groups, with interests in the coal, titanium dioxide, ferrous and energy markets and current business interests in South Africa, Botswana, Republic of the Congo, Inner Mongolia and Australia. The company is the second-largest coal producer in South Africa with current production of almost 40 million tonnes per annum, and is listed on the JSE Limited.

The extended deal will see Datacentrix continue to manage Exxaro's operations integration, enterprise services, and services relating to the company's sites, network, servers and storage.

“With a partnership spanning more than a decade, Datacentrix has moved beyond being Exxaro's technology partner to becoming a trusted advisor; one that is seen as an extension of Exxaro itself rather than an external service provider,” explains Abrie Peens, outsource and managed services managing director at Datacentrix.

This sentiment is echoed by Exxaro CIO, Ian Brown, who states that Datacentrix' intrinsic understanding of Exxaro's business, its strategic alignment to the organisation's business objectives, and significant continued improvement year-on-year were key factors contributing to the project renewal.

“Datacentrix has a clear understanding of where we want to be as a company moving forward, aligning itself with Exxaro to help meet these objectives,” he adds.



Datacentrix' intrinsic understanding of Exxaro's business, its strategic alignment to the organisation's business objectives, and significant continued improvement year-on-year were key factors contributing to the project renewal.

Modular datacentre success

ArcelorMittal boosts datacentre efficiencies by more than 65%, saves on operational costs

Steel company. ArcelorMittal South Africa has improved its datacentre power usage effectiveness (PuE) by more than 65%, following the implementation of a new, modular datacentre solution by Datacentrix. The PuE measurement was carried out by Datacentrix both prior and post implementation.

These enhanced power, water and cooling efficiencies are also set to save the organisation more than 20% on operational costs over a five-year period.

ArcelorMittal South Africa is the largest steel producer on the African continent, with a production capacity of 6.5 million tonnes of liquid steel per annum. ArcelorMittal South Africa's global standing is further underpinned as part of the world's largest steel producer, the ArcelorMittal Group. The company is the world's number one steel company, with 232,000 employees worldwide.

According to Brian Lendrum, commercial business development manager at Datacentrix, ArcelorMittal South Africa's new modular datacentre was rolled out within a record 76 days, following a year of planning and discussions.

"The original datacentre was more than 30 years old and needed to be upgraded for ArcelorMittal South Africa to improve energy consumption, space utilisation and environmental conditioning efficiencies. Not only were its CRAC (computer room air conditioning) units and water cooling plants reaching end of life, but the previous datacentre needed to be better arranged and systemised to fit into a reduced space."

Furthermore, the existing datacentre setup did not include fire suppression, critical for controlling a fire without disrupting the flow of business and without threatening personnel inside the datacentre.

Lendrum explains, the principle driving factors in the Datacentrix datacentre design submitted to ArcelorMittal South Africa included the rollout of high-density and energy efficient power and cooling technologies, saving floor space and room height, and the inclusion of fire



Brian Lendrum, Commercial Business Development Manager at Datacentrix and Deon Hugo, Senior Specialist: Group Infrastructure at ArcelorMittal South Africa

The new datacentre has been reduced from 58 racks to 28, with capacity for long-term growth, power and cooling capacity for end-of-day.

suppression. "For these reasons, we built our business case around technology that would be fast, flexible, modular and predictable, removing unnecessary implementation complexities, massively improving cooling and power efficiencies, and saving our customer money in the long term."

"A longstanding IT equipment and services partner of ArcelorMittal, Datacentrix' commitment to this project was of the highest order, with the organisation showing a great dedication to this project for many months without remuneration," says an ArcelorMittal South Africa spokesperson.

"The company became progressively more involved, to the point that it even engaged a professional IT engineering company to run a full environmental and feasibility study on our previous

datacentre, which was then used as the basis for further planning and proposals.

"It was this commitment, along with Datacentrix' position as a trusted vendor to ArcelorMittal for many years, that clinched this project for them," the spokesperson adds.

The new datacentre has been reduced from 58 racks to 28, with capacity for long-term growth, power and cooling capacity for end-of-day. It is also 100% redundant, with an availability of 99.9%. From a fire suppression point of view, a green gas solution with a 20-year warranty was installed.

"In terms of PuE, we have managed to improve efficiencies from between three and four to 1.6 currently," Lendrum explains. "However, based on future calculations at full load, this smaller, more

compact facility should run at an average PuE of 1.2, giving a maximum of 85% efficiency.”

The solution also includes a proactive IP-based monitoring solution that monitors all of the environmental and security aspects of the new datacentre.

Says ArcelorMittal: “The energy efficiency of the new solution implemented by Datacentrix will result in a decrease in operational costs over time. In addition, we are experiencing a number of non-tangible benefits related to the improved space utilisation, such as a more orderly, and easier to manage and monitor datacentre environment.”



VMware pays tribute to Datacentrix

Virtualisation and cloud infrastructure solutions company, VMware, honoured Datacentrix at its annual partner awards event for South Africa and West East Central Africa (WECA) that was held in Johannesburg.

A Datacentrix solution architect from the company’s KwaZulu-Natal office, was the recipient of the Regional Director’s award for South Africa, underlining his support of VMware within this region as well as his commitment to the brand.

Says Mark Reynolds, general business and partner lead at VMware Southern Africa: “It has been a privilege to work with the Datacentrix team.”

Also a nominee within the “OEM Reseller, Solution Provider of the Year” and the “Renewals Partner of the Year” categories, Datacentrix received special recognition as being an outstanding OEM partner.

“As a VMware Premier Partner, Datacentrix has distinguished itself across a number of fields,” adds Mark. “Consistently amongst

the top five VMware solution providers in South Africa in terms of sales, competencies and certification, this partner has been at the forefront of virtualisation optimisation assessments, delivering the value of management and automation technologies to our mutual customers.

It was with great pride that we paid tribute to the endeavours of both the company and individuals, for their outstanding effort and commitment.”

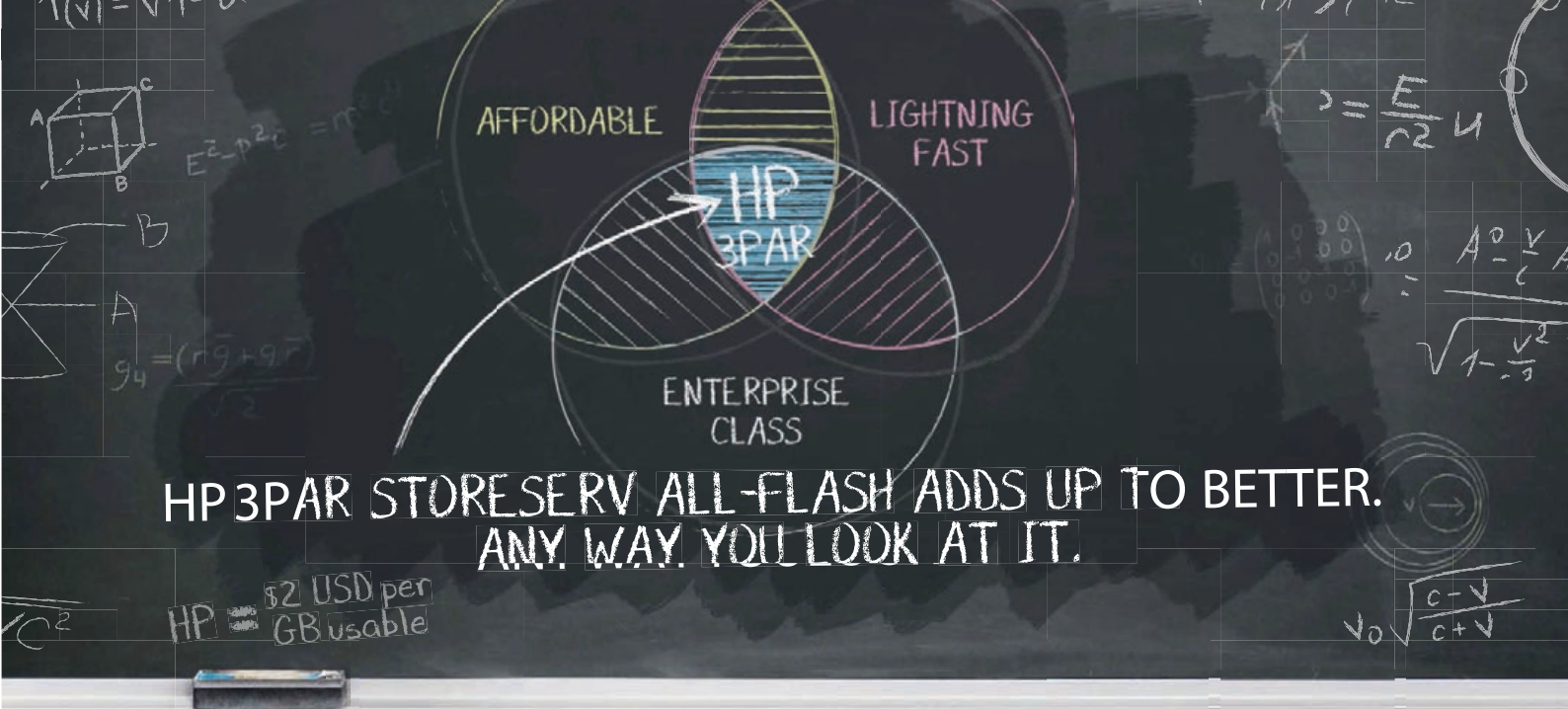
“Datacentrix’ pledge to our partner has been to understand and deliver VMware’s sophisticated virtual infrastructure, assisting the company to meet its customers’ high-end technical and business needs,” explains Juane Peacock, managing director: coastal regions and Enterprise Information Management (EIM) at Datacentrix.

“These awards have recognised our strong focus on fostering both superior technical knowledge and a consistent sales record within the complex

This partner has been at the forefront of virtualisation optimisation assessments, delivering the value of management and automation technologies to our mutual customers.

virtualisation and cloud infrastructure space.

“We are particularly proud of the individual performance and achievement and are thrilled about beating the competition for this local accolade,” he concludes.



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KEY BENEFITS*	HP 3PAR All-Flash	Competition
Under R24, 00 /GB usable for All-Flash Storage	YES	NO
All-Flash starting at R416K and and scale over 1PB	YES	NO
99.9999% data availability guarantee program**	YES	NO
Quality of Service Assurance for Mixed Workloads	YES	NO
Integrated block, file, and object-access	YES	NO

Download **Invest in the Right Flash Storage Solution: A Guide for the Savvy Tech Buyer** and get the **DCIG report** at hp.com/za/go/storagesolution

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Who delivers “The Best of Modern, Next-Gen Flash Memory Architecture?”



More in the DCIG Special Report.

Spoiler alert: It's HP 3PAR StoreServ All-Flash Storage. Here's why.

Given today's technological advances and the need for instant access, storing, protecting, and accessing mountains of data in milliseconds is critical to success. All-flash storage does this and more. Yet some businesses are still waiting to take advantage of this new class of technology. But why? High performance without the high price is here. Conversely, it's not hard to see why failure to join the flash revolution could put a business at a competitive disadvantage.

It's performance without compromise

According to DCIG, “The HP 3PAR StoreServ 7450 delivers the best of what modern, next-generation flash memory storage array architectures have to offer by packaging both performance and scalability into a single array.” It's this potent combination that other all-flash storage providers can't touch.

It's the future of storage. It just got here a little early

Efficiency has just been redefined. That's because HP 3PAR StoreServ All-Flash utilizes a dedicated processor, eliminating wasted space and duplicate data, giving you up to 4X more usable space – and reducing per-GB storage costs down to that of spinning disk¹.

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At the price of spinning disk, it gives you an affordable – and unfair – business advantage.



“Delivers the best of what both HDD-based and next-gen, all-flash storage arrays have to offer without their respective downsides.”

“Next-generation storage architecture that can manage and optimise both current and future storage hardware technologies.” DCIG Special Report, July 2014

Get a copy of the DCIG Special Report: MAKING THE RIGHT FLASH MEMORY STORAGE ARRAY BUYING DECISION at hp.com/za/go/storagesolution



HP 3PAR StoreServ 7450, powered by Intel® Xeon® processors

¹Based on HP analysis of estimated street pricing from publicly available sources and 4:1 compaction ratio.

Understanding your global information environment

In today's information-centric world, organisations attribute value to the information they create and store. Patent portfolios and IP have economic value, and conversely, they represent significant loss of value if they are stolen. But in an ever-expanding information environment, it is often unclear which pieces of information are valuable, potentially at risk, or junk, and it is difficult for organisations to make decisions that protect, manage and expire their information assets over time.

The Symantec Information Fabric technology platform aggregates the defining characteristics of information and surfaces a consistent representation of the nature of the global information environment. Via certain applications, IT, Compliance, Legal, Records, and Information Management departments can all access information intelligence stored in the fabric and be better informed as they make decisions about how they will govern their unstructured information environment. Symantec applications share the intelligence stored in the fabric and become more efficient in enabling customers to take actions to protect, manage and expire their information.

Information governance

It's no secret that information growth is exploding. The promise of all this information is greater organisational performance, which is driving organisations to hoard their data. Unfortunately, this "retain everything" mentality has significant implications for whether an organisation will actually be able to realise a positive return on their information investments. The problem that organisations fail to understand is that 69% of the data they store has no legal, regulatory, or business value.

As information continues to pile up, organisations lose track of what type of information they have, where it resides, and whether it has value, exposing them to significant costs and risks that only get worse over time. To mitigate a potential information crisis, companies are implementing a strategy known as Information Governance.



The overall objective of Information Governance is for organisations to reclaim the business value of their information. This requires them to deploy the appropriate people, process and technology to gain visibility, take action, and assume control over their information. The Symantec Information Governance Suite arms organisations with a best-in-class technology portfolio that easily maps to critical business processes and allows information stewards to make value-based information decisions.

Symantec's unmatched set of integrated solutions along the information governance lifecycle generates real-time insight into an organisation's information footprint and provides intelligence about what information to protect and what information to delete.

Through Symantec's portfolio of file classification and analysis tools, enterprise information archiving solutions, and eDiscovery offerings, organisations can manage a streamlined approach for limiting their information-based risk exposure so that they are no longer at the mercy of the exponential data curve.

Software defined datacentre

According to Gartner, Software-Defined Storage (SDS) abstracts storage capabilities dynamically derived from physical or virtual devices and/or services – independent of location or class of storage – to offer agility and deliver quality of service (QoS) while optimising costs. Services are

orchestrated via interoperable, programmable interfaces through the software layers that are separated into a control plane (management and policy implementation) and data plane (infrastructure and data transport), independent of where data is placed and stored to meet a defined policy or SLA. (1.) Gartner also claims SDS is a nascent and evolving concept with much vendor hype. (2.) However, Symantec has been enabling SDS capabilities for years. Organisations benefit by considering the leading innovator in this space to leverage already existing and still developing capabilities rather than risk going with newer and less experienced vendors.

More specifically, Symantec was the first vendor to offer storage virtualisation through the Volume Manager (storage virtualisation) component of Storage Foundation. We have enhanced and innovated our capabilities in the storage space over the years with features such as Flexible Storage Sharing (shared-nothing architecture), SmartIO (caching for solid state devices), QoS at the application level, Deduplication, Compression, SmartTier (storage tiering), Thin Reclamation (for thinly provisioned environments), Replicator (data replication), Dynamic Multi-Pathing, and more. These technical achievements position Storage Foundation and Cluster File System as marquee offerings in the Software-Defined Storage market segment.



ISO 15489: Ensuring compliance for information and records management

Many organisations today are finding it difficult to comply with the ever-growing number of complex rules and regulations governing the sound management of information and records.

The reason for this is two-fold, says Datacentrix senior Enterprise Information Management (EIM) consultant, Louisa Venter, who explains that firstly, legislation is not sufficiently backed up by the necessary government infrastructure to support successful execution by organisations.

Secondly, internal organisational design is often not properly equipped to deal with the specific requirements built into legislation and good practice frameworks, like the King III Report and the requirements in archival and other legislation.

“Unfortunately, these challenges do not relieve organisations of the responsibility to manage information assets properly,” Venter explains. “Organisations need a sound knowledge base that allows them to

be adaptive to the changing political, social-economical and societal environment, as well as to cope with increasing stakeholder demands.”

These needs underline the importance of the revised ISO 15489 standard for records management, currently being rewritten to ensure that organisations have access not only to a framework for best practice, but also to critical implementation guidelines.

Venter, who chairs the local mirror committee, SABS TC46D, and, as such, is involved in ISO SC11 Workgroup 13, which is responsible for the ISO 15489 revision, explains that the revised standard will be split into multiple parts. This will assist organisations to achieve comprehensive and compliant records and information management.

“The current planning is that part one of the new standard should be a self-contained, high level statement of the principles and requirements for managing records. Subsequent parts should then

provide implementation guidance for different scenarios. These include paper-based records systems; hybrid records systems (consisting of a combination of paper-based and digital records); digital records environments; cross-boundary digital solutions (cloud and other distributed platforms); and other business systems and transactional systems involved in the creation and storage of records.”

According to Venter, the previous version of ISO 15489 fell short as it did not address changes within the technology environment, such as digitisation and cloud technology, or recognise the fact that records are dynamic entities. “It was for these reasons that the decision was taken to completely rewrite the standard instead of updating it,” she explains.

“Interestingly, 43 active countries are providing input into the new standard, with the South African TC46D being involved in the workgroup tasked with compiling the section on the management of hybrid records systems.”

Intel Security recognises Datacentrix as growth and commercial partner

Datacentrix was recently on the receiving end of two notable awards from Intel Security (formally McAfee), named as both the local company's “Growth Partner for southern Africa” and “Commercial Partner for southern Africa” for 2014. The awards were achieved based on criteria including: performance; partnerships that showed continued growth; commitment to the Intel Security partnership and effectively delivering value to customers.

Pictured here is Mohsien Hassim, Business Unit Manager for ICT Security Services at Datacentrix (centre) with Trevor Coetzee, Regional Director Intel Security (left) and Chanel Homan, Channel Manager – South Africa for Intel Security (right).



Partner recognition

Datacentrix wins international OpenText award

Datacentrix was named as OpenText's "Fast Growth Market Partner of the Year", at the organisation's international Enterprise World 2014 conference in Orlando, Florida.

"This is the first time that the Fast Growth Market award has been up for grabs," states OpenText country sales director for Sub-Saharan Africa, Lenore Kerrigan, "and a real coup for the winner to be a South African company."

OpenText has four regions globally, which include the recently formed Fast Growth Markets region; Latin America, CIS/CEE (Russia and Eastern Europe), the Middle East, Africa, India, China and Japan.

projects; the breadth of coverage within OpenText's portfolio; skills depth; investment in skills on OpenText solutions; reference customers; and the partner's overall commitment to OpenText," Kerrigan continues. "And Datacentrix more than met these requirements to take the prize."

In fact, of the four key business unit awards presented at the Enterprise World 2014, Datacentrix was the only successful organisation that was neither US nor European-based, solidifying an already strong partnership and building a solid foundation for future growth, she adds.



Juane Peacock, Managing Director: Coastal Regions and EIM at Datacentrix

This award not only strengthens Datacentrix' relationship as a strategic OpenText partner, but that it also provides the company with even greater creditability within the EIM market in South Africa.

sentiments, saying that the award not only strengthens Datacentrix' relationship as a strategic OpenText partner, but that it also provides the company with even greater creditability within the EIM market in South Africa.

"There were several criteria that were considered when it came to naming a winner for this award, including: OpenText licence sales achievement; implementation

Juane Peacock, managing director: coastal regions and Enterprise Information Management (EIM) at Datacentrix, reinforces Kerrigan's

Datacentrix is the only Platinum Partner for OpenText in South Africa and is also an accredited Service and Software Partner for SAP.

Maximise the visibility and utilisation of your company information



Business impact



Information governance



Information security



Process velocity



Business insight

Enterprise Information Management solutions help reduce costs, aid compliance and reporting.

Mondi South Africa speeds up invoice

processing, improves compliance with EIM solution

International packaging and paper group, Mondi South Africa, has overcome the challenges it experienced within its Mondi South Africa Division (MSAD) supply chain, including slow, costly manual invoice processing, additional pressure on resources due to compliance drivers, and a lack of integration of business processes to SAP.

The organisation achieved this through the implementation of an enterprise information management (EIM) solution by Datacentrix.

Working with a large number of suppliers and generating around 120,000 vendor invoices per year had resulted in MSAD's previous manual, paper intensive process becoming both repetitive and labour intensive. It was also difficult to trace individual invoices, delaying supplier payments and resulting in the organisation being unable to utilise early settlement discounts. These issues highlighted the need for MSAD to find a better, more streamlined, automated way of working, while also bringing down costs.

"We evaluated several competitive products, but ultimately chose OpenText's Vendor Invoice Management (VIM) solution as the strongest solution with the best SAP integration," says Craig Barrett, financial accounting manager, MSAD. MSAD worked with Datacentrix, the only OpenText Platinum Partner in South Africa and an accredited Service and Software Partner for SAP, for the deployment of this solution.

The project was rolled out as fast as possible to keep project costs down. Implementing the VIM solution took just 11 weeks, including two weeks of coaching and support post the go-live date. Through its extensive experience with SAP and OpenText deployments, Datacentrix recommended that MSAD break its requirements down, with an initial project being to build a blueprint as a foundation that could be utilised elsewhere within the organisation, again speeding up the time-to-value for the solution.

Benefits of the solution were experienced almost immediately, with invoices being

Having more complete and accurate data not only reduces the time taken to process invoices by at least half, but opens up greater opportunities in the areas of reporting and analysis.

automatically processed in the first month. Invoices at MSAD are now electronically captured, either by scanning physical paper or by processing invoices received via e-mail. MSAD staff members, regardless of location, are now able to view the extracted invoice detail quickly and easily, as well as to call up the invoice document on screen for more in depth queries.

The scanning clerks and accounts payable personnel are not the only ones to have fast, accurate and up-to-date information at their fingertips. The company's purchasing, logistics and other decentralised finance departments, based at Mondi's head office in Durban as well as remote locations such as Richards Bay, Hilton and Piet Retief, have also been provided with this access.

"With less manual data entry and a reduced amount of time spent searching for invoices, MSAD enquiries can be handled much faster," explains Shakeel Jhazbhay, EIM business unit manager at Datacentrix.

"In addition, the fact that invoices can now be accessed within the familiar SAP environment meant that users did not have to spend time learning how to operate a new interface."

Adds Barrett: "We process around ten thousand invoices each month, the same number as prior to the rollout, but now

Challenges

- Manual, paper-intensive invoice processing was slow and costly
- Compliance drivers placed additional strain on resources
- Lack of integration of business processes to SAP, with low adoption of SAP best practice

Benefits

- Improved compliance to South African Revenue Service requirements
- Seamless integration into SAP platform with access to both invoice data and documents speeding up enquiry handling
- Vendor invoice process automation leading to cost reductions

with a team of half the size. Having more complete and accurate data not only reduces the time taken to process invoices by at least half, but opens up greater opportunities in the areas of reporting and analysis."

The VIM solution was also tasked with providing greater automation in the areas of invoice matching and data extraction, including supplier-company details such as VAT numbers and bank details. This was a key requirement following a South African Revenue Service (SARS) audit that required these items to be diligently checked on each supplier invoice, a time-consuming and labour intensive task when done manually.

Many other benefits are also materialising, such as early detection and rejection of duplicate invoices and automated payment notification to vendors. "The target for payback on the overall project of just 15 months is already on track and expected to be met," Barrett concludes.

What Lenovo's leadership in PCs means to South African businesses

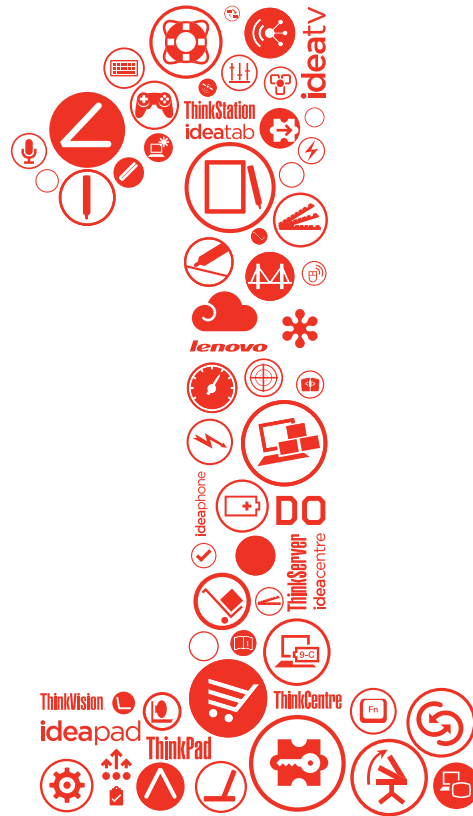
By Mahomed Ramathulla, Lenovo SA
EBG & REL Segment Leader

Two years ago, Lenovo became the No.1 PC vendor in the world, achieving one millstone after the other. Lenovo's global success has also been reflected locally in South Africa where the PC leader continues to challenge and dominate in the enterprise market against fierce competition.

In fact, 18 months ago, and according to IDC, Lenovo took the crown and became the top enterprise PC vendor in the country, outperforming all competitors.

Lenovo's success in South Africa comes as a result of its innovative and quality products as well as its flexibility and agility that affirms deep understanding of the customers' requirements; hence, the trust and faith in the market to select Lenovo devices.

Following the acquisition of the x86 server business from IBM and Motorola in October 2014, Lenovo is now well positioned as a strong global contender in



People no longer need to decide whether to buy a **tablet or a laptop**, they just need to decide which **Lenovo device** they would like.

the enterprise and SMB market, offering customers complete end-to-end solutions.

This means that Lenovo has now become a one-stop-shop organisation, offering clients 360-degree solutions, from computing devices to backend infrastructure and all the way to mobile device management and software offerings.

In addition, and as part of our commitment to businesses in South Africa, Lenovo has introduced the Lenovo Financial Services (LFS), offering a cost-effective solution that allows enterprises and SMEs to manage their assets through regular refresh cycles on a subsidised rental basis. With LFS, Lenovo will subsidise up to 20 per cent of upfront equipment costs, which ensures that companies benefit from reduced rates and a single point of contact for equipment and financial/asset management needs.

With more companies moving into BYOD (Bring Your Own Device), Lenovo

is the only company at present to offer individual financing to employees to support companies' strategies moving in this direction.

With all these exciting innovations touching corporate South Africa's business needs, the question is which Lenovo Solution suits your business needs best and with the flexibility and agility the company stands for, there is no reason not to choose Lenovo.

As the highly trusted eWEEK publication rightfully stated: "People no longer need to decide whether to buy a tablet or a laptop, they just need to decide which Lenovo device they would like."



LENOVO SERVERS AND STORAGE: THE #1 CHOICE FOR WHERE THE IT WORLD IS GOING.

The new era of the software-defined data center requires that we think differently about computing. The IT function must deliver services at an unprecedented speed and efficiency, requiring a new approach that minimizes the time it takes to deliver value from applications, improves efficiency, and reduces cost. Lenovo servers blend high capacity compute, storage and I/O, power and cooling efficiency, and an open platform, making Lenovo the #1 choice for the Enterprise and the ideal choice for a software-defined world.



MOST SECURE

Lenovo provides the best and most airtight platform security with our Systems x Trusted Platform Assurance. Even after adding options at an additional cost, our competitors offer fewer security capabilities than what comes standard on Lenovo System x.

MOST RELIABLE

According to the ITIC 2014-2015 Reliability Survey, May 2014¹, Lenovo System x servers are the most reliable x86 servers in the industry, bar none.





MOST EFFICIENT

Lenovo servers are the only ones in the industry that provide the combination of the most efficient Platinum power supplies, extended operating temperature range and low power memory – all making Lenovo servers the most efficient in the industry.

HIGHEST SATISFACTION

According to the August 2014 TBR Customer Satisfaction Survey², Lenovo System x servers are #1 in overall customer satisfaction, service satisfaction, product satisfaction and sales responsiveness.

MORE REASONS TO TRUST LENOVO WITH EVERYTHING FROM THE SMALL OFFICE TO THE DATA CENTER.

HIGH-END SERVERS	1P/2P RACK AND TOWER	DENSE SYSTEMS	BLADE SYSTEMS
<p>More than 100 #1 benchmarks achieved across all generations means you can trust Lenovo High End servers for mission critical environments</p> <ul style="list-style-type: none"> #1 NA High-end x86 Server Market Share³ Largest SAP HANA System (100TB) #1 Vendor for SAP HANA appliance⁴ #1 TPC-E 8-way benchmark 	<p>Our broad portfolio offers models to serve a wide range of use cases – perfect for everything from file/print servers to web hosting and distributed enterprise.</p> <ul style="list-style-type: none"> ThinkServer #1 in continuous operating temperature (RD550 and RD650 models) at 45 °C⁵ System x3500 M5 delivers top two-processor tower performance for compute-intensive applications Industry Unique Trusted Platform Assurance 	<p>Lenovo NeXtScale helps optimize space-constrained datacenters with extreme performance, massive scalability, and energy efficiency.</p> <ul style="list-style-type: none"> In production 75% faster with Intelligent Cluster service World's first DP Xeon server to break Teraflop barrier 	<p>Convergence of server, storage, network and management for datacenter, cloud computing, HPC centers, and distributed enterprise.</p> <ul style="list-style-type: none"> 30% less cost than competitive offerings due to innovative networking architecture More virtual machines per server and faster VM migration than major competitors 

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¹ ITIC 2014-2015 Reliability Survey, May 2014: <http://public.dhe.ibm.com/common/ssi/ecm/en/xsl03126usen/XSL03126USEN.PDF>

² TBR Customer Satisfaction Survey, August 2014: http://www.lenovo.com/images/products/server/pdfs/whitepapers/systemx_top_customer_service.pdf

³ IDC Report, September 2014: <http://www.idc.com/getdoc.jsp?containerId=prCN25173214>

⁴ ITG Executive Brief: <http://public.dhe.ibm.com/common/ssi/ecm/ly/en/ly03141usen/LYL03141USEN.PDF>

⁵ ITG Management Report: <http://public.dhe.ibm.com/common/ssi/ecm/ly/en/ly03140usen/LYL03140USEN.PDF>

⁶ ASHRAE A4 Rated: <https://www.ashrae.org>

Partner recognition

Veeam presents two prestigious awards to Datacentrix at local Veeam awards

Datacentrix has scooped two prestigious awards from technology partner, Veeam Software, for both the coastal and Gauteng regions. The company is one of only three Veeam Platinum Partners in South Africa currently.

Named as the Veeam South Africa Fastest Growth partner for Gauteng, Datacentrix achieved the highest revenue across all sectors within the province, showing 22% year on year growth.

Says Lisa Strydom, channel manager lead at Veeam Software South Africa:

“Datacentrix made exceptional progress over the past year, proving itself to be of great strategic value to Veeam across all sectors, but particularly within the enterprise space. This was of specific significance to Veeam as the enterprise sector has been a strong growth focus for us.”

Datacentrix was also named as the winner of the Most Significant Project award for the coastal regions, with its KwaZulu-Natal branch taking this title for its involvement with the Durban-based Department KZN Public Works.

“This particular project was named as the most significant project of the year due to the integration of Veeam Backup & Replication with NetApp storage leveraging the Storage Snapshotting technology,” Strydom explains. “The fact that this project was completed within the public sector was also a key influencing factor in our decision to present this award to Datacentrix.”



Ian Wells, Regional Vice President UK and SA, EMEA Sales; Lisa Strydom, Channel Manager South Africa; Marius Redelinghuys, Solutions Architect at Datacentrix

“The extensive investment that Datacentrix has put into our partnership with Veeam is reaping the rewards,” states Tony de Sousa, Datacentrix enterprise business unit manager.

“We have focused heavily on upskilling our workforce, with the result that Datacentrix is now the highest accredited Veeam South Africa partner from a technical and sales point of view.

Our invitation to join the Veeam Platinum Partner programme at the end of 2014 was a real coup for Datacentrix, as it highlighted the dedication and

perseverance that we have put into this relationship. The recent awards have added to this status, and are a real feather in the cap of the Datacentrix enterprise team.”

“As a strategic Veeam solution provider, Datacentrix has proven that it has moved far beyond the realm of the 'box dropper', bringing immense value to our local customers,” adds Lisa. “We see a great deal of potential moving into the future with this partnership, and are currently investigating further opportunities in the DPaaS (Data Protection as a Service) and hybrid cloud technology space.”

High performing datacentres that can change your future...

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- Sophisticated technology
- Predictable performance
- Proven processes
- Execution capability
- Monitoring and control



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Internet of Things brings new data availability, says Veeam

The move towards the “Internet of Things” (IoT) – in which everything from fridges and TVs to running shoes and wristwatches are connected to the Internet – will create new data availability challenges for individuals and companies alike, according to Veeam’s Warren Olivier.

“Worldwide, IDC forecasts that the market for the IoT solutions will grow dramatically over the next few years from \$1.9 trillion in 2013 to \$7.1 trillion in 2020,” says Olivier. “Such is the appetite for IoT that more than two-thirds of consumers plan to buy connected technology for their homes by 2019, and nearly half plan to buy wearable technology. This will cause immense problems for IT departments over the next 12-24 months and is going to put immense pressure on organisations that are delivering IT.”

While the IoT has been high on the media agenda for a while, it seems users are now beginning to accept it and vendors are delivering solutions that deliver on its promise. Service reliability and availability will be paramount. Users will expect always-on services and IT will be under scrutiny to deliver. Failure to do so will cost businesses dearly. With cost of downtime already into six figures per hour, downtime in the IoT era could be far more costly.

“Consumers have very high expectations that their data, which is increasingly stored in the cloud, should be available where they want it, when they want it – whether it’s their running history, their share portfolio or their family photographs,” says Warren, who is Veeam’s Regional Manager for southern Africa.

“This means the companies supporting and storing that data must exemplify the always-on business by providing constant availability.”

Data must also be protected against loss and unauthorised access, adds Warren. “Consumers revolt against companies that fail to take their privacy concerns seriously, and laws like the Protection of Personal Information Act (“POPI”) are on

their side. “Losing personal data can cause serious problems for your customers,” says Warren. “Imagine what would happen if you lost the records of their account payments, for example, or medical history files got corrupted. Knowing that data will always be available is critical.”

As companies gather and store more and more data about individuals, the burden on them to protect that data grows. With an Internet-connected TV, for example, there are central records of everything you’ve ever watched, your credit card details, what you’ve downloaded, potentially even your video chats. The consequences for any company that allows that data to fall into the wrong hands will be disastrous.”

Olivier says companies need to ensure that they avoid data loss through near-continuous data protection, verify their protection to guarantee recovery, and use appropriate encryption to protect against unauthorised access.

“In the modern datacentre, that often means protecting data at two different physical sites, as well as protecting the connection between them,” adds Warren. “And if backups are stored in the cloud, they need to be under just as much protection.”

Finally, he says, there will be growing emphasis on protecting data while it’s on actual user devices such as laptops.

“Endpoint protection is becoming a very important part of an overall data availability strategy.”

Veeam will launch its own Endpoint Backup FREE protection tool for Windows in 2015, to complement the comprehensive availability we already offer to virtualised datacentres through the Veeam Availability Suite.

“2015 will be the year where we’ll see IT step up to the plate and embrace availability, or it will be the year where we’ll see businesses fall on their swords. Only time will tell.” Warren concludes.



Warren Olivier, Veeam Regional Manager for Southern Africa

Consumers have very high expectations that their data, which is increasingly stored in the cloud, should be available where they want it, when they want it. This means the companies supporting and storing that data must exemplify the always-on business by providing constant availability.



eNetworks acquisition

proves positive for Datacentrix

Datacentrix has gained excellent ground within the Internet Service Provision (ISP) and corporate WAN sectors, following its acquisition of specialist company, eNetworks, in 2013. Since being brought into the Group's fold, eNetworks has been awarded a number of substantial projects, with many more in the pipeline.

"Datacentrix was in need of reliable, fast data communications services to complement its existing networking portfolio," explains eNetworks head, Jaap Scholten. "The Group is now able to take responsibility for the critical communications services at customer sites, including Internet over optic fibre and voice services."

Some of the projects provisioned over the last 12 months include:

Datacentrix

eNetworks deployed redundant fibre Internet services to the Datacentrix datacentres in Samrand and Midrand, as well as dual redundant 10GB/s fibre links between the two, enabling world class connectivity to its cloud environment.

Customers with services hosted within the Datacentrix datacentre also have access to dedicated break-out internet services.

The Group is now able to take responsibility for the critical communications services at customer sites, including internet over optic fibre and voice services.

Equra Health

Here, a dual redundant, nationwide fibre WAN, connects 30 sites back to the eNetworks datacentre. Equra Health offers administrative, operational and strategic management services in the cancer care domain. Its exciting centralised planning solution allows oncology patients to be CT-scanned and then have their scans with identified treatment target areas transmitted to a central site for highly specialised computerised planning. The plan data is then sent back to the unit for clinical approval and then on to the treatment equipment with precise co-ordinates for treatment. The organisation also now runs all their radiotherapy treatment equipment off a central Oncology Information System for improved standardisation of processes and treatment quality. Uptime is critical and the ability to move large files quickly, essential. This project provides a real glimpse into the future of specialised medical treatment.

Remgro

eNetworks was chosen to deploy a triangulated, high-speed fibre network, between the three Western Cape offices of the Remgro investment group. The project was deployed within budget and



Jaap Scholten, Chief Operating Officer at eNetworks

time constraints, to enable next-level connectivity. Switches running Open Shortest Path First (OSPF) routing protocol were deployed to ensure traffic runs smoothly over the preferred path, with traffic automatically re-routing in the event of a break in the fibre.

Rola Group

Metro fibre Internet services were deployed at the head office of the Rola Group. This allowed all of the branches to connect in over virtual private networks (VPNs) regardless of how they connect to the Internet. This project saw the provision of a unique, secure and scalable solution for a company that has many branches in outlying areas.

Pride Milling

Datacentrix is providing a number of co-located services to Pride Milling, a manufacturer, marketer and distributor of basic essential staple food products, from its Samrand datacentre. eNetworks is now also delivering uncapped Internet services out of the same datacentre for this customer.

Hotel Verde

eNetworks has put together a specific fibre Internet solution for Hotel Verde, South Africa's greenest hotel and the first hotel in Africa to offer carbon-neutral accommodation and conferencing. This solution ensures that Internet speed doubles after hours, obviously ideal for this type of environment.



Total communication:

The future is already here

Factors like social networking, video streaming, mobile workforces and applications such as WhatsApp and Snapchat have drastically increased demands on the modern network and its management devices.

Today, people at work, home and school need to collaborate effectively across many different devices, apps and media at any given time. Is your network ready for this?

At Datacentrix, we understand that investing in a new or upgraded network is a big step, and one that you need to take with a trusted, skilled partner.

As a VOIP SIP trunk provider, certified network integrator and Internet service provider, Datacentrix can provide the insight and expertise for the network that will align to your specific business requirements.

Providing both local and international organisations with computer network solutions for more than 15 years, Datacentrix' holistic "total communication" approach will ensure that all communication requirements are met through a well-managed, converged network.

The Datacentrix network solutions offering includes:

- Fibre metro area networks (MANs), bringing the interconnection of multiple networks within a city into a single, larger network, and providing an efficient connection to wide area networks (WANs).
- WANs, which may be privately owned or rented. Datacentrix has the ability to build privately, or integrate best of breed products together to create the ultimate corporate network.
- Local areas networks (LANs) configured correctly to deal with complex issues such as voice prioritisation and security.
- Optimised networks help to enhance the network value by removing unnecessary traffic and streamlining operations.

- Software defined networking (SDN), offers an approach to computer networking that allows administrators to manage network service through the abstraction of lower level functionality. SDN provides a quick response to changing business requirements.
- Unified communications (UC) integrates all voice, video, data and mobile applications for collaboration.
- Network management solutions, incorporating the activities, methods, procedures and tools used to administer and maintain a network.
- Network access control (NAC), for unifying endpoint security technology, such as antivirus software, host intrusion prevention and vulnerability assessments, user or system authentication, and network security enforcement.
- Network security encompasses the provisions and policies to prevent and monitor unauthorised access, misuse, modifications, or denial of a computer network and network accessible resources.

As a VOIP SIP trunk provider, certified network integrator and Internet service provider, Datacentrix can provide the insight and expertise for the network that will align to your specific business requirements.

With Datacentrix' total communication approach, your network will be right-sized and optimised, designed to connect people, teams and technology. This will ensure that your network grows in tandem with your business requirements.



ISP & WAN

Talk to us about your internet services. We have a wide variety of options for you.

- ✓ **Faster**
- ✓ **Fibre**
- ✓ **More reliable**
- ✓ **Better priced**

datacentrix

It's not hard to grasp the need for software-defined storage

Virtualising data storage presents a reliable solution to companies that need greater flexibility, simplicity and scalability.

Datacentrix' Graeme Dendy explores the benefits of software-defined storage (SDS) and how IBM is leading the way with its IBM Spectrum Storage products.

These products are part of a new storage software portfolio designed to address data storage inefficiencies by changing the economics of storage with a layer of intelligent software.

Data storage is becoming an increasing concern as storage costs soar and both structured and unstructured big data keep getting bigger. Most people who deal with data analytics, data in the cloud or collaborative data sharing are recognising the need for SDS.

While they may not be aware of the new buzzword just yet – or of its capabilities – they're aware that they need the tools to deal with storage management capable of managing petabytes of data and scalable access that are fast and reliable.

This is exactly what SDS provides. Yet what exactly is it, how did it come about and what value does it hold for businesses?

The International Data Corporation (IDC) defines SDS as "... any storage software stack that can be installed on any commodity (x86 hardware, hypervisors, or cloud) and/or off-the-shelf computing

hardware and used to offer a full suite of storage services and federation between the underlying persistent data placement resources to enable data mobility of its tenants between these resources".

Put simply, the basic concept is that SDS has the ability to abstract the storage services, including management, data protection, and data placement from the hardware that has traditionally provided these services, and virtualise it.

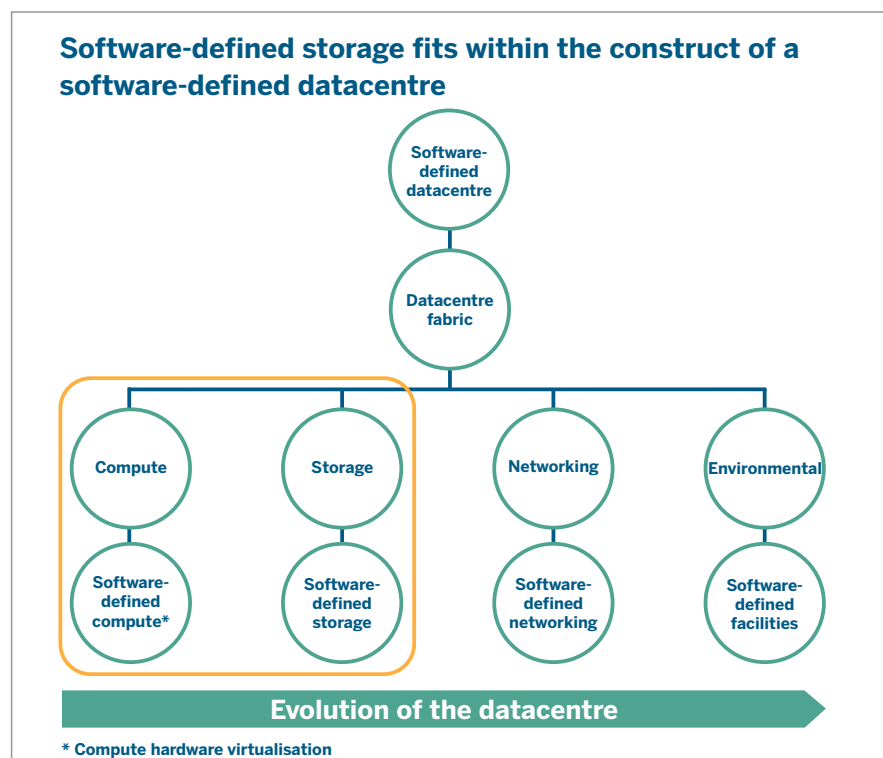


Right: Graeme Dendy, Datacentrix Business Unit Manager: IBM

Put simply, the basic concept is that software-defined storage has the ability to abstract the storage services, including management, data protection, and data placement from the hardware that has traditionally provided these services, and virtualise it.



Specialty
Power Systems
System Storage



When deployed intelligently, SDS helps CTOs and IT managers to:

- reduce spending on storage infrastructure;
- optimise storage performance to align with business and application needs;
- improve response times to new business requests;
- leverage the benefits of the cloud without performance, security, or management concerns; and
- easily extract business insights from unstructured data.

With these benefits barely scratching the surface of SDS's capabilities, it's no wonder IBM has committed to investing over \$1 billion in new storage software built for the cloud over the next five years.

Currently ranked as the number one SDS provider across the globe, IBM's SDS portfolio rebranded and released earlier this year as the Spectrum Storage portfolio, which reduces costs by up to 90% and can centrally manage more than 300 different storage devices and yottabytes of data.

This device interoperability is the broadest in the industry – incorporating both IBM and non-IBM hardware and tape systems. IBM Spectrum Storage portfolio includes key storage software such as Spectrum Accelerate, Spectrum Virtualize, Spectrum Scale, Spectrum Control, Spectrum Protect and Spectrum Archive.

Those familiar with the portfolio may recognise that these options are not entirely new. In fact, the rebranding is as follows (table below):

The portfolio is designed to help customers transform to a hybrid cloud business model by managing massive amounts of data where they want it, how they want it, in a fast and easy manner from a single dashboard. The software helps customers move data to the right location, at the right time, from flash storage for fast access to tape and cloud for the lowest cost.

To propel data storage to where it needs to be, solutions such as this can be easily added to any environment without

ripping and replacing existing infrastructure. The aim is to bridge traditional IT environments with increased flexibility, automation, scalability and responsiveness.

New technology such as SDS is about addressing customer needs and putting data in the right place at the right time and for the right cost.

New technology such as SDS is about addressing customer needs and putting data in the right place at the right time and for the right cost.

Previous offering	New name	Rationale
SAN Volume Controller	IBM Spectrum Virtualize	Core SVC functionality is virtualization that frees client data from IT boundaries
Code name: Elastic Storage General Parallel File System	IBM Spectrum Scale	Scalability to yottabytes and across geographical boundaries
New XIV software offering	IBM Spectrum Accelerate	Accelerating speed of deployment and access to data for new workloads
Virtual Storage Centre	IBM Spectrum Control	Automated control and optimisation of storage and data infrastructure
Tivoli Storage Manager	IBM Spectrum Protect	Provides protection for client data through backup and restore capabilities
Linear Tape File System	IBM Spectrum Archive	Enables long-term storage of low activity data (archive)

Knock, knock ... who's there?

Biometric access control, combatting fraud and monitoring system access

By Mohsien Hassim, security services business unit manager, Datacentrix

Biometric technology once seemed worlds away from mainstream use, but has permeated across industries in a host of applications. We have seen thumbprint scanners on laptops and smartphones; the international banking industry adopted biometrics many years back; golf estates and upmarket private estates use biometric access control systems for visitors and residents. Office parks, newer office buildings and cash centres have also embraced this technology as it enhances overall security, reduces the risk of unwanted costs (no access cards to print and control) and allows for database interrogation of visitor information.

Passwords – so yester-year

Passwords need to change every few months and people forget them or lock themselves out of the system by incorrectly entering their password repeatedly. Users access a number of systems every day, escalating the problem. The use of biometric identification alleviates the issues that arise from using passwords, saving on longer-term administration and user assistance costs.

Key advantages of biometric technology

Many benefits can be realised from using biometric technologies over traditional passwords and PIN-based methods.

There are seven factors to biometrics:

1. Uniqueness
2. Universality
3. Performance
4. Measurability
5. Permanence
6. Circumvention
7. Acceptability



Some of these include:

1. The real-time identification of a person
2. The avoidance of "buddy-punching", meaning that someone else's fingerprints cannot be used to sign-in on a biometric system that uses a fingerprint recognition algorithm (this is not the movies)
3. Forgetting your fingerprints at home
4. Injured sign-in fingerprint – advances in biometric technologies include the enrolment of a backup fingerprint (right or left hand);
5. Fingerprints can be stored in the cloud for global access – multiple sites (no need to carry around access cards or remember complex passwords);
6. Enrolling or deleting users from a biometric access control system is relatively cheap as no identity card needs to physically be produced or destroyed (this can be remotely performed by the authorised security administrator)
7. No control mechanism is required for physical access control cards/tokens.

Biometric technology is undergoing rapid ongoing development. The introduction of "finger vein" recognition has enhanced the reliability of the technology, due to the following benefits:

- Finger veins are not sensitive to environmental conditions or finger conditions such as being wet, dirty, or dry;
- Live body identification;
- It is a fraud-proof biometric measure;
- It remains constant throughout the individual's lifespan;
- It is protected by skin;
- Finger vein devices are smaller in size, easy to move around;
- Non-contact acquisitions; and
- No failure to enrolled rate.

Although not as cheap as conventional biometric finger print readers, the finger vein pattern biometric readers utilise LED and CCD camera-based technologies. The LED reader is located above the finger and CCD camera is placed below the finger. Infrared light of 760-1000nm is able to pass through the skin while the haemoglobin in the vein absorbs the light. This identification method does not

Combat identity theft and electronic fraud

Datacentrix provides the most advanced system to protect, track and trace digital information assets.



Prevent fraud

- Strong multi-factor access control
- Ensure personal accountability



Protect digital identity

- Stop password abuse
- Safeguard the innocent



Auditing compliance

- Strengthen accountability controls
- Secure critical records automatically



Strengthen evidence

- Tamperproof transaction evidence
- Binding electronic signature

Our identity and authentication solution serves as a strong mechanism to ensure the integrity of the user identity and a transaction audit trail. This provides a legally compliant and tamperproof non-repudiation of changes to sensitive information.

require the subject to touch the sensor; CCD cameras detect identification through a near infrared filter.

Higher security applications like banks, embassies and secure installations are using this newer form of technology. The increasing level of sophisticated crime is likely to spur on a quicker uptake of this technology on a broader scale.

Regulatory impact on biometric technology

South Africans are often lured into a “good deal” that is based on prices backed by false promises. Biometric technology has evolved over many years and requires a certain degree of maturity within its lifecycle. Simply purchasing biometric technology over the Internet may not meet the requirements of the application at hand.

The identity management industry in South Africa, like the lucrative electronic (or physical) security industry, attracts all types of “fly-by-night” operators. These buck-chasers pose a serious threat to the development of a legitimate industry that intends to produce long-term savings and

efficiencies for users, coupled with enhancing the protection of property and personal data. South Africa is an attractive market for many manufacturers due to our high crime rate.

Maturity, reputation, track record and solution sustainability serve as the benchmark for biometric technology providers. Choosing a reputable brand backed by a well-known established system interrogator that meets the requirements of the environment and application at hand are key to success.

Changes in the regulatory environment globally have impacted the collection, management, storage and dissemination of sensitive data – and South Africa is no exception. Our very own PoPI (Protection of Personal Information) Act is already creating waves, albeit small at this stage. PoPI is clear on biometric information storage.

Non-compliance with PoPI will attract the wrath of the law once the Regulator is appointed and the mechanics of the PoPI Act are in full motion. It is crucial to remember that biometric technology and

systems do not operate in isolation. The data that they hold may be used as evidence in a court of law, or to link to the Criminal Record Centre of SAPS, or to verify identities against records at the Department of Home Affairs.

The Datacentrix angle

Datacentrix is highly familiar with the benefits of biometric technology. As an experienced implementer of biometric solutions in complex environments, Datacentrix' security services, identity and access management (IAM) team has successfully deployed a number of solutions to a range of public and private enterprises across South Africa.

Deploying unique biometric technology that encompasses an encrypted database, Datacentrix has assisted government and enterprises save large sums of money by reducing the challenges around “ghost” records on databases.

Datacentrix' team of highly experienced, certified and knowledgeable security solution experts and partners are able to assist in all areas of information security.

Five principles to help embrace the hybrid enterprise

Karl Campbell, Regional Vice President, UK & South Africa

Even though the cloud has brought many benefits to businesses (providing access to data when and where we want, the ability to sync our mobile devices and the ability to collaborate in real-time), it has also created new challenges for business leaders. With its growth in popularity, most people expect constant cloud-like experiences, when not all enterprises can, or will, offer all of their applications in the cloud.

It's impossible to put every application in the cloud, nor would you want to - budget constraints, technical limitations, security concerns, and performance issues can all be valid barriers to doing so. This is where the hybrid enterprise fits in. The hybrid enterprise uses a mix of data centre with private and public cloud-hosted apps and data, as well as networks that are made up of high quality and expensive VPNs, point to point circuits). This is supplemented by internet connectivity. It is this type of IT environment that is becoming ever more relevant. According to Gartner: "nearly three-fourths of large enterprises expect to have hybrid deployments by 2015."

How would a tech company approach this?

Whether you're a tech company or not, there are many trends driving every business towards leveraging new kinds of technology. These include big data for better business decisions, mobile for productivity, social and cloud platforms for collaboration, to name a few.

Technology can help companies differentiate or level the playing field, as it offers a range of opportunities and different strategies to follow. So in the age of digital, every company needs to address its digital approach, as this will form a key part of how your business is redefined. If

done well, technology can in fact bring about new business models (think Google transforming from a search engine to a major tech company in its own right).

Using technology as an enabler

It's becoming more and more clear that application performance and other technical necessities equal business performance. In this world, business objectives - not technical constraints - should drive technology decisions so that data and applications best serve the business. This goes back to the age-old concept of designing for function.

In IT this translates to "build, buy or subscribe" analysis. Doing this kind of analysis allows an organisation and its leaders to use global resources, reduce costs associated with running the business and maximize employee productivity.

Plan how your hybrid enterprise will delight your workforce

Though technology presents endless opportunities for the enterprise, this doesn't mean you should go down the route of technology "for technology's sake".

It's important to create a vision for the technologies you roll out within your company (the fit for function analysis is one place to start). That vision must be based on the employees and how they understand, appreciate and enjoy a technology. Technology vendors should take note of these three principles because they translate into adoption from employees and then customers.

Understand how to manage Shadow IT

Shadow IT is here to stay. Consumer technology is moving faster than enterprise technology.

Good technologists are aware of this and anyone in business lives it with their Dropbox account, Google Docs and iPhone. Therefore, leaders must understand Shadow IT is part of the hybrid enterprise. Technologists can no



Karl Campbell, Regional Vice President of Riverbed, UK & South Africa

According to Gartner nearly three-fourths of large enterprises expect to have hybrid deployments by 2015.

longer have the mind-set that Shadow IT has defeated them, while continuing to try and fight back against it. The only solution is to embrace it. This is done by holding an organisation both internally and externally to collaborative accountability.

Managing the hybrid enterprise leads to a healthy, happy business

At the end of the day, most CEOs and CFOs might not know or care about the hybrid enterprise until it becomes a problem. Having control of your technology investments is harder in this environment and losing control means you lose money due to website downtime, lost productivity, hidden costs or inefficiency.

Ultimately, it's about managing and embracing the hybrid environment because it is something that is here to stay in the business world.



Partner recognition

Datacentrix, first African partner to receive second Riverbed Authorized Support Partner programme accreditation

Datacentrix is the first African company to receive two Riverbed® Authorized Support Partner (RASP) programme accreditations; RASP-W, which was awarded in 2012, and more recently, RASP-SD.

The RASP-W accreditation enables Datacentrix to deliver Wide Area Network (WAN) optimisation support to local Riverbed® SteelHead™ users, while RASP-SD means that the company can deliver support on Riverbed® SteelFusion™, a branch converged infrastructure solution.

As a member of the RASP programme, Datacentrix is able to build closer relationships with customers and provide high-value services and support that they can leverage to get the full benefit of the Riverbed Application Performance Platform™, the most complete platform for location-independent computing to ensure flawless application performance and the best user experience.

In a world where application performance equals business performance, Riverbed enables organisations to embrace location-independent computing, so that business objectives – not technical constraints – drive how applications and data are delivered.

Location-independent computing is the architectural flexibility to host applications and data in the locations that best serve the business, while ensuring the flawless delivery of those applications to better leverage global resources, radically reduce the cost of running the business, and maximise employee productivity.

The Riverbed Application Performance Platform™ enables organisations to analyse, diagnose, and resolve application and data delivery issues.

To enable its reseller partners to act as an extension of the Riverbed support organisation, Riverbed introduced RASP, a specialisation programme that allows eligible partners to provide Level 1 and

Level 2 support services to their customers. The RASP programme is only available to partners that demonstrate a successful track record selling Riverbed solutions and are able and willing to provide a high standard of 24x7 Level 1 and Level 2 operational support services.

“Riverbed and its partner network are focused on investing in an entire portfolio of products to help our joint customers implement the Riverbed Application Performance Platform™ – the only platform that can detect and cure application and data delivery performance problems before end user’s even notice,” said Nino D’Auria, vice president of channels, EMEA at Riverbed.

“Through the RASP specialisation programme, our partners benefit from being positioned to increase their bottom line and our customers benefit by working with the industry’s most qualified Riverbed partners to support their IT infrastructure.”

According to Ahmed Mahomed, CEO at Datacentrix, the local organisation’s nine-year track record with Riverbed has been characterised by a number of first-time accolades.

“Not only was Datacentrix the first African Riverbed Elite Partner, but in 2012, we led the African race in receiving RASP programme certification, enabling us to join this select, invitee-only programme providing high-value support services to local Riverbed customers,” he explained.

“It is a great achievement for Datacentrix to attain another first with our latest RASP accreditation, underlining our dedicated focus on service delivery within the branch consolidation infrastructure space, in addition to the areas of WAN optimisation, network performance management and branch converged infrastructure solutions, offering customers the assurance that we are more than capable of supporting these solutions.”



As a member of the RASP programme, Datacentrix is able to build closer relationships with customers and provide high-value services and support that they can leverage to get the full benefit of the Riverbed Application Performance Platform™.

Riverbed's partners are part of the Riverbed Performance Partner Network a diverse ecosystem of 3,000 partners worldwide. Riverbed works closely with these industry-leading technology resellers, distributors, service providers and integrators to deliver innovative solutions that solve complex business problems, open new markets and create new revenue opportunities.



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TOMORROW starts here.

Datacentrix provides the cream of the technology crop for agricultural services

As markets across the globe shift and new technologies develop, the agricultural services business too must change to remain relevant and respond to emerging trends within this market space.

Typically, agricultural co-operatives (co-ops) encompass four different, yet interlinked, business pillars:

- ▶ a grain division, where grain such as wheat, maize and sunflower seeds is traded or stored (grain handling);
- ▶ a trading division, which comprises the retail business or co-operative stores, requiring stock procurement, the management of stock levels and a point of sale (PoS) system;
- ▶ a mechanisation division, which involves the sale and servicing of tractors and other equipment, including planters and ploughs; and
- ▶ a financial services division, which provides farmers with production loans, revolving credit, hire purchase financing options, long-term loans, and crop and life insurance.

"It's clear that most co-operatives operate in complex environments, but we have found that, from a Technology perspective,

they are often managed using internally designed mainframe solutions," explains Johan Hanekom, ERP business unit manager at Datacentrix. "This has meant that these organisations are extremely dependent on one or two individuals, something that could become problematic should they no longer be available."

Datacentrix has built a "Landboudienste" offering to cater for the very specific needs of the agricultural services market. Based on Sage ERP X3 and Aritmos technology, this solution optimises business competitiveness and productivity within the food, agriculture and co-operative sectors in particular, providing an overall vision that covers all aspects of an organisation's business needs.

"Datacentrix' solution can be utilised by feed production facilities and livestock co-operatives, farming and livestock co-operatives, flour mills, the dairy industry, insurance brokerages and credit sections – covering the entire range of businesses operating within this sector," Hanekom continues. "We provide co-ops with current technology that caters for all of

their specific needs – in one, integrated solution – while ensuring that they are able to remain flexible enough to adapt to changing needs moving into the future."



Datacentrix receives Sage Best Performance Gauteng 2014 award

Congratulations go to Johan Hanekom and the entire ERP team for achieving Premier Business Partner status at the Sage Insights 2015 conference. Datacentrix received the Gauteng performance award: "Sage Best Performance Gauteng 2014".

From left: Willem Boshoff, Datacentrix Consultant, Jeremy Waterman, Managing Director Sage ERP Africa & Middle East, Johan Hanekom, Datacentrix Business Unit Manager: ERP, Braam Koekemoer, Datacentrix ERP Solutions Architect and Ignus Ferreira, Datacentrix Senior Consultant



Approaching cloud migration from a CIO's perspective

CIOs, as a matter of routine, must regularly evaluate their organisation's IT performance and seek out new ways to optimise operations. In doing this, many have identified that cloud computing as a discipline can make a positive impact on the bottom line, with its inherent flexibility, efficiency and performance benefits.

Says Jan Dry, CTO and head of cloud services at Datacentrix: "The CIO's first step towards the cloud should be to evaluate which services can be moved to a public cloud environment without increased risk, governance or compliance issues. A public cloud can be defined as a shared cloud service that is hosted by a service provider. The great benefit of this type of approach is that it is operated on a pay-per-usage model, scaled up or down as required.

"We're finding that many CIOs are identifying non-core systems to move to the cloud as the initial step. For instance,



One of the most appealing benefits of the Datacentrix cloud offering is that it is a truly on demand, elastic service, with no long-term contract required; whereas many competitive cloud offerings tie customers into agreements of up to 12 months.

the development environment is very cyclical in nature, with infrastructure required at the beginning of each project and reduced when it comes to a close. This is an ideal example of an environment that can then be pushed into a public cloud, where resources can be expanded and contracted as needed."

Dry explains that e-mail is another business essential function that could be moved to the cloud, as although it is a necessity within a business, it is not a differentiator. "While some companies might decide to just move the mail archiving function to the cloud, others can opt to run their full mail portfolio this way. It's all about identifying non-core systems to the cloud as an initial stage."

Smaller companies in particular find it more cost effective to move to a public cloud, as they don't need to invest in expensive IT infrastructure, software licences and skills to enable their businesses. By adopting a cloud computing model, they become more agile and have access to stable IT systems normally only afforded by larger organisations.

"As a cloud technology solution provider, Datacentrix has also realised that a number of larger enterprises prefer to opt either for a private, or internal, cloud setup – where cloud technology is hosted within a customer's own datacentre – or a hybrid cloud environment, where some non-core systems are moved to a public cloud and other, core systems are hosted within a business' own datacentre."

Dry maintains that there are a number of additional advantages to dealing with a local cloud services provider, like Datacentrix, over larger international players, mostly based in the US, Europe and Asia, like Amazon and Google.

"International service providers are not able to provide a more customised service, whereas Datacentrix' structured process, for instance, draws on expertise from across divisions and business functions, as needed."



Jan Dry, CTO and Head of Cloud Services at Datacentrix

Furthermore, Dry points out that, through a local cloud service, the user experience is very different. "Latency and cloud go hand-in-hand but it's the end users who ultimately decide if a cloud service is up to the task. Locally, latency within the cloud is at 10 milliseconds," he explains. "Whereas, for internationally-based companies, you're looking at latency for connection of around 200 milliseconds, which is vastly different."

South African businesses looking for a locally based cloud technology should consider several factors before deciding on a cloud solution provider, he says. "It is critical to partner with a company that is mature and can provide a highly available, robust platform with 24x7 service. The solution provider must also have a customer-facing portal in place, allowing for seamless operations and management by the customer; one that can be connected to in multiple ways, such as via a dedicated fibre connection to the cloud or through an Internet connection."

Datacentrix' cloud services offering is continually evolving and expanding to ensure that it delivers flexible, next generation services using cloud technology as the enablement platform. Current cloud services include:

- Software as a Service (SaaS): Business software applications on demand, including hosted Exchange (calendar, presence, email), Microsoft Lync, archiving, mobility (Android, iOS and BES) and a self-service portal;
- Infrastructure as a Service (IaaS): On-demand computing infrastructure (servers and storage to operating system level) with optional backup and offsite storage; and

- Platform as a Service (PaaS): Database or other business application underpinnings on demand, including Microsoft SQL and SharePoint on demand, storage on demand, virtualisation and optional backup.

“One of the most appealing benefits of the Datacentrix cloud offering is that it is a truly on demand, elastic service, with no long-term contract required; whereas many competitive cloud offerings tie customers into agreements of up to 12 months. The Datacentrix cloud services basket, on the other hand, is genuinely consumption based, aligned with each customers' specific needs,” adds Dry.

The Datacentrix cloud services basket is genuinely consumption based, aligned with each customers' specific needs.

Cost effective, immediate cloud services that put you in control



Save costs

- Predictable costs
- Consumption-based billing
- Migrate non-critical functions to the cloud
- Eliminate expensive upgrades
- Access scarce support skills



Stay connected

- Any device
- Any place
- Any time
- Always secure
- Work remotely – waste less time in traffic



Support growth

- On-demand elastic services
- No long-term contracts
- Instant self-service
- Implement changes faster
- Improve your business flexibility



Collaborate seamlessly

- Share information across your business easily, securely, from anywhere, using any device
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Corporate social investment

Partnering with Exxaro and making a difference in children's lives

Knowledge is at our fingertips. Or, at least it is for some. As a country that boasts technology and innovation superstars, such as Mark Shuttleworth and Siyabulela Xusa, it is a discredit to the young talent in South Africa that there remains an imbalance in access to technology amongst the country's schools, placing poorer schools at an educational disadvantage. This disparity can be changed by small, yet collaborative, efforts.

Datacentrix is deeply entrenched in the South African community and continues to strengthen the corporate sector's social conscience and generosity to unleash a culture of technological innovation and excellence in South Africa.

Datacentrix was approached by the information management division of our decade long strategic partner and customer, Exxaro Resources, to see in what combined way we could improve the education and lives of the learners at the Isaac Moore Primary School in a poor community in Atteridgeville, Pretoria.

Funding for the school is minimal, but it is run by a highly motivated headmistress who encourages an all-round approach to education.

Alfred Raulinga, enterprise applications manager at Exxaro Resources explained what took place: "Datacentrix understands how advantageous access to technology is as an educational tool and donated 27 laptops to the school. The machines will be set up in a computer lab and used to teach the scholars vital computer literacy skills. Research has shown that poverty is more than not having enough money; it also includes a lack of opportunities and social exclusion.

"For South Africa's children living in poverty, being poor generally means a lack of food and not owning school shoes. Bearing this in mind, Datacentrix and Exxaro Resources also served the children breakfast and lunch on the day that the laptops arrived. Sadly, it has recently come to our knowledge that the school's current feeding scheme is being discontinued from this year."



Ensuring that the schoolchildren fit in with their peers, Datacentrix and Exxaro donated school footwear, with the aim of not only contributing to a better self-worth, but also improving the daily walk to and from school for many scholars.

Being involved in projects that nourish the intellect, body and self-esteem of tomorrow's innovators, problem-solvers, leaders and employees is rewarding.

Small differences made together can lead to unlimited success, and we would strongly encourage more companies to get involved.



Newly-built school in King Williams Town receives equipment from Datacentrix

Datacentrix recently donated and installed computer equipment at the newly-built Sophumelela Senior Primary School in King Williams Town, Eastern Cape.

Built by the Department of Basic Education (DBE) in order to replace a muddy environment and an existing inappropriate structure, the school forms part of the government-led Accelerated Schools Infrastructure Delivery Initiative (ASIDI) in the province, which will see 25 new schools established in total.

Construction at these schools includes new classrooms, admin blocks, a media centre, a science laboratory, nutrition centres, multi-purpose classes, fencing, electrical installation, water and sanitation, walkways, parking and assembly areas.

After the technology needs of the school were brought to Datacentrix' attention by the DBE, the company donated hardware, in the way of a server, notebooks, a monitor, a projector, a laser printer, wireless access points, a 24-bay trolley and software, which it also then installed.



Datacentrix also facilitated ongoing teacher training through a previous Model-C school in East London.

Datacentrix CEO, Ahmed Mahomed explains: "The donation to the Sophumelela Senior Primary School in particular will play a small part in ensuring that learners and teachers in the remotest parts of our country are exposed to the use of technology in support of curriculum delivery."



Empowerment - Datacentrix maintained its status as a Level Two Contributor (April 2015)



Datacentrix continues its investment in education in South Africa:

- ▶ Crediting youth with the power of knowledge
- ▶ Providing teachers and scholars access to technology
- ▶ Enhancing computer literacy levels
- ▶ Optimising learner experiences
- ▶ Training teachers
- ▶ Broadening employment opportunities



Most empowered listed IT company in SA

14th most empowered company on the JSE

(Source: Empowerdex survey supplement to the Mail & Guardian, May to June 2014)



Charlotte Maxeke Secondary School obtains access to technology with the help of Datacentrix

This year's International Women's Day on 8 March, saw the Charlotte Maxeke Secondary School, located in Evaton in the Vaal Triangle, celebrate the launch and unveiling of its new computer laboratory by Minister of International Relations and Cooperation, Maite Nkoana-Mashabane.

The school, founded in 1969, has a student body of 1,500 and 51 teachers. Datacentrix is supplying the technology and infrastructure systems in the computer laboratory, which will provide both the learners and teachers with a host of advantages, learning materials and opportunities.

The school was named after Charlotte Makgomo Maxeke, a South African religious leader, social worker and political activist, who fought tirelessly and gallantly to help liberate the country. The secondary school in Evaton was named after her as she hailed from the Vaal Triangle.

International Women's Day has been observed since the early 1900s. Annually on 8 March, thousands of events are held throughout the world to inspire women and celebrate achievements.

"On International Women's Day it felt befitting to honour one of South Africa's female stalwarts," says managing director



International Relations and Cooperation Minister Maite Nkoana-Mashabane (middle) unveils one of two new computer labs her department donated to two schools in the Vaal, south of Johannesburg. She is flanked by government officials including Sedibeng District Municipality Mayor, Simon Mofokeng (right) and Kenny Nkosi (second from left), Managing Director of government business at Datacentrix. Photo by Sonqoba Kunene from the Daily Sun

of government business at Datacentrix, Kenny Nkosi.

Speaking of the event, he continues: "It was such a humbling experience to see Datacentrix being intrinsically part of this historic occasion."

The event was well attended with the Minister, the Executive Mayor of the Sedibeng District Municipality, the principal of the school, community

leaders, the clergy, esteemed members of academia, students and teachers, and the public at large. After the plaque was unveiled by the Minister, the delegation took a tour of the Datacentrix computer lab.

"Datacentrix is dedicated to bringing technology into classrooms across South Africa, supporting a brighter future for our country's young learners and helping to move our country forward," Nkosi adds.

Thandulwazi Maths & Science Academy boosts teacher skills

Datacentrix, in its drive to back quality education in South Africa, supports the Thandulwazi Maths & Science Academy.

The Academy is an education programme run by the St Stithians Foundation that was established in 2006 based on the need for effective action in addressing the critical issues pertaining to the teaching of Maths and Science in schools in and around Gauteng.

Recognising that an education system is only as good as its teachers, one of the main thrusts of the Thandulwazi programme has been the development of teachers in schools in previously disadvantaged areas. Teachers, from schools across the Gauteng province, as well as from as far afield as Limpopo, Mpumalanga, the Northwest and even KwaZulu-Natal, attend teacher workshops.

Datacentrix has provided essential CSI funding to Thandulwazi Maths & Science Academy since 2010. Says Datacentrix CEO Ahmed Mahomed: "We are proud to be associated with the Academy. The impact of the initiative is far reaching, touching the lives of individuals as well as the communities in which they operate. Datacentrix' CSI strategy will continue to focus on education in South Africa."



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