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Happy New Year! I'd like to thank everyone for their continued support. We look forward to introducing new advanced service offerings in 2008 and partnering with more vendors as we continue to evolve our staff and services. NetWorks, Inc. has been a leading technology service provider for the past 14 years and will continually strive to be your best IT resource in the Des Moines metropolitan area.

Chris Larson, Owner  
NetWorks, Inc.

## Tech Trends for 2008 in the SMB Market

**Storage Consolidation**—Many of the same challenges that plague larger companies also apply to SMBs, and the ever-expanding supply of data is no exception. With more data on hand, organizations large and small must contend with ways to effectively store it. Simply putting data on tape or disks is often no longer an option in light of litigation and auditing requirements that demand the timely production of data.

NetWorks, Inc. has partnered with multiple storage providers to help you find the correct storage solution for your business needs. Storage providers to check out are EqualLogic, Compellent, HP and IBM.

**Managed Services**—While technology enables SMBs to gain efficiencies, enhance productivity, and otherwise do more with less, many still deploy IT without dedicated technology professionals. As technology becomes more important to their businesses, the lack of IT resources can hinder business operations when problems occur.

NetWorks, Inc. offers managed services that provide end-to-end monitoring and management of IT infrastructure over the internet. Our engineers can customize your service plan which might include remote monitoring, alerting, remote control, asset management, reporting and more.

**Server Virtualization**—The virtues of server virtualization have been known to enterprises for a while now: server consolidation, reduced power and cooling costs, improved provisioning and management, and better backup and disaster recovery. In essence, server virtualization uses software to divide a physical server into separate, virtual environments that can run different applications and operating systems. The appeal for SMBs is that they can use one server to run applications in a virtual environment that may require multiple physical servers, thereby saving money and reducing management headaches.

NetWorks, Inc. understands the benefits of server virtualization. Millions of people and thousands of organizations around the world—including all of the Fortune 1000—use VMware virtualization solutions to reduce IT costs while increasing the efficiency, utilization and flexibility of their existing computer hardware.

**Blade Servers**—One of the big selling points of blade servers is that they are dense—by packing servers tightly together in a chassis, an organization can condense its processing power to a smaller footprint. Depending on an organization's power and cooling profile, blades can reduce energy consumption as well because a smaller footprint can require less power and cooling. Another big draw of blade servers for SMBs is modularity: Once the chassis is up and running, additional blades can be added easily (provided there is space), eliminating cabling and configuration headaches. For SMBs with limited IT resources, ease of management is a big plus.

NetWorks, Inc. is an authorized partner with HP and IBM. Contact us for more information about their blade center solutions sized for the small to midsize business.

"Server virtualization is going to be the standard architecture for infrastructure. It's such a low-level change and there are so many benefits."

Gary Chen, Senior Analyst  
Yankee Group

## Tech Trends for 2008 in the SMB Market

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**Business Applications**—For several years, big application vendors—think SAP and Oracle—have primarily pitched their business applications at the enterprise market. After all, big, comprehensive applications such as enterprise resource planning (ERP) and customer relationship management (CRM) required heavy-duty processing power and customization that only large companies had. Today, business application vendors are actively targeting the needs of SMBs. Advancement in CPU technologies mean that even entry-level servers can handle considerable workloads, opening the way for sophisticated business applications.

Source: Channelpro, December 2007, "Tech 2008, Stay Ahead of the Curve"

In addition to these trends reported by Channelpro, we see a strong interest in the following areas.

**Security** - Everyone recognizes the vulnerabilities that pose security risks like a stolen laptop or a suspicious download. Companies need to be proactive to protect the safety of corporate data. It should be every employee's responsibility, from the top executive to the manufacturing floor, to create a "culture of security". All the technologies that make us more productive and mobile, like cell phones, PDAs, and laptops, also make us more vulnerable by putting the enterprise at risk. At NetWorks, Inc., security is our specialty. We have implemented security solutions for several clients in a variety of vertical markets.

**Regulatory Compliance** — GLBA, SOX, HIPAA, Visa/PCI and related regulations impose new requirements on the way organizations store and protect private and confidential data, establish standards for compliance, and institute penalties for noncompliance. An integrated firewall and content security solution can help safeguard corporate information and mitigate liability associated with these mandates. NetWorks, Inc. has experience helping our clients find the right security solution in preparation for the audit process.

**Wireless Technology** — 802.11n high speed wireless products are another technology to watch in 2008. Some companies looking at updates of WLANs in the next year are considering the use of 11n products, which promise data rates of 300Mbps and throughput of 150M to 180Mbps.

**Unified Communications** — Business communication is about more than just phone calls. Companies are looking for solutions to integrate the support of multiple communications like voice mail, email, fax, data transfer and more. A converged network can support all types of communications by converting information to IP packets. NetWorks, Inc. is an authorized Nortel partner and a Cisco Express Unified Communications Specialist.

Let NetWorks, Inc. partner with you to deliver a complete network solution that meets the unique challenges your company faces. We have the experience, training and resources to offer a variety of solutions that meet the demands of rapidly changing technology.

**"Because the network is a strategic customer asset, the protection of its business-critical applications and resources is a priority."**

**John Chambers, Cisco  
Chairman and Chief  
Executive Officer**

## Just Released! Acronis True Image Echo Product Suite

All private and public sector organizations (businesses, schools, and federal/state/local governments) rely on servers, desktops and laptops to successfully move, manage and maintain vital information. This information includes more than data — it's all digital assets such as operating systems, databases, applications, configuration settings as well as files. What happens when these systems malfunction, software becomes corrupted, viruses spread, or natural disasters occur? Can you quickly resume operations to continue productivity anywhere in the world? Acronis® delivers comprehensive, reliable, and cost-effective backup and recovery products for your entire IT infrastructure using proven image-based technology. Acronis True Image Echo works seamlessly with both physical and virtual servers, as well as PC's and workstations, in either Windows® or Linux® environments.

While Acronis True Image Echo disaster recovery software is used to ensure the availability of data today, maintaining a copy of your digital assets goes beyond simple backup and restore. Today, as virtualization becomes more popular, people are using "backup images" for migration to and from physical and virtual environments. Uses include staging new servers before they go live, testing the performance impact of adding a new application to a server, and load balancing to easily move the assets between servers. The ability to proactively use the created disk image in ways beyond disaster recovery provides new value to the organization.

Acronis True Image Echo reads the sectors of your hard disk, creating an image of the entire disk, including all data and operating system components. It can even backup and restore individual files and folders on your hard disk while online — keeping users productive. With Acronis True Image Echo you have peace of mind knowing that your entire system is fully protected and can be recovered in minutes, not hours or days, in any disaster situation.

Acronis offers four editions of Acronis True Image Echo: Enterprise Server, Server for Windows, Workstation, and Server for Linux. To learn more, go to [www.acronis.com](http://www.acronis.com).

## IBM BladeCenter S—Big Benefits for the Small Office

Now IBM brings the power of BladeCenter to small and midsized businesses. Introducing IBM BladeCenter S, the industry's first blade chassis uniquely designed for small and midsized offices and distributed environments. Building-in simplicity and economy, BladeCenter S is designed to get big IT results from the smallest IT staffs.

### Highlights

- All-in-one—integrates servers, storage, networking and I/O into a single chassis
- No special wiring needed—uses standard office power plugs with 100-240V
- Flexible modular technology—integrates a family of IBM blade servers supporting a wide range of operating systems and applications
- Easy to deploy, use and manage—allows you to focus on your business, not your IT
- Helps build greener IT infrastructures — IBM Cool Blue technology delivers a portfolio of tools that helps plan, manage and control power and cooling

### Hardware Summary

- 7U rack-optimized chassis
- Up to six server blade bays
- Up to 12 SAS (3.6 TB) or 12 SATA (9 TB) or an intermix of the two disks
- Hot-swap and redundant switch modules supporting SAS, Gigabit Ethernet, and Fibre Channel options
- Up to four hot-swap and redundant load-balancing power supply modules
- High-availability midplane helps enable increased uptime and investment protection for future technologies

For more details, go to: <http://www-03.ibm.com/systems/bladecenter/hardware/chassis/blades/index.html>.



IBM BladeCenter S Chassis

## **NEW! Check Point UTM-1 Total Security** **All inclusive, all secured.**

Your budget is shrinking and your IT staff is juggling too many projects. You need support keeping up with the latest security updates and your email systems are under a constant barrage of spam, maliciously coded emails, and other threats against the messaging infrastructure. You need a complete solution and want to avoid having to deal with multiple vendors and their complex licenses. The solution is Check Point UTM-1™ Total Security™ appliances.

UTM-1 Total Security appliances are all inclusive, with everything you need to secure your network in one, cost-effective solution. Each appliance comes with comprehensive UTM functionality, centralized management for multiple sites, software subscription, security update services, three-year hardware warranty, and guaranteed reduced rates for extended technical support. Adding to their industry-most-proven UTM capabilities, these appliances include six dimensions of messaging security to protect your systems from spam and malware, as well as mitigate attacks against email servers and applications.

Check Point Software Technologies Ltd. ([www.checkpoint.com](http://www.checkpoint.com)) is a leader in securing the Internet. The company is a market leader in the worldwide enterprise firewall, personal firewall, data security and VPN markets. Check Point's PURE focus is on IT security with its extensive portfolio of network security, data security and security management solutions.

## **Pointsec Protector — USB Drive Encryption**

The presence of USB ports on laptops and PCs has driven the potential for serious data leakage occurring in your enterprise. These ports allow users to extract any data in an instant by connecting storage devices like USB flash drives, iPods or Bluetooth devices to company computers—making all enterprise computers vulnerable. The capability to copy sensitive enterprise data from corporate PCs onto these personal devices places your organization at risk of undetected data leaks, which you probably have no way of tracking even if you do detect them.

Pointsec Protector usb drive encryption from Check Point addresses the internal threat from unauthorized copying of enterprise data to personal storage devices through a combination of port management, content filtering, centralized auditing and management of usb port storage devices and optional media encryption. It plugs these potential leak points and provides a comprehensive audit-reporting capability of how data files move on and off these devices, giving enterprises complete control of their security policies.

- Deploys quickly, which meets compliance objectives and conserves resources
- Controls input and output on all connection ports
- Centrally manages devices individually by type, brand, or model
- Scales to meet the needs of any size enterprise or government agency
- Provides complete audit of device usage
- Integrates transparently with Windows 2000/2003 Active Directory and Novell eDirectory
- Maintains high productivity because the application runs transparently to users

## About Us

NetWorks, Inc. is a leading provider of computer networking and hardware procurement services for the Des Moines metropolitan area as well as for other areas of the Midwest. Our experienced staff can help you with any of your company's information processing needs. We specialize in local and wide area networking with extensive experience working with Novell and Microsoft. NetWorks, Inc. was founded in 1994 and has a staff of certified systems engineers that are available 24 hours a day. We value our client relationships and are dedicated to providing complete network solutions.

NetWorks, Inc. works with IT professionals to help support technology solutions that are critical to your organization's success. Our team is good at asking questions. It's the way we learn about the unique challenges your company faces. And because we serve a diverse group of businesses, we have experience enough to know it is rare that two companies require exactly the same solution. Our technical resources, experience, and creativity are unmatched.

Why not put us to work finding a solution for you? Let our experienced team help you solve your IT problems. We are locally owned and operated.

### HP Make the Upgrade and Save Mail-in Rebate 11/1/07 through 1/31/08

**Receive up to \$1,250!** Customers purchase a new HP color, mono or multifunction printer and save up to \$1,250 by mail when you recycle your old laser printer. Any brand of desktop laser printer is acceptable for trade-in, regardless of working condition (shipping and recycling of old printer is free). For more information on qualifying products and claim form visit: [www.hp.com/go/maketheupgradefall](http://www.hp.com/go/maketheupgradefall).

#### Service Offerings

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Security Assessments  
Storage Solutions  
Troubleshooting  
VoIP and IP Telephony

#### Preferred Partners

Acronis	Insightix
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Check Point	Nortel
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Citrix	PGP
CommVault	Revinetix
Compellent	RSA
Dell	ScriptLogic
EqualLogic	SonicWall
Extreme Networks	Symantec
Fortinet	WatchGuard
HP	...plus more
IBM	

## Contact Us

To request more information, please call or email us at: [sales@networks-inc.com](mailto:sales@networks-inc.com).

We would like to hear from you! Let us know your thoughts on this newsletter and what you would like to see in future newsletters.

To be removed for our mailing list, call 515-221-1290 or send an email to [aliciam@networks-inc.com](mailto:aliciam@networks-inc.com) and type "Unsubscribe" in the subject line.

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