ANDOR

To Our Valued Customer,

Andor Expo 2009 marked a significant event for Andor's IT calendar with the holding of Andor Expo 2009 themed Simplify Your IT. This year featured end-to-end solutions from Virtualisation to Security solutions to Document Management. All of the technology presented and exhibited focused on how Andor can offer you an all encompassing solution and in turn Simplify...

This year Andor and SOS partnered with industry leading IT professionals including: IBM,

Microsoft, Symantec, Webroot, Storagecraft, Citrix, APC, RSA, ELO, Fuji Xerox, Kodak, HP, Liveware and Logitech to provide you with a clearer understanding of how Andor may effectively serve you and your business.

Learning about the latest in HP technology

Expo '09 also marked the launch of Andor Managed Services. To find out more read about our product launch trial offers available, and what this can do for you and your business keep reading below.

We would like to thank all of our customers who were able to attend the event, and for those who missed out don't hold back on asking more about how we can help to Simplify your IT at sales@andor.com.au

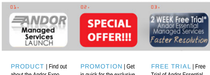
Andor/SOS MD John Smith opening Expo 2009

Until next time,

Warm Regards,

Wayne

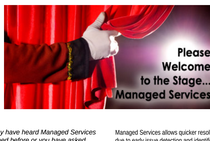
THIS MONTHS HIGHLIGHTS



PRODUCT | Find out about the Andor Expo Launch product Managed Services

PROMOTION | Get in quick for the exclusive deals offered from Expo '09

FREE TRIAL | Free Trial of Andor Essential Managed Services. Better Support, Advanced Reporting, Faster Resolution! *Exclusive offer for qualified applicants only



You may have heard Managed Services mentioned before or you have asked yourself "What is Managed Services and how can it benefit my business?"

Managed Services has become a very popular word in the IT industry. But like many industry 'buzzwords' its meaning has become diluted. So much so that some businesses see managed services as simply a term for outsourced IT services. But it is much more.

For most businesses, handling the day-to-day computer and network support issues is more than enough to handle. Can I reduce the level of spam entering my staff's inboxes? Can I receive email from my clients and vendors? Is the order entry system working so I can track that status of orders? Can my employee's access information anytime, anywhere?

But let's face it, most businesses in today's economic climate do not have the time or resources to control any or all of these basic everyday business operations effectively. For example, you may have the desktop and server maintenance under control, but what about new business opportunities that require a system or infrastructure upgrade? What about the growing levels of security threats to your network? Are you able to focus on long term IT plans that go beyond the monthly or quarterly issues you face?

According to Gartner around 40% of Australian Mid Market Companies are using some sort of outsourcing in 2009. This includes computers, servers, and network devices, web hosting and application management. This has resulted in more and more businesses turning to Managed Service Providers to help them move away from a traditional Break –Fix model.

Managed Services allows quicker resolution time due to early issue detection and identification of root causes for failure. Therefore, allowing you to focus on your core business activities, reducing costs and mitigating security and compliance risks.

However, there are many so called Managed Service Providers in the marketplace at the moment, many of whom claim to offer managed services when what they really do is remote monitoring and support. Whilst this is a step in the right direction, it is only one part of the solution.

True Managed Services however will provide business owners with an enhance level of confidence in their IT systems by providing ongoing support for all network operations. You will be able to offload specific IT operations that you do not have the resources to maintain. The MSP will assume ongoing responsibility for monitoring, managing and problem resolution for selected IT systems and functions on your behalf. Thus presenting your organisation with increased operational efficiencies and enhanced productivity.

Without reliable, managed support, continuous business growth cannot be sustained. In a highly competitive global marketplace reliable systems are a must to maintain an edge over your competitors. It important to find a Managed Service Provider that not only has sound technical skills but has strategic capabilities to align with your business.

Contact an Andor representative TODAY to discover how Managed Services can benefit your business.

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CLICK HERE

PRODUCT FOCUS FOR THE MONTH

NEW!! Managed Services

Andor Systems Responsive Program provides business owners with an enhanced level of confidence in their IT systems.

DESIGNED TO ASSIST WITH:

- Managing IT costs
- Visibility into network stability, security and performance
- Identifying security vulnerabilities
- Minimising data loss
- Implementing structured support process
- Minimising extended downtime
- Increasing speed and quality of incident resolution
- Effective planning for effective network operations and capacity

Contact Andor Sales today to find out more and recieve a 2 week Free Trial 02 4941 0922

ANDOR

MONITORING, SUPPORT & MAINTENANCE

Andor Systems Proactive Program provides business operators with ongoing maintenance, monitoring and support for all IT systems

DESIGNED TO ASSIST WITH:

- Unpredictable and costly downtime
- Minimising interruption of vital IT services.
- Managing IT Costs
- Identifying compliance uncertainties
- Ensuring reliability and stability of network devices
- Identifying security vulnerabilities
- Reducing data loss and extended downtime
- Implementing structured support process
- Minimising time and effort to fix problems

Contact Andor Sales today to find out more and receive a 2 week free Trial 02 4941 0922

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EXPO FEEDBACK

Customer Feedback from Expo '09?

"Expo 09' had a great range of suppliers offering a variety of technology. It was great to learn about the different solutions on offer"

"The real customer examples and presentations made the products really relatable"

"The Technology Partner sessions offered a indepth and specific information – it showed a real passion for the IT industry"

Contact your Account Manager Today if you would like to know more about anything that went on at Expo.

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SPECIAL OFFERS

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EXPO SPECIALS EDITION

expo 2009

SIMPLIFY YOUR IT

EXPO 2009

WEBSITE | Visit our New Look Andor website

CONTACT US | If you have any questions or enquiries please don't hesitate to contact us

EXPO FEEDBACK | Some Response from our expo customers

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