



More Expo Details Below

To Our Valued Customer,

In the rapid changing world of technology one relevant theme stands out, 'Simplify'.

Technology is ever changing and complex, and the challenges involved in keeping up with industry trends can be a full time job. Most SMB's and SME's (Small to Medium Businesses and Enterprises) cannot viably have in house IT. Relying on internal resources generally means one person devoting a large amount of their time to system support and maintenance which can then take away from the core business focus, leaving them little time to implement new technology solutions into the business. You would agree that the involvement and complexity of IT can at times seem daunting.

"At the end of the day it is the power of ideas, and ideas that drive us forward regardless of the economic environment", So what are we all looking for? Successful new technologies with more efficient ways of achieving strategic goals.

We are aiming to help you combat the pressures of trying to do it all through offering an all encompassing solution to meet your challenges with innovation. Andor Expo '09 will help you to 'Simplify Your IT'. Find out more [here...](#)

Until next time...

Warm Regards,

*Wayne*

STORAGE & BACKUP EDITION

SEPTEMBER 2009

[WEBSITE](#) | Visit our New Look Andor website

[CONTACT US](#) | If you have any questions or enquiries please don't hesitate to contact us

[CUSTOMER CONNECT](#) | Andor connecting customers and products

[EXPO 2009](#) | The Annual IT Solutions Expo 2009 - 'Simplify Your IT'

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**THIS MONTHS HIGHLIGHTS**

<p>01- </p>	<p>02- <b>SPECIAL OFFER!!!</b></p>	<p>03- </p>
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**PRODUCT** | Find out about the product focus for this month- San Melody Software

**PROMOTION** | Get in quick for this exclusive deal only for the month of September

**LUNCHBOX** | This month enjoy lunch while you find out about our Expo launch product - Managed Services



**expo Andor 2009**

Wednesday 23rd September  
Wests Newcastle

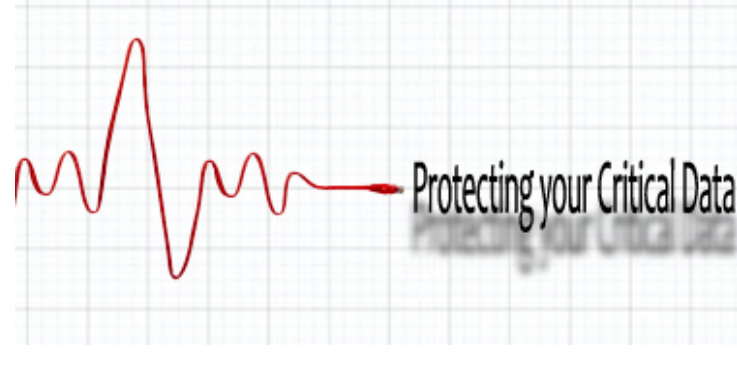
Technology Partner Presentation from 2pm  
Expo Entry 4:30pm  
Andor Presentation 5pm

[www.andor.com.au/expo09](http://www.andor.com.au/expo09)

Register Online Today:  
[www.andor.com.au/expo09/ExpoRegistration](http://www.andor.com.au/expo09/ExpoRegistration)

**Great Prizes to be WON!!**

See [Below](#) for EXPO Technology Partner Session Information



*Most of us know that we need to do regular backups; the truth is that many of us don't.*

There was a time you could back all of your work on a computer with a floppy disk. Today, when one file is generally larger than a disk it can become difficult to back up your own documents, let alone relying on dated options to back up your entire office. With your IT helping you accomplish your daily tasks, storage and back-up can become a growing challenge for a business to protect themselves from the threat of losing critical data.

Insufficient data storage and backup can be costly for any business. Whether it is the malfunction of use of point-of-sale systems, accessing archived files or even inventory management, the revenue impact of inadequate storage and backup can run into hundreds of thousands of dollars.

The impact on your business of losing information, customer histories, and corporate data can cause major business complications. What would you do? How much would this downtime cost your business? How would you recall this?

Industry data indicates that most organisations are grossly under utilising storage assets. Industry estimates reveal that the average storage utilisation is just 35%-40%. As a result this adds yet another concern to an already burdened IT department and their resources. The need for storage management is not only critical but is increasing.

A survey conducted by Symantec found that more than 79% of Australian organisations have experienced some form of data loss. Therefore, regardless of the type of business or industry you are a part of, not backing up computer files is an invitation for disaster.

Whether it be a corrupted file, human error, a malicious virus or even an unanticipated lightning strike most computer users will experience loss of some or all their data at some stage in their business life. Do not wait until you have something to regret before you take action to protect your data.

Looking after your data through the use of effective storage solution and backup will ensure that your company's IT infrastructure is secure and your critical assets are protected. The main objective is to reduce downtime, data loss and system failure.

*Take the proper precautions to allow for quick recovery from any type of data loss.*

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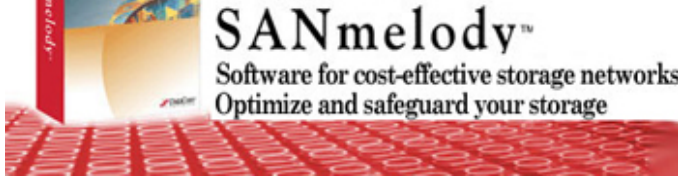
**Symantec Backup Exec 12.5 Upgrade Promotion**

For a limited time, new and existing Symantec customers can now upgrade to **Backup Exec 12.5** absolutely **FREE**, And receive a complimentary **copy of Storage Foundation Basic**, to help you backup your crucial data

Talk to **Andor Sales** today to find out more **02 4941 0922**

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**PRODUCT FOCUS FOR THE MONTH**



**SANmelody™**  
Software for cost-effective storage networks  
Optimize and safeguard your storage

DataCore SANmelody overcomes the high cost barrier and complexity of traditional SAN storage. SANmelody converts standard Intel/AMD servers, blades or virtual machines (VMs) into fully capable storage servers that virtualize disks and serve them over existing networks to application servers. They are simple to operate, take only minutes to install, and let you cost-effectively optimize, manage and protect data storage and disk space.

- SANmelody targets the Top 5 Storage Problems:
1. Cost-effective disk capacity expansion over Ethernet LAN IP/iSCSI networks
  2. Flexible Virtual Storage Infrastructures for Virtual Servers and Blade Servers
  3. Fast Disk-to-Disk Recovery solutions for Exchange and SQL
  4. Simple Storage Consolidation, Virtualization & Data Migration (SANmotion)
  5. Affordable Disaster Recovery (DR) and Business Continuance

SANmelody provides a full featured SAN productivity, for a lot less!  
DataCore provides a hardware independent approach to managing and virtualizing storage resources for Windows, Linux, UNIX, VMware, MacOS, Network servers. SANmelody™ software converts PC servers into cost-effective expansion disk servers that are:

- Simple – Add Disk Space Inexpensively without Downtime and Hassles
- Powerful – Record-breaking Performance, Faster Workloads and Backups
- Flexible – Fibre Channel and Ethernet LAN IP/iSCSI, Any Storage
- Cost-Effective – Stop Wasting Disk Space, Gain Productivity and Uptime

For more information on San Melody contact Andor Sales on 02 4941 0922

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FIND OUT MORE ABOUT THE EXPO LAUNCH PRODUCT

**LUNCHBOX**  
MANAGED SERVICES

24th SEPTEMBER  
12pm - 1pm

Andor Conference Room  
9 Griffiths Road, New Lambton NSW 2305  
RSVP: email [Expo@andor.com.au](mailto:Expo@andor.com.au)  
or phone Sharon on 02 4941 0922

*Learn about Managed Services for your organisation*

**Simplify Your IT**

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**CUSTOMER CONNECT**



*'We have dealt with Andor ever since we computerised in 1996 and have always been very happy with the service we receive. Andor support staff are always quick to respond to cries for help when something goes wrong. If they aren't able to physically be there immediately we can still get them on the phone to talk us through a solution until they can get to us in person.'*

**Barbra Nebart, Branch Security**  
**The Shop, Distributive and Allied Employees' Association**

**expo Andor 2009**

WEDNESDAY 23rd SEPTEMBER  
Wests Newcastle  
88 Hobart Rd, New Lambton,  
**Simplify Your IT**

**TECHNOLOGY PARTNER PRESENTATIONS**  
Registration from 1:30pm

2pm - SESSION 1 - Microsoft Small Business Server 2008

2:30pm - SESSION 2 - IBM Core Business Infrastructure

3:00pm - SESSION 3 - Symantec Productivity & Security Solutions

3:30pm - SESSION 4 - Webroot Web Content Anti-Spam

4:00pm - SESSION 5 - Storagecraft Disaster Recovery

LIMITED PLACES AVAILABLE - SECURE YOUR PLACE TODAY!  
Register online [www.andor.com.au/ExpoRegistration](http://www.andor.com.au/ExpoRegistration)

For More information visit [www.andor.com.au/expo09](http://www.andor.com.au/expo09)

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**Special Offer**

**SAN Melody Storage Virtualisation**

**BUY 1 GET 1 FREE**

Software for cost effective storage networks  
Optimise and safeguard you storage

Give us a call today to find out more!

**02 4941 0922**

Offer 1: Buy 5TB EntrySAN with support and receive a second set free - \$2,530  
Offer 2: Buy 1 TB EntrySAN with support and receive a second set free - \$4,430



Available only for the month of September

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**GO WILD**

**WIN AN AFRICAN SAFARI**

Purchase and Fuji Xerox Printer  
between 1 August and 31 October 2009 for  
your chance to win an African Safari\*.  
For every \$100 you spend, you'll receive  
1 entry into the draw.

**FUJI XEROX** 

\* For more details head to  
[www.fujixeroxprinters.com.au](http://www.fujixeroxprinters.com.au)  
or talk to your **Andor Account manager** today!



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