

P___100705
06fp40

IT Solutions from a Surprising Source

by Joseph Marion

As many of my readers know, this column focuses on things that are happening in the Technology Reseller and Secondary Markets. Most people think of the Reseller and Secondary Dealers as nothing more than new and used equipment salesmen. While it is true that a large part of that industry has to do with equipment, it is far from the only thing they do. As a matter of fact, I would argue that one of the MAJOR reasons to choose a Reseller is the unique perspective they bring to IT solutions. Manufacturers just see the world of IT solutions through blinders in that they act that the only solutions available must have their logo on it. Resellers have a broader view of IT solutions and usually are not “locked in” to any one manufacturer.

Most of the major “players” in the Reseller and Secondary Market belong to the Association of Service and Computer Dealers (www.ascdi.com). So, in preparation for this column, I contacted the ASCDI Membership and asked them to tell me about some of the unique and interesting services and products they provide. I was surprised and overwhelmed with breadth of responses I received. Here are just a few of the solutions they told me about.

AS/400 Communications

e-Twinax controller by BOS is a twinax controller that provides an easy way to remove ALL SNA TRAFFIC from your network by communicating in a protocol which is native to the IBM AS/400. www.midlandinfosys.com

Asset Management

LAMP is a secure Web-based portal that allows customers to take control and manage their assets, maintenance programs, disposition services, and leasing programs. www.elasalle.com

Business Software

SAP Business One is an integrated business management solution that offers the comprehensive assortment of capabilities including general ledger, banking activities, service, sales, inventory operations and more in a scalable solution. www.nsiserv.com

Data Mining

New Generation Software streamlines queries to the AS/400 and iSeries by reducing the steps needed to drill down information needed by users and presents it colorful easy to read reports that can effortlessly be modified and emailed. www.midlandinfosys.com

Data Protection

Three Pass Data Overwrite for Intel based products utilizes a specific process that the Department of Defense has established a standard for to offer the highest level of data (erase) protection available. www.Re-SourcePartners.com

Down Time Planning

Vision Solutions High Availability supplies a variety of solutions that increase machine availability during downtime such as tape backups, OS upgrades or disasters. www.midlandinfosys.com

Drug Testing

TrackMyResults is a Web-based suite of easy-to-use and easy-to-adopt services that manage drug testing programs. www.alphagenusa.com

E-Server Disk Solutions

This company provides a 32GB OEM solution for the IBM p5 and i5 eServer 570 which is 100% compatible with the IBM's original feature. www.street-technology.com

E-Waste Recycling

This company provides data eradication services and e-waste recycling for PC's, Laptop, and Servers in compliance with new legislation which raises the level of accountability for companies and executives on E-waste disposal. www.r3systemsgroup.com

i-Series Solutions

This company provides a host of solutions for the IBM iSeries which will allow IT Managers to integrate rich media assets into the production environment , provide document imaging and enhance security. www.nasi.com

Sun Microsystems Troubleshooting

The Detective for Sun equipment is used by System Administrators and Technicians to configure, troubleshoot, diagnose, repair and administrate their Sun Microsystems workstations and servers running all versions of Solaris. www.sundetector.com

Performance Management

Tango 04 Products for AS/400 and iSeries can monitor AS/400 and iSeries systems to pinpoint performance bottlenecks and automatically allocate system resources to reduce job response time as well as monitor error messages and automatically respond with user pre-programmed responses. www.midlandinfosys.com

Private Networks

This company provides private networks for replication, hosting, disaster recovery and business continuance with a focus on regulatory requirements providing the necessary services to be compliant with Sarbanes Oxley, HIPAA, SEC, and NASD www.itgl.net

Retail Solutions

Elite LossPREVENTION provides retailers with the tools needed to successfully reduce internal shrink and optimize training deficiencies. www.xcc.com

Security

bSafe for IBM AS/400 and iSeries provides security monitoring and management which can manage users, groups, security clearance levels as well as a number of other criteria to protect your AS/400 or iSeries from security breeches. www.midlandinfosys.com

Server & Storage Enhancement Services

This company provides services which will help IT Managers with systems and storage virtualization which will allow companies to "borrow" processing and storage resources from currently idle servers and storage arrays to boost the speed and expand on demand storage capacity. www.evolvingsol.com

Virtualization

VMware allows multiple servers to be run "virtually" on one piece of hardware running under Windows or Linux. www.nsiserv.com

As I said before, this is just a sampling of some of the solutions which can be found from companies most people would think of as "new and used equipment dealers." In upcoming Processor columns I plan to focus in on these and other solutions which are available from the Reseller and Secondary Market Dealers which I feel are unique and will offer value to the IT community.