



Welcome

McData acquires CNT (see www.cnt.com site for complete announcement)



- Over the last years we have noticed that some of our suppliers have been acquired and even some have disappeared from the market.

- Acquisition is a normal evolution for companies that must maintain a leading position and at the same time accept that the market is continually changing. This strengthens the importance of using **independent integrators** like TSS who can provide and provision appropriate solutions that can remain as much as possible vendor independent, while fitting into business requirements of our customers.

- We will continue to serve all of our existing CNT customers ranging across the Nordic region and parts of Northern Europe with our team of experts and with an added value of having our own spares and providing 7/24/365 global service offerings.

- The integration between McData and CNT looks very promising; this will enable us to work with an enhanced set of solutions from an even stronger partner. We will continue to deliver applied solutions that are in tune with our customers' highest expectations.

- Integration work between the two companies will soon start and we are looking forward to see the outcome in terms of product portfolio, service offerings and future directions.

- Currently TSS maintains over a hundred CNT nodes as well as several Inrange Storage Networking Solutions that are spread over the Nordic region. The TSS strategy is to select the most appropriate products that are adapted to our Customer specific needs and then to combine these with the best financial solution.

- We subsequently provide this in a global package which includes all appropriate services starting prior to installation and then continuing all the way through to production.

- TSS does not focus anymore just in delivering to customers, products that fit to their requirements. Instead we prefer to extend our offer with a complete service starting from implementation to continue during the numerous years of operation, respecting our committed Service Level Agreement at an agreed Total Cost of Ownership. This is only possible because of our internal expertise in all aspects of our engagement, including the capacity to design architectures that are vendor independent.

- Consolidation of IT infrastructure at major companies and institutions is today a common fact, however over the next couple of years, we should see an increasing number of large mergers across the Nordic region. The solutions and services we provide at TSS will be very effective for these types of environments!

We will keep you updated on this exciting integration!

Regards,

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CreekPath signs a Nordic partnership with TSS



Storage Operations Management is one of the keys to improve efficiency and lower the cost for many Storage Managers. With growing amounts of data, heterogeneous storage infrastructure, and limited resources, these kinds of tools will help to define and deliver a solid and long term storage strategy for any large organization.

Many tools on the market are either proprietary or has very limited functionality. With CreekPath we are able to live up to many customers' demands for an independent tool, which can both monitor and actively manage a complete storage infrastructure.

- Based on a Supply Chain Architecture and following the SNIA SMI-S standard, any environment is possible to manage with CreekPath Suite, says Jan Enegård, responsible for the CreekPath portfolio at TSS.

We look forward to meet with you and discuss Storage Operations Management (SOM) further.

For more information about CreekPath visit:

www.creekpath.com

For more information and arranging a meeting, contact Jan Enegård, TSS Sweden AB.

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CryptoStor™ SAN VPN



High-Performance Storage VPN Appliance

NeoScale CryptoStor SAN VPN enables companies to securely run real-time storage applications (e.g., synchronous mirroring, SAN to SAN inter-connect) between sites in a MAN.

SAN VPN is the first appliance to provide **wire-speed** Fibre Channel link encryption and compression in order to secure SAN extension applications without any change to the storage application or devices.

SAN VPN also enables customers to extend their SANs across long distances (up to 460km) without performance degradation by providing buffer credits.

- We see this type of Data Security solutions being more and more frequent. With increasing regulatory demands on keeping data safe, customers recognise the potential risk when leaving a High-Security Data Center out on leased lines or even public lines. The solutions from NeoScale is quick and simple to implement, yet it delivers according to the highest security standards.

The CryptoStor family also includes: **CryptoStor FC** and **CryptoStor Tape**.

Please get in touch with us and discover how security can work for you !

[Read more..](#)

Networking Services

Talk to the experts



We at TSS are continuously developing our offerings to complement smart solutions with **adequate, precise and skillful** services to fulfill our commitment to deliver complete solutions.

The consultancy services we offer are carefully tailored to assist our customers in planning, implementation, migration and delivery within the storage and storage networking environment

This is some of the services we have delivered recently to various customers, using our core competence in this field:

- **Storage and SAN Workshop:** TSS together with our joint experts at CNT, will collaborate with your storage team to explore issues relevant to your Storage and SAN infrastructure. We will help you identify your key objectives, including growth, flexibility and scalability, discuss the pros and cons of various storage and SAN architectures, and outline possible solutions and next steps.
- **ESCON to FICON Migration Workshop:** TSS consultants work collaboratively with your storage management team to identify the unique elements within your environment that might benefit from FICON, and educate you about the key issues to consider in the migration.
- **Managed Services:** Ensure your enterprise storage network systems are monitored, managed, and optimized around-the-clock with TSS' tool- and process-oriented proactive management solutions.

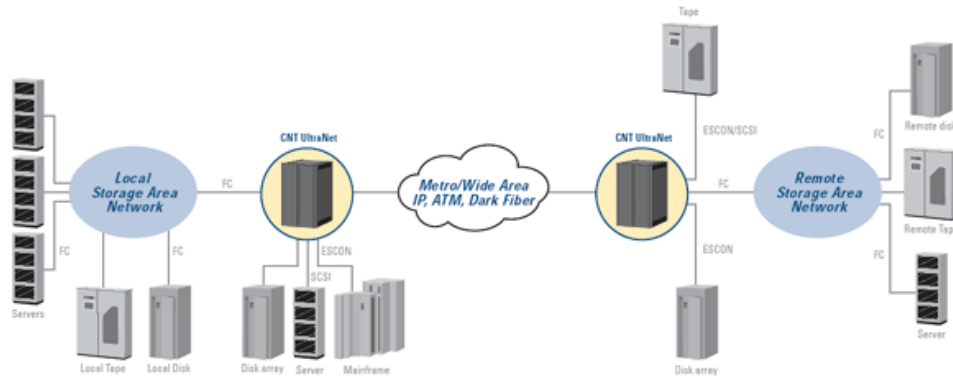
Benefits to Your Business

- Reduce costs of managing your storage infrastructure
- Allocate your resources to more strategic activities
- Allow you to focus on your core competencies
- Gain access to highly trained experts
- Improve bottom line performance
- Reduce downtime
- Reduce risk

Please contact us at TSS to find out more...

Case Studies

The good news in cost justifying business continuance



The cost of business continuity is declining, even as its value increases, thanks to declining hardware, software, network management and wide area bandwidth costs. The sharpest decline has been in the cost of wide area bandwidth, thanks to de-regulation of government monopolies and the introduction of competition, as well as technological advances.

These include:

- IP storage networking to leverage inexpensive and readily available IP bandwidth for deploying business continuance applications
- Compression to get more throughput from existing bandwidth
- Wide deployment of optical fiber and dense wavelength division multiplexing technology IP storage networking

Technology has evolved to make IP a powerful option for serving as the backbone for business continuance applications.

By merging storage and IP in the IT department, companies leverage existing staff skills and management tools. At the network level, IP storage leverages the existing IP switch/router infrastructure, minimizing capital investments. And companies lower the total cost of ownership by sharing bandwidth costs between storage and client/server applications.

Compression

While the cost of bandwidth has been declining, it is by no means an insignificant factor. Efficient bandwidth utilization is key. Technology is available that compresses the data, reducing bandwidth use and maximizing throughput. Some companies have found that the reduced bandwidth requirements can represent savings that outweigh the cost of implementing their new storage solution.

Dark fiber and DWDM technology

Those companies that have access to fiber optic cable have the ability to take advantage of one of the most cost-effective and scalable network connection options available to support business continuance applications in Metro Area Networks. Dense Wavelength Division Multiplexing and Time Division Multiplexing (DWDM/TDM) products provide economical multi-Gbyte/sec bandwidth across a single fiber optic cable. And they support the consolidation of multiple inter-site links and networks.

The advantage is scalable capacity without leasing or installing multiple fibers. Companies can achieve single-fiber capacity of up to 64 ESCON channels or dual-fiber capacity of up to 128 ESCON channels over distances of up to 80 kilometers.

Bandwidth availability such as this is a key force in the decreasing costs of connectivity. As a result, customers are finding it more cost-effective to interconnect SANs in support of their business continuance strategies.

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