

Technology Briefing

The Newsletter of the M7 Group



Autumn 2007 - Issue 2

M7 - a new approach to IT Services

Since M7 Managed Services Ltd acquired the assets and employees of WASP IT, the Cardiff based IT Services provider, business performance has exceeded all expectations.

Hosting a wide range of Business and Manufacturing solutions, M7 provide support to over 35 customers throughout Britain, Europe and recently Asia and The Middle East. The company has attracted a great deal of interest in both it's Services and Business Model.

Utilising 'Software as a Service' model (SaaS), the company hosts applications from Infor and Microsoft based on an IBM and Cisco infrastructure. Other managed service solutions include hosted Office Solutions, a Managed Exchange service and an off-site storage and Disaster Recovery Service, much in vogue with Finance Directors at the moment. All these solutions are available for a low cost, fixed monthly fee over a three year contract.

M7 has also partnered with IBM Global Services to extend its range of Service offerings.

Complementary services include multi-vendor maintenance, desktop managed services and mobile Disaster Recovery facilities. Other IBM services available through this partnership include some innovative solutions around RFID (Radio Frequency Identification), Industry specific business consulting and IT security services.

'We are delighted with the relationship we have developed with M7. Their staff have a wealth of both IT and IBM knowledge and understand how to maximise the benefit that the partnership with IBM can have in meet-



ing their customers requirements' said Guch Manku, Channels Leader for IBM Global Services - UK, Ireland, South Africa.

"Our flexibility of approach and large asset base allows customers to run their complete business on M7 Infrastructure in our Data Centre", said Neil Cornish, Managing Director of M7.

"Alternatively they can host their systems here utilising our managed services or acquire equipment from us to run on their own site with our remote management, back-up and disaster recovery services".

Operating Systems supported include Microsoft, AIX, Linux and OS/400. Calls are taken in the M7 call centre at Nantgarw, Cardiff, which also hosts an Education Centre and Conference facilities.

For more information about their range of IT Managed Services, MRP Workshops and User Group, please call Neil Cornish on t: 01443 657100 or e: ncornish@m7ms.co.uk

M7 User Group Event

As you may be aware, during July of this year M7 hosted their inaugural User Group event at their technology and education centre based at Nantgarw. Due to the success of the event and the resultant positive feedback from those who attended, we are planning a second event to be held at the HQ in December.

The objective of the User Group event is to provide a hub, which is used to introduce new and topical technologies to both local and not so local organisations. The demonstrations are free and, from an M7 perspective, contain no direct sales agenda, merely providing you with an opportunity to find out a little bit more

about what technologies are available and how they may benefit your business.

Agenda:

- 1.30 Pre event Coffee and Biscuits
- 2.00 Introduction – M7
- 2.15 Sana Security - Protecting your identity
- 2.35 Vista - A demonstration of Microsoft's new Operating System - Microsoft
- 3.10 - 3.30 Break
- 3.30 New technology announcements from Lenovo - Lenovo
- 3.50 Securing your data - new storage announcements - IBM
- 4.15 Voice Over IP - A low cost hosted solution - Broadsoft
- 4.50 Christmas themed buffet, some mulled wine or soft drinks.
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Presentations will be conducted by the product or service provider / manufacturer and questions will be welcome.

To book places, please contact Verley Ashman t: 01443 657100 e: vashman@m7ms.co.uk

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M7 invests in IBM Storage Academy

The IBM Storage academy is an initiative set up by Bell Micro and IBM to increase the number of skilled storage specialist consultants in the business partner channel. The academy students are all recent University IT graduates from across the UK who have passed a two phase screening process before being interviewed and accepted on the Academy.

Mark Whalley was a much sought after candidate by the BP community and M7 are delighted he joined the business in July as part of this initiative. He is now 4 months into his training and will be taking exams in January to gain two IBM storage accreditations.

The training course is scheduled to take around one year to complete and is structured into several sections all pre-arranged through Bell Micro. These sections consist of practical "hands on" training courses and large amounts of self study using IBM Storage Red Books. Mark is currently working with IBM storage subsystems and storage networking covering the DS3000 and DS4000 series, an introduction to Cisco and Brocade switches and also the nSeries family.

The second section will focus on the SAN Volume Controller, TSM, Business continuity planning and also some of the more advanced

functionality of the IBM Storage family. 'From the knowledge I have gained so far,' says Mark 'the DS3000 and DS4000 series external storage enclosures could be a great asset for any small to medium sized business in order to manage increasing demand for capacity and data availability. It comes with intuitive yet extremely powerful management software to simplify the operation of the system'.

Once the training course is complete Mark and each of the other nine academy students will have gained several IBM storage accreditations allowing them to design, install and support IBM storage systems.



Mark Whalley

These new skills will be complementary to the wide range of IT infrastructure skills within M7 that enable the company to design, deploy and manage their customers IT environments.

IBM Roadshow to visit M7

The IBM Systems Technology Truck is scheduled to make it's first ever trip into Wales, to support the M7 user group event - focused on The Green Issues Surrounding I.T.

Currently touring Europe, the 36 tonne unit is equipped to showcase IBM's latest hardware as well as promoting awareness on issues such as energy efficiency.

The Truck will complement speakers at the User Group event, which is to be held at the M7 HQ on March 11th.

For more information on this and other M7 user group events, contact Neil Cornish t: 01443 657100 e: ncornish@m7ms.co.uk



IBM Launch Christmas Campaign at M7

M7 were visited by one of Santa's Reindeer at their offices in Cardiff prior to the launch of a new Marketing Campaign by IBM. The 7' antler clad sleigh puller dropped by to ensure M7 staff were briefed on the range of IBM special offers available over the festive season.



IBM have announced new products, new pricing and some fantastic leasing offers to make IBM servers and storage fantastic value in the run up to the festive season. And for orders placed before 14th December special delivery by Father Christmas can be arranged! (Rest assured that M7 Staff will install and support it for you!)

If you are considering new infrastructure for your business please call the M7 IBM hotline and we'll let you know about the latest offerings from IBM. Telephone Martin Tipples on 01443 657100.

STOP PRESS:

Rollpack sign MRP123 Agreement with M7

November 14th, Cardiff.

Today M7 announced that Rollpack, a new South Wales Company based in Merthyr Tydfil, had signed a solutions supply agreement with M7.

Anthony Rolls, MD of the Medical Wipes manufacturing company, said 'We are delighted with the new relationship with M7. Their staff have been extremely helpful during the IT selection process, working closely with us to find an appropriate solution for our business. We look forward to working with them as we both grow our businesses over the coming years'.

Microsoft Office Sharepoint Hosting

A summary of options for M7 hosting Sharepoint

by MARTIN TIPPLES

M7, a Microsoft Services Partner, has developed a range of hosted offerings for Microsoft Office Applications.

The example below shows the options for M7 hosting SharePoint. Typically these would include departmental solutions such as HR Applications or a secure environment for your Board of Directors. Board minutes and actions can be hosted off-site in a secure environment and remove the need for e-mails containing sensitive information passing between Directors and sitting in multiple in-boxes on multiple drives. The prices include the use of the licences so you do not need to purchase

anything else from Microsoft, removing the up-front costs often associated with deploying these solutions.

M7 provides a full range of hosted solutions including Office 2003, 2007 and Exchange. For companies considering moving to Office 2007, a hosted solution ensures company wide standardization and compatibility of documents. This can especially be a problem for multi-site businesses.

For more information on our hosted services please contact Martin Tipples t: 01443 657185 e: mtipples@m7ms.co.uk

Service Type	Bronze	Silver	Gold
Servers	IBM HS20 Blade Server	IBM HS20 Blade Server	IBM HS20 Blade Server (Farm)
	2 core XEON 1GB RAM	2 core XEON 2GB RAM	2 core XEON 4GB RAM
Server configuration	MOSS runs in stand-alone mode. Cannot add additional servers to a server farm	MOSS runs in stand-alone mode. Cannot add additional servers to a server farm SQL configured on standalone server	MOSS runs in Server Farm mode. You may add additional servers to accommodate future growth. MOSS installed on application server SQL configured in failover cluster.
SQL 2005 version	MS SQL Express	MS SQL Workgroup	MS SQL Standard
Database storage	4 GB	10 GB	30 GB
Web server storage	2 GB	5 GB	15 GB
Licenses included in per user fee	Windows Server web 2003, SQL Version licensing, MOSS licensing	Windows Server web 2003, SQL Version licensing, MOSS licensing	Windows Server web 2003, SQL Version licensing, MOSS licensing
Setup fee	£450	£550	£900
Monthly hosting fee per server	£400	£550	£825
Monthly user fee per user	£9.76 per user	£12.85 per user	£15.32 per user
SSL certificate for the web server	£220 (one off)	£220 (one off)	Price based on configuration
Additional database storage	£2 per GB per month	£5 per GB per month	£5 per GB per month
Additional web server storage	£2 per GB per month	£2 per GB per month	£2 per GB per month

M7 Partnerships

Simple solutions for complex business problems... We understand business, but to build the right solutions for our clients we've partnered with World class leaders in technology.



Integrated, end-to end solutions based on a range of IBM Technologies and complementary products and services.



Innovative Technology and Design features to help clients keep the competitive edge.



Extended ERP platform allowing manufacturers to improve efficiency to sell and deliver more with less.



Solutions that increase the communication and collaboration capabilities of any organisation by bringing together the Microsoft product family.

M7 offer 123mrp.net manufacturing software

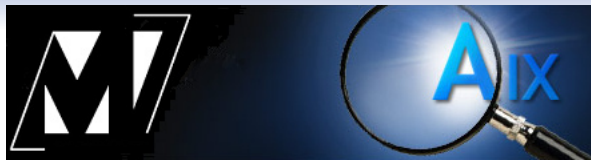
M7 offer 123mrp.NET Manufacturing Software.

123mrp.NET is a true .NET software application based on Microsoft SQL as the underlying databases and is designed to work with standard PC hardware and Microsoft operating systems & office applications.

This advanced technology means that 123mrp.NET offers the highest standards in reliability, speed, usability and capability including:

- Multi-currency
- Multi-company
- Web & Email enabled
- True Windows Client / Server
- Directly links with Excel and Word

To find out more about 123mrp, please contact Rob Price t: 01443 657100 e: rprice@m7ms.co.uk



M7 AIX course

Linux on Power: Knowledge with extra POWER

Server consolidation is rapidly becoming recognized as one of the best ways for businesses to increase IT efficiency while reducing overall costs. System p servers include both the leadership performance and the proven virtualization capabilities to enable a successful consolidation of your applications on the AIX 5L and Linux operating systems.

M7 are to run an intermediate level hands-on workshop for IT professionals who have had no experience with Linux / AIX on IBM System p5.

The two day course will include how to install and configure an IBM System p505 server, including installation of IBM Virtual I/O Server (VIOS), how to set up and manage virtual Linux and UNIX machines side by side, and how to set up your own Linux based Apache Web Server.

After the course you will be able to take the server with you so you can practice what you have learned at home or in the office.

M7 - Client testimonials

During the past 6 months M7 staff have worked hard at meeting and exceeding our customers expectations. Underpinned by the core values of the business the company has extended it's range of services and customers and is now establishing itself as a leading Welsh based IT Services Supplier. However, it is easy for us to make these claims but it means a lot more when our customers say them. Here's some of the things you have been saying about us.

Clive Stinchcombe, Sales Director – Beatus Cartons Ltd.

“M7 Managed Services Limited are the current suppliers of our IT systems. They took over our previous supplier (WaspIT) in May 2007.

Topics

- Introduction to IBM System p5
- ◊ The IBM System p5 platform
- ◊ Hardware management
- ◊ Virtualisation (Virtual I/O Server and Integrated Virtualization Manager)
- Installation and Configuration of the virtual I/O server
- Introduction to supported operating systems
- Installing operating systems into logical partitions
- Cloning of logical partitions
- System management
- ◊ System management tools for the supported operating systems
- Add-on tools and applications
- ◊ Apache Web server
- ◊ Monitoring tools
- ◊ GUI based tools for remote control and system administration
- ◊ Service and productivity tools

The £2500 fee includes buffet lunches and an IBM p Series server. For further details please contact Neil Cornish t: 01443 657100 e: ncornish@m7ms.co.uk

Since that time we have noticed an improved level of service on our IT requirements with designated points of contact and increased response times. There is a real desire to improve the services they offer and to give excellent Customer Support. The staff are extremely helpful and always on hand to answer the smallest of queries.

Although M7 Managed Services Limited is in it's infancy the staff are not – there appears to be a wealth of experience and understanding throughout the organisation.”

Mark Homer, Purchasing & Materials Director - JTEKT Automotive UK Ltd.

“Since taking over the management of our IT systems M7 Managed Services’ performance has exceeded our expectations. Our drive to-

Syteline Fault Finding

SyteleLine is not reporting what I expect!!!

A recent client of M7 reported to us that for a number of years incorrect information had been transferred to their general ledger. This was due to their system being incorrectly set up during the initial implementation.

M7's consultants were able to identify and rectify the problem quickly and provide the users with some hands on-training, helping them to use their Syteline Systems more effectively.

If your business is using Syteline and all the background parameters and the initial mapping of business processes to SyteLine functionality have not been completed correctly, there is a chance your system will not record or report your business data accurately.

So if you think your Syteline system is not reporting what you expect, M7's consultants can provide a step by step analysis of your Syteline system's parameters and identify why your system is not reporting the information you expect. For further information or support please call Paul Cameron on 01443 657100 or e-mail pcameron@m7ms.co.uk.

ward excellence places a high level of demand on our service providers and business partners. This is particularly the case with regard to our IT system and, in this respect, M7 have consistently met those demands providing a timely, accessible and, above all, flexible service at all levels of the business”.

Our thanks to clients who've remained loyal to us during the year, and to all our new customers recently aboard. We look forward to providing you all with the highest levels of service and we hope to see you soon at one of our forthcoming events.

Dates for the diary

Forthcoming dates for your diary

- MRP 123 Workshop November 13th 2007
- Autumn User Group December 4th 2007
- MRP 123 Workshop December 11th 2007
- Spring User Group March 11th 2008
- Cheltenham Gold Cup March 14th 2008