



QUATTRO NEWSLETTER

Read Me

What We Do

What We Sell

Other Bits

First things first

Yes - This is the Quattro newsletter and Yes - it is full of info about who we are, what we do and what we sell but more importantly than that, this is your newsletter too!

So read me and don't throw me away because you never know when you will need to look at me again. It might be today, tomorrow, next week or even next year but you will be glad you kept me for that moment when you say:

"I read about that somewhere once! That would help me no end".

If that doesn't make you keep me then spare a thought for the nice man that spent hours putting me together.

So what's it all about?

Thought you'd never ask!



Which Quattro is your Quattro?

You may know us as experts in the system i and p arena and whilst you would be right there is much more to our skill set than that.

We are known for providing our customers with clear no-nonsense advice and guidance in all areas of our expertise.

The company boasts a level of skill and exposure that will cover virtually all System i and p family customer requirements.

Our customers have said they regard us as their "Trusted Advisors" in all matters related to their IBM systems environment and infrastructure; we would like to do this for you as well.

We aim to become an integral part of your technical support team ensuring that you always receive the highest level of technical skill and advice available for the continued smooth operation of your IBM Systems environment.

Using Quattro increases the skills available to you and complements your existing technical staff without the need for full time contractors for your more complex IT requirements.

To find out more about how Quattro can help you and your business call us today!

Delivering The Complete Service, At A Fraction Of The Traditional Costs

Quattro have been helping their Customers implement complex application software solutions for years – but we've never told you!

The usual scenario of supplying and implementing a hardware solution frequently leads to our skills in understanding data and software being called upon to help with the transition to a new business application – often helping smooth the way from drawing board to that crucial go-live day.

Anyone with at least five years in IT must have experienced the all too common situation. A new package is selected, the target platform is delivered, then what; a room full of contractors, missed deadlines and rocketing costs, with no sign of an end to it all.

"Linking the project together"

Furthermore, users who can experience some of the modules which are actually ready then find key pieces of information have 'gone missing' because data migration wasn't recognised as something which needed to be a piece of work in it's own right. At the extreme I have heard of situations where data is completely left out of the new system because the schema has already been accepted and there isn't time or budget to go round again. The result - a costly phased cutover potentially confusing to the users with the legacy system staying online as well.

So – what is the answer? You will need to turn to page 2 to find out!

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Delivering The Complete Service (Continued)

So – what is the answer?

Well – those with a bottomless budget can indeed fill their offices full of contract Project Managers, Consultants, Business Analysts, Developers, Technical Analysts... the list goes on.



However – be prepared to spend some of that budget on the 'ramp-up' period while everyone gets to know the business and each others skills, strengths and weaknesses as complete strangers are brought together to deliver your project. Be prepared for methodologies which are not interpreted or 'sized' for your solution. (We must have all heard 'never again' where Prince2 overhead has almost overtaken the actual implementation work for a project where a pragmatic approach wasn't adopted.) Also be prepared to source more technical analysts and even your own developers – when you find the software vendor tells you 'interfaces were not in scope' and they don't have resource anyway.

“Is there another way?”

Well, if you've let us supply, install and configure your IBM hardware and operating system environment how about letting us make use of our Project Management skills, Data Migration expertise and Software Delivery experience to provide you with a single supplier who is prepared to take ownership and responsibility.

If your project involves an i5 Operating System we can help. It doesn't matter if you're moving onto or away from i5, or even moving from your creaky old AS400 to a new System i, we have experience of all these scenarios; we also have experience of consolidation projects - the largest taking seven systems into a single footprint.

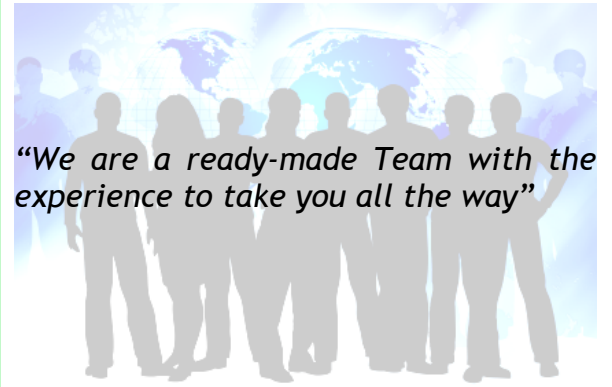
We are a ready-made Team with the experience to take you all the way.

If we didn't supply your platform then let us deal with your suppliers for you - we talk the same language!

“We can be the glue that helps bring together your disparate systems”

Software skills at your disposal include: RPG (OPM and ILE), Lotus Domino, C#.net, all versions of Visual Basic, VB.net, HTML, ASP, ASP.net, SQL, XML, Delphi, Java Script. Database platforms include DB2 on System I, SQL/Server, Access.

We are: Prince2 Certified Practitioners, with a practical approach where our projects do not disappear under pointless paperwork and processes. We also have proven experience of delivering Configuration Management and Build Engineer services under the ITIL Framework.



Our System i technical skills: and knowledge are a given – we frequently carry out Security audits and provide Security consultancy to help with package-selection; so you do not have to rely upon the usual phrase from your software vendor "it's taken care of by the package". We also have many years of Change-Control experience and know what to expect from a product. We have proven experience of helping identify performance bottlenecks and in some cases our recommended index changes have seen considerable improvements in throughput for an application going through early teething troubles when realisation sinks in that the solution just isn't scalable. Our experience with all flavours of High-Availability (we perform Audits as well as deliver solutions) means we can also help customise and optimise a solution which is tailored to the business and application requirements.

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Save £'s Off Your Electricity Bills

Have you ever wanted to clear out numerous cables that surround your IT systems?

Now you can with an IBM BladeCenter® by integrating servers, storage and networking. The IBM BladeCenter® is helping companies of every size and type clean up their offices and data centers.



Key to this is the ability to invest in technology that allows you to grow and meet your needs without the loss of simplicity. Blade servers are all in one, easy to deploy, use and manage. They are flexible and energy efficient. They feature a single interface and are scalable beyond the initial configuration.

Quattro are proud to be an IBM business partner and as such are able to provide the most cost effective and economical solutions to any kind of hardware requirement regardless of the size of your business.

Call us now to see how we can help your company.

Protect Your Data

Paranoia3 is the latest addition to the DISUK Ltd's range of Paranoia tape encryption appliances.



Based on previous proven encryption appliances, Paranoia3 delivers increased speed, AES 256 tape encryption and increased flexibility whilst still maintaining the idea that any encryption product should be simple to use, require minimal management and be easily implemented into an existing IT environment, regardless of current equipment.

Given the number of incidents over the last 12 - 18 months where sensitive data has been lost or exposed due to a lack of secure encryption, it is no wonder why Paranoia has been so successful. Paranoia3 is at the cutting edge of encryption technology.

Hundreds of Paranoia encryption appliances have been sold in the last year and Quattro has been at the forefront of their supply and installation. Our clients have included two major international banks as well as one of the UK's largest charities.

To find out more about Paranoia3 and to see how it can help protect the data in your business why not give us a call?

Annual Cost Of Running iSeries Reduced By 90%

Are you a customer with an older AS/400 or iSeries server? You know it really needs to be replaced but are you concerned about the cost? Did you look at Power5 a couple of years ago but put off by 5250 costs?

Well, it's time to look at Power6!

The table opposite shows a high level comparison vs. an iSeries 820 and a Power5.

Plus Power6 includes:

- reduced power consumption
- reduced footprint
- reduced heat output so reduced cooling requirement
- spare processing power to take on additional workloads
- The ability to still be able to run Linux, AIX, windows workloads, hence ideal consolidation platform

	820	Power5	Power6
Processor	1100/120 CPW	3000 CPW Enterprise	4300 CPW All available for interactive
Disk	20 x 17GB RAID	5 x 70GB RAID	5 x 140 GB RAID Hot spare
Memory	1GB	8GB	8GB
Tape	LTO2 - 200GB	LTO3 - 400GB	Integrated LTO4 - 800GB
Rack	No	Yes, included	Yes, included
Configuration	£209,023	£24,276	£25,287
Enterprise Feature	£57,256	£34,449	N/A
List Total	£266,602	£58,775	£25,287
3 Year Subs	P30 - £50,000	P10 - £7,780	P05 - £2,274
3 Year h/w Maint	£30,000	£8,172	£4,032
3 Year Total Cost	£350k	£75k	£32k

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Down On The Farm

No don't worry, Quattro haven't expanded into the pig farming business (yet!) We have, however moved to new premises.

The moved has enabled us to operate from a better working environment in much more pleasant surroundings.

The farm in question, where we are now based, is in the rolling country side near Tamworth, West Midlands.

Our offices are in a newly renovated barn conversion on the site of a working farm.

It certainly makes for some unusual sights (and smells).

If you have not already updated your records the new address is Quattro Consulting Limited, Rock Farm, Seckington, Tamworth, West Midlands, B79 0LA.

We believe that a better working environment for our staff means that they will be happy in their workplace. This will hopefully be evident in your dealings with us.

Customers have used us to:

- ✓ Develop real-time credit checking API for a bespoke Order Processing system.
- ✓ Develop interfaces across diverse platforms for control/tracking of warehouse stock.
- ✓ Provide automated data-extracts from DB2 down into PC-based applications.
- ✓ Create real-time EPOS application utilising existing Finance package and other products already in use (no further software purchases).

Customers have said:

- ✓ Quattro were able to see the big picture while staying focussed on delivery.
- ✓ Quattro were able to communicate at all levels from Trainee to Board.
- ✓ Quattro were able to flex to meet revised requirements.
- ✓ Quattro identified significant efficiencies to allow us to deliver more in the original timescales.

We say:

- ✓ Quattro are able to adapt to meet change head-on.
- ✓ Quattro are a Team with unique interpersonal strengths.
- ✓ Above all - we are Creative and able to think outside the box.

Quattro Byte Size

.....New Starter

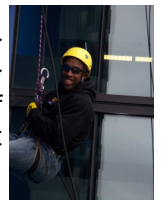
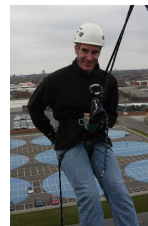
Lisa Greaves has joined the sales and admin team. Lisa brings a wealth of experience, dedication and enthusiasm to the team. She helped ensure the success of our latest telesales project, which was a huge success.....Welcome Aboard Lisa

.....Braniacs

A huge applause should be given to Amjad Rahim and Bill Roberts who have both achieved the IBM certification levels for iSeries V6.1 Technical and Sales respectively. IBM have confirmed to us that Amjad is the first person ever to achieve 100% in this certification.....Bragging Rights To Amjad

.....Blimey It's A Bit High Up Here

Back in April, most of the Quattro staff, except for the custard coloured ones! took part in the "Stroke Association" Abseil event. The participants had to abseil down the old Dunlop building in Brum (you know, the really big building just off the M6). Despite some nervy moments, especially 'going over the edge' everybody did their bit and successfully completed the 'drop'. Thanks to all of you who sponsored our efforts. Quattro managed to raise over £3300 which was the highest amount of any group that took part during that weekend.....It's For Charity Mate



.....Makeover

It's been a long time coming and well overdue but we are pleased to report that our new fresh and simple to navigate website is now live. It includes all the contents you would expect but also some new innovative and unique offerings and services that you will not have seen from Quattro before. We would very much welcome comments on the new site so click:

www.quattroconsulting.co.uk

and read more about Quattro and its range of services.....Take A Peek

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