

DATASOUTH UNDERSTANDS

DELIVERING A COMPETITIVE ADVANTAGE THROUGH EFFECTIVE TECHNOLOGY SOLUTIONS

Strategic Technology Consulting

For many organisations, the IT management framework wasn't created all at once according to a cohesive strategy. More likely, it was built up over the years to address competing or changing strategies — resulting in many parts that don't always work together. With limited resources available for improvement projects, a technology governance initiative is often rejected as too complex and resource hungry to be appropriate. However, without a structured and transparent plan, the IT function of an organisation risks being overwhelmed with conflicting departmental needs, restricted budgets and changing technology trends.

In helping executives and information technology managers, Datasouth provide a complete project lifecycle for the development of such programmes. Our engagement model ensures an informed decision making process is followed and ultimately assists in building a robust and compliant framework which meets all relevant, tangible requirements of the organisation.

Using a proven engagement model, Datasouth is able to map out the components of the IT function and develop a prioritised approach to close any gaps in alignment to the business strategies they need to support. Datasouth provides a range of technology governance services including:

- Technology and project risk management
- Outsourcing management and systems selection
- Technology resource management
- Operational control solutions (ITIL and CoBIT)

Technology Security

The management of an organisation's network security is an evolving process and is no longer met by providing a static solution. Security issues arise from both internal and external threats that may be either accidental or malicious. Datasouth understands these threats and recognises that the design and implementation of an appropriate security solution is not a one off project, but a continual process requiring ongoing security assessments. Our process is to liaise with clients and undertake a risk analysis assessment of the network infrastructure. On completion of this audit, Datasouth will analyse the results and provide a security report to the client with appropriate recommendations. Included in the technology security services are the following:

- Defining internal security policies and procedures
- Establishing intrusion detection and prevention systems

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- Performing external penetration testing
- Auditing current infrastructure for security vulnerabilities

Unified Communications

Unified Communications reduces delays in business communications and enables companies to improve business efficiencies in how they manage core business processes. Building on advances in voice, data, and collaboration applications, Unified Communications facilitates business interactions among employees to enable faster response to business issues and to enhance collaboration in the workforce. Unified Communications simplifies communications with compelling new applications, such as presence, mobile device integration, multimodal conferencing, desktop call control, and unified messaging, which increases business agility among a distributed workforce.

Whether assessing current systems or establishing a completely new unified communications strategy, Datasouth can assist with:

- System selection based on both hardware and software technologies
- Full amalgamation methodologies to leverage your current IT infrastructure
- Application integration including CRM and E-mail
- Branch, Remote or Home worker telephony connectivity
- Full PBX functionality outside the office via mobile Business Handhelds or Notebooks
- Voice and Video Conferencing

Contact

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DELIVERING INNOVATIVE TECHNOLOGY SOLUTIONS



In today's commercial environment, business reliance on technology has never been higher. The requirement to have technology that supports the activities of the business is critical to the future health of the organisation.

Therefore, it is no surprise that there is a strong correlation between business success and the relationship developed with your technology partner.

Datasouth provides true business partnering by taking the time to understand our clients' business objectives and applying appropriate technology remedies.

With a proven reputation for implementing reliable and secure technology solutions scaling to the varying sizes of our clients businesses, Datasouth is well positioned to provide innovative solutions to the business issues that companies face today.

As a Microsoft Gold Certified Partner, Datasouth has the knowledge, skills and commitment to implement technology solutions that best meet our clients' business needs.

Datasouth is an Information Technology Partner to innovative and leading businesses throughout New Zealand and Australia.

We understand Business Intelligence, Software Development, Network Infrastructure and total System Design and Support.

Through working with Datasouth, you are employing an Information Technology partner substantial enough to undertake any technology engagement.

We appreciate that the partnership with our clients is what matters, and realising the potential of this relationship enables us to understand your requirements to deliver effective business outcomes.

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Network Design & Consulting

Given the 'systems-critical' nature of most organisations' networks, a comprehensive strategy is required to maximise system availability and user productivity. As a Microsoft Gold Certified Partner, Datasouth has a proven track record in systems design and implementation. With a methodology based upon agreed business outcomes, Datasouth delivers cost effective, reliable solutions and can provide support for:

- Designing and planning corporate network implementations
- Establishing enterprise storage solutions
- Developing secure remote access solutions for both users and business partners
- Building robust network management and administration frameworks
- Designing and provisioning system management tools

Procurement

At Datasouth we wish to make technology provisioning easy.

That's why we introduced Procurement made Simple. Procurement made Simple is designed to be just that – simple. It is a suite of services that provides cost effective supply and management of hardware and licensing assets by a team of procurement specialists.

Via our business partnerships with major industry vendors, Datasouth is able to provide best of breed hardware and software solutions.

In addition, Datasouth is a Microsoft Licensing Solutions Specialist, specialising in the assessment, recommendation and distribution of Volume Licensing solutions for Microsoft technology to small, medium and enterprise customers.

The provision of best of breed technology solutions allows us to significantly minimise our clients' technology provisioning cost of ownership, and maximise their return on investment during the technology asset lifecycle.

Procurement made Simple provides a complete suite of solutions for technology life cycle management ranging from product recommendations and procurement to equipment lease and disposal.

Business Intelligence Solutions

Business Intelligence increases the competitive advantage of an organisation by enabling the intelligent use of available data in decision making. Datasouth's Business Intelligence solutions utilise our expert knowledge of Microsoft SQL Server and performance management solutions such as Microsoft PerformancePoint Server to give our clients' the capability to mine, analyse, and report data. Our engagement model ensures that clients have the technology and processes required for a robust BI framework in-place and managed effectively. Whether assessing current systems or establishing a completely new business intelligence strategy, Datasouth can assist with:

- Defining requirements and establishing a business case assessment
- Evaluating infrastructure and resolving physical database issues
- Building required workflow solutions and defining the security configuration
- Defining data repository requirements
- Deploying a data warehouse solution and implementing data mining procedures

E-Commerce & Web Enabling

Datasouth enables our clients' to go to market faster and more effectively through the development of powerful e-commerce solutions using service-oriented-architecture (SOA). Our developers link and sequence services to meet a new or existing business system requirement and help businesses respond more quickly and cost-effectively to changing market conditions. Using SOA, we can integrate applications with both external and internal systems, and expose business functionality using web services to get the most out of an organisations existing IT (legacy) assets. Datasouth specialises in:

- B2C and B2B commerce solutions
- Web Integration
- Hosting for e-business and web site solutions
- Site design and deployment of content management systems
- Portal development

Collaboration and CRM Solutions

A significant challenge faced by today's business decision makers is the ability to increase productivity by improving decision making efficiency. In many cases information workers struggle to find current information or the latest versions of documents and face the challenge of easily sharing information with colleagues. IT professionals face the increasing complexity of managing diverse information repositories including file shares, web sites, databases, exchange public folders and line of business applications.

Datasouth provides a solution to these problems by using scalable and manageable platforms for work place collaboration and the development of web-based business applications. These solutions include Windows SharePoint Services, Microsoft Office SharePoint Server, and Microsoft Dynamics CRM.

The successful implementation of a solution is not just about deploying an application and encouraging staff to use it. Datasouth understands the issues arising with the implementation and management of resources, cultural change, and user acceptance to ensure an optimum fit between technology and business. As such, we can assist organisations with the development of robust strategic plans that will meet evolving business requirements, including:

- Completing the appropriate cost-benefit analysis and risk assessments for the project
- Developing a requirements appraisal and interpreting a scope of work
- Establishing the framework for a sound document and records management solution
- Integrating core business applications and departmental sources of information
- Building a solid approach to establishing staff collaboration and knowledge management systems
- Developing content management solutions for both internal intranets and public web sites

Microsoft SQL Development & Database Solutions

Datasouth has extensive experience in developing and maintaining Microsoft SQL Server solutions, providing robust secure platforms for storing business critical information. Capitalising on the Microsoft SQL Server platform allows us to provide our clients' with specialised information for making business decisions while reducing cost of ownership and development costs. The keys to our database development strategy include:

- Understanding the business objectives
- Using proven best practice design techniques
- Fully utilising the latest stable technologies
- Adapting to the situation

Business Continuity Planning

Robust management of business continuity (BCM) goes well beyond the traditional – and often isolated – process of simply writing a continuity or recovery plan. To truly be effective, BCM initiatives must now include long term planning and strategic planning.

Taking advantage of the lessons that others have learned can reduce the complexity of working through a BCM initiative. Datasouth has accumulated a wealth of experience in this field and is able to share this knowledge with our clients'. Combining our familiarity of the AS/NZS:4360 and HB:221 standards with practical expertise, Datasouth can provide independent and qualified advice in the field of business continuity management. Whether assessing current systems or establishing a completely new BCM strategy, Datasouth is able to provide experienced and practical assistance with:

- Determining critical business functions and technology assets
- Assessing supplier and business partner dependencies
- Developing the essential strategies and preparing an interim plan
- Implementing preventative processes and systems