IT Europa Latest News

VERIZON EMEA MARKETING HEAD MADELIN BECOMES RELIANCEACSN CEO

London-based global cyber security specialist RelianceACSN Ltd has named ex-EMEA marketing VP at Verizon, John Madelin as Chief Executive with immediate effect. He has been nineteen years in the industry most recently at Verizon, and previously at BT, RSA Security and Entrust.

Brian Kingham, RelianceACSN Chairman, said: "I am delighted to welcome John to the leadership of our well established management team at this time of major investment and expansion of the business. He is no stranger to many of our clients and his appointment marks the opening of what will be a year of investment in senior and middle management appointments."

John Madelin comments: "I am excited in joining Peter Martin and his team at this key moment for our industry. RelianceACSN has a great common sense business approach and deliver excellent connected end-to-end managed services. As an industry, cyber security is underperforming. The data suggests that just 7% of incidents are discovered through good log management, a key platform representing billions in investment. With the threats to information accelerating, the delivery of cyber security services needs transformation."

"There is an absence of clear reporting, describing in actionable terms what improvements are being delivered for the huge investments being made. The dark art of Cyber, characterised by technology rather than business focus, must quickly mature if we are to safeguard our most critical assets from crime and espionage. After thirteen years of steady capacity building RelianceACSN is well placed as a catalyst for change in the industry."

VEEAM PULLS IN NEW LEADERS

Veeam Software has appointed Peter C. McKay, most recently Senior Vice President and General Manager, Americas with VMware, as its President and Chief Operating Officer and promoted William H. Largent, currently Executive Vice President, as its new Chief Executive Officer.

Veeam co-founders and Directors, Ratmir Timashev and Andrei Baronov, will remain strategic to the company, playing active roles focusing on market strategy and new product development. The appointments aim to add to the executive line-up, expand into more enterprise market segments and continue double-digit revenue growth.

"With the appointments of Peter and Bill, we are adding depth, experience and talent to our already world-class executive team. Peter and Bill are seasoned leaders with complimentary skill-sets; they will be instrumental in helping Veeam to continue on its steep growth trajectory," said Mr. Timashev. "Peter will also join our Board of Directors and serve along with Andrei, Bill and myself. By attracting executive talent such as Peter, Veeam is sending a clear signal to the market that we are a leader and we've only scratched the surface of our potential."

WLAN SALES GROW IN SPITE OF COMMODITISATION

Wireless LAN (WLAN) equipment sales totalled $1.2bn worldwide in the first quarter of 2016 (Q1 2016), declining 14% sequentially due to seasonal demand factors, but continuing on an overall growth trajectory. On a year-over-year basis, revenue is up 5%, slightly ahead of 2015's 4% growth rate, says IHS Technology analysis in its WLAN Equipment and Wi-Fi Phone Quarterly Market Tracker, which includes data for the quarter ended March 31, 2016.

Among the good news is further acceleration in access point shipment growth, which stands at 20% year-over-year in Q1 2016, with a total of 4.7 million access points shipped. On the other hand, average selling prices have not materially increased despite good adoption of 802.11ac and Wave 2 products — the latter standing at 3% of all units shipped in Q1 2016. Demand for WLAN is strong, but monetizing that demand has been a challenge for the last two years as organizations chose lower-cost approaches.

Still, the outlook for the WLAN market remains bright, as infrastructure investments over the long term shift to WLAN equipment to support the rapid rise of wireless devices, both personal and Internet of Things (IoT), as well as mobility requirements. Commoditisation, however, is keeping a lid on independent access point revenue, which declined 8% in 2015 and was flat in Q1 2016 from the year-ago quarter (Q1 2015). Over 70% of all access point revenue comes from 802.11ac products, and Wave 2 products broke through the 5% mark in Q1 and have started to cannibalise Wave 1 802.11ac gear.

The top year-over-year share gainers in the WLAN market in Q1 2016 are, in alphabetical order, Aerohive, Ruckus and Ubiquiti.

AVNET UK NAMES NEW BUSINESS UNIT HEAD

Avnet TS has named Danny Yeowell as director for its UK Security and Networking business unit, as part of a refocus on growth areas. Security and networking grew by double-digits for the distributor in the last year. He joins from Dimension Data where he was UK solutions director, responsible for networking, security, collaboration, data centre and end user computing. Prior to this he headed up pre-sales and architecture at Logicalis for six years.

Christian Curtis, sales director, Avnet Technology Solutions, UK, commented, "Security and networking is pervasive to all areas of technology and none more so than next-generation, where huge growth is predicted. Over the last few years we've invested heavily in building out a security centre of excellence, which has enabled us to deliver significant value to our partners and reaped rewards for all concerned. We will continue to invest in this important area."

DRUVA OPENS DACH OFFICE TO MEET LOCAL DEMAND

Back-up specialist Druva has formed a German subsidiary to drive partner recruitment and expansion in the DACH area. It is seen as vital to growth of its cloud-based data protection products in the region and once proven, can be rolled out into Benelux and the Nordics. The products are architected for the

public cloud, leveraging Amazon AWS and Microsoft Azure's more than 30 global data regions, allowing global entities to adhere to data privacy laws. For instance, Druva ensures the data of German employees remains in Germany, managed by a German national but can still be managed in a centralised, global manner.

Druva has appointed Andreas Sturm as Regional Sales Director, DACH, to lead the company's business development efforts. His experience includes more than 16 years in similar roles at Verne Global, Commvault and EMC. At the same time, Susan Hoch has been appointed as Channel Manager, DACH, joining the Druva team from VMware, where she spent the last eight years running partner enablement and support initiatives.

Rick Powles (*above*), Druva's VP for EMEA tells *IT Europa* that the business is set for a period of rapid growth, driven by the need for compliance among customers looking at the adoption of the GDPR data privacy rules by Europe. He confirms that much of the business is driven by a customer pull-through while channels re-organise themselves for the cloud. "There are also a number of new channels, born in the cloud who are emerging." Just as the old-style back-up vendors are finding it hard to change to meet the new demands, so existing resellers find they need different people, new sales-models. "The old models are gone," he says.

Andreas Sturm confirms the customer pull in Germany, saying that around one third of this business is from global customers seeking local compliance. In particular, he says, the pharmaceutical industry is a big spender on this sort of product in Germany as it looks for standards supporting HIPAA, the Health Insurance Portability and Accountability Act.

Druva has been building its cloud business through working with both AWS and Azure, and with, it says, some 40% of corporate data now at end-points, it is finding customers responsive to the idea of protection at this level as well as the traditional server backup. Druva, which first localised its top-rated data protection solutions into German last year, has seen the rapid adoption by German, Austrian and Swiss organisations, including Andritz, Continental, DHL, Leica, Siemens and dozens of others, it says.

IBA OPENS NEW OFFICE IN MINSK, PLANS MORE FOREIGN BUSINESS

IBA Group has officially opened its new campus in Minsk, Belarus. The area includes a new office building, a data centre, a fitness centre, and three-level parking.

A number of high-profile guests, including IBA Group's customers, partners, and members of the government attended the opening ceremony. Sergei Levteev, IBA Group Chairman, Sergei Nalivaiko, Minister of Taxes and Duties of the Republic of Belarus, Cesare Baroni, Vice President for Transformation and Operations, Systems & Supply Chain at IBM, and Valery Tsepkalo, Hi-Tech Park Director, held a ribbon cutting ceremony to inaugurate the opening of the campus. More than 300 blue and white balloons soared into the sky as Sergei Levteev lifted a symbolic key of the building.

Cesare Baroni from IBM congratulated Levteev and the IBA Group community, saying that IBA Group and IBM have been partners for many years and expressed the view that the new building is a cornerstone of future accomplishments.

IBA's Sergei Levteev said: "The idea of building our own campus was born a while ago. On the day of the official opening of the IBA Group's campus, I would like to highlight a tremendous support of the state authorities, including the Council of Ministers of Belarus, and to thank the administration of the High Tech Park for their assistance. I think we have built a unique complex. The conditions of work of our specialists are to international standards and we are able to meet the highest demands of our customers for the organization of projects and project teams."

During his interview with the press, Levteev also underscored the importance of the IT industry in Belarus: "The domestic IT industry has a long and good tradition, and Belarusian IT specialists are rated highly abroad. Our country is focused both on the development of export potential of the IT industry and the improvement of the IT component in the products of other branches of the Belarusian economy. We hope that in the future we can further count on the support of the government in the

development of the industry. We are confident that this will enable IT companies to create additional high-tech jobs, expand their presence in foreign markets, and help the transition of the Belarusian economy to more effective control mechanisms."

TMAXSOFT BUILDS LINKS WITH IBM, HP

Tmaxsoft, the South Korean software company is making a further bid to challenge Oracle in the database arena, with some help from other giants IBM and HP. Carl Davies, managing director, TmaxSoft UK is looking at the two main areas of activity in Europe currently – the mainframe business, where the projects tend to be rather long term and driven through systems integrators, and the Tibero database market where the channels is ISVs and some VARs.

The mainframe business is longer term and expected to deliver its first EMEA sales later this year, so the real interest is with Tibero where there has been a drive to recruit partners, especially in the UK in the last six months. The business premise is a challenge to Oracle on price, backed with assured compatibility, although this element is of course, all the better for proof and this take time and resources. It needs a bit of a push as larger VARs may already be committed to Oracle in many ways and reluctant to start again with another vendors, he thinks. So the message is to appeal to those smaller VARs, perhaps best described as boutiques who can offer Tibero as an option, and where the end-user doesn't state a preferred vendor.

For ISVs as well, there is an attractive offer of better pricing, more flexible licensing on subscription and another way into managed services. All large Oracle users want to reduce costs, but need reassurance on product, so one way is in through the edges – perhaps with off-line processing and backup niches in organisations, he says. It does this with a weight of resources back in Korea which it can bring to bear on any problem and fixes.

While finding competition as well with open source products, Tmaxsoft has been finding friends - working a lot with IBM running on Linux on the PowerPC platform. With the new ZetaData product it will offer an integrated data solution that provides fast processing of large amounts of data through intelligent, high-performance database servers and storage servers, high-speed network. This is finding traction already in the UK and US, he reports, and although a specialist area, is being discussed with a partner in Spain.

The European expansion is coming for the company itself, with a plan for further offices in the region next year. The search is on for good partners, and it will take time to find the right ones as the VARs will not be as obvious as the major database resellers. Obviously Oracle is the challenge it has to prove itself against, and there is a better chance now that the Oracle on-premise business is in decline against the challenge from cloud. The cloud option is particularly interesting given Tmaxsoft is already working with AWS and HP's app catalogue Cloud28+, the open community of Cloud Service Providers, Cloud Resellers, ISVs, Systems Integrators and government entities dedicated to accelerating enterprise cloud adoption in EMEA.

CITRIX NAMES NEW PARTNER BOSS FOR NORTHERN EUROPE

Justin Sutton-Parker is the new Citrix Partner Director, Northern Europe. The role will focus on managing a team of partner and account managers, as well as implementing programmes and go-to-market strategies with systems integrators, distributors and Citrix solutions advisors across the region. Reporting to Luca Marinelli, Vice President, Partners, EMEA, he aims to develop the Citrix partner eco-system across the Northern Europe region, comprised of Denmark, Finland, Ireland, Norway, Sweden and the UK.

With more than twenty-two years of international sales and management experience in the technology industry, he comes from ten years with Hewlett Packard in various roles including Managing Chief Technologist, Country Leader for Cloud Service Providers, Global Alliances Director, Microsoft Alliance Director and Public Sector Manager. He has previously worked with CommVault, BT Engage and Avnet.

ACCENTURE BUYS GERMAN DIGITAL CONSULTANT

Accenture has bought German consultancy firm dgroup to enhance its digital consulting capabilities in the German market and strengthen the broad range of services to support digital transformation, primarily for retail and consumer goods companies. Terms of the acquisition are not disclosed.

"The acquisition of dgroup will help expand Accenture's leading combination of digital transformation capabilities in Germany," said Michael Brueckner, MD of Accenture.