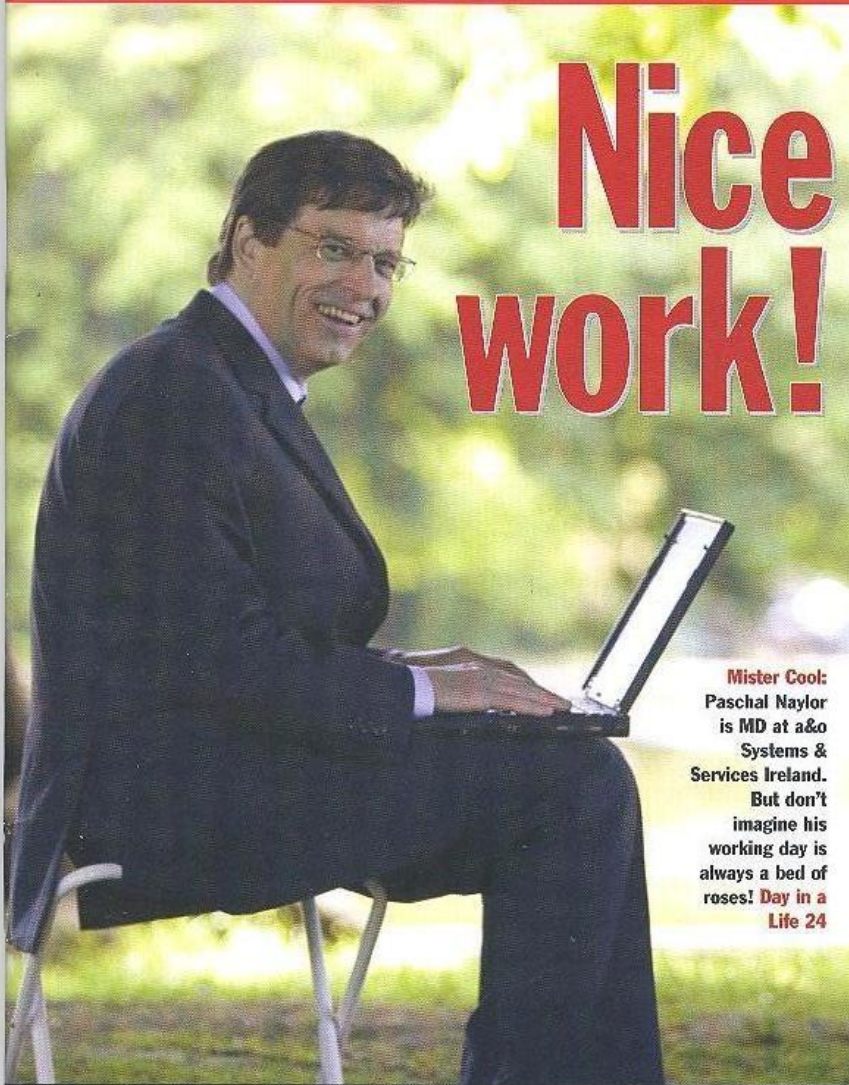


Irish Computer

The voice of the technology — trade channel

August 2008



Nice work!

Mister Cool:
Paschal Naylor
is MD at a&o
Systems &
Services Ireland.
But don't
imagine his
working day is
always a bed of
roses! **Day in a
Life 24**

Seen & heard this month



SHARPTXT
Emer Breathnach
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ASBIS
Trish Egan **9**



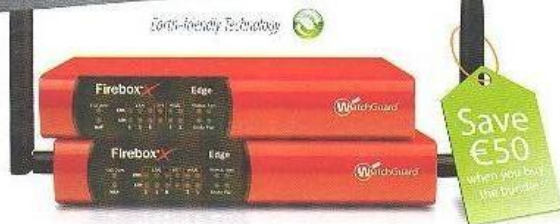
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Adding Value to Security and Communications Technology

Backup up up and away!

Online backup provider sees 300pc growth

IRISH ONLINE backup provider KeepITsafe says its revenue has grown 300% in the last 12 months and that the volume of data backed up in that time has increased by a factor of five, with the firm backing up 4 billion files and restoring more than 40 million lost files.

Managing director Eoin Blacklock attributes the firm's success to "market conditions" and the "growing weariness of tape backup" causing many businesses to wonder how secure their data really is. Blacklock added: "Online backup has many scalable advantages, especially with technology maturation and the development of secure data centres."

He describes data backup as a core necessity for any firm. "Data is one of the most critical assets in any business, and (its) loss is irreplaceable. Too many Irish companies have fallen victim to data corruption, loss of critical information or general backup nightmares," he said. "All backup corruptions or failures can be avoided by using online backup services."

Blacklock said online backup technology had come a long way in the past five years, and that security and data protection now allow providers to backup 24/7 with the ability to



Safe hands: Eoin Blacklock, KeepITsafe

recover files instantaneously. He said the growth of data centres such as Digiweb's had given online backup providers access to state of the art facilities with round the clock security.

He pointed out that the cost of investing in a solid backup plan was far less than the frequently impossible task of trying to restore data.

KeepITsafe was founded in 2003 and is based in Blanchardstown, Dublin. It has served over 600 clients and 80 partners to date.

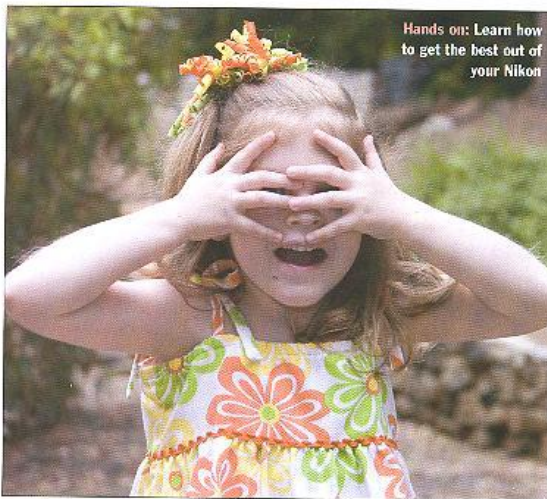
www.keepitsafe.ie

Nikon clicks with buyers

NIKON is offering customers a free digital SLR training course worth €150 with every purchase of a new Nikon D40, D60 or D80 camera. It provides hands-on experience to enable buyers to get the best from their cameras right from the start.

The training is being handled by specialists Digital Beginners.

Courses cover Nikon's advanced technologies, as well as traditional aspects such as aperture priority, shutter priority, flash photography, correct exposure and creative image composition. The offer, from participating dealers in the Republic, runs until 7 September. To book: www.nikon.ie/dslrtraining



Hands on: Learn how to get the best out of your Nikon



More to come: Malte Gloth, Siemens

Siemens recruiting hi-tech skills

SIEMENS is creating 60 extra jobs in its IT solutions & services division in Cork City to meet growing business and recent contract wins. The jobs are for skilled technical and network specialists.

The firm attributes the success of its Irish operations to its competitive cost offering and its ability to hire people with relevant skills. It recently won a multi-million euro deal, in the face of stiff international competition, to provide IT help desk services to a major multinational in nine languages in 34 countries.

Siemens Ireland CEO Dr Werner Kruckow said: "Our Cork office's ability to deliver a competitive efficient service, combined with a highly qualified workforce, were key factors in securing the contract."

The firm's Malte Gloth noted: "There are further interesting opportunities in the Irish market, both public and private, and we anticipate further growth for our business."

IDA Ireland welcomed the Siemens expansion. CEO Barry O'Leary said: "This is terrific news for Siemens and for Cork and the south west region." He said it was a further endorsement of Ireland as "a prime location for highly innovative companies carrying out key strategic activities."

The Cork division employs 270 people to service customers in 14 languages from 47 countries. The additional jobs will bring the total headcount to 330 people. Recruitment has started.