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**N**ETWORK solutions provider Juniper Networks Inc has unveiled a suite of solutions that help telcos optimise traffic and reduce complexities in their mobile networks.

## JUNIPER SOLUTIONS TO UNCLOG NETWORK CONGESTION

» Telcos have to deal with the fact that off-net traffic constitutes about 70% of the traffic on their networks and can cause network congestion «

WAN AHMAD KAMAL  
JUNIPER NETWORKS MALAYSIA  
MANAGING DIRECTOR



**MOBILE SOLUTIONS:** Wan Ahmad (left) talking about Juniper's latest suite of solutions, flanked by technical consulting manager, Izzat Ali.

Touted as The New Mobile Network, the suite consists of a new technology framework, mobility solutions and software that Juniper claims will transform the user

experience and operator economics of mobile broadband.

The suite was launched at the recent Mobile World Congress in Barcelona and is driven by the rise of mobile Internet, as well as the emergence of wireless technologies such as 3G (third generation) and 4G (fourth generation) wireless broadband services.

Wan Ahmad Kamal, Juniper Networks Malaysia managing director, said voice and SMS services will no longer be revenue sources for telcos.

"In five years, more than half of their revenue will come from Internet-based applications like mobile social networking and

mobile web-browsing," he said.

Even today, more consumers are using mobile technologies to surf the Internet and this has caused packet congestions within the networks, or what service providers know as off-net or off-network traffic.

Off-network traffic, Wan Ahmad said, traverses the network before connecting users to the Internet. This traffic takes up high capacities in the network but produces low revenue.

"Telcos have to deal with the fact that off-net traffic constitutes about 70% of the traffic on their networks and can cause network congestion," he said.

Wan Ahmad said telcos need to mitigate this traffic and get users to the Internet without clogging up their networks, and this is where one of the components in Juniper's new suite can help.

Juniper Traffic Direct, a solution from its Project Falcon initiative disclosed last October scales off-net traffic directly to the Internet.

Besides being able to provide a better mobile Internet experience to consumers, service providers can also enjoy huge savings because the

technology presents a reduction in total cost-of-ownership by more than 70%.

### Mixed bag

The mobile network suite also includes security components – Junos Pulse for Smartphones and Juniper Mobile Secure.

Mobile Secure integrates security across mobile devices, applications and networks based on Juniper software and systems, while Pulse is a downloadable client software that provides secure connections.

Another component is Juniper Mobile Core Evolution, which provides an open and secure mobile packet core for service providers to monetise on 3G and 4G (fourth generation) wireless broadband services.

Juniper Media Flow is yet another component and it optimises video and rich-media delivery.

Media Flow, meanwhile, leverages software from Juniper partner Ankeena Networks which enables smooth adaptive bit streaming for uninterrupted video viewing.

Media Flow includes Juniper's VXA Series content delivery engine and Ankeena software to provide video and content delivery up to 10Gbps (Gigabits per second) per engine.

Juniper's Traffic Direct, Media Flow and Pulse for Smartphones components are slated to be released in the second quarter of this year. Mobile Core Evolution will be available in the fourth quarter.

For more information on Juniper's solutions, go to [www.juniper.net](http://www.juniper.net).

## EDS enters systems-monitoring fray

STORAGE solutions provider EDS (M) Sdn Bhd has decided to become a player in the systems-monitoring business.

It knows it is new in the field and lists computing giants such as CA, IBM and Hewlett-Packard as its competitors, but EDS chief executive Eugene Loke believes the company has the stamina to keep up.

Systems-monitoring solutions oversee IT facilities to ensure that these environments keep running at an optimum level.

"There are a lot of opportunities in this area and I think we can get a piece of this pie," Loke told *In.Tech*.

EDS believes that entering the systems-monitoring playing field completes its suite of services.

"Systems monitoring is related to our core service – storage management – where we manage and monitor the components that make storage management possible," he said.

EDS' systems-monitoring vision has led its R&D arm – e-Cent Systems – to develop e-View, a systems-management solution that combines systems management and IT service management solutions.

Both solutions work hand and glove to efficiently manage an enterprise IT system. EDS plans to launch the system next month and will reveal more about it then.

As a newcomer in the field, EDS is relying on the age-old strategy of offering good bargains and excellent customer service to gain customer confidence for its new solutions.

High prices are usually the main concern when businesses consider adopting a new system for their organisations, which is why EDS has opted for lower pricing.

"We may not be a big name in this area (of expertise) yet but what we're offering will allow customers to monitor their systems in a more cost-effective manner," Loke said.

EDS is even offering a free trial-period of up to six months, and the response has been encouraging, he said.

He said EDS is also talking with a few partners to help it bring its brand of systems-monitoring solutions to the market. — JO TIMBUONG

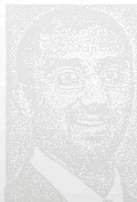
## Get smart with storage solutions, says Oracle

ORACLE Corp claims its Exadata storage solution is on the way to becoming the most successful product in the company's stable over its 30-year history.

What sets Exadata apart from other storage solutions is that it is an intelligent solution, the company said, and that it is one of the first intelligent storage products.

Traditional storage products are mere boxes with hard disks inside, where information is stored and accessed by servers, said Christopher Chelliah, general manager for Exadata and appliance solutions at Oracle Asia Pacific.

"Exadata, on the other hand, has its own central processing unit, built-in



**CHRISTOPHER:** Exadata has its own central processing unit, built-in memory, and hard disk. It's not a dumb storage device.

memory, and hard disk. It's not a dumb storage device," he said.

With its built-in intelligence, Exadata isn't only a repository. It is smart enough to extract the relevant data from its hard disk, reducing the workload of the servers.

This also saves on having to transfer huge amounts of data between the servers and Exadata, speeding up access times.

Oracle claims that these features make Exadata perfect for data warehousing and online transaction processing.

The data stored on Exadata can also be compressed to save storage space, said Christopher.

"This is an important consideration for businesses because corporate data triples in size every three years in most companies and can cost quite a lot to keep in storage," he said.

Oracle said it is working to interest telecommunications companies and banks in Exadata, and has met with success. — STEVEN PATRICK

## Digistar sees big interest in Hospital IPTV system

DIGISTAR Corporation Bhd aims to garner RM20mil in revenue from its Hospital Internet-Protocol Television system

(Hospital IPTV) over the next two to three years because it sees that demand for the solution is increasing.

Managing director Datuk Lee Wah Chong said the company believes more hospitals would adopt the IPTV system given its high viewing rate of around 60%-80% by patients, compared to a similar system by hotel guests at less than 5%.

"We have already received letters of intent to offer this service at six more hospitals, including government hospitals, and are confident of many more following suit," he said.

The Hospital IPTV system now contributes about RM5mil to the group's annual revenue.

Lee was speaking to reporters after witnessing a signing ceremony between

Digistar Rauland MSC Sdn Bhd and Tropicana Medical Centre (M) Sdn Bhd here recently.

Digistar Rauland has been licensed to operate the Hospital IPTV system by the Malaysian Communications and Multimedia Commission. The company will provide the IPTV solution to the Tropicana Medical Centre, bringing the number of private hospitals using its system to 10.

Other hospitals utilising it include the National Heart Institute, KPJ Johor Specialist Hospital, Seremban Specialist Hospital, Assunta Hospital and Darul Ehsan Medical Centre.

"We provide 20 channels of programmes in the Hospital IPTV system and health content is a key aspect. Our outstanding features include meal ordering, relaxation channels, video on demand, e-greetings and e-commerce," Lee explained.

Lee also said the IPTV system will help

boost the health tourism industry in Malaysia. During the first half of 2009, the country received 165,095 medical tourists who contributed a total revenue of RM142.3mil.

Minister of Science, Technology and Innovation Datuk Seri Dr Maximus Johny Ongkili, who officiated at the signing ceremony, said the healthcare industry is becoming increasingly competitive as more hospitals strive to become the health facility of choice.

He also highlighted that hospitals around the country are beginning to transform themselves into cosier settings that had more in common with upscale hotels.

"There is a need for services like healthcare TV channels to provide patient education in hospitals, given the shortage of medical personnel to counsel them on treatment options, recovery and other healthcare issues during their stay," he said. — Bernama