

6 Software

The changing face of software

Software is changing and so are the channel and developer landscapes as traditionally delivered software, from giants such as Microsoft, SAP and Oracle, face increasing competition from the on-demand software contingent

8 Networking

Strong growth for EMEA – but Cisco still at the top

Routing and switching markets continued to show strong levels of organic growth in EMEA, according to research group Canalis, as both markets continue to be dominated by Cisco in the third quarter 2005

10 Hardware

What part will hardware play in the future role of services?

Hardware resellers could be forgiven for believing that their

days are numbered if they fail to jettison their traditional activities and move into services

16 Communications

Motive behind the move

Former Extreme UK country manager Nick Roullier was tempted to Avaya with the promise of a compound annual growth rate (CAGR) of 18 per cent in the IP telephony market, the vendor's new UK sales director told *MicroScope*

18 Security

Cash bonus for mid-market win

Security appliance maker Fortinet is offering resellers cash bonuses for mid-market customer wins as it targets the Nokia and Check Point alliance in an attempt to triple reseller numbers

20 Storage

Stable future on the cards

Back-up manufacturer Tandberg Data has promised the channel

a period of stability after a swathe of senior management changes and distribution shake-ups characterised its drive towards profitability in 2005.

NEXT WEEK

Complying with the rules

The word compliance has echoed across the storage world in the past year as customers wake up to the need to protect and prove that their data meets the requirements laid down in a raft of legislation. As Simon Quickie discovers, there are still reasons why the magic words "are you compliant?" can create business for resellers

Tech Trader

The reviews section of the magazine another set of products, both hardware and software, that might be deserving of the channel's attention