

Zircon appointed Distributor for Right Vision

An Alcatel company, Right Vision brings SMEs a tailor-made solution to set up and manage their network and internet services. Dubbed the all-in-one internet appliance, Right Visions Evolutive range makes it easy and cost-effective for SMBs to provide network configuration. Right Vision takes an a la carte approach to networking with its modular solution. Starting with the Evolutive Engine (hardware/server platform), customers choose which software packages (Evolutive Softpacks) they would like to make up their solution. There are two Evolutive Engines to choose from: Eye-box MAX NG series for SOHO and SMEs up to 25 users Eye-box ONE Premium edition for SMEs and larger accounts up to 300 users. Both Evolutive Engines come standard with the Secure Router Pack. Evolutive Softpacks can be added as and when theyre needed. The other three Evolutive Softpacks are: Messaging and Portal Pack File & Print Server Pack Hosting & Database Pack. For example, companies can add a new service such as messaging without changing the hardware platform through one software pack quickly and easily. The Hosting Pack, which allows the Internet, Intranet or Extranet web sites to be hosted on the server, can be added when a company is ready to move in this direction. In the meantime, customers dont pay for what they dont need. The system comes pre-configured with simplified administration so its simple and ready to use. There is no need to install operating systems or software applications. This means, for companies with no IT manager, network management has been simplified. It increases workers efficiency and provides an easy solution to access Internet services. Zircon will assume responsibility for channel sales, including pre-sales, sales and support, as well as training and marketing initiatives. Gwen John, managing director of Zircon said, This is another positive step for Zircon as we capitalise on our acquisition of Global Business Technology. The small business server market is significant for Australia and Right Visions Evolutive range delivers on the concept of providing not only a cost-effective solution but one that is designed for a market that typically does not have an in-house IT manager. Securing distribution for Right Vision represents a good fit for Zircon and our channel. The solution means Professional firms such as solicitors accountants doctors and other highly concentrated businesses can have the best possible IT Infrastructure but without the associated hassles and complexity. Julian Carro major accounts manager for Right Vision said This agreement with Zircon represents another positive step forward in building our international presence. The synergy between Zircons value-added distribution coupled with Right Visions ease of use will increase technology adoption within the Australian SME market. The channel will benefit from this ease of use to open new revenue streams and customers will enjoy the benefits of technology without the headaches, he said. Hardware specifications Eye-box MAX NG series: VIA C3 1.0Ghz processor; 256 Mb RAM; 1210Gb 7200 HDD; RJ45 10/100 Mbps Ethernet cards; console port; PCI slots. Eye-box ONE Premium Edition: P4 Processor; 2 x 512Mb RAM; 2 x 120Gb HDD SATA 150 7200 rpm RAID 1; 2x 10/100/1000 Mpbs Ethernet cards; console port; PCI slot; USB ports; VGA & parallel slot; 24xCD/8x DVD. It provides advanced reliability and higher performance and also benefits from a simplified configuration set up thanks to a new installation wizard. RAID 0 or 1 as well as a third disk dedicated to backups add to its appeal as a reliable and easy-to-use server. Availability Right Vision is available immediately from Zircon/Global Business Technology. Resellers interested in reselling Right Vision should call sales on (02) 9475 9700. A Dealer Roadshow demonstrating the features and benefits of Right Visions Evolutive range will be held in early October, 2005. -ends- About Zircon Zircon is a managed communications services distributor. It provides members with a simple, seamless offering thats easy to sell. Vendor partners are guaranteed a value-added service with in country representation, marketing, training and channel programs run as part of their service. Its member program, Boost, offers a comprehensive program designed to make doing business easy. For more information, visit Zircon at: <http://www.zircon.com.au> or <http://www.gbt.com.au> About Right Vision Founded in October 1999 by Alexandre Krivine, Right Visions aim is to bring companies a tailor made solution, simple and ready-to-use for the set up and management of their network & Internet services. It is with this aim that Right Vision launches a complete new concept: the Internet Appliance. Thanks to its pre-configuration and simplified administration, this solution increases workers efficiency and provides an easy solution to access Internet services & provide network configuration to SMBs. Right Vision corporate headquarters are located in Sophia-Antipolis (South of France). Visit Right Vision at <http://www.rightvision.com>.