





## Mail Security and Bulk Mail Sending Solution

70% of email traffic that comes into your network will be SPAM. This is a huge resource on your email server and means that potential threats to your network are already ON your network, whilst they're being scanned.

Want peace of mind that your systems are protected?

Our mail security solution adds that extra level of security for your email against SPAM and Virus attacks as your email server is locked down to receive email traffic only from our secure email server.

### Additional benefit of bulk mail sending

Keep your sales and marketing teams happy, and ensure you're keeping in touch with your customers - using this service will also eradicate the risk of your email server being blacklisted for sending out large quantities of mail. So sending regular marketing and information emails to your customers will no longer be an issue.

To discuss our Mail Security and Bulk Mail Sending Solution call Carly or Denise on 01244 288281 or email [sales@samarind.co.uk](mailto:sales@samarind.co.uk)



## SonicWALL Winner



**You've got to be in it to win it**, and that's what our Network Systems Sales Executive, Carly McKay did when she entered a distributor competition to win a SonicWALL Email Security Appliance!

Spam e-mail threatens the security and productivity of today's small and mid-size organisations - it attacks every member of your organisation, undermining mission-critical communications needed by employees, managers and executives to get their jobs done, and grinding core business processes to a halt.

SonicWALL® Email Security blocks spam effectively, easily and economically. It automates anti-spam updates using real-time business data from around the world, and by delegating costly and time-consuming inbox administration tasks to the end-user while retaining full IT control over security. This award winning SonicWALL anti-spam solution offers powerful and flexible controls that let you easily fine-tune your solution to best protect your organisation against spam, viruses, phishing attacks, information leaks and compliance violations. At great value, SonicWALL Email Security delivers all the functionality of enterprise-class e-mail security in one easy-to-control solution—at a fraction of the cost of competing products.

To discuss the above product in more detail please call 01244 288 281 or email [info@samarind.co.uk](mailto:info@samarind.co.uk)





## Windows 7

Windows 7 is the easiest, fastest, and most engaging version of Windows yet. Better ways to find and manage files, like Jump Lists and improved taskbar previews, help you speed through everyday tasks. Faster and more reliable performance means your PC works just the way you want it to.

### So what's new?

#### Jump Lists

Jump Lists are lists of recent items, such as files, folders, or websites, organised by the program that you use to open them. In addition to being able to open recent items using a Jump List, you can also pin favourites to a Jump List, so you can quickly get to the items that you use every day.

#### Improved taskbar and full-screen previews

The taskbar at the bottom of your screen is what you use to launch programs and switch between them when they're open. In Windows 7 you can pin any program to the taskbar so it's always just a click away, and you can rearrange the icons on the taskbar just by clicking and dragging. The icons are considerably bigger, too, so they're easier to use. Hover over the icons and you'll see thumbnails of every file or window that open in that program, and if you hover over the thumbnail, you'll see a full-screen preview of that window. Move the cursor off the thumbnail and the full-screen preview disappears.

#### Desktop enhancements

Windows 7 simplifies how you work with the windows on your desktop. You'll have more intuitive ways to open, close, resize, and arrange them.

With Windows 7, it's easier to do things you do all of the time. For example, before, when you wanted to compare two open windows, you had to manually resize your open windows to show them side by side. With Snaps, you can simply grab a window and pull it to either side edge of the screen to fill half the screen. Snap windows to both sides, and it's easier than ever to compare those windows.

Another thing you may want to do is quickly see your gadgets or grab a file from your desktop. To see your desktop just move your mouse to the lower right corner of your desktop. That'll make all the open Windows transparent—so your desktop is immediately visible. Want to get all but one window out of your way? Grab the top of that window, shake it and all the other open windows will minimize to the taskbar. Shake the window again, and they'll all come back!



Windows 7 will be available to purchase for end users from October 23rd, however keep your eye out for the discounted upgrade options available NOW with selected PC's and laptops.

For more information please contact Sales on 01244 288281 or sales@samarind.co.uk



### Support Issue of the Month

Our network team deal with all kinds of support issues - from printing problems to loss of connection to your critical business servers.

Our most frequently raised support issue this month is:

#### PROBLEM

Scheduled daily backup has failed

#### RESOLUTION

Ensure your backup tape is in the drive ready for your scheduled data backup

As businesses become so dependant on their IT, it's not enough to work purely on a reactive 'break-on-fix' basis, resolving issues only when there is already a problem. Using remote monitoring tools, we can detect and prevent many issues BEFORE you notice an impact on your working day - so we are notified of your backup failure and can check if your tape is inserted in the tape drive, BEFORE your company has a second scheduled backup failure.

To discuss network support in more detail, including onsite and offsite backup solutions please give Carly a call on 01244 288281.



## Samarind's New Look Website

**It's here!** Samarind launched its new website at the beginning of August and we're asking all visitors to the site for their constructive and objective feedback. Your views are essential in helping us to provide exactly the right information you need, and also to help us further improve our customer services.

As an incentive we're giving away a **FREE GIFT** to the first one hundred people who fully complete the feedback form on this website. Even if you're not already a

Samarind Customer then we'd still like you to complete the form. If you're still eligible for the **FREE GIFT** of up to one hundred to fully complete the feedback form.

If you're interested in any of our services such as bespoke software development, or website design, our sales team will contact you to discuss your requirements.

01244 288 281 or [sales@samarind.com](mailto:sales@samarind.com)



## Facts in seconds with SOPS

When you spend a lot of time on the road or working from home, it can be a problem keeping in touch with the office and ensuring you have all the facts at your fingertips when talking to clients. Brian Etheridge, Sales Director of Premier Flexible Packaging, is only able to spend two days a week on site at the company's factory in Flint: the rest of the time he is visiting clients or working from his home in Northampton.

'I had real limitations working from home,' explains Brian. 'In fact, it used to be horrendous. Every morning I had to ring up the office in order to quiz staff for information before talking to my clients.'

'It's a busy company – PFP produces heavy duty polythene bags 24 hours a day, seven days a week – so it's important to keep up-to-date at all times.'

The solution to Brian's 'horrendous' problem is a Sales Order Processing System custom-designed for PFP by Samarind. The SOPS allows Brian to access information about the business and its products in seconds.

'The SOPS has transformed the way I work,' says Brian. 'The programs allow me to get linked in with everything that's going on wherever I am. Every order, audit or invoice; everything about our clients and every product spec – and we have thousands of products.'

'It's proved absolutely fantastic for me. The SOPS saves an enormous amount of time every day. No more spending ages on the phone with people at the factory. Now I can just look up the information. My workload flows more easily and I have more time to concentrate on making sales. I've also saved over £100 a month in phone calls!'

Premier Flexible Packaging's SOPS contains all the standard sales order facilities but also boasts the following:

- access to complete technical specifications of every product, including raw materials requirement and detailed information about the specific manufacturing processes
- access to a detailed order history for every customer
- printing of sales order acknowledgements, works orders, pallet labels, carton labels and delivery notes and allows for multiple deliveries per order
- tracking of orders through the manufacturing process and keeps track of wastage, and also tracks subcontracted orders, with at-a-glance status of orders
- full integration with Sage Line 50 so that customer and invoice information need only be entered once.

Brian adds: 'Samarind were absolutely brilliant – they spent ages in the factory making sure they fully understood our business and our needs. They've done a great job.'

'I'm also really pleased with how user-friendly the program is. I'm a bit naïve when it comes to computer technology, and I was a bit cautious about using what sounded like a complicated system. But I'm perfectly happy with it, it's very simple and straightforward to use despite the mass of information it instantly gives me access to.'



to hear your opinions, and ideas, and of course offer providing you're one of the first one form.

s, whether its network support and installation, site design, just let us know and one of our sales requirements.

co.uk



[www.samarind.co.uk](http://www.samarind.co.uk)



## Richard Takes The Lead

It's a dog's life being Commercial Director of Samarind. Outside the office, at any rate.

Richard Whittaker was made Samarind's Commercial Director eight years ago. His job is to run those aspects of the company that aren't technical: general office management, human resources, finance and so on.

Married to Yvonne for 33 years, Richard has three grown-up children: Claire, Mark and Ciara. The couple also have a dog, George. And there by hangs a tale. When he was a puppy, they took George, a cocker spaniel, for obedience training, and here they learnt about Dog Agility shows – basically, show-jumping for dogs.

'It seemed like it might be fun, so we had a go,' said Richard. 'And we're still giving it a go three years on. Once the kids had moved out, Yvonne and I had time to devote to a new hobby and we now take George to Dog Agility shows all over England and Wales.'

George is expected to tackle the canine equivalent of an obstacle course, which includes jumps, A frame, See Saw, tunnels and 'weaves', in which he has to slalom his way past a series of posts.

'My job is to steer him, which doesn't necessarily get any easier even after 30 shows, because the better you get at this the more difficult the courses get,' explained Richard.

Not only does George have to successfully negotiate the course – each one of which is designed differently – he has to do it as fast as possible.

'Speed as well as agility are what the judges are looking for: runs are timed to a 1000th of a second. It helps keep me fit and George thoroughly enjoys it,' says Richard.

George not only has fun – he often thoroughly licks the opposition. There can be as many as a 1,000 dogs at a show, so it's highly impressive that the cocky spaniel has managed to win about a dozen first-placed cups and dozens more rosettes (the latter forming a colourful display in front of Richard's desk).

Aside from his family, Richard's other big enthusiasm outside work is Liverpool FC, whom he has supported since he was a boy – a boy living in South-East London.

'I was the only supporter of Liverpool that I knew; all my mates supported the London clubs like Spurs or west Ham,' said Richard. 'It started with the 1965 FA Cup, Leeds v Liverpool. We'd got our first television the year before so it was a big deal for my dad and me. He asked me which team I'd like to support and for no particular reason I chose Liverpool – and they won! From that moment I was hooked.'

At the age of 15 Richard's family moved up to Wrexham, one advantage of which was that for the first time he was able to attend Liverpool matches on their home turf.

'I still go to as many games as I can,' he said. 'I prefer it, I think, to the old days – the grounds and stands are so much better, for one thing, and the standard of play is better, too.'

Another thing Richard has seen improve over the years is the role of IT in business.

'When I started with Samarind 15 years ago computers were still seen as something of a luxury for smaller companies,' he says. 'Now they are an essential business tool. IT has become a utility, as necessary as heating and lighting.'

'I've watched the market grow stronger and stronger over the past 15 years and it's been great watching the company grow with it thanks to the exceptional expertise we have on board.'

