

Qatargas Selects PAS For Site-wide Alarm System Improvement Project

Houston, US: PAS, a supplier of human reliability software and services to the power and processing industries worldwide, has announced that Qatargas, the world's largest liquefied natural gas (LNG) producer, has chosen PAS' PlantState Suite alarm management software and engineering services for an improvement project across all their units.

"We chose PAS to optimise our alarm systems. With this project, we expect to reduce operator loading

and facilitate plant safety, all in service of continuity of customer shipments," said Alae Sadic Al Hassan, acting COO, Engineering & Ventures, Qatargas.

PAS' PlantState Suite, which is an alarm management and operations support software suite, will be utilised on the project to provide event analysis, documentation and rationalisation, auditing and enforcement, and dynamic alarm management. Post-project, the software will then be used to properly monitor and maintain the



Idaho National Laboratory

alarm system.

"We are honoured that Qatargas chose PAS for this important project to extend their leadership in process safety, reliability, and performance," said PAS president, Chris Lyden. "We are proud to be their partner in this endeavor," he added.

Neutral Tandem To Offer Cloud-Based Unified Communications Through Cisco Channel Partners

Chicago, US: Neutral Tandem, a provider of global interconnection services, has announced its plans to introduce the first cloud-based collaboration service in the US specifically developed to be resold by Cisco's Value-Added Reseller (VAR) community and System Integrators (SIs). The new cloud-based service is based on Cisco's next-generation Unified Communications infrastructure and will leverage the company's expertise in operating and managing IP networks. The company has entered into Hosted Collaboration Solution (HCS) Trial agreements with select Cisco authorised VARs and is trialing the service with them.

The service, based on Cisco's HCS, will enable VARs/SIs to deliver a full suite of unified communication and collaboration applications, including single number reach, integrated messaging and presence, video calling and WebEx integration. HCS provides support for single site, multi-site and hybrid premise-based implementations that allow significant flexibility to business customers. This solution will enable VARs/SIs to sell a monthly subscription based solution under their own brand. Additionally, VARs/SIs can provide

customised solutions to their client base by overlaying HCS with their own managed services. This will offer VARs/SIs the unique opportunity to differentiate themselves while growing their revenue predictably and without heavy front-end Capital Expenditure (CAPEX) costs for themselves or their customers.

The company's service will provide a robust set of tools necessary for Cisco VARs/SIs to sell and manage the full suite of HCS services. This new service is designed to integrate with a VAR's/SI's existing unified communications and collaboration services provisioning and management processes. Furthermore, the company's focus on providing solutions to the wholesale market will preserve the end-user customer relationships with the VAR/SI.

Cisco's research shows that the market for hosted unified communications and collaboration solutions is growing significantly. By 2013, hosted collaboration is projected to grow to US\$8 billion, comprising 31 percent of the unified communications market. Reselling the company's wholesale HCS offering will allow VARs/SIs to meet the growing demand for cloud solutions.

Nexus IS, a Cisco Gold Certified

Partner focused on offering collaboration, data centre, borderless networks, business video and managed services, is the first Cisco channel partner to trial the company's new HCS offer.

"We are excited to develop this new hosted offer together with Cisco and expand our product portfolio to include cloud-based services that will help companies cost effectively meet the unified communication needs of the market," said Surendra Saboo, President and COO of Neutral Tandem. He added: "This will be an ideal way for VARs and system integrators to be able to offer a Hosted Collaboration Solution to their enterprise customers while benefiting from a new stream of recurring revenue."

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