



## ***Cost effective Outsourcing and Consulting Services***

Globe Tech, Inc. offers consulting services with the best innovation, insight and technology to businesses worldwide, since 1991. Our outsourcing services can reduce the cost of your projects up to 60%.

We deliver a complete range of software services:

***Protocol Analysis Software***

***Network Management Solutions***

***Communications Drivers***

***Web Solutions***

***Storage Solutions***

***Product QA and Maintenance***

GTI uses and has command over almost every major software and hardware platform in the market today. We provide expertise and assistance in design, development, QA and porting in all major platforms including but not limited to:

**Networking:** Protocols including TCP/IP, Routing, Management, VOIP, Wireless, Storage

**Web/Internet Applications:** JAVA, J2E, C++, XML, HTML, ASP, PERL

**Application Development:** C, C++, JAVA, and scripting languages

**Operating Systems:** Windows, Unix, Linux

**Database:** ORACLE, SQL, DB2

---

### **Patent**

GTI jointly holds patent with Hewlett Packard for "Method and apparatus for automatically determining the starting location and starting protocol of LAN data in a WAN link frame."

# Protocol Analysis Software

GTI has many years of experience in the design and development of monitoring tools. It has helped companies in many areas:

- Protocol Decoders
- Traffic Generators
- Load Monitors
- Filters
- Application level analysis
- Graphical User Interface
- Portable code for Windows and Unix platforms

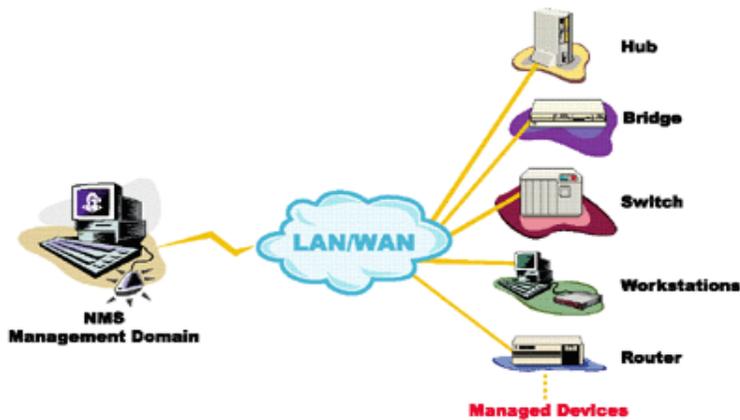
## Protocols

GTI has developed more than 300 protocol decoders from data link to application layers.

- Media --- Ethernet, ATM, Token Ring, FDDI, Frame Relay, HDLC, SDLC
- Stacks --- IP, ISO, Microsoft, Novell, SNA, DecNet, AppleTalk, Banyan
- Applications --- Wireless (3GPP, GSM), VOIP (H.323, MGCP, Megaco, SIP), Storage, Database, Network Management (SNMP, CMIP, CORBA), Web, Routing
- Technologies --- Fragmentation reassembly, ASN BER, ASN PER, Auto detection of protocols, Connect Request-replies

Along with the protocol decoders, we have developed filters, traffic generators, and load monitors for these protocols.

# Network Management Solutions



## Customer SNMP Management Application

The management application running on the Network Management Station (NMS) is the primary and most viable component responsible in performing network management for the end user. Therefore, it requires an intuitive, user-friendly, powerful, and flexible graphical user interface (GUI).

GTI can implement and integrate these solutions on the most appropriate network management platforms, with current state-of-the-art development tools and offerings. GTI can design NMS solutions for the following areas:

- monitoring of equipment
- configuration of resources
- fault finding and diagnostics
- backup, archiving, and reporting
- statistics and baselining

## **Custom SNMP Agent Development**

Any network device can be made remotely manageable by embedding a Simple Network Management Protocol (SNMP) agent. The SNMP agent is responsible for handling remote configuration, maintenance, and management requests from Network Management Stations (NMS) made by different companies. Your equipment (hubs, bridges, routers, switches, modems, etc.) becomes an integral part of your customers' network management environment when an SNMP Agent is running on it.

GTI brings expertise in custom SNMP Agent Development, from the ground up or by porting and existing implementation. We also assist in selecting an off-the-shelf SNMP agent framework offering for faster startup.

Custom SNMP Agent development includes the supporting the appropriate Management Information Base (MIBs) for your solution:

- Standard MIBs such as MIB-II, RMON, and standard device MIBs
- Proprietary MIBs for specialized equipment (hub, router, modem, telephony, database, etc.)

## **Integration with Management Platforms**

GTI can integrate your management applications into currently prevalent Network Management Station platforms: HP OpenView, CA TNG, IBM Tivoli, etc. and prepare you for tomorrow's environments.

## **Communications Drivers**

GTI can develop drivers to support protocol stacks on a variety of embedded equipment environments such as VRTX, RTOS, and others.

## **Web Solutions**

In the recent past, most of the Client-Server applications are being developed to run on the Internet/Intranet. It is useful to run a program over the Internet because of the following reasons:

- they are platform-neutral
- allows you to run the program on any hardware, over any operating system
- the central server simplifies client side administration
- remote access to company's applications
- publication of new versions of software is easier

GTI can develop Web based client-server applications using tools like Java, JRE, ASP, CGI, HTML, XML, Perl and Crystals Reports.

## **Product Quality Assurance and Maintenance**

It is very important to find the problems in the product before customers see them.

GTI possesses a wealth of experience in delivering test solutions customized for different client systems. We work with you in determining the testing needs and then devise the testing strategy. Based on that we create feature, load, performance and interoperability specific tests. We write automated tests wherever possible and incorporate them in to regression tests. We also use/develop load generators, analyzers and simulators.

Our testing will give you confidence that the product will perform as planned with the expected loads. You will be sure of all features working as planned, any new addition working as intended and has not broken any other parts of the product.

We can maintain current and older versions of the products at a reduced cost. We can find and fix bugs, port applications to various platforms and support different versions. This will help you to focus on new releases and not worry about the legacy products along with keeping the customers happy.

## **Porting**

GTI has done development on Windows, Linux, SUN/Solaris and HP/HPUX platforms. The code was ported to and from one to other platforms.

# Testimonials

## **Thomas A. Doumas, Project Manager** **Hewlett-Packard**

Globe Tech, Inc. has played a key role in the competitiveness of our solution for multiple years. The GTI team consistently provided us with a high quality product, on-time delivery and sensitivity to the requirements of both internal processes and end-users. The GTI team has unique depth in the area of network protocols. I highly recommend GTI as a provider of networking solutions.

## **Cindy Wierschem, R&D Project Manager** **Agilent Technologies**

GTI has successfully been doing work in the area of Communication Protocols for us for over five years. We find them to be a very knowledgeable and efficient resource. The GTI team has extensive understanding of protocols in all communication areas including 3G Wireless, VOIP, ATM and many others. Their work is key to the success of several of our protocol analysis products.

Experience, Quality and Quick turn around time makes GTI the optimal resource for our outsourcing needs.

## **Michael Feldman, Software Manager** **Cabletron Systems (formerly Netlink, Inc.)**

We selected GTI above other, bigger sized companies because of their high standards of integrity, technology intelligence and ability to deliver. They could provide the perfect resources to match our technological needs and required skill sets. They did an excellent job in developing an SNMP Agent and a management application for our FrameRelay access device. We are very satisfied with the quality and on schedule performance of their staff. GTI has been an invaluable resource for our software development needs.

## **Anju Day, Strategic Project** **Lucent Technologies**

I had worked with GTI at my previous company, Agilent Technology and was very familiar with their exceptional work quality. So, deciding on them for our project at Lucent was a no-brainer. GTI being a small company could focus on our requirements. I have found their work to be very cost effective. They worked remotely but made us fill like the work was being done at our site. That differentiates GTI from other companies.

## **Partial Client List**

Hewlett Packard	Agilent Technologies	Novell
Lucent Technologies	Cisco	Cabletron
Siemens	Sybase	SMARTS
Comverse Network	NewsEdge	EMC
Parametric Technology	InfoExpress	Sonoma Systems
Watercove Networks	Puma Technology	NetSuite
Wildfire Communications	Celink Research	Community Newspaper
InteQ	Mentor Graphics	Silver Platter
Ebsco Publishing	Essential.com	Gambit Communications

*Globe Tech is an organization providing high quality solutions and services to the Software and Networks Industry. GTI was formed in 1991 by a group of professionals, with wide expertise in Network Management, Data Communications and Telecommunications.*



### **Globe Tech, Inc.**

76 Northeastern Boulevard, Suite #30B, Nashua, NH 03063

Tel: 603-889-8833

Fax: 603-579-0892

Email: [solutions@gti.com](mailto:solutions@gti.com)

[www.gti.com](http://www.gti.com)