

# Into the CLOUD, HOW?



Tips for selecting Cloud Services Provider



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# Before that, who we are?



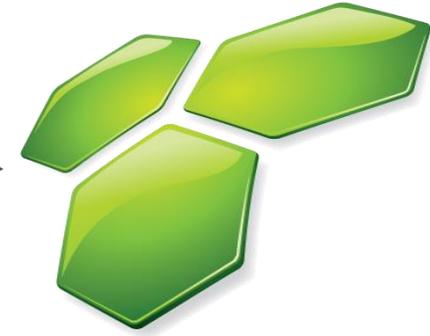
## Henderson Land Development Company Limited

- One of the largest Property Developers in Hong Kong
- Listed on the Main Board of HKEX (Blue Chip & Listed no.00012)



## The Hong Kong and China Gas Company Limited (Towngas)

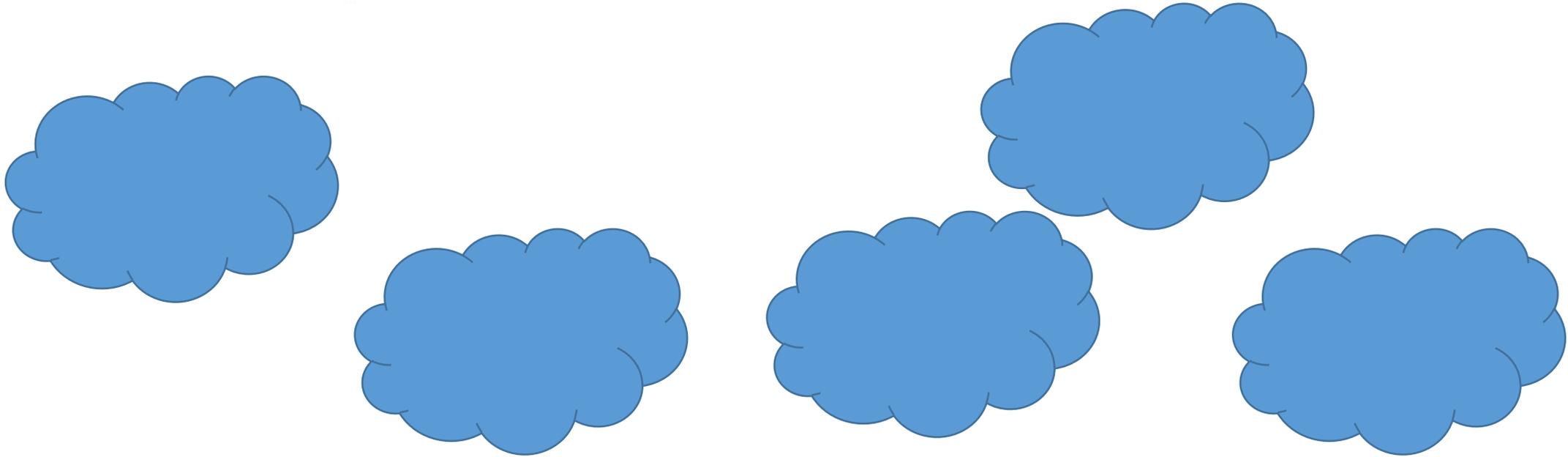
- Founded in Year 1862
- A member in Henderson Group
- Largest energy supplier in Hong Kong (Over 90% users in Hong Kong)
- Listed on the Main Board of HKEX (Blue Chip & Listed no.00003)



## Towngas Telecommunications Company Limited

- Formed in 2001 and granted FTNS license in 2004
- Wholly owned subsidiary of Towngas
- Unique Glass-in-Gas technology in HK
- Provide Carriers and Wholesale services/solutions

# What CLOUD is it?



## Compute Resources Deliver Via Network

# 5 Keys for Selecting



Compute → Competence



Resources → Reputation



Deliver → Defense



Via → Value



Network → Need

# Need

To Shift risk

To Scale, as needed  
and on-demand

To Shift cost

To Respond quickly to  
changing markets

To Support  
an emerging company  
with minimum IT investment

# Value

Shift CAPEX to OPEX

Release staff from “Keep the light on”  
to High-value mission critical project

Gain agility to ever changing market  
situations

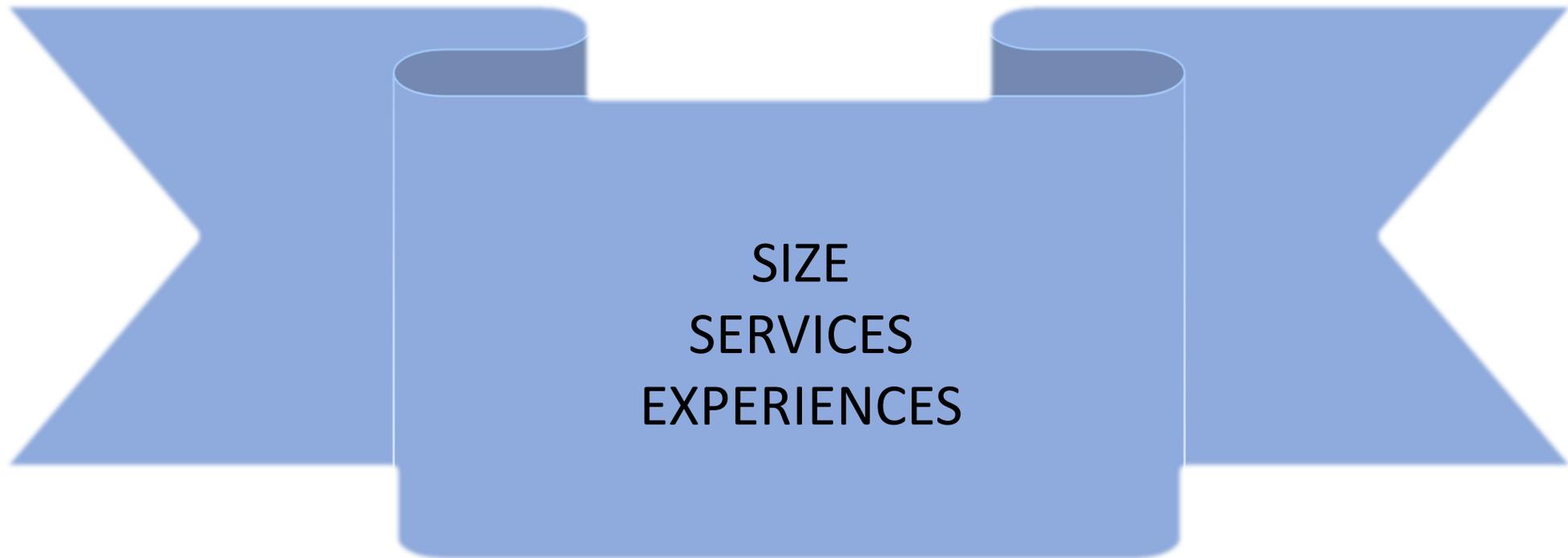
# Defense

Technical Expertise and Understanding

3<sup>rd</sup> Parties Compliance Audit

**TRUST**

# Reputation



# Competence

## Where the CLOUD lives?

- Did the CLOUD's nest get following certificates?



## How CLOUD keeps safe?

- Did the CLOUD itself get following certificates?



- How the CLOUD defend itself?

**Hypervisor level  
Anti-malware tools**

**Anti-DDoS**

**Pro-active deference  
mechanism**

# 5 Keys for Selecting



Need 需求



Value 價值



Defense 安全

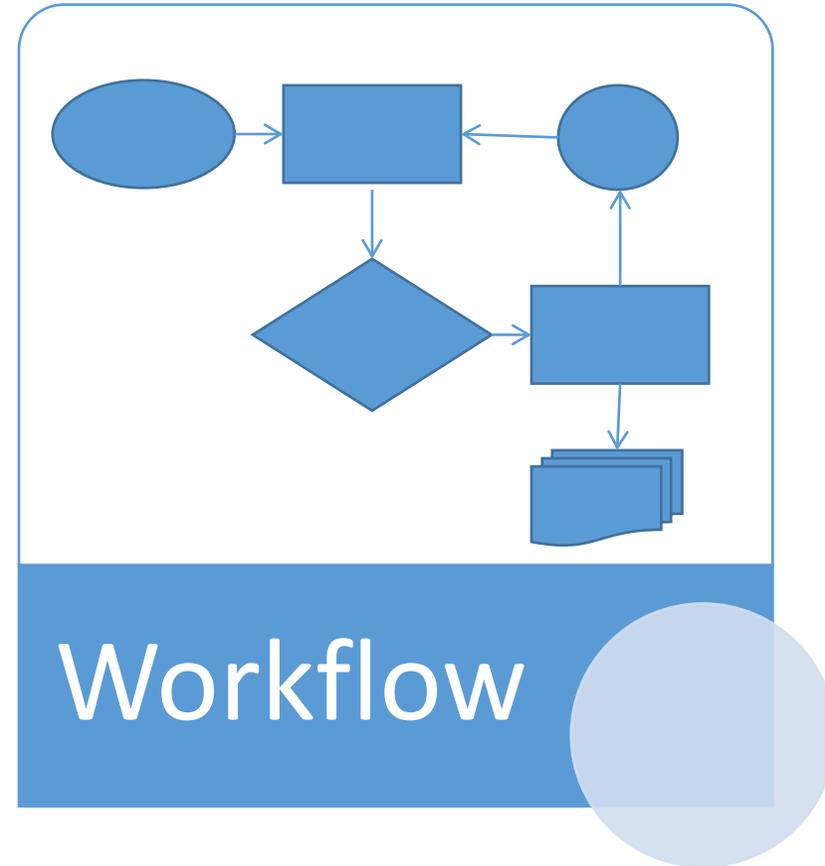


Reputation 口碑



Competence 可靠

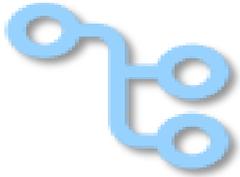
# SME – HRM & Finance App





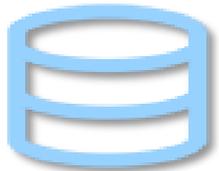
**Elastic Compute Service (ECS)**

彈性運算服務



**Server Load Balancer (SLB)**

伺服器負載平衡服務



**Relational Database Service (RDS)**

關係型數據庫服務



**Open Storage Service (OSS)**

開放式存儲服務

# THANK YOU



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