Into the CLOUD, HOW?

Tips for selecting Cloud Services Provider

Uran Choy
Business Development Manager
Towngas Telecommunications Company Limited

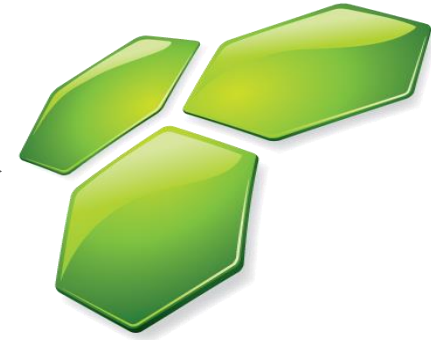# Before that, who we are?

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)

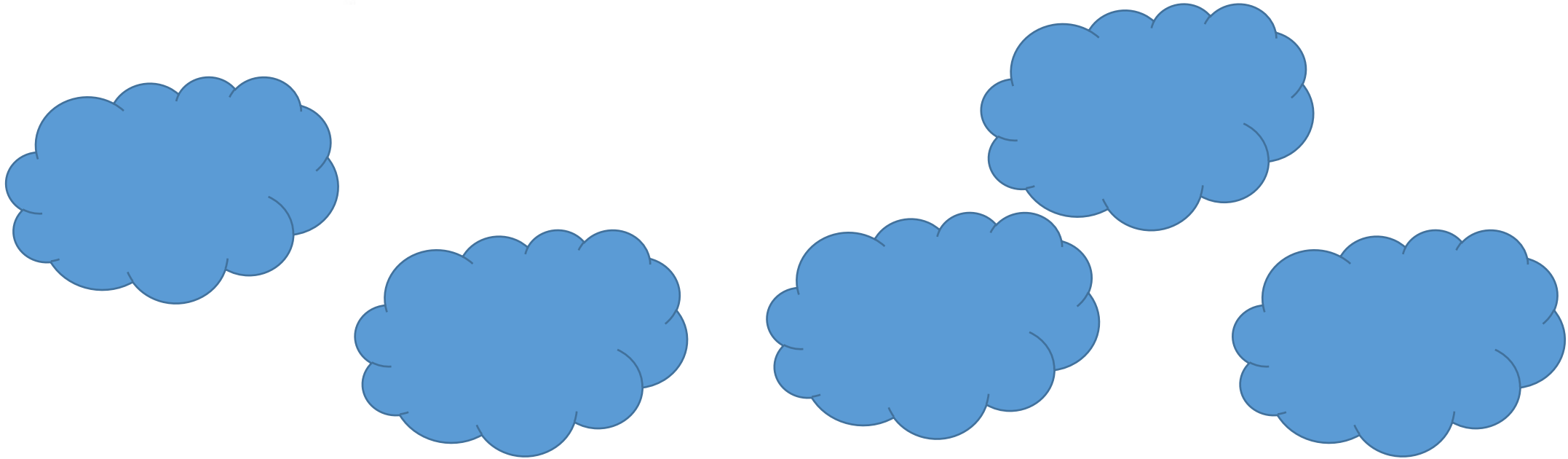**The Hong Kong and China Gas Company Limited (Towngas)**

- 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

Value

Shift CAPEX to OPEX

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

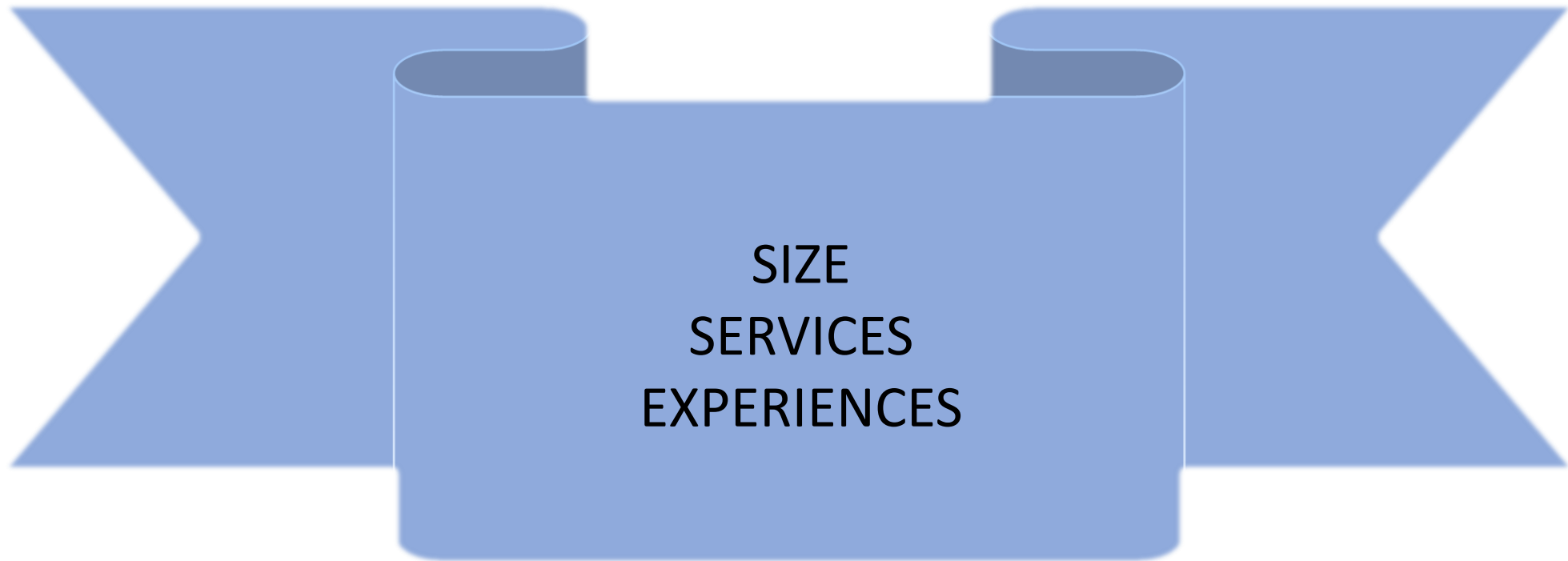Gain agility to ever changing market situations

Defense

Technical Expertise and Understanding

3rd Parties Compliance Audit

TRUST

Reputation

SIZE
SERVICES
EXPERIENCES

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
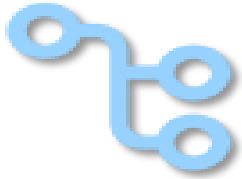
Reputation 口碑

Competence 可靠

SME – Sales & Marketing App

Storage

eShop

ACT 4 Pillars

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