

Transforming telco and enterprise ecosystems

 By [Derek Friend](#)

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Enterprises and carriers continue encountering bottlenecks in traditional service areas, especially long time to market for new services, low resource utilisation, and high OPEX obstacles. Another challenge for both enterprises and carriers is new internet-based business models, customised requirements, and new services. With more cost-effective capacity, owing to innovation, cloud collaboration and the pooling of ideas among key players, people and companies' need to connect in better ways.

Huawei Technologies plays a significant role in South African and third world economies by providing cost-effective hardware that supports the demand of cloud adoption, global interconnections and state-of-the-art technology, while decreasing latency and driving information across global connections.

Breakthroughs

Cloud computing is reshaping the computing and internet landscape. With breakthroughs being made in relevant service and business models, cloud computing involves three key elements, namely: resource pooling, capability supply, and the X as service (aaS) model. Through these technology combinations cloud computing will inevitably expand its role as a backbone for ICT.

In essence, cloud computing is the supply and combination of high-performance computing hardware and its processing capabilities across shared networking resources. The cloud or 'as a service' (aaS) model has gained popularity due to the range of services offered, not the technologies or resources involved to manage it.

Historically, organisations initially bought full-priced software and prepared the necessary resources for the software, regardless of it being used or not. Progress has been made to sharing software on the internet at a lower cost without needing to prepare for reserved resources, but a fixed cost was still incurred for the usage.

However, with advances in technology from vendors such as Huawei and high-performance processing, companies can directly use the software and application function (as a service) which is provided 'in the cloud' on a pay-per-use basis without any awareness of the backend infrastructure involved.

Despite the rapid adoption of cloud computing and the huge impact it has on businesses, misinformation unfortunately still prevails and many myths are built up around the deployment and running applications in the cloud. Huawei's high-level secure cloud computing solutions address the common myths and concerns associated with cloud computing and allows CTOs to manage their costs by knowing exactly which services are in use, what they access them for and the price they

are paying.

Security concerns

The public cloud might be right for some activities, private cloud for others and dedicated hosting for legacy applications; getting the right overall cloud mix or hybrid solution could be best achieved. It is not surprising, therefore, that security concerns are one of the forefront factors for many businesses when considering their cloud strategy.

Network risks are the same as those faced by traditional IT solutions, with the main difference being that when operating in the cloud, security no longer rests on premises, but is instead a shared responsibility with the cloud provider.

A good provider will have multiple security measures in place, such as dedicated hardware firewalls and advanced encryption to intrusion detection systems, as well as data centres accredited to the highest possible PCI DSS, and ISO standards. In reality, cloud computing is the green approach. On-site data centres use about twice as much power than is actually needed once, HVAC, power and maintenance are factored into the equation.

As with any game-changing solution, the ever-increasing shift into the cloud will require a host of cloud-savvy experts whose skills and knowledge will maintain and strengthen growth and development. Industry predictions suggest that by 2015 cloud computing will have created more than 13 million jobs worldwide.

End-to-end IT infrastructure

Huawei's Cloud Solution consists of both private and public clouds, which includes end-to-end IT infrastructure, integrated service, and managed services. Our private cloud helps carriers and enterprises reduce costs and improve efficiency through building and consolidation of data centres during the cloud-IT transition; it also opens new market opportunities through one-stop ICT service for government and vertical industry clouds. Our public cloud solution helps enterprises and carriers build a secure public cloud platform - an ecosystem that increases total revenue and allows operators to retain their industry leadership.

Huawei offers a full range of cloud, IT infrastructure, equipment, and management software, while delivering on one of the most complete end-to-end solutions in the industry. Huawei cooperates with more than 300 partners, including Intel, IBM, Accenture, and Citrix, in offering E2E vertical IT solutions and providing skills that encompass consulting, planning, designing, integration, deployment, and managed services.

Our carrier partnerships have given Huawei a profound understanding of operator needs. Huawei also has advantages in the cloud-pipe-device sphere, while our combination of integration service and managed service further make us the clear choice for the savvy telco and enterprise markets.

Huawei's expertise ranges from SaaS to SME and from ITO to large enterprises. Moreover, we are also active in cloud-managed services and can claim the largest cloud data centre in the world. Huawei devotes itself to being the trusted IT service partner in terms of higher ARPU, lower TCO, and open operation.

Huawei's cloud solutions have been widely applied by the largest global carriers, including China Mobile, China Telecom, Vodafone, and STC. Thanks to our rich experience in data centre construction, Huawei has established more than 210 data centres globally, including 20 cloud centres.

ABOUT DEREK FRIEND

Derek Friend is a dynamic tech entrepreneur with an impressive track record of over three decades in the telecommunications industry. He held the roles of co-founder, CEO, and primary investor at an innovative cloud-based independent Network Exchange platform. He stands out for its ability to connect clients through hyperscalers to global SME partners.

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