

Managed Private Cloud for NGOs

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Combining Strengths of Leading Telecom Operators & System Integrators



企業方案
Enterprise Solutions



Enriched Service Portfolio

Broader and more competitive range of products and services

Network "Tri-versity"

Remarkable resilience and service reliability with HKBN x WTT x NWT network infrastructure

Service Excellence

Unparalleled accountability and passion for service excellence, fueled by HKBN's Co-Ownership across supervisor-and-above-level Talents

A Leading Integrated Telecommunications and Technology Services Provider



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HKBN Ltd.

(SEHK Stock Code: 1310)



- Serves **every 1 in 3 families** in Hong Kong
- **First in the world** to roll out fibre-to-the-home **1,000Mbps** broadband services to 1/3 HK households in 2005
- **Top-value multi-play services:**
fibre broadband + home tel +
OTT entertainment + mobile

- Serves **every 1 in 2 enterprises** in Hong Kong¹
- Comprehensive range of **premier integrated telecommunications and technology solutions** with unbeatable values for private and public sectors

Inside HKBN – Unique, Broad-based Co-Ownership



Strong interest alignment between HKBN Talents and customers

- **Over 930 Co-Owners** (supervisory-and-above-level Talents who have **invested their family savings** to acquire HKBN stock) serving at all customer touch points
- Through this dual role as both investor and Talent, Co-Owners have **great passion to deliver success for customers**

Inside HKBN – Talent-first Culture



We believe **happy Talents** result in outstanding performance and **happy customers**

- Uphold **LIFE-work priority**, offer flexibility and additional holiday entitlements to support personal well-being and family
- **Fair and pay-for-performance compensation** to encourage better and innovative service. Bottom 5% exit rule for non-performers
- Encourage **life-long learning** through dedicated degree programmes, post-graduate & professional qualification sponsorships, global best practices benchmarking and sharing

#ToughTimesTogether Campaign under COVID-19

Talents

- Passing regional governments' subsidies to all eligible Talents
- Market leading WFH arrangements



Community

- 10,000 free broadband lines offers
- 100 Career Kickstarter offers for university graduates



Customers & Partners

- 1-Month fee waiver
- Barter & Bundle
- "18 Districts Infinite Rewards" free promotions campaign



Full Suite of ICT Solutions for Enterprise Customers



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Diverse ICT products and bespoke services

Network Solutions

Icon representing network solutions, showing three interconnected nodes.

Infra & Platforms

Icon representing infrastructure and platforms, showing a server rack with a cloud above it.

System Integration

Icon representing system integration, showing a computer monitor with circuitry.

IOT

Icon representing Internet of Things, showing a network of interconnected nodes.

Cyber Security

Icon representing cyber security, showing a shield with a padlock.

Enterprise Apps

Icon representing enterprise applications, showing a smartphone.

Enriched ICT Services Portfolio

Delivering one-stop-shop services for customers

JOS system integration service offerings

Design
Feasibility studies / Project preparation

Build
Integration of systems

Maintenance, Managed Services

Strengthened System Integration Service Offerings

Private Cloud





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What is private cloud

- A private cloud is a single-tenant architecture with dedicated hardware infrastructure.
- The servers are isolated from other components and accessed via a private network

Private Cloud

Private Cloud vs public cloud

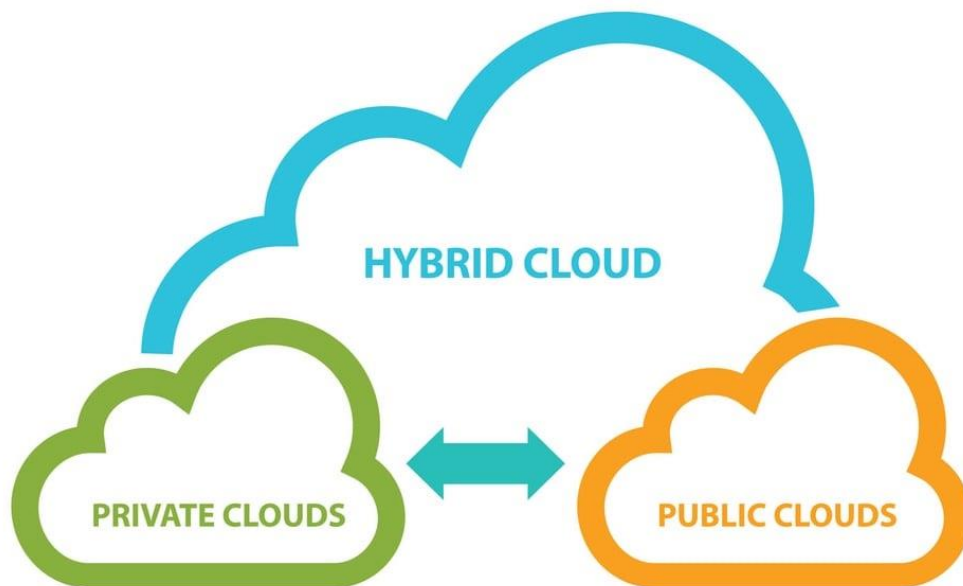
Private Cloud	Public Cloud
Total ownership	Rental based
Relatively higher upfront H/W investment cost while Investment budget under control 	Low entry level as charge by usage, while cost can rise sharply if the public cloud is scaled for extensive usage and budget out of control 
IT resources and maintenance involved, while with full control on the infrastructure, data storage.	Zero maintenance but Less technical control. Low visibility and causes serious issues when compliance requirements come.

Private Cloud

The trend of private cloud technology and applications

- Private cloud is needed for regulatory and security reasons
- Hyperconverged Infrastructure (HCI), combining compute, storage and networking into a single system
- Data security, compliance and data backup are major concerns for Business customers

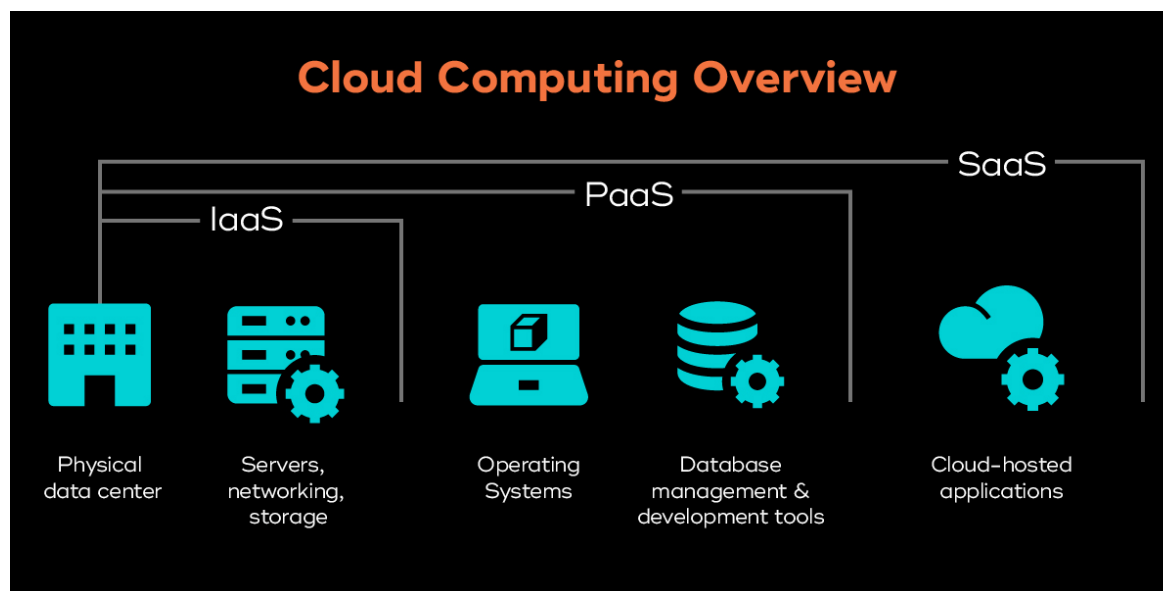
Hybrid Cloud



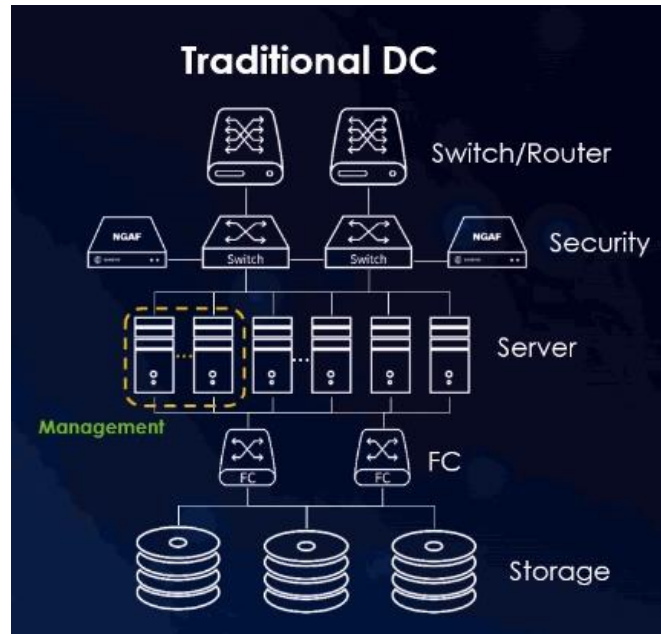
Managed Private Cloud

A managed private cloud is **off-premise instead of on-premise**, meaning the cloud servers are not physically located in the premise of the organization using them.

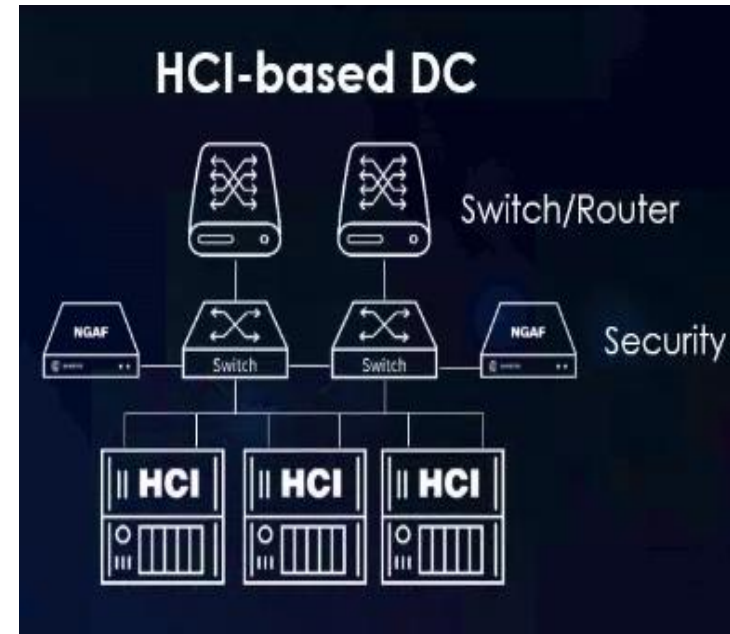
Instead, a third party manages and hosts the cloud remotely.



Hyperconverged Infrastructure (HCI)

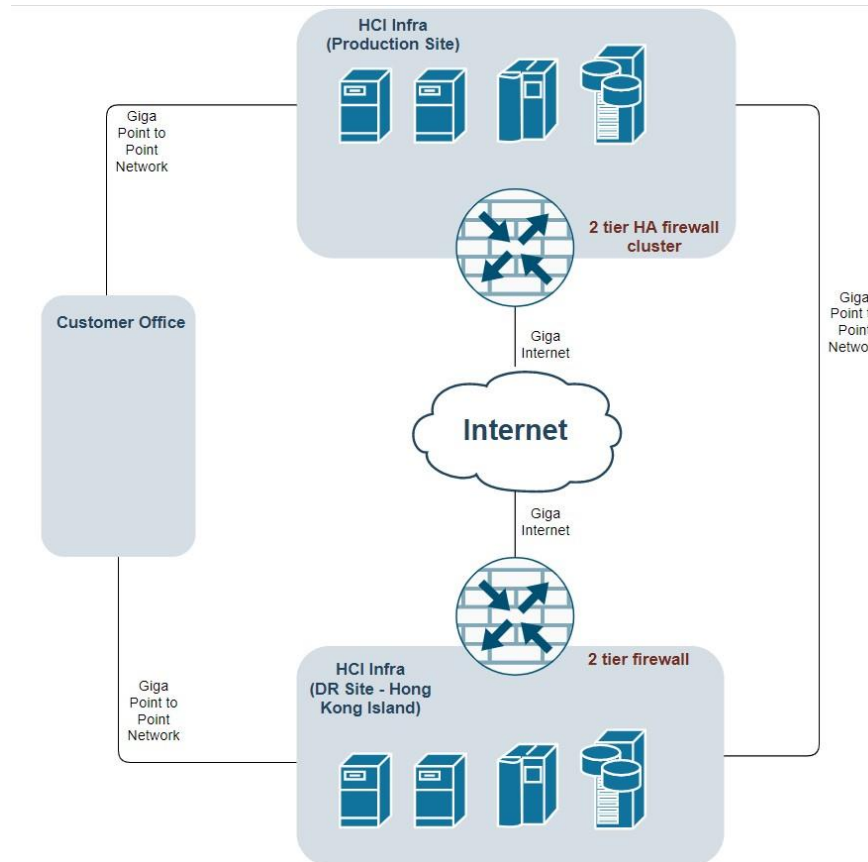


VS



By using software-defined storage (SDS), the right resources go to the right virtual desktops automatically, eliminating the pain of manual intervention, and no more separate (and costly) management solutions!

A Typical Managed Private Cloud Platform



Managed Private Cloud Sizing

- Base on the HCI technology: benefit (**high scalability and stability**)
- Scalable from 1 NGO user up to **n NGOs**
- each NGO user has 2 Core CPU, 8G Memory and 100G storage
- Enable billing capability to charge end users

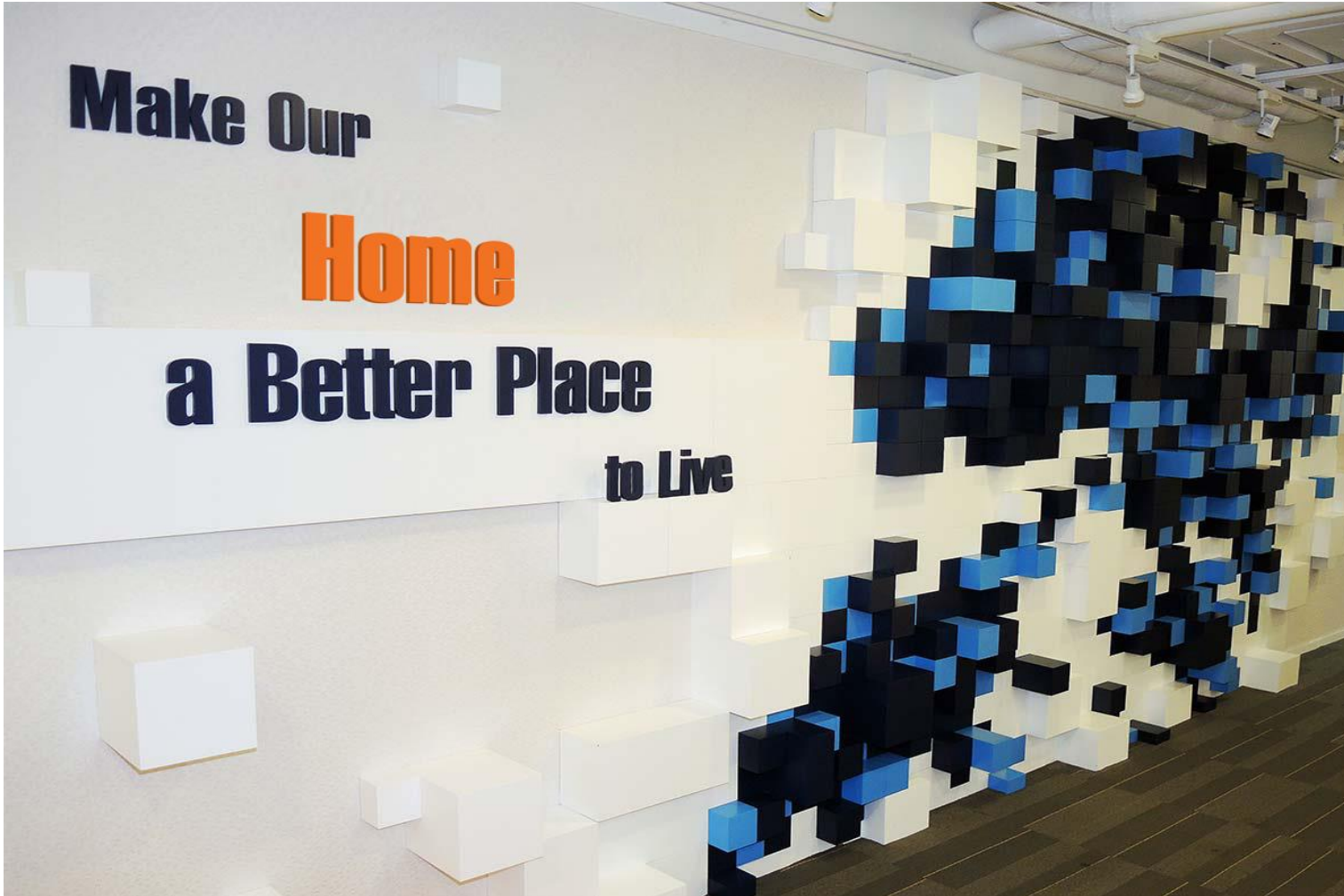
Key Benefits of Managed Private Cloud



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- ✓ Reduced and predictable IT costs
- ✓ Enhanced agility and optimized performance
- ✓ Lower Total Cost of Ownership
- ✓ High Security: provide access only to authenticated users
- ✓ One platform enjoy IaaS + PaaS + SaaS





The End