

Case study

Fujitsu Vietnam Limited

“Fujitsu Cloud Starter Kit” delivers a public cloud service infrastructure in Vietnam.



The customer

Fujitsu Vietnam Limited (FVL) established operations in Vietnam in February 1999 as a wholly-owned subsidiary of Fujitsu Limited. Inheriting Fujitsu’s decades of experiences and reputation for high quality, FVL provides comprehensive integrated IT, telecommunications and networking solutions. Through these solutions FVL deliver tangible business value and enable customers to meet the challenges of the new global economy.

The challenge

The increasing demands of mobile and internet technologies are changing the role of information communication technology in business. While Vietnam is an emerging country and several countries are keen to invest, the international network bandwidth is weak and the cost is much higher than other regions.

Hence, FVL decided to construct the Local Cloud Platform in order to provide suitable cloud services. The platform would ensure FVL could support enterprises looking for reductions in IT investment or wanted to outsource IT resources and management. Furthermore, the Fujitsu Cloud would allow enterprises to choose the most effective model to rapidly develop an IT environment to suit their specific needs.

However to construct this Local Cloud Platform in Vietnam, FVL had to overcome a number of challenges;

- FVL lacked the necessary technical expertise and experience to configure a cloud environment.
- FVL wanted a solution that was easy and fast to implement and would reduce the impact on day-to-day business operations.
- As the new cloud platform would be used to provision services to the public, it was essential that it was reliable and secure.
- The services would also need to be delivered via a flexible model that could accommodate the various needs of a range of customers.
- With the expectation of business expansion through growing demand for cloud services, FVL needed the new solution to expand with the growth of their business.

The customer

Country: Vietnam
 Name: Fujitsu Vietnam Limited
 Industry: ICT company



The challenge

To adjust to current industry changes for ICT, FVL looked to provision cloud services. However in doing so, FVL faced a number of challenges regarding a lack of expertise and the need for reliability, flexibility and expansion of the cloud based solution.

The solution

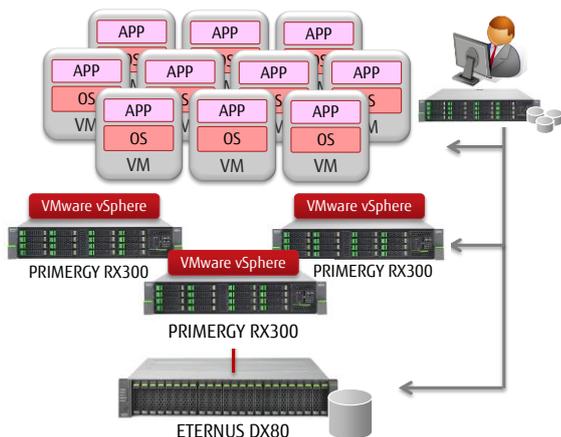
- Fujitsu Cloud Starter Kit provides;
- Quick business startup – from planning to system kick-off
 - Reliable service operation – Integrated High Availability and backup function
 - Minimal investment – Started from only 15VM capacity

The benefit

- Reduced complexity associated with hardware configuration, management procedures and future enhancement plans
- Reduced project time, reducing project costs
- Achieved the necessary level of reliability and performance for the environment.
- Increased flexibility in adjusting to individual customer requirements.
- Ability for the new environment to grow in alignment with business expansion.

Products and Services

- FUJITSU Server PRIMERGY RX300 S7 x 4 units
- FUJITSU Storage ETERNUS DX80 S2 x 1 unit
- Network System Cisco Catalyst 2960 x 2 units
- Virtualization Software VMware vSphere 5.1
- FUJITSU Software ServerView Resource Orchestrator Cloud Edition 3.1
- Backup Software Veeam Backup & Replication Enterprise edition



The solution

FVL implemented “Fujitsu Cloud Starter Kit” to overcome the technical challenges and were successfully able to launch their public cloud service, “Fujitsu Cloud”, in September 2012. The kit contains all the necessary configuration information for the cloud systems, including hardware resources, management software, and virtualization technologies.

While FVL didn’t have experience or skills to begin with, the “Fujitsu Cloud Starter Kit” enabled them to implement the project successfully. This was achieved in cooperation with a high quality Data Center Service Provider, Global Data Service Joint Stock Company.

The implementation was completed with the use of best of breed hardware, software and network technology as defined in the starter kit. This included Fujitsu PRIMERGY servers and ETERNUS storage systems, Cisco Networking, VMware Virtualization software and Fujitsu Cloud management software ServerView Resource Orchestrator (ROR).

The benefit

For FVL the Fujitsu Cloud Starter Kit reduced complexity associated with hardware configuration, management procedures and future enhancement plans, through an easy to construct cloud system. As a result the solution was able to be implemented in a shorter time frame, thereby reducing project costs.

Through a successful implementation and use of superior hardware, software and network products, FVL was able to deliver the necessary level of reliability and performance for the environment. Accordingly FVL could now be confident their cloud based offerings had the performance and stability required to serve their customers.

Leveraging the configurations provided by the Fujitsu Cloud Starter Kit, the environment was now highly flexible and could adjust to the needs of FVL customers. Additionally, the cloud platform was scalable enough to grow with the expansion of the FVL business in the future.

Now with a reliable and flexible platform the cloud based solutions were opening new doors for FVL. The ability to offer new solutions tailored to customers’ requirements, meant FVL were expanding business into new market segments. For FVL this has seen a significant increase in lead generation and pipeline.

Conclusion

The introduction of the cloud system using Fujitsu Cloud Starter Kit proved to be the ideal solution to overcome the various difficulties FVL faced to implement cloud based services.

With the highly reliable cloud environment, FVL has established a strong foundation for not only IaaS but also SaaS e.g. PRO-NES Cloud^(*1).

FVL expects they will expand the platform for SaaS by allocating more applications, such as EZ-Manage Cloud^(*2). At the same time, NTT Communications (Vietnam) Ltd. has been established as a solution partner and reseller of this public cloud service.

FVL is currently considering expanding the system even further with the growth of the number of users.

(*1) PRO-NES-Cloud: PRO-NES is the application software which was developed by Fujitsu West and mainly manages production control in the enterprise factory.

(*2) EZ-Manage Cloud: EZ-Manage is the application software which is developed by FVL to manage HR information, Salary calculation, time-in time-out information in the enterprise in Vietnam.

Contact

Fujitsu Vietnam Limited
 Address: Unit 01-03, 17th Floor, Keangnam Hanoi Landmark Tower, Lot E6, Pham Hung, Hanoi, Vietnam
 Web site: <http://www.fujitsu.com>
 2013-06-03 WW-EN

© Copyright 2013 Fujitsu Vietnam Limited
 Fujitsu, the Fujitsu logo, PRIMERGY, ETERNUS, and ServerView Resource Orchestrator are trademarks or registered trademarks of Fujitsu Limited in Japan and other countries. VMware vSphere is a registered trademark of VMware, Inc. in the United States and/or other jurisdictions.
 Other company names and product names are the trademarks or registered trademarks of their respective owners.