

Success Story of Cloud Solution

21-Nov-2012

<u>Cloud Solution Type</u> IaaS
<u>Case Study Title</u> Orange enables Tiens to consolidate their European Data Centers whilst injecting flexibility and scalability
<u>Basic Information</u> Company Name: Orange Business Services Client Name: Tiens Deployment Date: 2012 Web Site:
<u>Introduction</u> Tiens is a global pharmaceutical company that researches, develops, manufactures, and markets nutrition supplement products, including wellness products and dietary supplement products HQ'ed in China, branches in 110 countries and 15+ million independent distributors across 190 countries. Background and Requirement <ul style="list-style-type: none">▪ Reduce the TCO of their UK and Eastern Europe data centers▪ Get more flexibility on resources allocation▪ Business expanding rapidly in EMEA regions. Orange Solution: <ul style="list-style-type: none">▪ FC Express virtual IaaS solution with tiered storage, self-provisioning capability, and zone security.▪ Directly accessed from Orange IP VPN connected Tiens sites.▪ Integrated Riverbed for acceleration▪ Professional services support for the transition from legacy DCs to the FCE platform.
<u>Experience Sharing</u>

Challenges:

- P2V and V2V conversions
- import of private VM templates
- integration of our backup agent into private templates (Chinese, Russian and other language)

Customer's benefits":

- 'Think global and act global & local' with the ability to direct transition in Europe from China
- More flexibility to accommodate growth with pay-per-use model and no limitation to add VM or storage capacity.
- Better capacity planning with real-time and historical utilization view through portal.

Practical Tips

- Planning with comprehensive cloud assessment with overall migration roadmap, strategy and TCO/ROI
- Migration with proven methodology to enable smooth and risk-free transition from legacy to cloud platform

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