




JOS' Public Cloud Services

26 Jun 2012



ISO20000:2005
ITMS 544145
ISO9001:2000
FS 543297
IT Managed Services

 A member of the Jardine Matheson Group



Agenda

- ❑ About JOS
- ❑ JOS' Portfolio for GPCS
- ❑ Cloud Backup/DR Service
- ❑ Case Study
- ❑ Why JOS





3

JOS At A Glance

- ✓ A member of the Jardine Matheson Group
- ✓ Over 2,000 staff in eight offices in China, Hong Kong, Singapore and Malaysia.
- ✓ A leading force in the IT & OA industry for more than 50 years
- ✓ JOS delivers a rich blend of IT offerings to help companies of all sizes plan, build, operate and manage their technologies for maximum business value.
- ✓ Attained ISO 20000, ISO 27001 and ISO9001 certification
- ✓ Voted one of Asia's Top IT vendors by MIS Asia Magazine 2007 & 2008
- ✓ Voted "IT Outsourcing" award by SMBWorld 2008, 2009 and 2010
- ✓ Voted "The Best of Consulting & SI Service Provider" by e-zone 2010
- ✓ Voted "The Best of Consulting & SI Service Provider" by SMBWorld 2011





4

Extensive Customer Base

Banking & Finance

- American International Group
- Bank of East Asia
- CITIGROUP
- Credit Suisse First Boston
- Goldman Sachs
- Hang Seng Bank
- HSBC
- ING Group
- Lloyds TSB Bank
- Morgan Stanley Dean Witter
- Prudential
- Standard Chartered Bank
- Zurich Group

Transportation & Logistics

- Airport Authority
- Bax Global Ltd
- Jardine Aviation
- DHL International Ltd
- Federal Express
- HK Air Cargo Terminals
- Kowloon Motor Bus
- MTRC

Government

- The Government of the HK SAR
- The Macau Government
- The Malaysia Government
- The Singapore Government

Utilities & Telecom

- CLP Power
- HK & China Gas Co Ltd
- HK CSL Ltd
- Hutchison Telecom
- New World Telecom
- Singapore Telecom

Trade & Commerce

- Hong Kong Trade Development Council
- Hutchison Whampoa Group
- Li & Fung Group
- Swire Pacific Ltd



5

Strong Partners

Systems & Peripherals

- Apple
- CheckPoint
- Dell
- EMC
- HP
- IBM
- Lenovo
- Oracle / Sun
Microsystems
- Symantec
- Samsung
- TrendMicro
- NetApp
- Citrix
- VMware

Network & Communications

- Avaya
- Cisco
- GN Netcom
- Huawei 3com
- Nortel
- Juniper
- Watchguard

Enterprise Application

- Microsoft
- Lotus
- Oracle
- Sage
- K2

Carriers

- AT&T
- Citic Telecom
- Hutchison
- HKBN
- Verizon
- Wharf T&T

Facilities & Infrastructure

- Hutchison
- NTT
- Wharf T&T



6

Partnership with Microsoft

Gold Certified Partner

- Excellent level of expertise in Microsoft licensing solutions and business solutions, providing unified communication (UC) expertise

Microsoft Direct Large Account Reseller (DLAR)

- Strong relationship with Microsoft, can place volume license to Microsoft directly

Microsoft Partner

- Gold Communications
- Gold Data Platform
- Gold Management and Virtualization
- Gold Volume Licensing
- Silver Midmarket Solution Provider
- Silver Mobility

Microsoft Cloud Accelerate Partner

- Deploy Over 2000 seats of Cloud Service

Successful cases reference

- Savills Management Services Limited,
- Gammon Construction





7 Partnership with IBM

- Diamond Value Partner 2011 and 2012
- IBM Premier Business Partner 2011





JOS' Portfolio for GPCS

8

<u>(A) Productivity Apps</u>	<u>(B) Business Apps</u>	<u>(C) Cloud IT Services</u>	<u>(D) Social Media Apps</u>
<ul style="list-style-type: none"> ▪ Microsoft Office 365 ▪ SharePoint Online ▪ Lync Online ▪ SharePoint 2010 1GB with Office Web Apps for Office Tools and Suites, and Document and Content Management (MS/Superhub) ▪ Lync 2010 for collaboration, meetings, conferencing (MS/Superhub) ▪ MS Professional Service Pack 	<ul style="list-style-type: none"> ▪ Microsoft Office 365 ▪ Exchange Online ▪ Lync Online ▪ MS Professional Service Pack ▪ SharePoint Online ▪ SQL Azure ▪ Windows Azure ▪ CRM Online ▪ Outlook 2010 	<ul style="list-style-type: none"> • SQL Azure • Windows Azure • Windows Intune • MS Professional Service Pack 	<ul style="list-style-type: none"> ▪ Microsoft Office 365 ▪ SharePoint Online ▪ Azure Storage ▪ MS Professional Service Pack
<ul style="list-style-type: none"> ▪ IBM Docs ▪ IBM SmartCloud Connection ▪ IBM SmartCloud Meeting 	<ul style="list-style-type: none"> ▪ IBM SmartCloud iNote ▪ BES for Blackberry Access (Research In Motion) ▪ Journaling 100GB Storage (Superhub) ▪ Pool storage (Superhub) 	<ul style="list-style-type: none"> • Email/DB/VM/Desktop/Laptop (Ahsay/Superhub) • Backup service plan (Ahsay/Superhub) • Backup/drill/DR/BCP/Failover/Managed Services portfolios (BizCONLINE) 	<ul style="list-style-type: none"> ▪ IBM Connections



9 Hosted Exchange/SharePoint/Lync

Value Proposition	<ul style="list-style-type: none">▪ Deliver secure, reliable and flexible hosted Microsoft Exchange/ SharePoint/ Lync service to companies of all sizes at a low subscription fee.
Deliverables	<ul style="list-style-type: none">▪ Email access via any web browser, or Microsoft Outlook as well as mobile device access with Email Push▪ Secure data transmission, as well as anti-virus and anti-spam service▪ Collaboration tools such as global address book and calendar▪ Domain hosting for email service▪ Scalable Hosted SharePoint for different storage size & no. of users▪ Unified communication platform via Hosted Lync service▪ 24 x 7 technical and operational support
Benefits	<ul style="list-style-type: none">▪ Secure public cloud service with encryption▪ Scalable solution to allow easy expansion▪ Instant activated enterprise-graded Email service▪ Worry-free to install and maintain the cloud infrastructure▪ Local support directly from JOS' 24 x 7 Customer Support Centre



10

Cloud Backup & DR Service

Value Proposition	<ul style="list-style-type: none">▪ Provide low-cost and worry-free backup service for server systems of customers of all kinds. Enable customers to retrieve data at fingertips.
Deliverables	<ul style="list-style-type: none">▪ Regular data and system backup▪ Notification of daily backup status▪ Auto-drill with performance status▪ Data securely stored in ISO 20000 & 27001 certified Data Centre▪ 24 x 7 hotline service▪ Data restore with committed SLA upon notification
Benefits	<ul style="list-style-type: none">▪ Efficient and immediate off-site protection for your data▪ Free from tape error and corruption▪ Off-load manpower to focus on core business▪ Retrieval of data and files at fingertips▪ Peace of mind to have data stored in certified Data Centre



Case Study – An International Insurance Company

CHALLENGES

- ✓ Spend excessive effort to plan and perform DR drill
- ✓ Worry about the reliability of tape backup
- ✓ Pressure to shorten the recovery time from disaster



SOLUTION

- ✓ Replace the on-premise backup infrastructure with public cloud backup & DR service provided by JOS
- ✓ Service deliverables include:-
 - Implementation service for 4 virtual DR servers
 - 24 x 7 hotline support
 - Daily drill report
 - Perform one DR exercise per year
 - BCP service

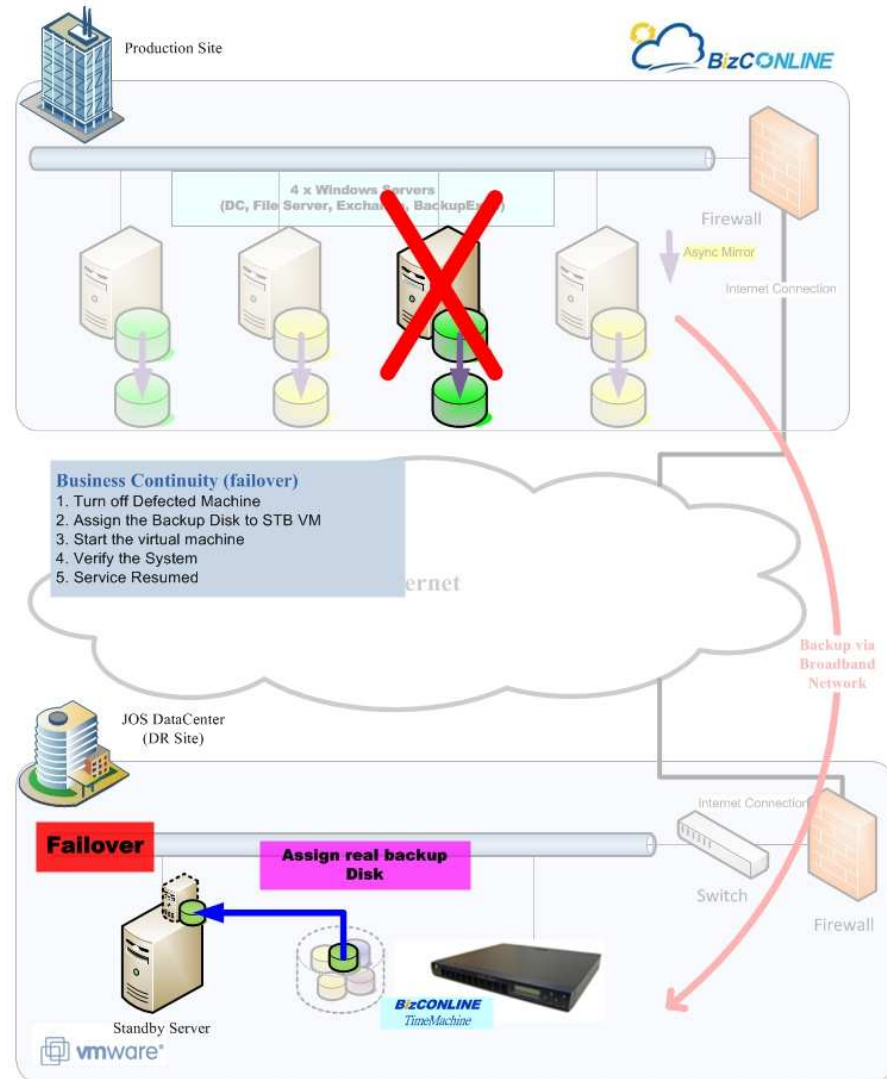
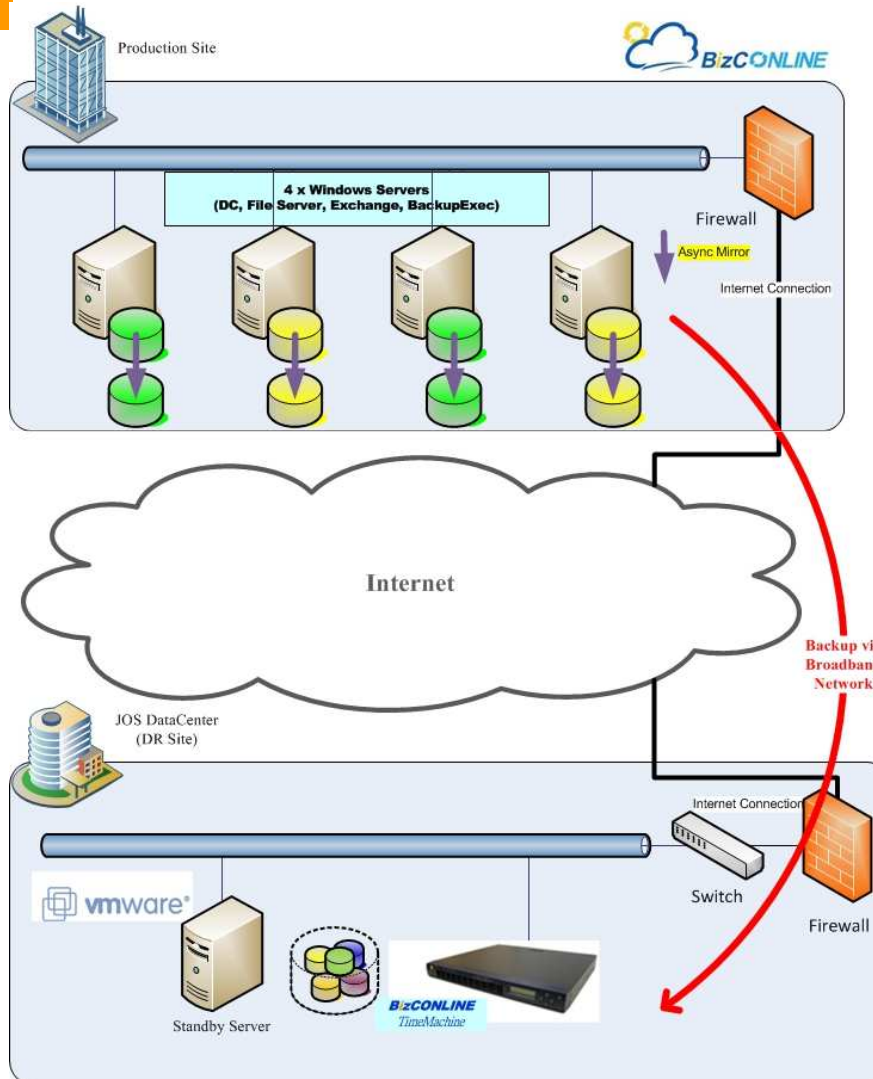
RESULT

- ✓ High price performance
- ✓ Peace of mind with daily drill notification
- ✓ Shortened RTO and



Solution Diagram

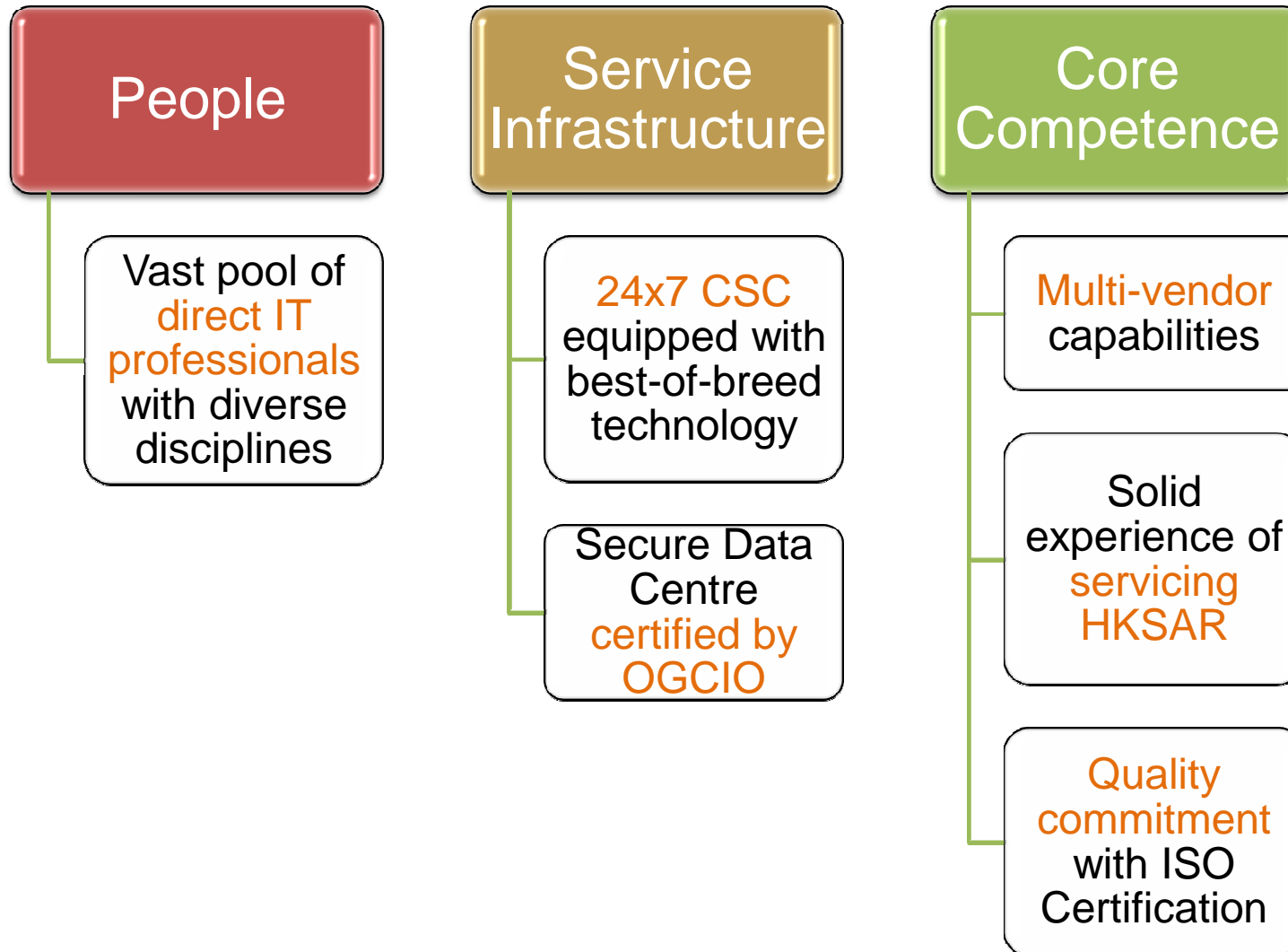
12





Why JOS

13





Win-Win Partnership



怡和科技
Jardine OneSolution

QUESTION & ANSWER

