

# KAZTRANSCOM OFFERS NEW CLOUD SERVICES WITH RED HAT OPENSTACK PLATFORM



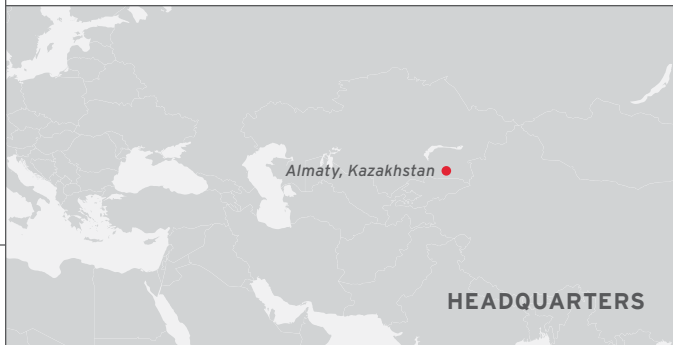
## SOFTWARE AND SERVICES

Red Hat® OpenStack® Platform  
Red Hat Ceph Storage

## HARDWARE

Cisco UCS servers with UCS Manager

KazTransCom, one of the largest telecommunications operators in Kazakhstan, wanted to increase innovation and revenue by adding new cloud services for its business customers. To accomplish this goal, the service provider deployed Red Hat OpenStack Platform and Red Hat Ceph Storage on Cisco server hardware. With the new solution based on Red Hat technology and services, the service provider gained a reliable, flexible, and easy-to-manage platform for new services that will help it gain an advantage in a competitive market.



## TELECOMMUNICATIONS

**1,200** EMPLOYEES

## BENEFITS

- Increased scalability and flexibility with an open source platform solution
- Increased competitive advantage and won new customers with cloud services built on solutions from industry-recognized leading software and hardware providers
- Improved reliability and manageability of IT environment with responsive expert support from Red Hat

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MAXIM POPOV  
HEAD OF R&D, KAZTRANSCOM



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## **INCREASING COMPETITIVE ADVANTAGE WITH NEW SERVICES**

KazTransCom, one of the leading telecommunications operators in Kazakhstan, maintains network infrastructure that covers thousands of miles. To increase revenue and gain a competitive advantage in Kazakhstan’s competitive telecom industry, the service provider sought to position itself as an innovator. KazTransCom sought to achieve this goal by adding new cloud services for business customers, including Infrastructure-as-a-Service (IaaS) and Platform-as-a-Service (PaaS) offerings.

The main goal was to decrease the time it took to deliver new services to the market. KazTransCom is now the only commercial telco in its marketplace with such a modern cloud. Its competitors are now trailing behind KazTransCom because they are using proprietary solutions that are expensive and can’t be competitive.

“We wanted to provide public cloud for our business clients,” said Maxim Popov, head of R&D at KazTransCom. “We also needed to add a network function virtualization (NFV) platform to offer highly reliable and scalable network equipment.”

## **CHOOSING AN OPEN SOURCE ENTERPRISE SOLUTION**

After evaluating several alternatives, KazTransCom chose to deploy Red Hat OpenStack Platform and Red Hat Ceph Storage. Red Hat Ceph Storage, an open, software-defined storage solution, offers cost-effective scalability in a unified platform for block, object, and file storage. In addition, Ceph is overwhelmingly preferred by OpenStack users for its simple integration with OpenStack solutions.

“Before we chose Red Hat, we undertook a major analysis of competitive solutions from other vendors,” said Popov. “We found that Red Hat had the best quality-to-price ratio, and Red Hat’s innovative, subscription-based business model means we only pay for support.”

Additionally, Red Hat’s leadership in providing robust, enterprise-ready open source technology that offered vendor flexibility – as well as the easy integration of Red Hat software with KazTransCom’s Cisco server hardware – appealed to the service provider.

“Red Hat’s close relationship with Cisco Systems was important to us. We use Cisco equipment in our network because we can be sure of its quality,” said Popov. “The design for the Red Hat solution was validated by Cisco, meaning we could build the platform with minimal risk.”

With assistance from a Red Hat advanced solution partner, as well as engineers from Red Hat and Cisco, KazTransCom quickly and easily implemented the Red Hat solution on Cisco UCS servers at its datacenter in Almaty. The new platform is used not only to deliver cloud services for business customers – such as virtual machines (VMs) and Backup-as-a-Service (BaaS) – but also to provide e-learning services, including content filtering systems for schools, as well as public Wi-Fi services.

## **WINNING CUSTOMERS WITH NEW CLOUD CAPABILITIES**

### **INCREASED FLEXIBILITY AND SCALABILITY**

With Red Hat OpenStack Platform and Red Hat Ceph Storage, KazTransCom can easily scale to provision new services for its business customers – with spare processing power to handle the demands of new and other current clients.

“Red Hat OpenStack Platform is very flexible and lets us create different types of services for our clients,” said Popov. “Its performance has met all our needs so far, using just 10%-20% of its capacity.”

In addition, Red Hat’s open source technology helps KazTransCom avoid proprietary vendor lock-in. The service provider can customize the platform as needed to meet customer and industry demands. The flexibility of Red Hat’s software also provides hardware vendor freedom that offers seamless integration with KazTransCom’s existing Cisco server environment.

### **GREATER COMPETITIVE ADVANTAGE**

The quality of KazTransCom’s new services, combined with Red Hat’s strong reputation for enterprise-quality technology, has helped give the service provider’s clients the confidence to shift from hardware applications to software-based telco solutions. Service providers now also have the option to move to KazTransCom’s new cloud platform instead of them building their own on expensive proprietary solutions that do not have the same functionality.

“Red Hat is a leader in the cloud segment, which our customers appreciate,” said Popov. “In particular, international companies who have a presence in Kazakhstan are aware of Red Hat’s positive reputation.”

In addition, using open source also helps KazTransCom bid for contracts with Kazakhstan’s government because it is the preferred technology for public sector contracts.

### **IMPROVED MANAGEMENT AND RELIABILITY**

With Red Hat OpenStack Platform’s user-friendly graphical interface, KazTransCom can easily manage and automate its OpenStack-based solution, reducing management time and effort. The service provider also uses Cisco UCS Manager to access a unified management interface for its Cisco servers and switches.

In addition, KazTransCom has gained the high reliability and availability needed to successfully serve its customers as the service provider expands its offerings. “The integrated Red Hat and Cisco solution is very reliable,” said Popov. “We have run different tests and simulations of problems, but the solution is stable and works well.”

To ensure continued high performance, KazTransCom takes advantage of expert support from Red Hat.

“Red Hat provides fast, high-quality service and quickly solves any issues that we have,” said Popov. “They are service-oriented, and we value their personal, individual approach. We can call Red Hat for help at any time.”

### **SCALING TO FURTHER INNOVATION**

After the success of its initial implementation of Red Hat OpenStack Platform and Red Hat Ceph Storage, KazTransCom plans to deploy the solution at more of its datacenters.



**CUSTOMER CASE STUDY** KazTransCom offers new cloud services with Red Hat Openstack Platform

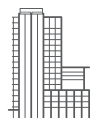
In addition, the service provider plans to offer new services based on the Red Hat solution, including video surveillance and security solutions to prevent Distributed Denial of Service (DDoS). To meet increased storage needs for the video surveillance solution, KazTransCom plans to incrementally increase storage on commodity servers and disks with Red Hat Ceph Storage. KazTransCom also plans to add Red Hat JBoss® BPM Suite to its Red Hat environment to offer business process management (BPM) solutions.

“Red Hat is an international company that is well-known in Kazakhstan, which helps to create trust in our cloud solution,” said Popov. “As we scale up our marketing program to win clients, we plan to develop and grow the platform and add more resources and services for our customers.”

**ABOUT KAZTRANSCOM**

KazTransCom JSC is a leading service provider, rendering a wide range of telecommunication and information technology services in Kazakhstan. It has a well-developed branch network in the country’s large cities and its own up-to-date and reliable network infrastructure. The technical and resource base of KazTransCom can deploy and realize telecommunication projects of any degree of complexity.

**ABOUT RED HAT**



Red Hat is the world’s leading provider of open source software solutions, using a community-powered approach to provide reliable and high-performing cloud, Linux, middleware, storage, and virtualization technologies. Red Hat also offers award-winning support, training, and consulting services. As a connective hub in a global network of enterprises, partners, and open source communities, Red Hat helps create relevant, innovative technologies that liberate resources for growth and prepare customers for the future of IT.



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