

TRANSFORM SERVICE PROVIDER NETWORKS AND I.T. WITH CONFIDENCE

**DEPLOY NEW SERVICES FASTER, ECONOMICALLY,
AND AT MASSIVE SCALE**

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THE FUTURE OF COMMUNICATIONS IS OPEN

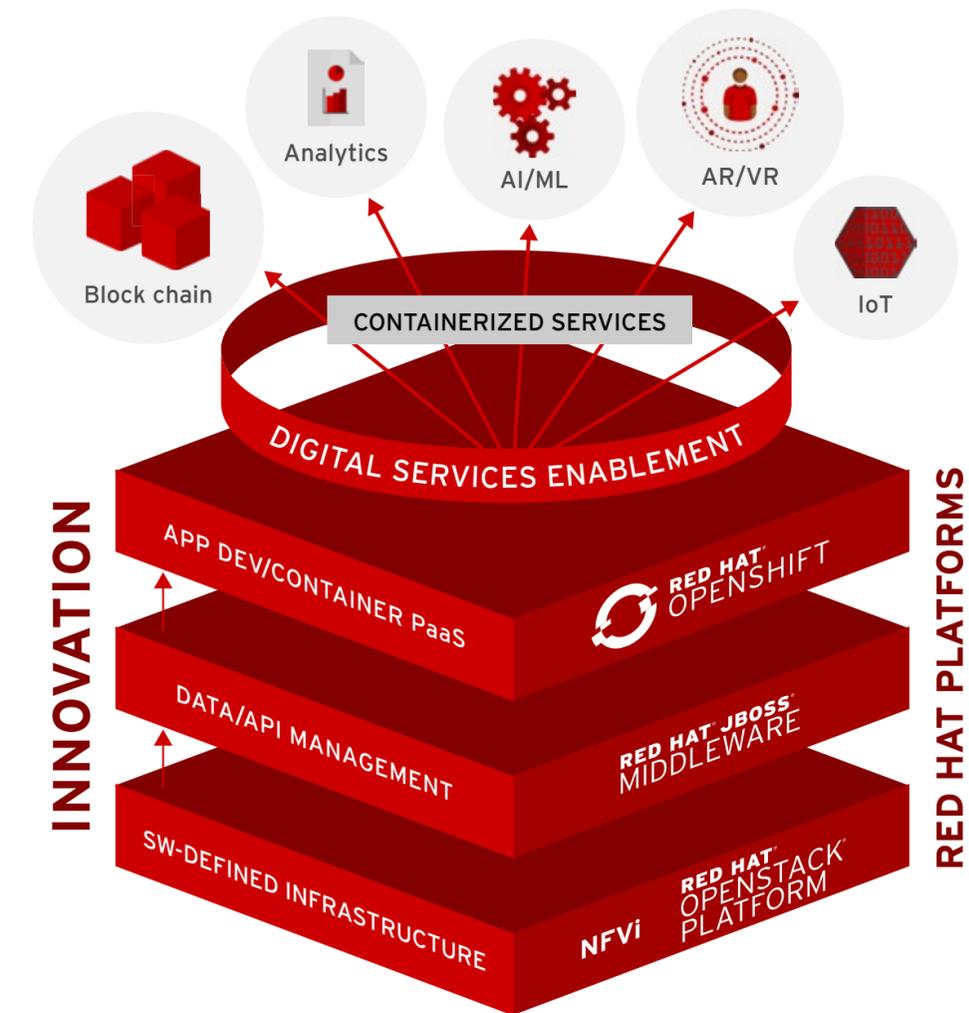
Telecommunications service providers are in a race to become more agile, to take advantage of the promise of 5G networks, the Internet of Things (IoT), artificial intelligence, machine learning, and more. Red Hat and its global partner ecosystem offer a comprehensive open telco platform that helps service providers innovate faster, bringing new services to market with superior scalability, security, and efficiency.

TRIED. TESTED. TRUSTED.

100%

of telecommunications companies in the Fortune 500 rely on Red Hat.

Source: Red Hat client data and Fortune Global 500 list, June 2018.



BUILD A FOUNDATION FOR AGILITY AND INTEGRATION

Telecommunications service providers have evolved beyond offering traditional communications services to delivering content through applications and media, addressing different business needs and vertical markets. To thrive in this new world, service providers need to be agile to dramatically speed up their time to market. Red Hat offers a portfolio of open tools and technologies for rapidly building connected systems that can lead to increased revenues, increased automation, higher customer retention, and improved relationships with suppliers and vendors.

INFRASTRUCTURE SOFTWARE

APPLICATION SERVICES

AUTOMATION

CUSTOMER CASE STUDY NAVIGATION

CUSTOMER CASE STUDIES:

**BUILD AND AUTOMATE HYBRID
CLOUD INFRASTRUCTURE**

» CHALLENGE

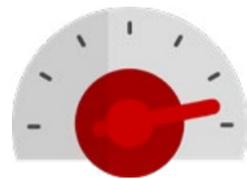
Verizon needed a cloud platform to provide the hyperscale capabilities and flexibility necessary to meet the company's complex network requirements.

» SOLUTION

With Red Hat, Dell EMC, and Big Switch Networks, Verizon built the industry's largest-known network functions virtualization (NFV) OpenStack cloud deployment.



Deployed more than 50 racks in 5 production datacenters in less than 9 months



Achieved resiliency at scale with no bandwidth bottlenecks



Reduced operational complexity

“

“We consider this achievement to be foundational for building the Verizon cloud that serves our customers' needs anywhere, anytime, any app.”

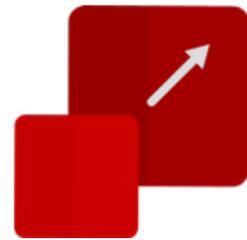
ADAM KOEPPE
VICE PRESIDENT, NETWORK
TECHNOLOGY PLANNING,
VERIZON

» CHALLENGE

KazTransCom wanted to increase innovation and revenue by adding new cloud services for its business customers.

» SOLUTION

Using Red Hat technologies, KazTransCom deployed a reliable, flexible, and easy-to-manage platform to deliver new services.



Increased scalability and flexibility with an open source platform solution



Grew competitive advantage and won new customers with cloud services



Improved reliability and manageability of IT environment

““”

“Red Hat OpenStack Platform is very flexible and lets us create different types of services for our clients. Its performance has met all our needs.”

MAXIM POPOV
HEAD OF RESEARCH AND DEVELOPMENT,
KAZTRANSCOM

MYREPUBLIC GROUP LIMITED



» CHALLENGE

Internet service provider MyRepublic faced challenges managing growth with a fragmented legacy IT infrastructure.

» SOLUTION

The company migrated to a unified private cloud infrastructure that makes it easier to innovate rapidly and develop valuable services.



Reduced hardware costs by 30% and significantly cut total cost of ownership (TCO)



Increased efficiency and cut time to market for new services



Improved ability to meet short-term demand changes

““”

“We chose Red Hat primarily because they are very close to upstream development, giving us access to new features quickly.”

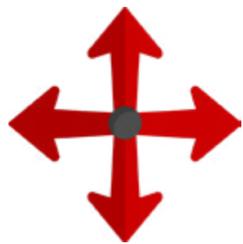
EUGENE YEO
HEAD OF TECHNOLOGY, GROUP CIO,
MYREPUBLIC

» CHALLENGE

Mobile service provider Turkcell needed a more flexible, scalable platform to meet the demands of its consumer cloud storage product, Lifebox.

» SOLUTION

Turkcell built a new platform—based on Red Hat OpenStack Platform and supported by OpenStack Swift for object storage—that scales quickly to accommodate growth.



Increased scalability and agility to accommodate growth and deploy features faster



Improved reliability and stability with simplified management



Reduced TCO by eliminating vendor lock-in and lowering licensing fees

““”

“Red Hat is one of the pioneers in the OpenStack community, and we wanted to benefit from that experience and knowledge.”

ORHAN BIYIKLIOĞLU
SENIOR SYSTEMS ADMINISTRATOR,
TURKCELL



2017 RED HAT CERTIFIED
PROFESSIONAL OF THE YEAR

» CHALLENGE

As its adoption rate grew, Fastweb needed to improve automation and self-service capabilities to meet dynamic customer needs.

» SOLUTION

Fastweb built a flexible, innovative, software-defined infrastructure using Red Hat OpenStack Platform.



Improved service flexibility and interoperability with clients' IT environments



Reduced time to market, with more frequent releases of new cloud functions



Gained new customers and increased rate of adoption by 60%

“

“We selected Red Hat because of the innovative nature of the technology and Red Hat's open source approach. We also liked that our customers recognize and trust OpenStack.”

MIRKO SANTOCONO
PRODUCT MANAGER,
CLOUD COMPUTING SERVICES,
FASTWEB

NTT COMMUNICATIONS ICT SOLUTIONS

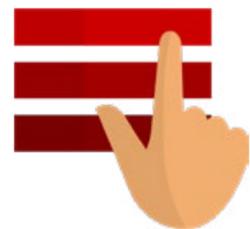


» CHALLENGE

NTT ICT worked with many platforms for digital transformation initiatives, increasing the complexity of managing and orchestrating cloud services.

» SOLUTION

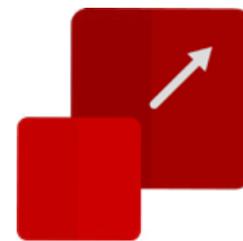
NTT ICT implemented a multitenant cloud management solution to help end users manage compute, storage, and application resources from a simple, unified interface.



Built a self-service catalog to help customers streamline resource management



Automated provisioning of environments and resources for greater efficiency



Gained scalability to grow and meet future needs with innovative services

““”

“Red Hat CloudForms was the most mature option at the time. It quickly delivers the capabilities we need and lets us on-board new customers faster.”

MATTHEW ALLEN
DIRECTOR, PRODUCT DEVELOPMENT,
NTT COMMUNICATIONS ICT SOLUTIONS

XCHANGING MALAYSIA



» CHALLENGE

Xchanging Malaysia, a subsidiary of YTL Communications, needed to achieve and maintain a high standard of excellence in the emerging cloud landscape.

» SOLUTION

Performance-based certification programs allow Xchanging Malaysia's engineers to develop and validate their technical skills and knowledge.

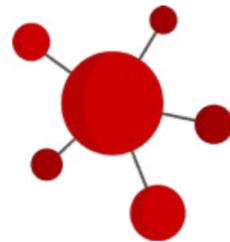
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Continuous learning inspires innovation. Keeping the skills of our IT team up-to-date and providing them with the right training is essential.”

ANURAG SINDHWANI
VICE PRESIDENT AND HEAD
OF TECHNOLOGY AND ARCHITECTURE,
XCHANGING MALAYSIA SDN BHD



Achieved zero downtime
for all deployments



Deployed highly scalable
solutions across all platforms



Delivered robust,
future-resilient solutions

GLASHART MEDIA



» CHALLENGE

Glashart Media, a subsidiary of KPN, needed a flexible, scalable, and consistent high-availability solution to continue offering high service levels and meet growing demand.

» SOLUTION

To meet the increased demand for fiberglass and video on-demand services, the company migrated its in-house storage solution to Red Hat Gluster Storage.



Reduced storage costs
by 80%



Increased flexibility, scalability,
and redundancy



Gained ability to expand
service portfolio

“

“We now have access to a much faster system. Compared to the EMC solution, our costs are 8 times lower.”

NIELS JONKMAN
BUSINESS MANAGER IPTV,
GLASHART MEDIA

CUSTOMER CASE STUDIES:

**MODERNIZE APPLICATION
DEVELOPMENT**

» CHALLENGE

CenturyLink sought to decrease operational cycle time for deploying applications and save time and money spent on environmental setup and operations.

» SOLUTION

With help from Red Hat Consulting and Red Hat Training, CenturyLink migrated from Oracle WebLogic Server to Red Hat JBoss Middleware for deploying applications.



Increased solution flexibility at a lower cost



Simplified management of middleware with fewer application server versions



Adopted newer technologies with better access to product evaluation and information

“

Red Hat’s open source technologies allowed us to solve problems with a real understanding of what is available to us rather than just taking a vendor’s sales pitch.”

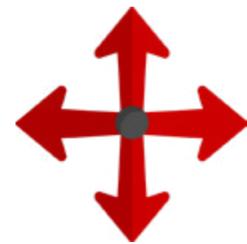
JOHN LIPTAK
PRINCIPAL ARCHITECT,
CENTURYLINK

» CHALLENGE

Vodafone wanted a high-performing, scalable middleware platform that could work in multiple environments—like developing and testing applications.

» SOLUTION

Vodafone migrated to Red Hat Fuse, an open source, flexible, scalable solution framework designed to adapt to future developments.



Built a future-ready, scalable solution with the ability to move to a cloud environment



Saved costs by migrating from IBM WebSphere DataPower to Red Hat Fuse



Increased productivity and simplified complex processes

““”

“Red Hat Fuse gave us a more flexible environment with the portability to transfer to the cloud.”

BRUNO MESEGUER
DEVELOPMENT ARCHITECT,
VODAFONE

KT CORPORATION



» CHALLENGE

KT Corporation faced constantly increasing maintenance costs for the commercial software in its IT environment.

» SOLUTION

KT Corporation shifted more than 50 IT systems to Red Hat Enterprise Linux and Red Hat JBoss Enterprise Application Server.



Gained a standardized, flexible, and more secure IT architecture



Reduced 5-year TCO by 89%



Improved efficiency with support for DevOps approach to application development



“With the help of our subsidiary kt ds and Red Hat, we gained new, valuable capabilities that contributed to both our IT operations and service offerings.”

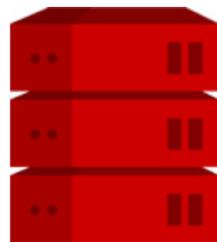
EUNJUNG SHIN
DEPUTY GENERAL MANAGER,
I.T. ASSET PLANNING TEAM,
KT CORPORATION

» CHALLENGE

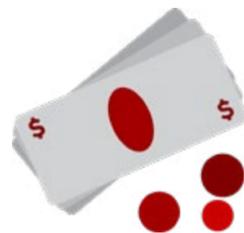
IT budget cuts meant Chunghwa Telecom needed a smarter, cost-effective solution to ensure performance and innovation remained unaffected.

» SOLUTION

An open source roadmap, using Red Hat's enterprise solutions, helped the company re-engineer and integrate new and existing systems.



Consolidated and seamlessly integrated systems based on open standards



Reduced software and hardware costs



Developed internal resources using Red Hat's open source expertise

““”

“Red Hat is the world's leading open source solution provider, offering the most mature and enterprise-ready middleware solution in the market today. In terms of support, Red Hat is world-class.”

DR. JEU-YIH JENG
DIRECTOR, CHUNGHWA TELECOM
LABORATORIES

» CHALLENGE

To maintain market leadership and quickly deliver new services, SoftBank Corp. sought a global, standardized IT platform and a change in development methodology.

» SOLUTION

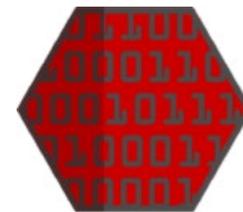
SoftBank Corp. adopted Red Hat OpenShift Container Platform to build its in-house development platform as part of its DevOps implementation.



Increased application deployment frequency by 118x



Implemented scrum development for better collaboration



Positioned service provider for digital transformation and new opportunities

““

“...Red Hat Consulting helped us to put the methodology into practice with the steady backing and knowledge of a leader in the DevOps field.”

TOYOFUMI YAMASHITA
GENERAL MANAGER,
I.T. AND NETWORK UNIT,
INFORMATION TECHNOLOGY DIVISION,
I.T. INFRASTRUCTURE DIVISION,
PLATFORM DEVELOPMENT DEPARTMENT,
SOFTBANK CORP.

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