TRANSFORM SERVICE PROVIDER NETWORKS AND I.T. WITH CONFIDENCE

DEPLOY NEW SERVICES FASTER, ECONOMICALLY, AND AT MASSIVE SCALE
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## HOW TO NAVIGATE THIS E-BOOK

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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.

100% of telecommunications companies in the Fortune 500 rely on Red Hat.

Source: Red Hat client data and Fortune Global 500 list, June 2018.
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.
CUSTOMER CASE STUDIES:
BUILD AND AUTOMATE HYBRID CLOUD INFRASTRUCTURE
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
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
KAZTRANSCOM

» 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
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
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
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

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

Improved reliability and stability with simplified management

Increased scalability and agility to accommodate growth and deploy features faster

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

2017 RED HAT CERTIFIED PROFESSIONAL OF THE YEAR
As its adoption rate grew, Fastweb needed to improve automation and self-service capabilities to meet dynamic customer needs.

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

“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
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

Gained scalability to grow and meet future needs with innovative services
Automated provisioning of environments and resources for greater efficiency
Built a self-service catalog to help customers streamline resource management

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

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

“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
VODAFONE

» 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.

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

BRUNO MESEGUER
DEVELOPMENT ARCHITECT,
VODAFONE

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
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.

“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

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
CHUNGHWA TELECOM

» 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.

“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

- Consolidated and seamlessly integrated systems based on open standards
- Reduced software and hardware costs
- Developed internal resources using Red Hat’s open source expertise
TOYOFUMI YAMASHITA
GENERAL MANAGER,
I.T. AND NETWORK UNIT,
INFORMATION TECHNOLOGY DIVISION,
I.T. INFRASTRUCTURE DIVISION,
PLATFORM DEVELOPMENT DEPARTMENT,
SOFTBANK CORP.

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.

“...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,
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I.T. INFRASTRUCTURE DIVISION,
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