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# The Sky's The Limit

Transforming your business with cloud

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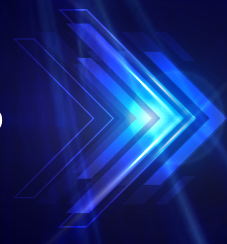
## Disruption leaves no stone unturned.

Technology is changing the end-user behaviour and expectations. With a wealth of information and a vast connection to almost everything—food, entertainment, transformation, you name it—at our fingertips, customers today now expect whatever they want, whenever they want it, and wherever they are at.

This disruption is rewriting the rules of business and keeping companies on their toes. To remain competitive in the age of instant gratification, businesses need to be hyper-agile while delivering consistent performance and reliability. Not doing so brings a significant risk of becoming obsolete.

Technology disruption is reducing the average lifespan of an S&P company<sup>1</sup>

**60 YEARS**  
in 1950



LESS THAN  
**20 YEARS**  
in 2017

Thankfully, many businesses are embarking on their own digital transformation journey and are willing to spend on technology to digitalise their business.

**80%**

of businesses are in the process of digital transformation<sup>2</sup>

**\$1.25**  
TRILLION

will be spent on digital transformation technology worldwide by 2019<sup>3</sup>

Businesses that have invested in digital transformation technologies have taken the critical first step of their journey towards a digital future. However, this marks the beginning of a potentially challenging road ahead. In fact, 9 out of 10 companies cited facing difficulties as they drive to digitalise their business.<sup>4</sup>

<sup>1</sup> Technology killing off corporate America: Average life span of companies under 20 years, CNBC, Aug 2017

<sup>2</sup> 90% of companies undergoing digital transformation facing 'significant obstacles', TechRepublic, Jan 2019

<sup>3</sup> Here's how much digital transformation will cost business, Tech Wire Asia, Nov 2018

<sup>4</sup> 90% of companies undergoing digital transformation facing 'significant obstacles', TechRepublic, Jan 2019

## The roadblocks to your digital transformation journey.

### Significant upfront IT investment

Digital transformation requires an overhaul in the way you approach and operate your entire business, whether it is in the supply chain or frontline. This often means large, upfront investments. As such, your IT decisions need to be weighed thoroughly as any misstep may cost your business.

### DID YOU KNOW ?

The Total Cost of Ownership (TCO) for cloud storage is almost US\$40,000 lesser compared with on-premises for 10TB of storage.<sup>5</sup>

### Complexity in IT management

Adopting new technologies doesn't end at purchasing; it's the start of learning how to manage it alongside your IT ecosystem. How do you ensure it's compliant with industry regulations? How do you avoid interoperability issues? How do you secure against cyber-attacks? When you can't manage your IT, you can't manage your business growth.

### DID YOU KNOW ?

76% of CIOs said rising IT complexity could make it impossible to manage performance efficiently and effectively.<sup>6</sup>

### Lack of IT agility

Your modernisation efforts will likely be stalled by legacy applications, which require rearchitecting before they can be deployed on new platforms. However, new proprietary technologies itself might mean vendor lock-in, leaving you with outdated IT for a few years. This will hurt your performance, efficiency, and ultimately, business agility.

### DID YOU KNOW ?

84% of businesses say the inability to roll out new services to their workforce quickly affects their business competitiveness.<sup>7</sup>

### Insufficient IT resources

It's no surprise Southeast Asia is facing a shortage of IT talents, hindering your business' growth potential. Without sufficient IT resources, existing IT teams will likely spend most of their time maintaining IT instead of innovating and creating value for end-users—crucial to staying competitive in today's digital age.

### DID YOU KNOW ?

Close to 70% of hiring managers took at least 3 months to fill an open tech position, which has negatively affected the speed of product development.<sup>8</sup>

<sup>5</sup> On-Premises vs. Cloud Storage, Enterprise Storage, Feb 2019

<sup>6</sup> Top challenges facing CIOs in a cloud native world, Dynatrace, Feb 2018

<sup>7</sup> Agile IT held back by legacy tech and legacy budgeting, ComputerWeekly, Sep 2018

<sup>8</sup> South-east Asia Facing Tech Talent Crunch: Study, Jun 2019



## The age of cloud computing is here.

Today, the breadth of as-a-Service offerings is vast, extending beyond the traditional pillars of cloud computing: Software-as-a-Service (SaaS), Infrastructure-as-a-Service (IaaS), Platform-as-a-Service (PaaS), Hardware-as-a-Service (HaaS), Backup-as-a-Service (BaaS), and even Data Centre-as-a-Service (DCaaS) to name a few. The delivery of anything as a service is now collectively known as Everything-as-a-Service, or XaaS.

## Why are businesses adopting XaaS?



### Low upfront costs

XaaS shifts what was initially high CAPEX to a predictable OPEX. Not only will this result in lower TCO, this means a bigger budget for revenue-generating initiatives to boost your business competitiveness.



### Increased scalability

Unlike proprietary hardware, XaaS gives you the ability to scale according to your business needs easily and almost instantly. This optimises your IT for maximum business impact and ensures you're agile enough to address any market trends.



### Greater innovation

XaaS means maintenance is now on your service providers and no longer on your IT. This will free up significant IT resources and empower your team to focus on innovation and value creation, instead of simply keeping the lights on.



### Access to the latest technologies

XaaS operates on a subscription model, allowing you to enjoy the latest version of your solutions at no additional costs. This gives you the tools you need to drive workplace productivity, efficiency, and performance—ultimately translating to increased profitability.

XaaS adoption continues on an uptick,  
with spending to reach

# US\$411.4 BILLION by 2020

Expected public cloud services revenue by 2020<sup>9</sup>

<sup>9</sup> Gartner Forecasts Worldwide Public Cloud Services Revenue to Reach \$260 Billion in 2017, Gartner, Oct 2017



## The cloud starts with JOS Cloud+

JOS's forward thinking mindset is the cornerstone of our cloud solutions, empowering us to see today as a steppingstone for tomorrow and business challenges as growth opportunities for you to seize.

We combine the breadth of our experience, from managing on-premises to public clouds, with the depth of our experience, whether it is in Cloud API or Kubernetes, to connect your business to the cloud and lay the groundwork for digital transformation.

### CloudConsul+

Chart your journey into the cloud

Let us evaluate cloud adoption for your business and develop a cloud strategy that charts the right next steps for a successful cloud journey.

### CloudConstruc+

Achieve more with cloud

Let us better understand your business needs so we can plan, design, and build your own cloud that delivers flexibility and agility.

### CloudDirec+

Bring your entire business to the cloud

Let us make your move to the cloud so you can fully maximise the cloud benefits and adopt DevOps.

As Asia Pacific's leading technology partner and systems integrator, our suite of solutions leverages the cloud to solve your biggest problems and provide the following to your business:



**Ensure a tight rein on IT spend** through our flexible, pay-as-you-use pricing so you can fund revenue-generating initiatives



**Gain access to cutting-edge IT**, complemented by our highly experienced IT experts who will take care of maintenance and support



**Enjoy a unified cloud experience** that is flexible yet delivers high performance, productivity, and protection

Wherever you are in your digital transformation journey and whatever business model you're operating on, there's always something in JOS Cloud+ comprehensive suite of XaaS offerings to fit your requirements.

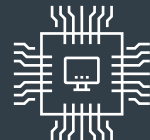
#### PERFORMANCE



Infrastructure  
-as-a-Service



Desktop  
-as-a-Service



Hardware  
-as-a-Service

#### PRODUCTIVITY



Software  
-as-a-Service

#### PROTECTION



Backup  
-as-a-Service



Disaster Recovery  
-as-a-Service

◀ ITIL/ISO Framework | Managed Cloud Services | Flexible Financial Options ▶



# Performance that fuels your business

Give your business a taste of the future. Our XaaS solutions are designed to put power and performance in your hands—whether it's workstations or data centres—so you can speed ahead of your competitors.



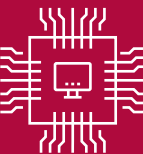
## Infrastructure-as-a-Service (IaaS)

Our next-generation IaaS keeps your business lean and nimble. Deploy your applications and workloads in a cloud-based architecture while ensuring you operate according to your governance policies for maximum impact.



## Desktop-as-a-Service (DaaS)

Gain access to cost-efficient virtual desktops with the security and simplicity of a centralised management. Our graphics processing unit enables high-performance computing while tighter governance over IT allows for faster deployment. This means a smooth end-user experience, empowering your workforce with the mobility to work on their own terms.



## Hardware-as-a-Service (HaaS)

Our HaaS equips you with the right devices, technology, and support to keep your IT budgets in line. Gain access to state-of-the-art technology that unlocks the full potential of your workforce and ultimately, your business.

# Protection for peace of mind

Keep your business worries out of sight, out of mind. Whether it is malicious cyber-attacks or natural disasters, our XaaS solutions keep your business-critical data safe from harm's way so you can remain a trusted business that delivers only the best to your customers.



## Backup-as-a-Service (BaaS)

Back your business by backing up your data. Our reliable BaaS gives you round-the-clock monitoring, support, and a robust backup platform for your servers, workstations, and Office 365 that guarantee 99.9% uptime and restoration requests—whenever you need it.



## Disaster Recovery-as-a-Service (DRaaS)

Don't leave your business in nature's hands. DRaaS provides speedy failover to a cloud environment and failback to your primary facility for an efficient and affordable image-based replication.

We complement our DRaaS with our DR Workspace, giving you tools, from workstations to network, to help your business up on its feet in times of emergency. Ensure your business is always running whatever the circumstances—business as usual.

# Productivity without compromise

Unlock the potential of your business. Our XaaS portfolio tears down the traditional office walls to meet your increasingly mobile workforce's demands and ensure they remain productive, wherever they are and whenever they want.



## Software-as-a-Service (SaaS)

Enable the true mobile worker. We deliver a suite of sophisticated cloud-based productivity and collaboration applications such as Office 365, complemented by our dedicated helpdesk team for 24/7 support, so you'll always have the latest tools to help you work at the speed of business.

Complement your software with enhanced security services on a subscription basis. Attain control and visibility over your cloud environment and react to cyber attack timely without getting in your workforce's way. Scale your IT and security needs as your business grows.



## Cloud management made easy

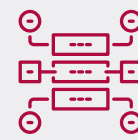
Make the most out of your cloud investment with JOS Managed Cloud Services.



Strong Cloud  
Foundation



Experienced  
Cloud Specialists



Managed IT  
Infrastructure



Cost  
Governance

Tailor-made for your cloud and business needs, we provide technical know-hows, unparalleled service capabilities, and customer-centric service delivery in a flexible pricing model so you can focus on value-generating activities as we take care of the rest.



## Why JOS



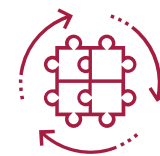
One-stop  
Shop

JOS can support your heterogeneous environment through our multi-vendor certified engineers. We provide you with a single point of contact for all your IT issues from hardware support, system implementation to IT manpower outsourcing.



Experienced Pool  
of IT Experts

JOS has a team of highly qualified and experienced IT professionals equipped with years of experience in deployment across industries such as Transportation, BFSI (Banking, Financial Services and Insurance), and IHL (Institute of Higher Learning). They are trained regularly to refresh and gain knowledge on the latest technology and techniques, allowing them to provide you with IT advisory and high delivery standards.



Tailor-made IT  
Support Solution

JOS has a team of highly skilled engineers who can provide you with suitable IT support solutions based on your needs. Depending on the business requirements, you may not need full-fledged IT support. At JOS, we have the flexibility to provide you with IT services and support catered to your needs at an affordable rate.



Best  
Practices

JOS is ISO 9001 certified, and has a set of well-defined standards, processes and best practices in place for quality assurance. Our team of qualified IT professionals are also ITIL (Information Technology Infrastructure Library) and PMP (Project Management Professional) certified.



# About JOS

With over 60 years of experience in Asia, JOS is a systems integrator, solutions provider and technology consultancy with deep and industry knowledge and an exceptional ability to execute. Comprising 2,000+ IT professionals from nine offices across Asia's major business hubs in China, Hong Kong, Macau, Malaysia and Singapore, JOS aims to improve the performance of business and governments across the region by applying the best technology to address their challenges. JOS has extensive experience across a range of industries, boasting more than 10,000 private and public sector customers in Asia, and core capabilities in artificial intelligence, big data, cloud computing, enterprise applications, enterprise security, internet of things (IoT), mobility and next generation infrastructure.

JOS is a subsidiary of HKBN Group ("HKBN" or "The Group"). HKBN Group is a leading Information and Communications Technology ("ICT") solutions provider in Hong Kong, offering a comprehensive range of premier ICT solutions to both the enterprise and residential markets. For more information about HKBN, please visit [www.hkbn.net/en](http://www.hkbn.net/en).

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