

The sify logo is located in the top right corner, featuring the word "sify" in a lowercase, green, sans-serif font. The logo is contained within a white rounded rectangle that has a slight drop shadow, making it stand out against the background. The background of the entire slide is a photograph of a Honda dealership building with a large "HONDA" sign and an American flag flying on a tall pole. A motorcycle is partially visible in the foreground on the right side.

# Exploration of DC & Cloud Engagement

September 2019

The Honda logo and tagline are positioned in the lower right area of the slide. The word "HONDA" is written in a bold, red, sans-serif font. Below it, the tagline "The Power of Dreams" is written in a smaller, black, sans-serif font. A thin vertical orange line is located to the left of the logo and tagline, separating them from the main title area.

## CONTEXT SETTING



Current DC and DR hosting contract is up for renewal/ re-evaluation in Feb 2020



Some critical infrastructures are up for technology refresh

# TRENDS AND POSSIBILITIES



Data center hosting decisions are being clubbed with cloud adoption strategies



Customers are increasingly evaluating multi-cloud/hybrid cloud



Technology refresh decisions are also triggering evaluation of choice of clouds

# Basics are relevant as Minimum criteria!

- Enterprise Experience for specific workloads
- Carrier Neutral
- Tier 3 or Equivalent as per Uptime Institute or TIA-942
- Multiple sites and their seismic Zone rating ( Among other environmental factors)
- Back up and DR Capabilities
- SLA of 99.92% or greater (minimum T3 capability)
- Overall Customer Feedback

# New Differentiating Criteria!

- Cloud Vision and Strategy
- Hyperscale Partnerships: AWS, MS, GCP
- Managed Services
  - In a single and multi-cloud environment
- Cloud Experience and Depth
  - Cloud Mgmt, Cloud Economics (In-house IP or partnerships)
- Provides Network Connectivity to Major Cloud providers
  - AWS/Direct Connect, MS Azure/Express Route
- Interconnect services to other sites or partner ecosystems.

# KEY ATTRIBUTES OF A CLOUD TRANSFORMATION PROVIDER



Migration best practices for minimal services disruption



Provide a well-architected design for multi-cloud solution



Comprehensive security framework-preventive, corrective & detective



Multi cloud management platform on a single pane of glass



Resiliency and data protection planning and services



Cloud enhanced services AI, IOT, Blockchain, Analytics etc.

# OUR UNDERSTANDING - HONDA GROUP INDIA

- Honda group companies in India (Honda Cars, HMSI, Honda Motors, Honda Power) have synergized their IT infrastructure and decision making
  - One DC (combined data center in Noida)
  - DR (combined DR in Bangalore)
  - Flat network (combined Network management provider)
  - Common infrastructure services provider

- The ERP, CRM and Analytics application are as below

	Honda Cars	HMSI
ERP	SAP	SAP
CRM	Oracle Siebel	Oracle Siebel
Analytics (BI)	QlikView / OBIEE	OBIEE

- The Honda group companies have a number of applications besides the above
  - Honda cars - 60 (approx.)
  - HMSI - 20 (approx.)

# CURRENT STATE PRODUCTION LANDSCAPE



		Workload/Apps	Infrastructure	OS/ DB	DC	DR	L1/L2/L3
<b>SAP</b>							
HMSI	ERP	ECC 6 EHP 5	P Series/AIX	AIX 7.1 / DB2	Noida	Bangalore	TTL/TTL/IBM/SAP
HMSI	BI	Netviewer 7.3	P Series/AIX	AIX 7.1 / DB2	Noida	Bangalore	TTL/TTL/IBM/SAP
HMSI	PI	Netviewer 7.4	P Series/AIX	AIX 7.1 / DB2	Noida	Bangalore	TTL/TTL/IBM/SAP
HMSI	GRC	GRC 10	P Series/AIX	AIX 7.1 / DB2	Noida	Bangalore	TTL/TTL/IBM/SAP
HMSI	Solman	Solution manager 7.1	P Series/AIX	AIX 7.1 / DB2	Noida	Bangalore	TTL/TTL/IBM/SAP

## Oracle Siebel and OBIEE

HMSI, Cars	CRM	Siebel Production	P Series/AIX	AIX 7.2/Oracle DB 12c	Noida	Bangalore	TTL/TTL/Oracle ACS
HMSI, Cars	CRM	Siebel Non-Production	P Series/AIX	AIX 7.2/Oracle DB 12c	Noida	Bangalore	TTL/TTL/Oracle ACS
HMSI, Cars	Analytics	OBIEE/ ODI (ETL) Production	P Series/AIX	AIX 7.2/Oracle DB 12c	Noida	Bangalore	TTL/TTL/Oracle ACS
HMSI, Cars	Analytics	OBIEE/ ODI (ETL) Non-Production	P Series/AIX	AIX 7.2/Oracle DB 12c	Noida	Bangalore	TTL/TTL/Oracle ACS

## Custom built application and Analytics solutions

AIX / Windows

Noida

## SaaS Applications



# SIFY AS DC AND CLOUD PARTNER FOR HONDA GROUP



**HONDA**  
The Power of Dreams

# Sify as a transformation partner



## Workload migration service

- Move from on-premise to Public and/or Private cloud
- On-premise DCs to Sify's world class Datacenters



## Cloud assessment service

- Recommend the to-be architecture and approach for a least disruptive and reliable migration

## Multi cloud managed service



- Multi-cloud infrastructure and applications

## Managed security services



- Implement consistent set of controls to prevent security threats
- Continuously monitor to detect security breaches
- Tactical threat containment and automated response



## Sify's cloud expertise extends over

- All aspects of building cloud infrastructure
- Managing public and hybrid cloud services
- CloudInfinet CMP to provide multi cloud operational best practices
- AWS/Azure/Oracle/Google cloud implementation
- Delivering SaaS - ForumNXT, I-test, Safescrypt and E-learning



## Leverage our network services to strengthen your cloud and digital pursuit

- Cloud connect services
- SD-WAN
- EdgeConnect services for IT + OT + People
- Network transformation services
- Cloud enabled unified communication services
- Network security services like clean connect & DDOS protect



## Investments in cloud infrastructure:

- CloudInfinitt (Enterprise multi tenant and private)
- SAP Grid/ Exadata/ Azurestack Infrastructure
- CloudInfinitt CMP
  - Orchestration platform/ Service Now/ CA UIM
- Datacenter fabric
- High performance storage
- High performance compute
- Security platform
- WAN Infrastructure such as metro rings
- SD-WAN services
- EdgeConnect services

# KEY ASSETS

## SIFY ASSETS

## RELEVANCE TO DIGITAL ENTERPRISE

- 9 Pan-India DCs with 45MW capacity
- 8 more DCs in progress, doubling capacity

- Hosting for hyperscale operators
- Centerpiece of the hybrid cloud

- Largest MPLS network (by connections)
  - 3000 PoPs across 1600 towns in India

- Internet growth from non-metros
- Platform to move content to “edge”

- “Cloud Connect” data superhighway
  - 48 on-net data centers

- Cost-effective terabit network scale
- Interconnect public and private clouds

- Remote Operations Centers
  - NOC, SOC, managed services

- Global and domestic IT outsourcing
- Supports outcome-based services model

- Applications and solutions
  - iTest, Forum, eLearning, SAP, Oracle, Microsoft

- IT-enablement for distributed businesses
- Supports digital transformation initiatives

- Cloudinfini
  - Enterprise cloud grid fabric

- Public / Private / Hybrid Clouds
- Cost effective and “Pay as you use” model

## ALIGNED TO OUR CUSTOMERS' CLOUD TRANSFORMATION PURSUIT



### CLOUD ENABLING

- Cloud DC
- Hyper reach/Hyper scale transport  
Oracle FastConnect | ExpressRoute | DirectConnect | Partner Interconnect
- Software Defined Network services
- Cloud build  
Private | Hyperconverged | Enterprise
- Security services for cloud
- Migration and Implementation services



### CLOUD INSPIRED

- Sify CloudInfini
  - Enterprise Multi-Tenant
  - Dedicated
  - Hosted SAP/S4 HANA
  - Azure Stack as a Service
- Edge Connect Services
- SD-WAN
- Collaboration services on Cloud



### CLOUD PURE

- AWS
- Azure
- OCI
- GCP
- Multi Cloud Management platform & services



### CLOUD ENHANCED

- Modern Applications
- Kubernetes-as-a-Service
- AI/ML
- Forum DIGITAL
- HCM Digital (iTest)
- Learning Management
- Internet-of-Things (IOT)
- Industry Solution-as-a-Service

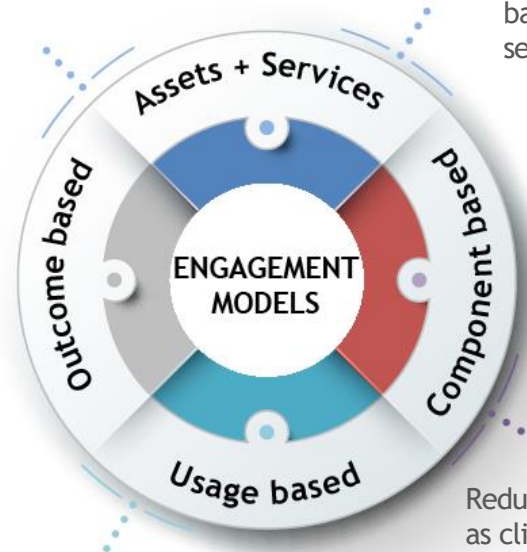
# OUR ENGAGEMENT MODELS



**Less** Hardware  
People  
Licenses

Client engagement is based on defined business outcome generated by IT solutions and services

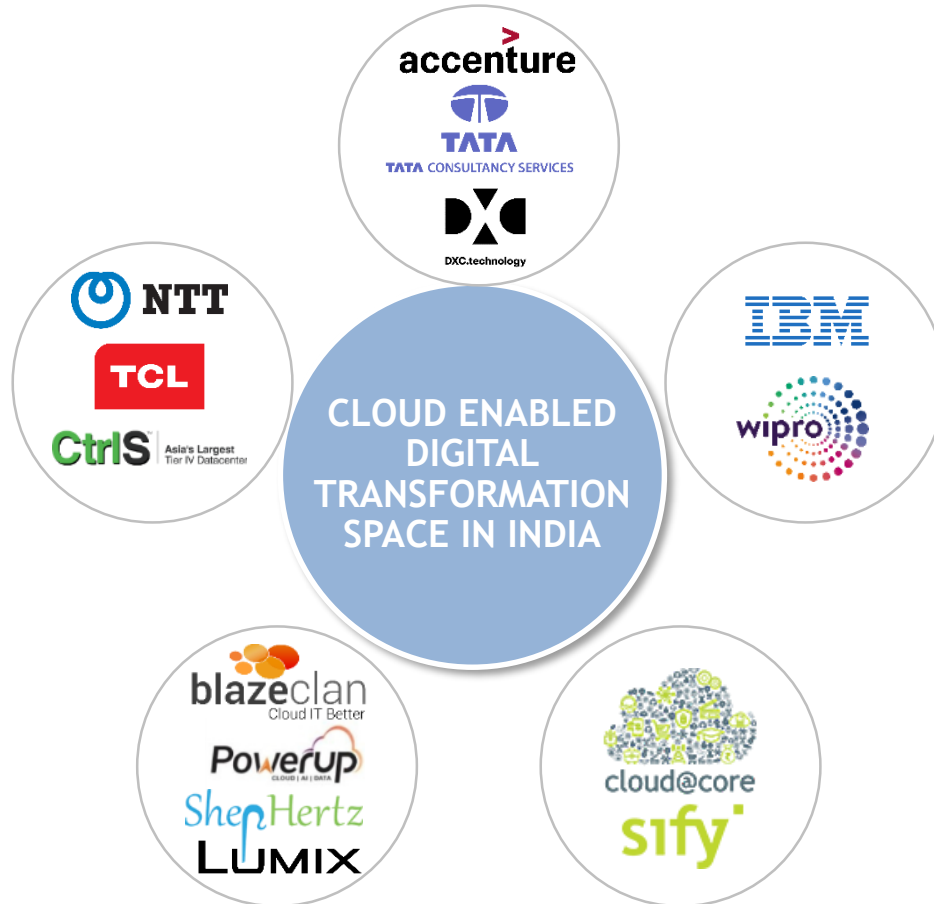
Systems are owned by the client and annuity based payout for services



No upfront investment by client and payout is based on consumption

Reduced upfront investment as client subscribes to infrastructure owned by Sify as a part of their overall infrastructure requirement

# CLOUD ENABLED DIGITAL TRANSFORMATION





# DIGITAL TRANSFORMATION FRAMEWORK



## ASSESS

- End-2-end DC & Cloud migration assessment
- Compute, Storage, OS , Virtualization, DB, Backup, DR, Network, Security, IT Operations
- Experience on tools like Cloudamize, Device 42, TSO Logic, RISC Cloud Scape etc.



## MIGRATE

- On-prem to private, hybrid, public cloud AWS, Azure, Oracle, Sify CloudInfinet-MC
- Network capabilities (SD-WAN)
- Cloud SI & Program Management experience
- Experience on tools like Cloud Endure, Carbonite, ASR etc.



## SECURE

- 15+ years old Security Practice
- 70+ trained and certified resources on 30+ OEM solutions
- Built 25+ captive SOCs
- Cert-In empaneled



## MANAGE

- End-2-end managed services
- Certified resources :550+ in DC and Cloud MS, 1800+ NMS and 250+ AMS
- 1200+ man years of tools and process experience
- Supporting 1 mn+ tickets
- Supporting 100,000+ business application users



## INNOVATE

- 15+ years of experience in applications practice
- Skills in LAMP stack, SAP, Microsoft and Oracle apps
- Skills in mobility, analytics, app modernization and AI/ML
- 250+ resources AMS

### SIFY SKILLS & EXPERIENCE



### SIFY ASSETS



- Assessment Framework
- Templates

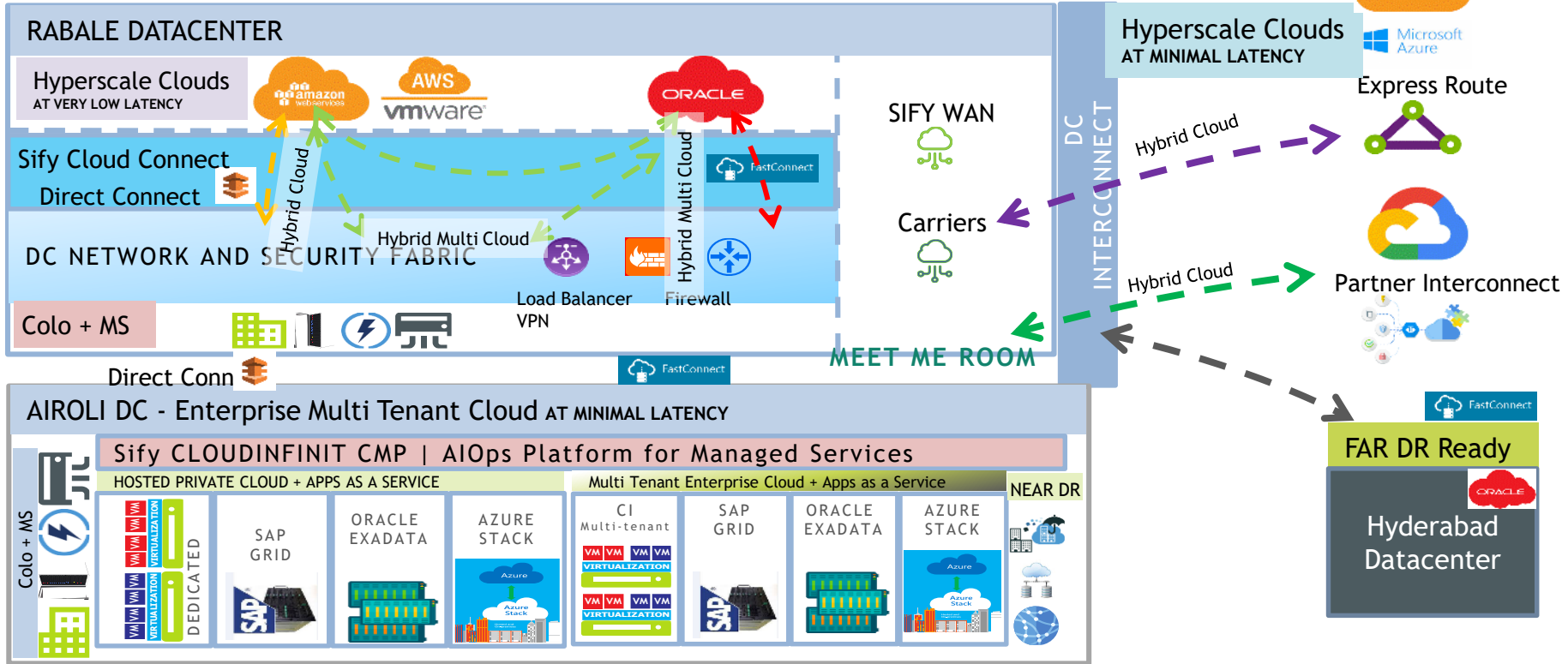
- Own Network Assets
- Own Data Centers
- Direct Connect, Express Route, Fast Connect

- Shared SOC serving 300+ customers
- Security controls as a service

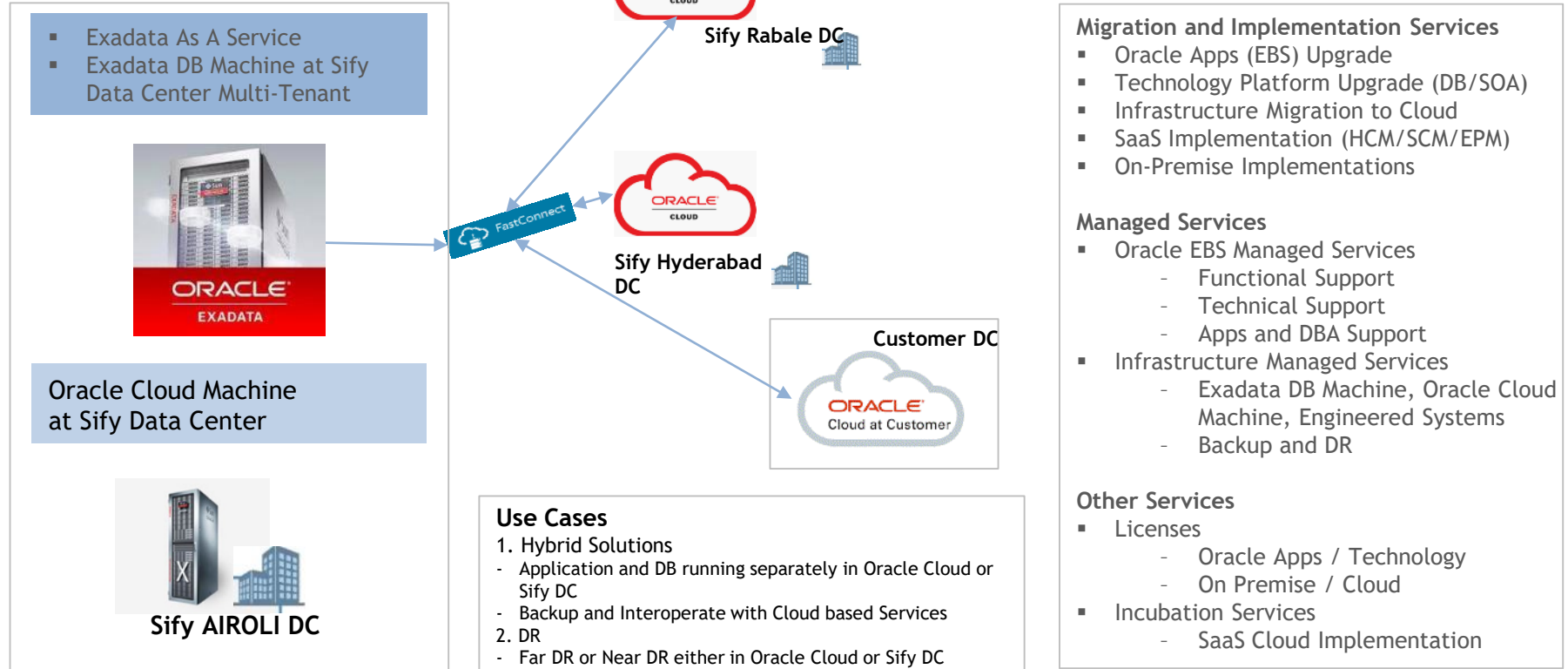
- RIM centers @ Chennai & Hyd
- NOC with own IPs (Beacon, Akash, iONI etc)
- DRaaS
- Investment in monitoring & management tools : CA
- Investment in ITSM Tools : Service Now
- BCP @ Hyderabad and Noida

- Own digital IP like Forum, iTest
- Multi cloud management framework
- Own IP on Multi Cloud Management Platform
- Continual pursuit to automate predictable operations and evolve into AIOps for managing defects

# SIFY: INFRASTRUCTURE ADVANTAGE



# ORACLE HYBRID CLOUD SERVICES



- Exadata As A Service
- Exadata DB Machine at Sify Data Center Multi-Tenant



Oracle Cloud Machine at Sify Data Center



Sify AIROLI DC

## Use Cases

1. Hybrid Solutions
  - Application and DB running separately in Oracle Cloud or Sify DC
  - Backup and Interoperate with Cloud based Services
2. DR
  - Far DR or Near DR either in Oracle Cloud or Sify DC

## Migration and Implementation Services

- Oracle Apps (EBS) Upgrade
- Technology Platform Upgrade (DB/SOA)
- Infrastructure Migration to Cloud
- SaaS Implementation (HCM/SCM/EPM)
- On-Premise Implementations

## Managed Services

- Oracle EBS Managed Services
  - Functional Support
  - Technical Support
  - Apps and DBA Support
- Infrastructure Managed Services
  - Exadata DB Machine, Oracle Cloud Machine, Engineered Systems
  - Backup and DR

## Other Services

- Licenses
  - Oracle Apps / Technology
  - On Premise / Cloud
- Incubation Services
  - SaaS Cloud Implementation

# SIFY: EXPERIENCE ADVANTAGE



**500+**

Datacenter services  
projects executed

**300+**

Datacenter Migration  
projects

**80+**

Platform Migration  
Projects

**10+**

IT Ops Transformation  
projects

**230+**

Enterprise Cloud clients

**70+**

Private cloud & DR clients

**30+**

CDN & Cloud Security  
customers

# SIFY: ENGAGEMENT ADVANTAGE



Datacenter & Cloud Transformation Projects



UTTAR PRADESH POWER CORPORATION LTD.

Datacenter migration Projects



DC/DR Hosting & Colocation



DC Managed Services Projects



TVS Logistics Services Limited

# SIFY: PARTNERSHIP ADVANTAGE



Advanced Consulting  
Partner



Cloud Standard Gold  
Partner



SAP Gold Partner

- Hosting Services
- Cloud Services
- HANA Services
- AMS



Cloud Services Gold  
Partner



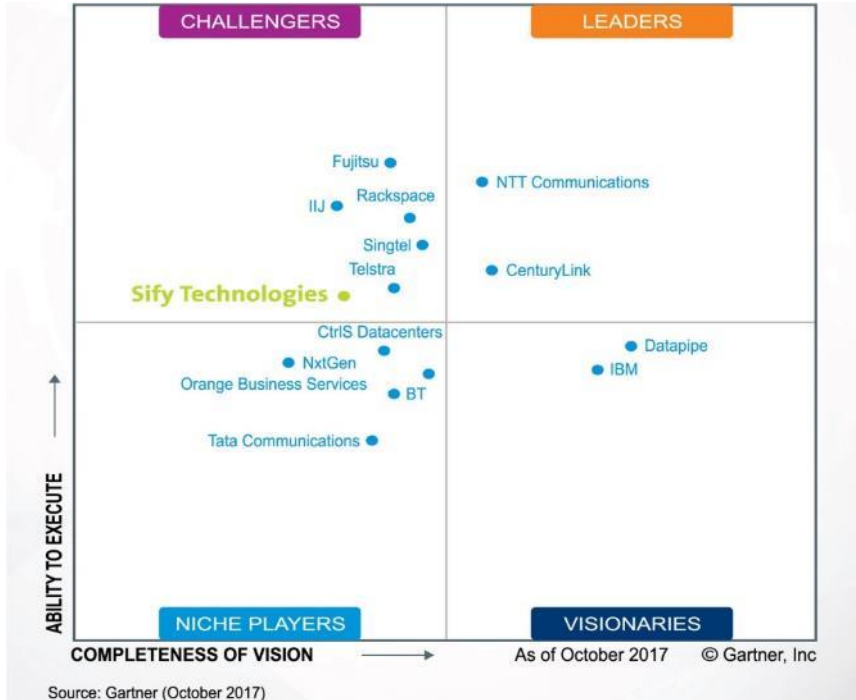
**Hewlett Packard**  
Enterprise

Infrastructure Partner



Infrastructure Partner

# INDUSTRY RECOGNITIONS



**The Economic Times**  
Iconic Cloud player  
2018



**Microsoft Hosting**  
Partner of the Year 2016



**Partner of the year 2017**



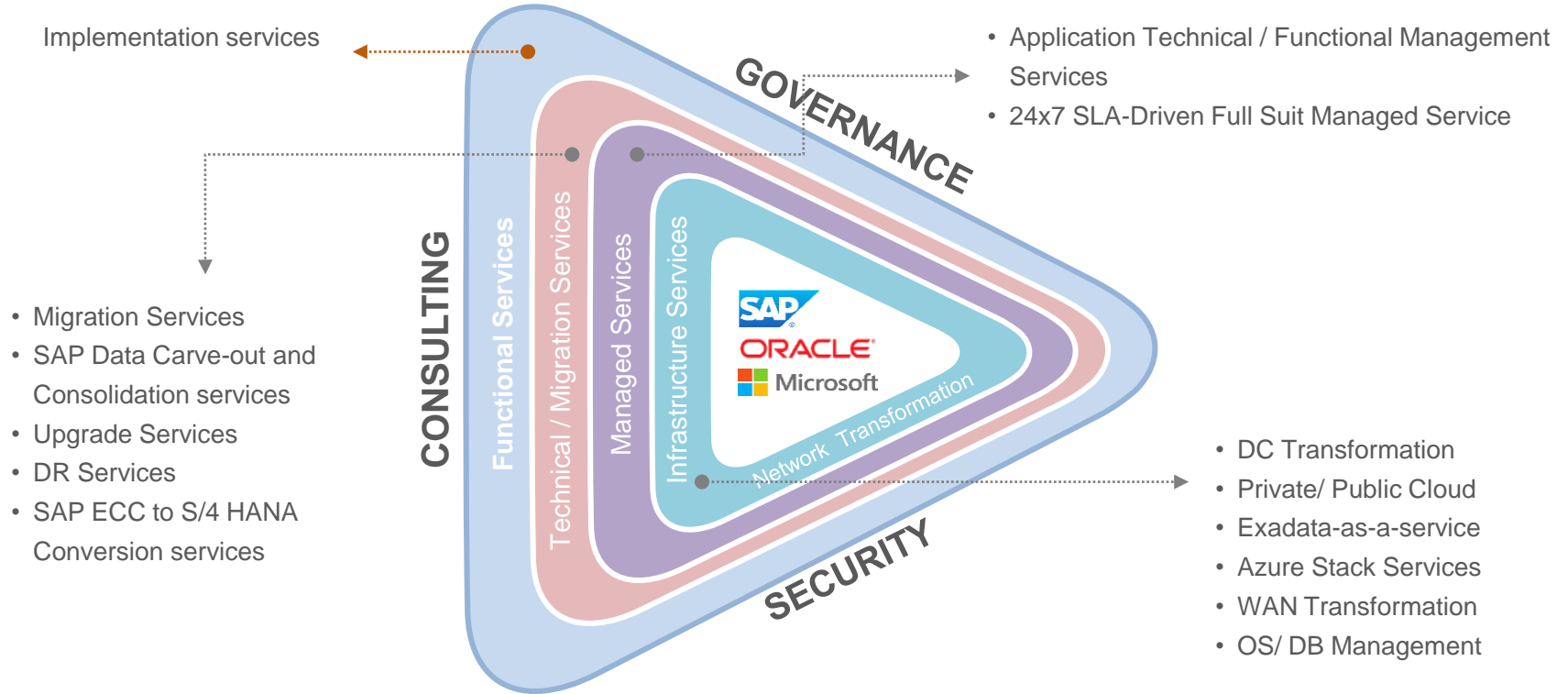
**Network Transformation Services**  
2018



**Data Center Transformation Services**  
2018

Sify moves up to the challenger position in the Gartner MQ for Managed Hybrid Cloud Hosting - Asia Pacific (2017)

# SIFY: APPLICATION SERVICES





# SIFY: APPLICATION SUPPORT EXPERIENCE



Driving digital journey for Enterprises



## DIGITAL SERVICES

- Digital Supply chain transformation (ForumNXT)
- Used for Secondary Sales Management by Manufacturing/FMCG customers
- Solution has DMS modules and Field Sales mobility modules
- SaaS offering ported on AWS

## MARQUEE CUSTOMERS



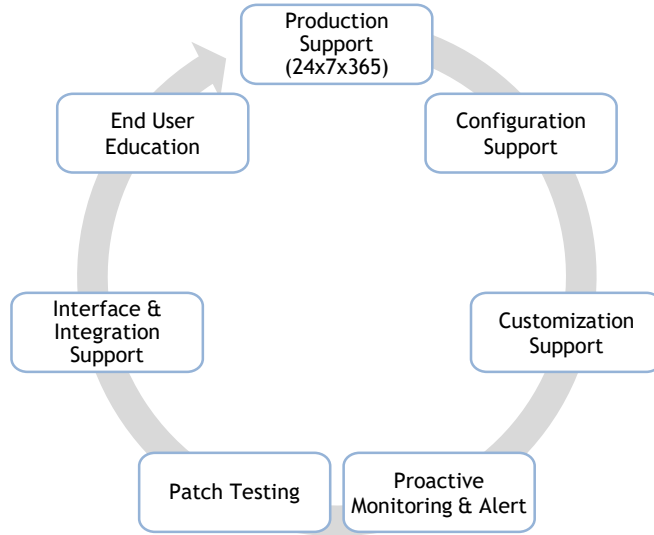
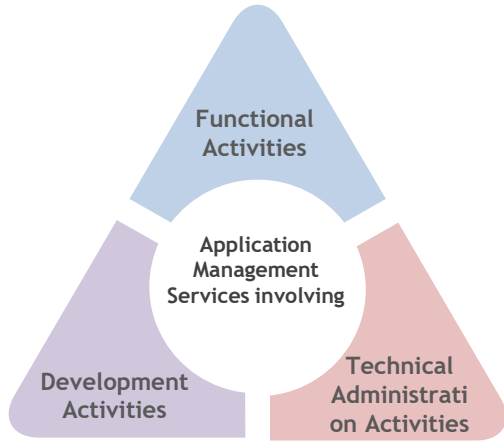
For a healthy growing India



## SUPPORT METHODOLOGY

- L1/L2 support through Central Helpdesk
- L3 support by Product Development team
- Support extended through Toll Free number, Self care Portal (ServiceNow) and Email
- Multi-lingual support (English, Hindi, Tamil, Telegu and Malayalam)
- Regional Champions as QRT deployed at customer locations for quicker response (on request)
- SLAs for Response and Resolution
- 100+ team located in multiple cities for training and roll-out activities (new implementation/ new dealers)

# SIFY: APPLICATION MANAGED SERVICES (SAP,ORACLE)



L1, L2 and L3 Support

24x7 on call support

Problem Management

Service Request

Incident Resolution

Proactive Monitoring

# PROPOSED IT LANDSCAPE - HMSI



HMSI				
Apps	Current Hosted Facility	Environment	Proposed	Environment
Siebel				
OBIEE	IBM/Nxtra DC	AIX/Oracle	Oracle Cloud ( OCI+Exa CS)@ Rabale	OEL/Oracle DB
SAP	IBM/Nxtra DC	AIX/DB2	AWS @ Rabale	Suse Linux/DB2
		OR		
SAP	IBM/Nxtra DC	AIX/DB2	CI @ Airoli	Suse Linux/DB2
		OR		
SAP	IBM/Nxtra DC	AIX/DB2	Collocation @ Rabale	AIX/DB2
Other Apps	IBM/Nxtra DC		Based on SAP decision	

# PROPOSED IT LANDSCAPE - HONDA CARS



Honda Cars				
Apps	Current Hosted Facility	Environment	Proposed	Environment
Siebel	IBM/Nxtra DC	AIX/Oracle	Oracle Cloud ( OCI+Exa CS)@ Rabale	OEL/Oracle DB
OBIEE				
SAP	HEC	Linux/HANA	HEC	Linux/HANA
Other Apps	IBM/Nxtra DC		AWS / Collocation	

# NEXT STEPS: Discovery Workshop



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