

# Challenges of IaaS introduction

*Attila Gilányi, Telenor Hungary Zrt.*

HTE Infocom2014

10.10.2014



The freedom of exploration

OPEN

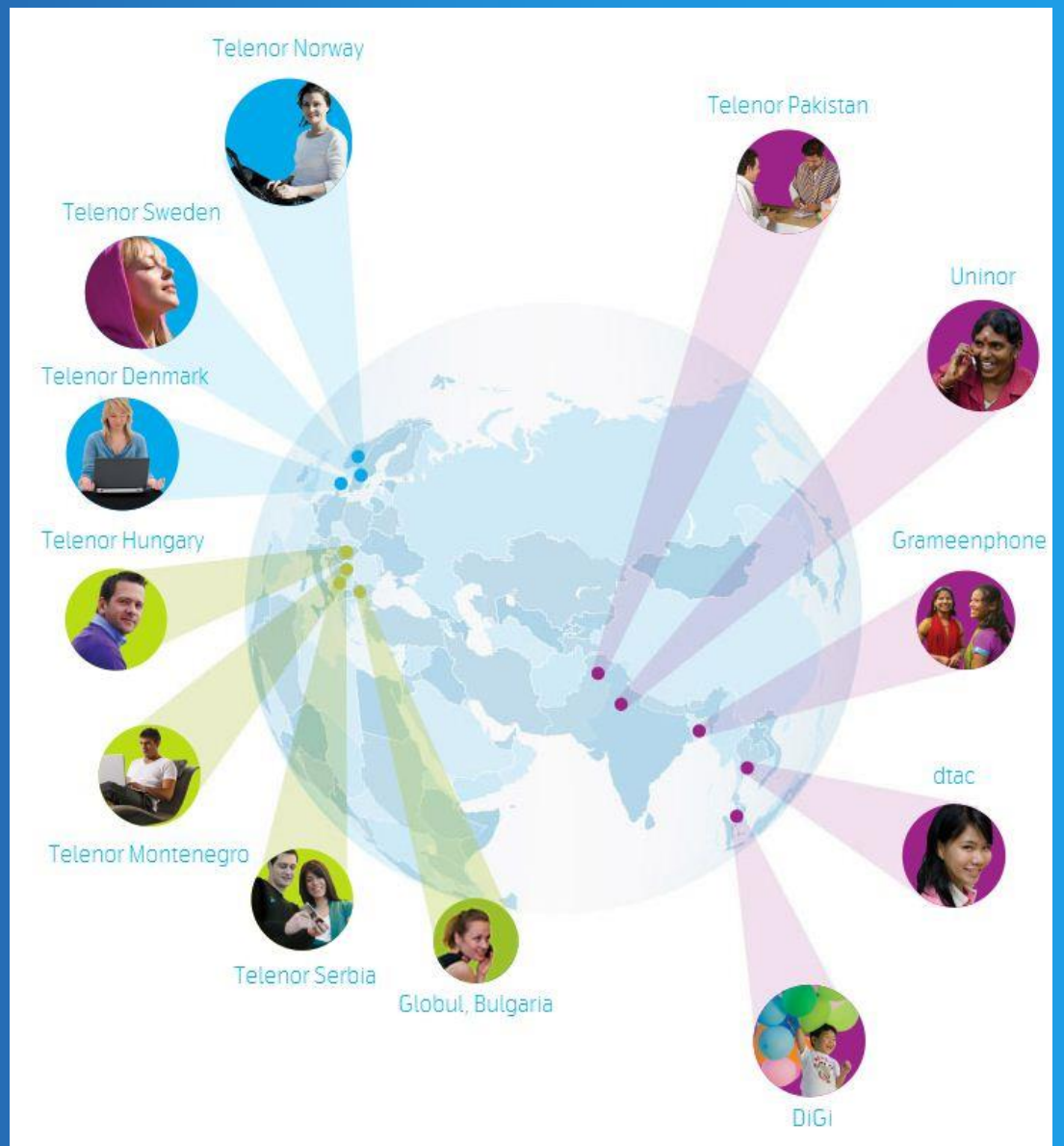
# Telenor Hungary Zrt.

- Part of Telenor Group
- 3.44 M subscribers in Hungary,
- 31% market share (active SIMs)
- Fastest Mobile Data network in Hungary

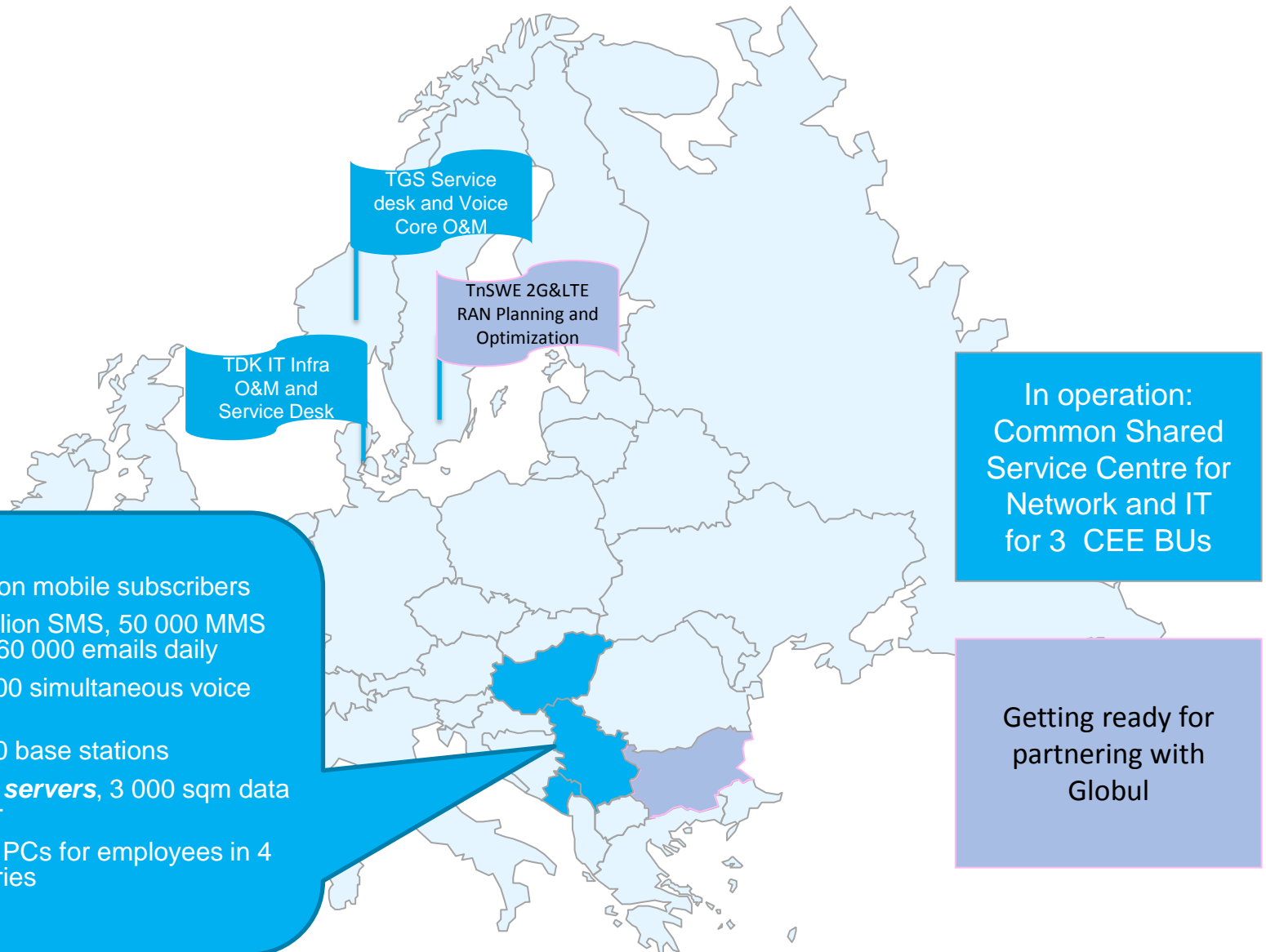
For further details, please visit:

[www.telenor.hu](http://www.telenor.hu)

[www.telenor.com](http://www.telenor.com)



# Telenor Common Operation (TnCO) today



# Why shall we use IaaS?

## BENEFITS

### Business

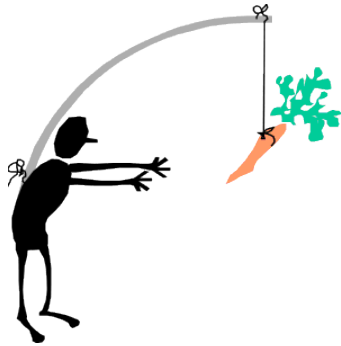
- Faster Time to Market
- Better provisioning
- Use-based cost allocation

### Technology Department

- Reduce investments
- Improved capacity management
- More efficient O&M



## How to deliver IaaS – things to consider



Motivation for migration



Procurement



Economy

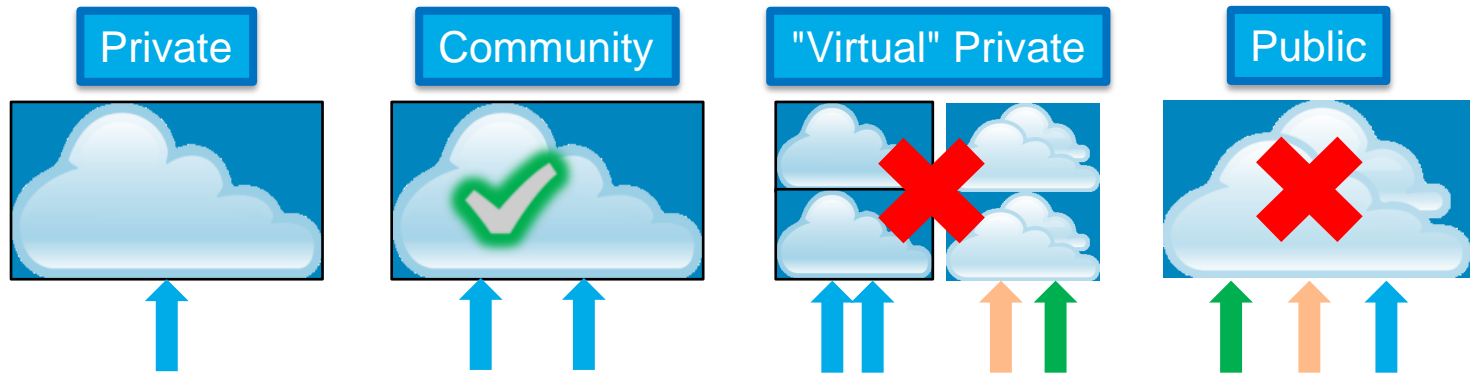


Security



Legal & Regulatory

# How to deliver IaaS – which cloud service model to be used



Access	Closed	Limited	Open	Open
Sharing	Exclusive	Full	Limited	Full
Ownership	Consumer (TnHU)	Provider (TnCO)	Provider (market)	Provider (market)

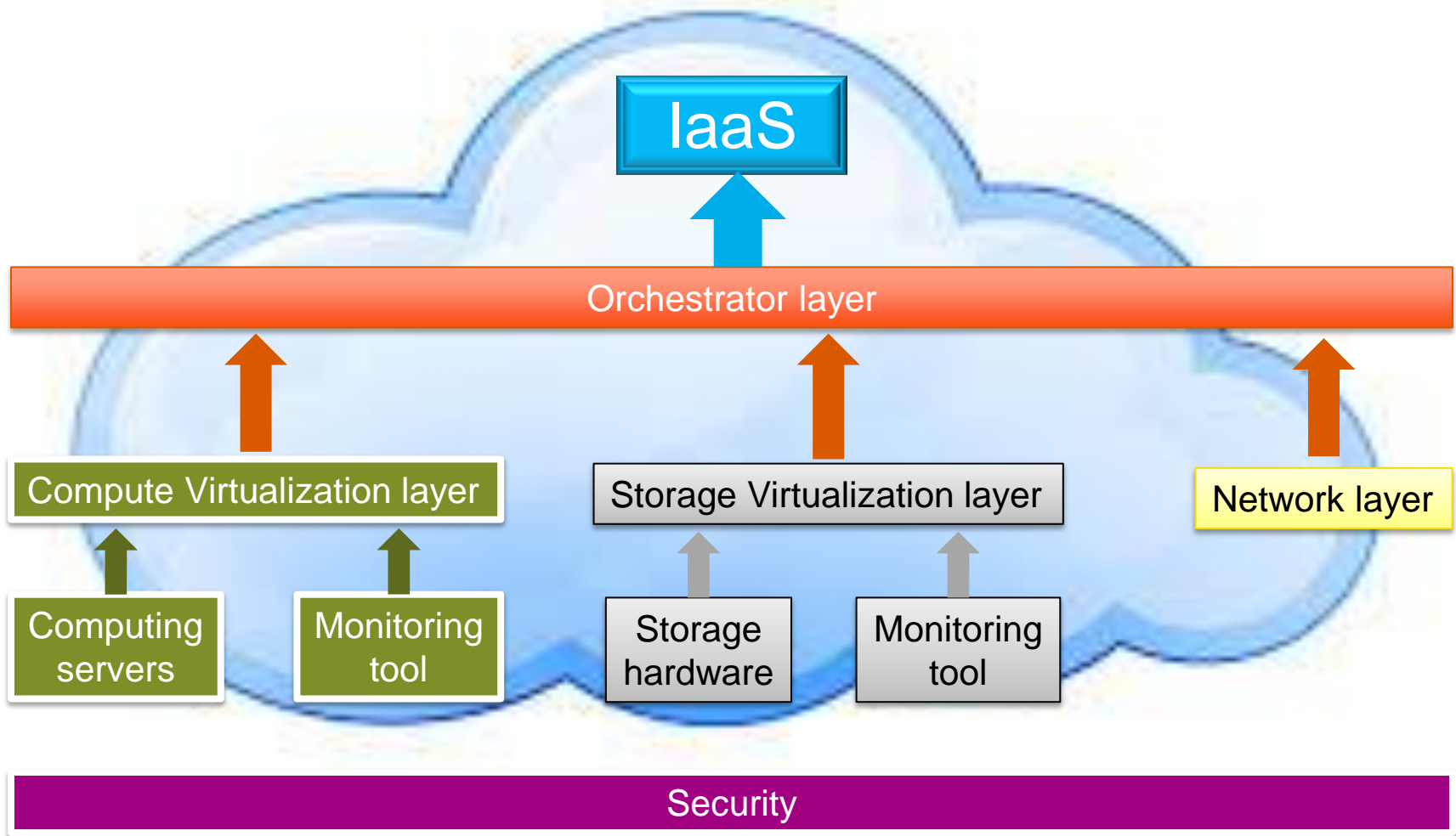


## Legal & Regulatory

- Critical Infrastructure law changes in Hungary
- Impact of U.S. data spying scandals on EU Data protection directive
- US law enforcement – handed over user data stored outside US (US court vs Microsoft)
- Local data protection acts (SRB, MNE)

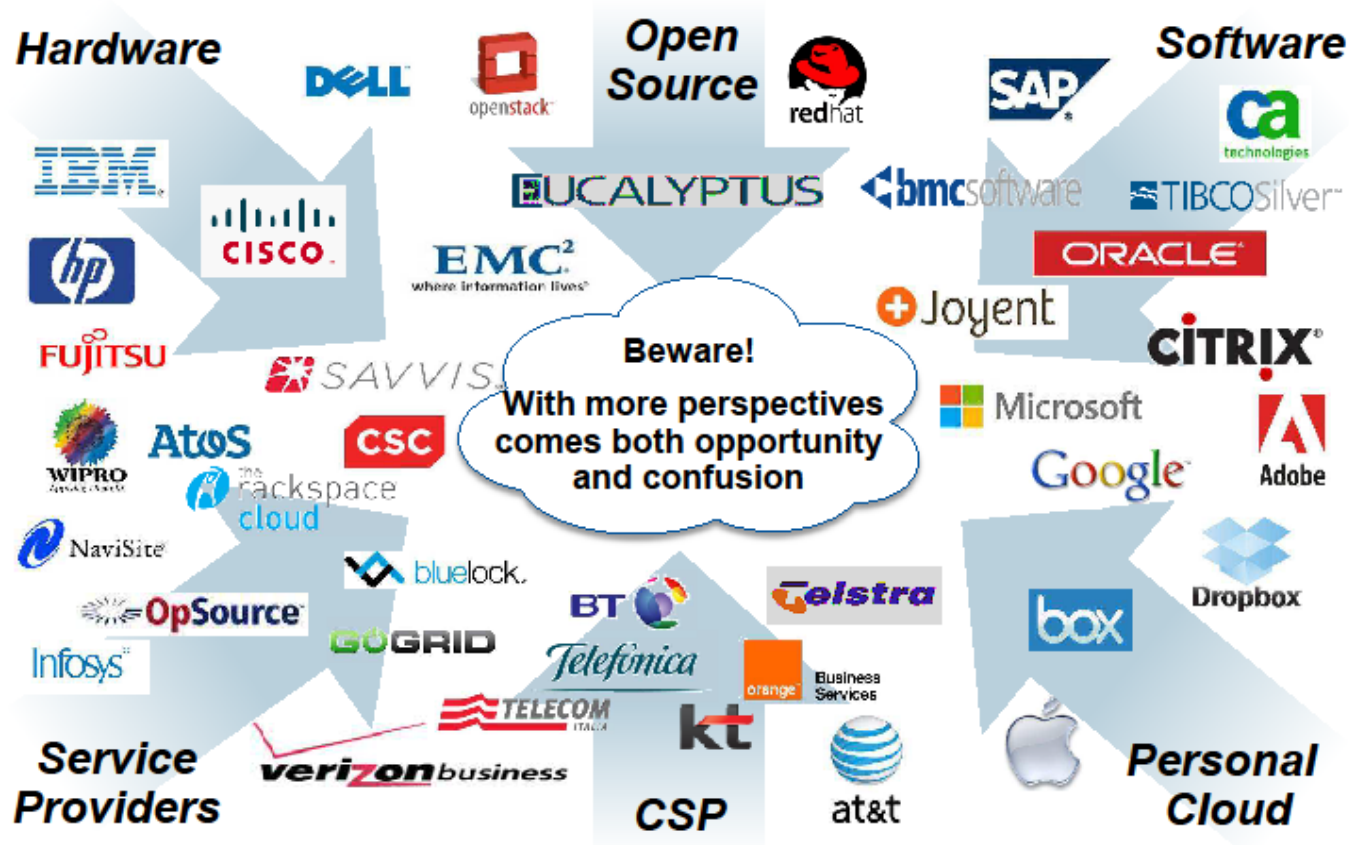


# How to deliver IaaS – solution landscape



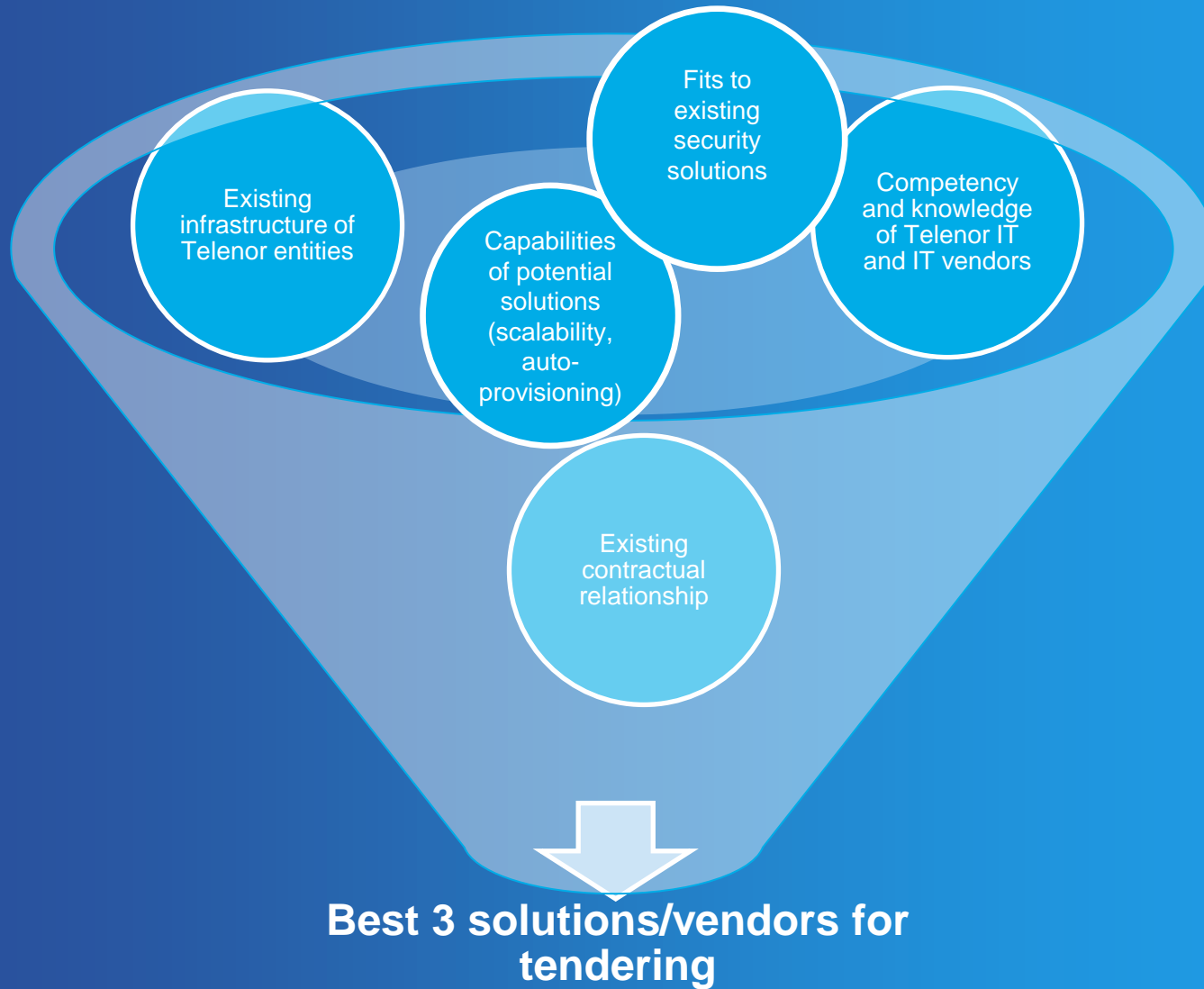
# How to deliver IaaS – check market for solution...

## All Enterprise Vendors Are Engaged in Cloud Computing





# How to deliver IaaS – Reduce number of solutions/vendors



# How to deliver IaaS – develop charging model

## Prerequisite

### Service Contract between Consumer and Provider

- Service Catalogue with unit costs
- Unit cost based service fee

### Service fee must include

- Depreciation of IaaS assets (including next capacity level)
- Facility cost (energy, cooling, etc.)
- Labor costs
- Overhead costs
- Tax



**Thank you**



The freedom of exploration