dimension data

accelerate your ambition

Believe in *greatness*

Richard Garratt, VP Data Center and Cloud

If an 11 year-old can.....

dimension data

accelerate your ambition

Dimension Data uses the power of technology to *help you accelerate your ambitions.*

If you believe you can do anything,

we're here to help you do it.

Accelerate your ambition

Unleash the power of data with

Digital infrastructure

Respond smarter and faster with

Hybrid cloud

Evolve your employee experience with

Workspaces for tomorrow

Risk less, achieve more with

Cybersecurity

Create powerful connections with

Customer experience

Digital Business is built on Hybrid IT
Your Innovation Platform

accelerate your ambition

New research confirms the shape of ***hybrid IT is shifting***

And the challenges you face are changing

Today, only ***25%*** of workloads are run on on-premise non-cloud. In two years' time, it will be only ***20%***.

Overall, clouds account for ***62%*** of workloads, non-cloud for ***38%***.

Over the next two years:

On-premise private cloud will grow from ***18%*** to ***20%,***

Hosted private cloud will grow from ***15%*** to ***17%,***

Public cloud will grow from ***14%*** to ***15%.***

Over 1/3 of companies said automation was the most challenging aspect of cloud deployment.

Source: 451 Research, *Strategy Briefing: Success factors for managing hybrid IT*, 2017

You want to accelerate your
digital business outcomes

Organisations are
hybrid already

Hybrid IT is about
services integration

You need your technology to move at the
same variable speed as your digital business

State of IT Industry 2017-2018

Dramatic improvements in technology choices over the last few years

Physical IT *Cloud Stacks* *Purpose-built Clouds* *Hyperscalers*

Dedicated Infrastructure

- Cloud stack orchestration
- Flash storage
- Container / open support
- Hyper-converged
- Data management and big data

Clouds

- Multiple clouds
- Purpose-built clouds
- SaaS management tools
- Move to APIs to avoid lock-in
- Hosting + Cloud

Network

- Refresh data center network
- Re-locate closer to cloud
- Hybrid WAN
- High speed, low latency access
- SDN: automated real-time flexibility

Security

- Monitoring tools
- Security posture enforced across all domains
- Micro-segmentation
- Controls and policy deployments

Hybrid IT challenges we *hear from our clients*

Rising resource costs: cloud, network, and shadow IT

Increasing security and governance risks

Business continuity plans different for hybrid IT

Legacy application issues

Skills shortage

Network latency and performance issues – inconsistent user experience

Roadmap to business outcomes not clear

Vendor lock-in due to closed APIs

Does speed or cost drive your business?

The questions you need to ask to make the best choices

What limits your speed?

Network
Security
Application architecture
Ability to move new to production
Culture to adopt
Technology
Process to adopt technologies
Skills and budget
Risk management

What drives your cost?

Operations efficiency
Cost shifting

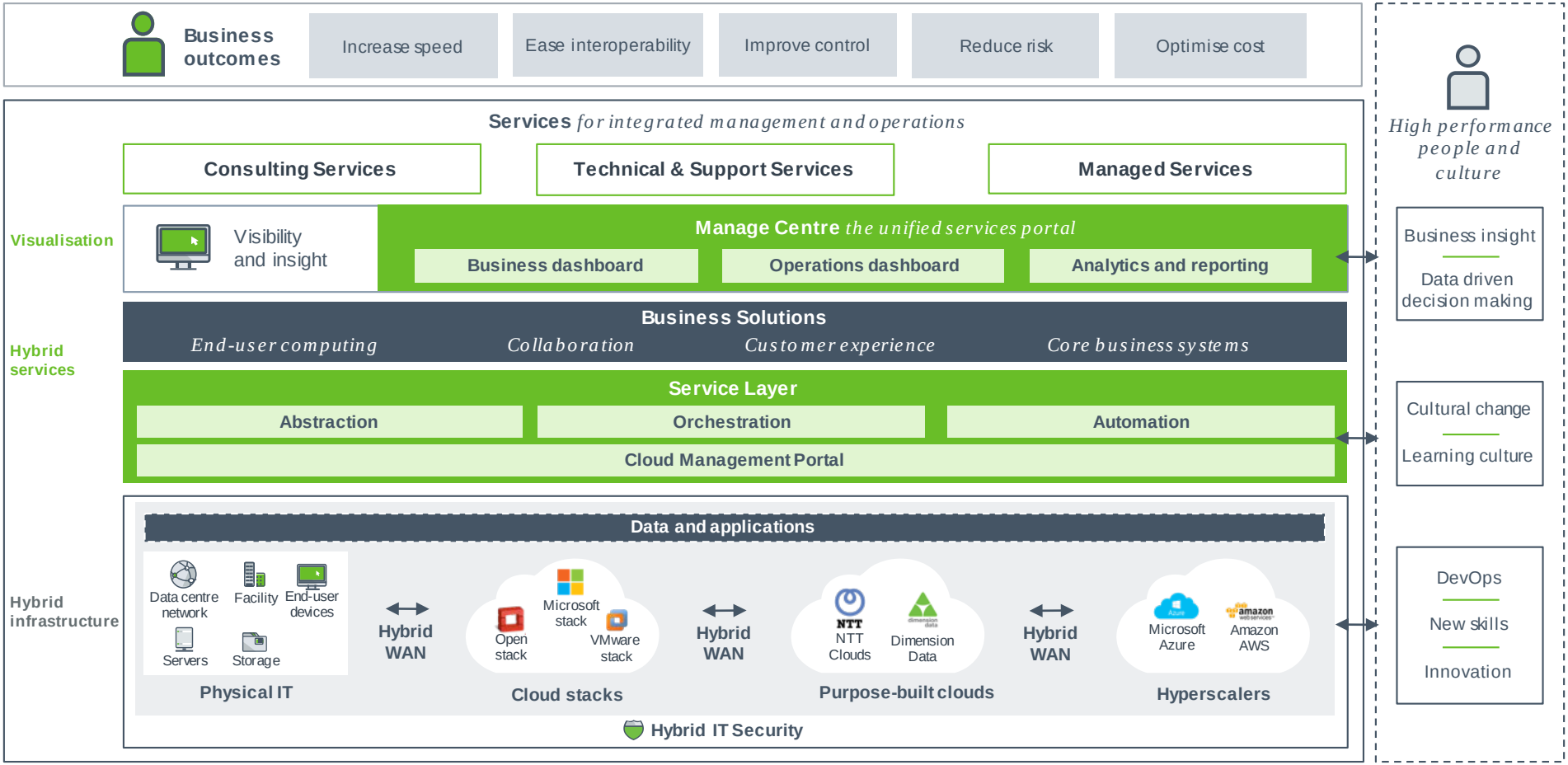
What are the constraints?

Governance of data
Availability
Industry rules/ compliance
Location of users

How do you overcome these challenges to achieve business outcomes?

We can help you get the business outcomes you need *from your hybrid IT*

We take an integrated approach to your hybrid IT



We have a *practical, multi-speed approach to hybrid IT*

1 Get visibility and control

↓

2 Implement strategic solutions

↓

3 Automate and optimise

Hybrid IT outcomes

for digital business

Speed matched to business with required governance

Optimised consumption and capex

Align adoption with digital transformation

Rapid ROI on projects

Flexible environment for future

↓

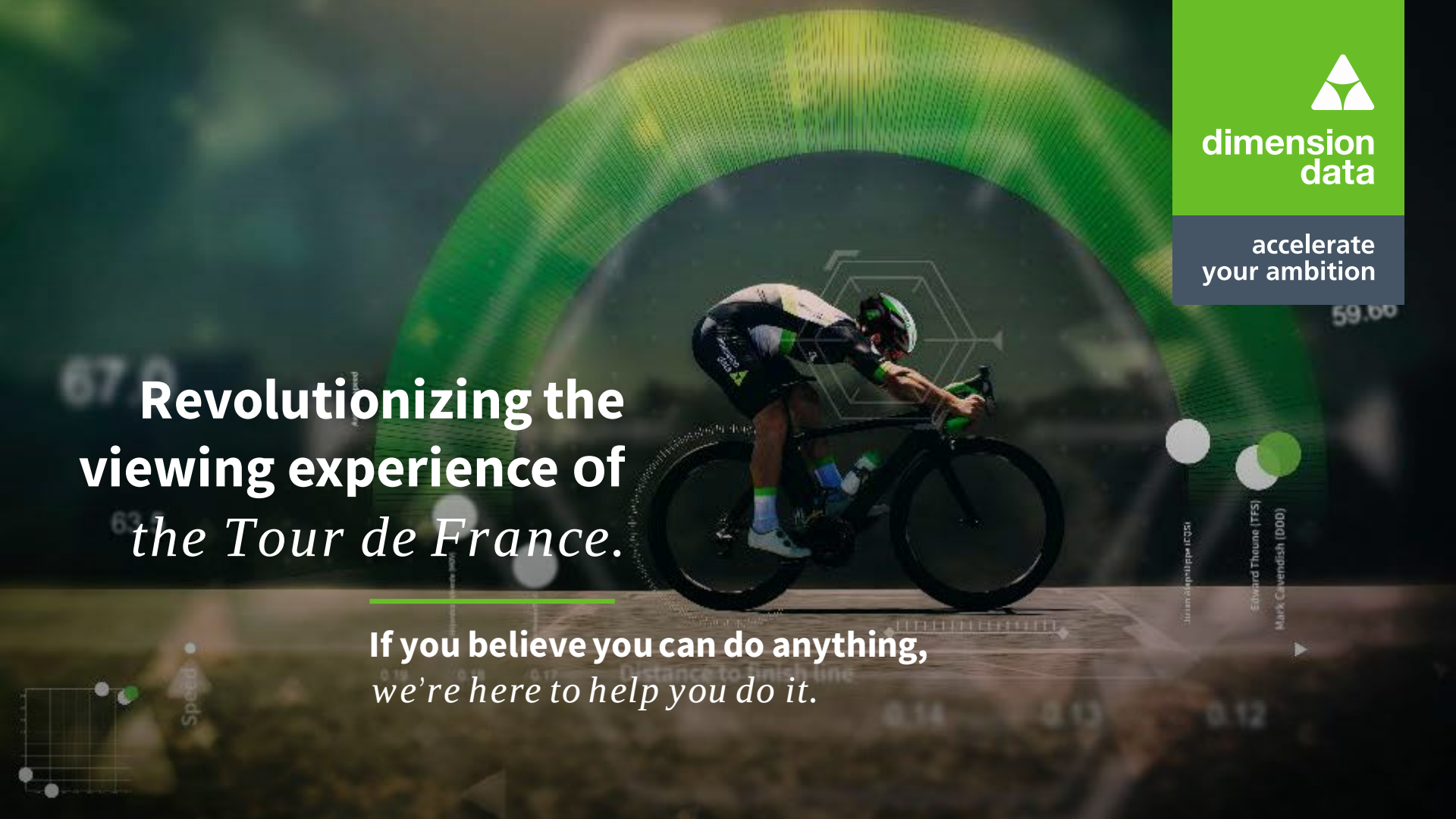
Technology

↓

Application model

↓

New business model


dimension data
accelerate your ambition
Revolutionizing the viewing experience of the Tour de France.
If you believe you can do anything, we're here to help you do it.

For decades,

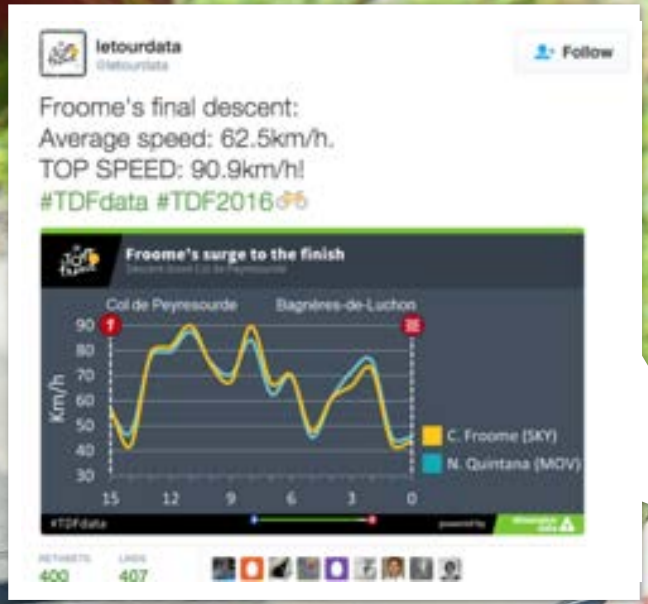
race organizers, rights owners, and TV networks

have had an unchallenged hold on broadcasting content.

Digital is changing this

dramatically.

What fans *expect today*



Froome (SKY) hit a top speed of

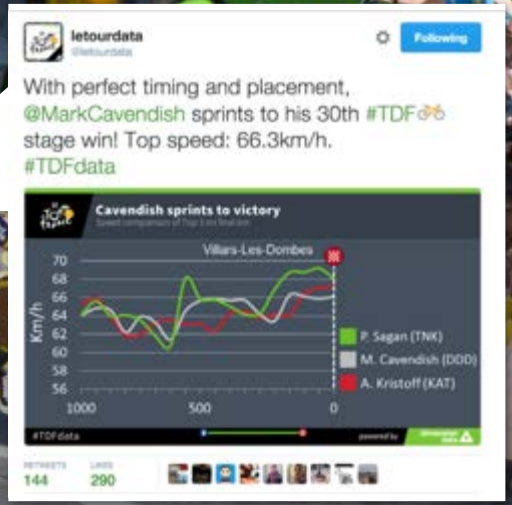
90.9 km/h

gaining 13”

on the descent of
col de peyresourde (stage 8)
to claim the *Yellow Jersey*

The stories behind the *sprint finishes…*

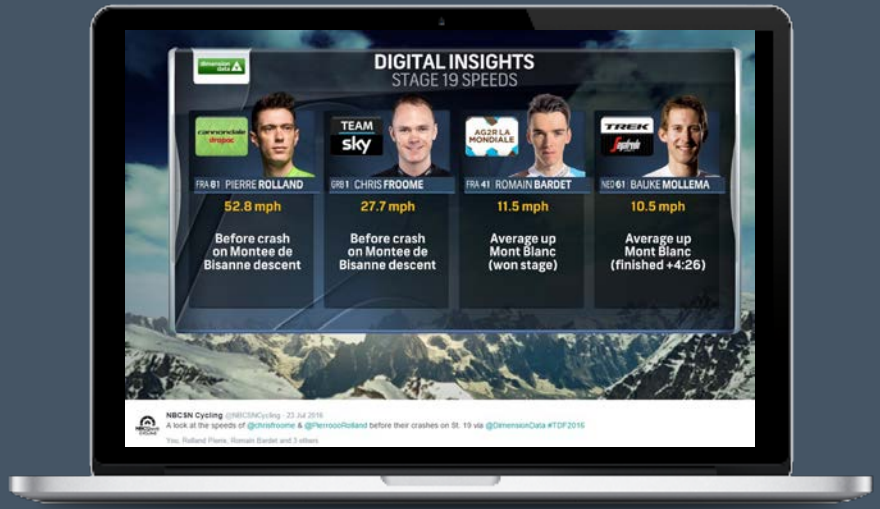
At the end of a long day in the saddle, it's all in the
strategy, power, energy, experience, and timing
to see who has what it takes.



Using data to track the impact of *weather conditions* on the race

Irrevocably

changed the way media are reporting on cycling



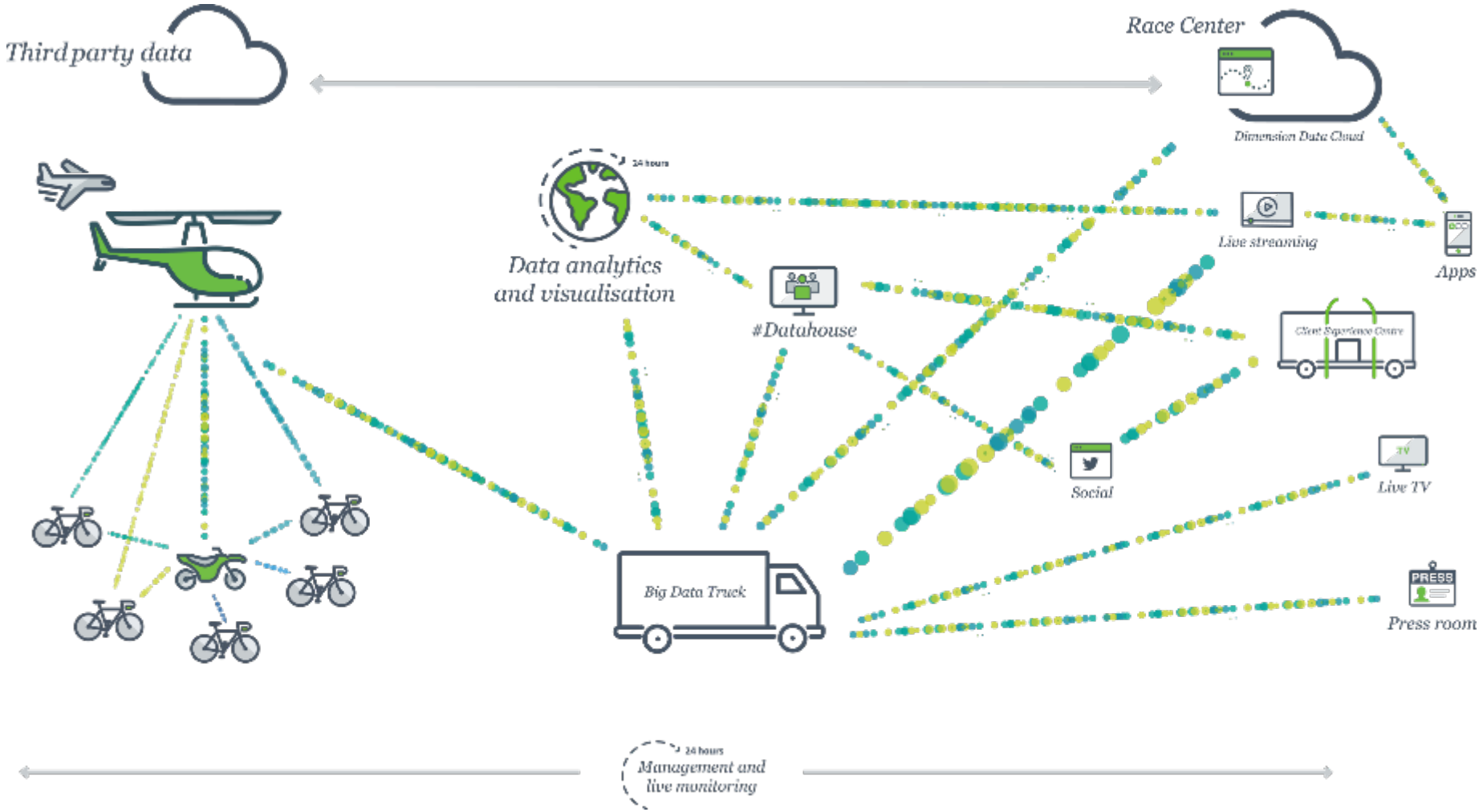
Broadcasters request *custom data and insights* for TV and social media

Data tweets appear in **online webcasts**

Telemetry data and @letourdata tweets appear on **TV broadcasts (Eurosport)**

Internet of Things

Reaching the next generation of fans in ways that *keep them engaged*


Third party data
Race Center
Dimension Data Cloud
24 hours
Data analytics
and visualisation
Live streaming
Apps
#Datahouse
Client Experience Centre
Social
Live TV
Big Data Truck
PRESS
Press room
24 hours
Management and
live monitoring

Growth of audience from

2014 vs 2016 for A.S.O.

1.4 M downloads of the official app

VS

1.1M downloads in 2014

36 M unique visits in July 2016

VS

30M visits in 2014

55 M video views on 5 digital platforms

VS

6M views in 2014

6 M on social media (addition of the different platforms)

VS

3.2M fans in 2014

2.4 M fans

(+20% vs 2015)

2.6 M followers

(+60% vs 2015)

Copyright © 2016 Dimension Data

City of San Jose Pilot

Solution and Benefits

City of San Jose Quick Stats

- Single Park
- 41 Cameras
- 50 Traffic Sensors
- 180 Mbps of Data Input
- 3 Micro Datacenters

Dimension Data and NTT Solution

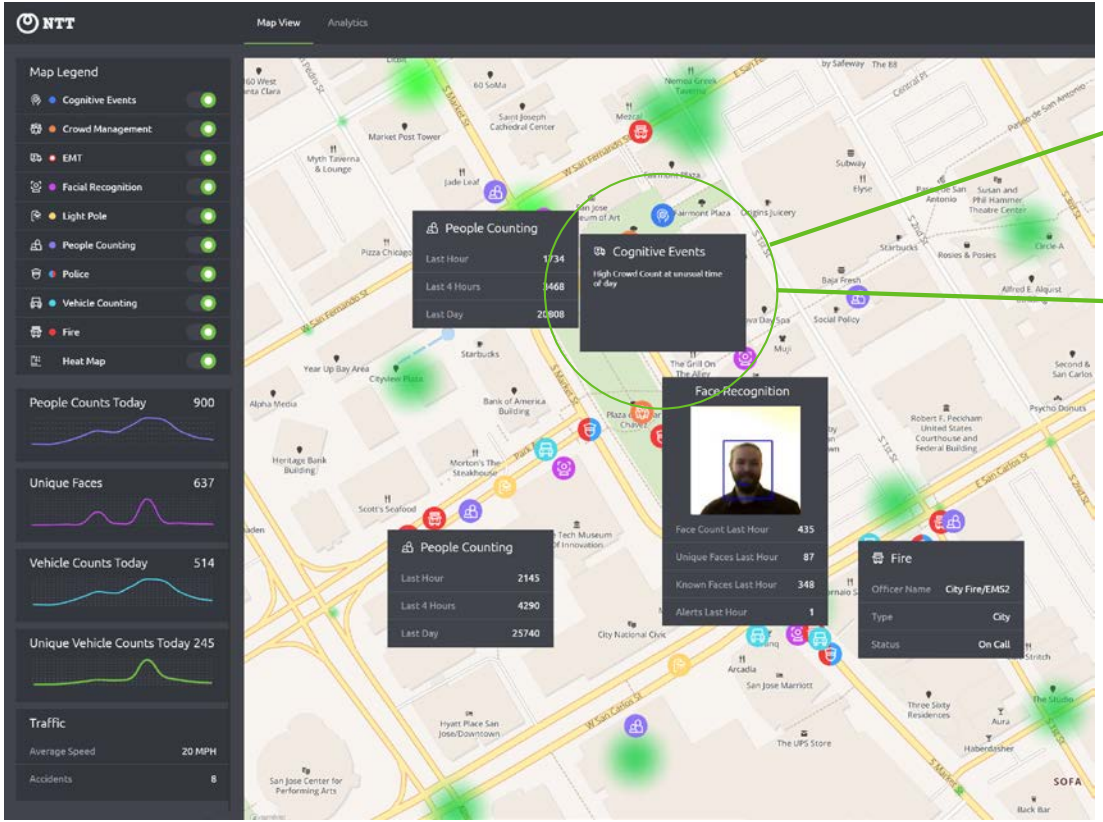
- IoT Consulting, Design
- Smart City Dashboard
- Enterprise Security
- Data Lake Architecture
- Micro-Services Architecture
- Cognitive Network
- Dynamic Data Center Architecture

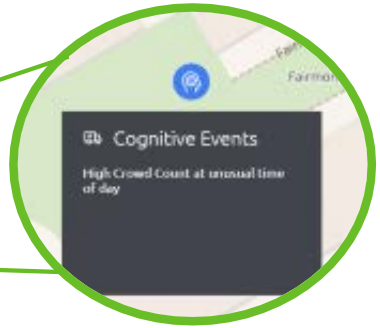
Business Value

- NTT Provides Cognitive Analytics (AI) for trending and prediction
- Customer addresses all the data and alerts from the Dashboard
- Services automatically optimize to solve problems

Analytics and Alerting Dashboard

accelerate your ambition





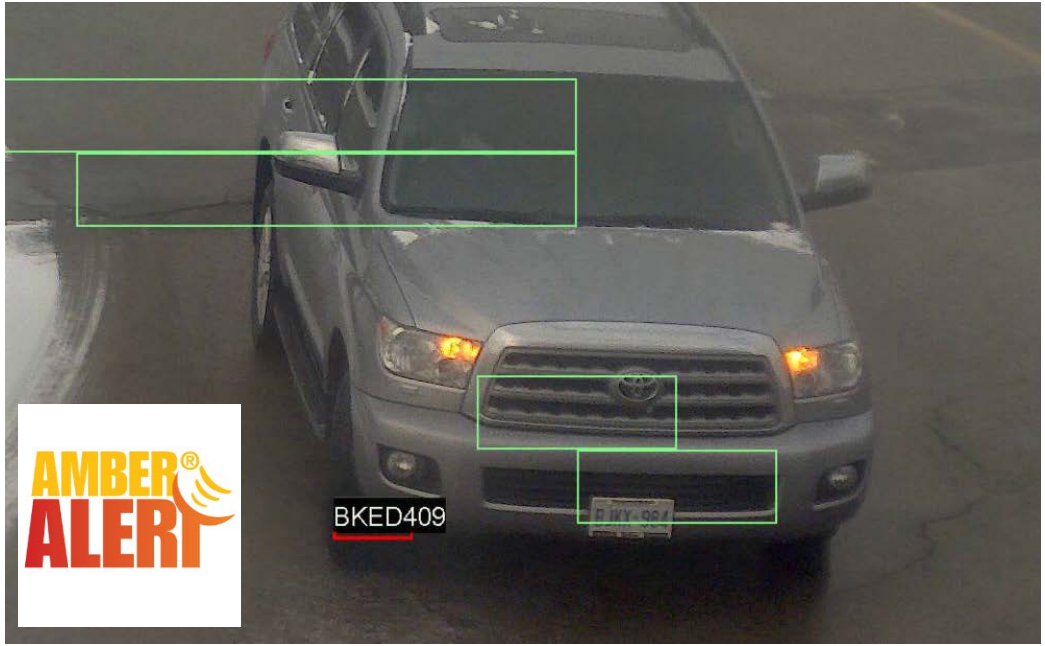
The *Cognitive Engine* analyzes the data produced by solution and provides alerts and insights into the events.

Source: 451 Research, *Hybrid IT: What it Means for Enterprises Now and Going Forward*, 2017

Copyright © 2016 Dimension Data

Chasing Amber Alerts and Making the City Safer

The services automatically optimize to solve problems



When the city receives an Amber Alert

- The Micro Data Centers at the edge reconfigure themselves to support License Plate Recognition from all Sensors
- A report is produced to give an insight into the last time the vehicle was seen and its travel patterns
- Officials are alerted as soon as the system sees the vehicle
- Within minutes 100's of "eyes" are added to watch for this vehicle that never blink

Source: 451 Research, *Hybrid IT: What it Means for Enterprises Now and Going Forward*, 2017

Copyright © 2016 Dimension Data

If you believe you can do anything,
we're here to help you do it