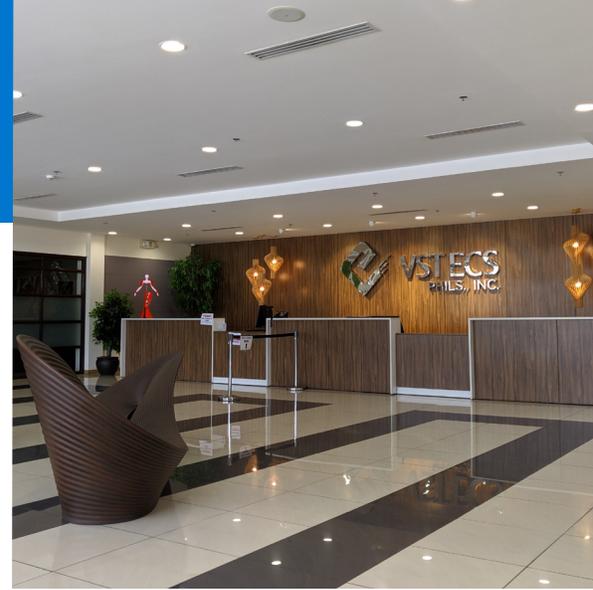


## Extending cloud benefits to drive transformation

VSTECS brings agility and fast-paced innovation to businesses in the Philippines with Dell EMC Integrated System for Microsoft Azure Stack Hub



Technology

Philippines

## Business needs

With the increasing importance of technology to drive business growth, VSTECS planned a hybrid cloud offering, featuring state-of-the-art IT from Dell Technologies and Microsoft to benefit customers. In addition to providing best-of-breed infrastructure, the solution would help companies address regulatory challenges around cloud-based systems.

## Solutions at a glance

- [Dell EMC Integrated System for Microsoft Azure Stack Hub](#)

## Business results

- Accelerates digital transformation for businesses in the Philippines.
- Overcomes latency challenges with public cloud.
- Ensures businesses meet data-sovereignty laws.
- Offers high availability for business-critical applications.
- Uses best-of-breed integrated hardware technology.
- Comes backed by responsive managed services.
- Enables customers to expand IT capacity in line with growth.
- Offers applications on a per-pay-use basis.

*“Businesses can avoid any technical obstacles to using the cloud with Go-Qloud, backed by Dell EMC Integrated System for Microsoft Azure Stack Hub.”*

Mauch Franco,  
Group Head for Cloud, Online & Data Center Services,  
VSTECS Phils., Inc.

As one of the leading IT distributors in the country, VSTECS Phils., Inc. (VSTECS) is helping drive digital transformation across the Philippines. The company, which has won multiple industry awards, offers a broad spectrum of products, solutions and services from companies such as Dell Technologies and Microsoft to its channel network across the country. Its portfolio of offerings covers a wide range of IT needs for retail, corporate and enterprise customers. In addition to offering hardware and software solutions, the company also provides repair and maintenance, IT training and managed data center services.

## Taking the next step in the digital journey

In a 2018 study by IDC commissioned by Microsoft, digital transformation, including cloud IT, will add around US\$8 billion to the Philippines' GDP by 2021. While many businesses in the Philippines are aware on the benefits of the cloud, cost, regulatory challenges and skill-set requirements are slowing down adoption. "Companies wanted to adopt cloud technology but are often unsure of the next step," says Mauch Franco, group head for cloud, online & data center services, VSTECS.

He continues, "Companies that want to run business-critical SAP workloads on the public cloud have concerns with latency. There is also a worry over data-sovereignty because of laws in the Philippines that require data to reside in the country for certain industries."

## The cloud service on-premises solution

VSTECS saw that Microsoft Azure Stack Hub, an on-premises private cloud solution, would make cloud adoption easier for many businesses in the country. "I wanted to bring Microsoft Azure Stack Hub to the Philippines, so we could localize the Azure cloud and maximize data speeds," shares Jimmy Go, president and CEO, VSTECS. Marketed as Go-Qcloud, a managed service offering, the solution would guarantee uptime above industry standards. It would be delivered from the VSTECS Go-Qcloud Data Center, certified by the Telecommunication Industry Association TIA-942. The certification means the data center meets TIA specifications for data center infrastructure elements such as network architecture, electrical design, system redundancy, fire safety and security protocols.

*"It's a great opportunity to gain the benefits of OPEX-based computing with Dell EMC Integrated System for Microsoft Azure Stack Hub."*

Mauch Franco,  
Group Head for Cloud,  
Online & Data Center Services,  
VSTECS Phils., Inc.



To reach its goals, VSTECS turned to long-term partner Dell Technologies to help build the Go-Qcloud platform. Dell Technologies proposed Dell EMC Integrated System for Microsoft Azure Stack Hub, running on Dell EMC PowerEdge servers. “We’ve worked with Dell Technologies for many years, so we understand their solutions in detail,” says Heck Maliwat, data center supervisor at VSTECS. “We collaborated closely with the Deployment Services team who offered the support required to maximize the efficiency of the process and ensure Go-Qcloud ran optimally from day one.”

## Kicking off cloud journeys in the Philippines

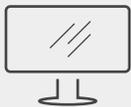
VSTECS is now poised to help companies accelerate their digital transformation initiatives with Go-Qcloud. “This is a world-class cloud solution that businesses in the Philippines can take advantage of. It’s a great opportunity to gain the benefits of OPEX-based computing with Dell EMC Integrated System for Microsoft Azure Stack Hub,” says Franco. “This subscription-based model is attractive for our customers as the cost is predictable, while giving them the opportunity to use best-of-breed solutions. As the leading IT distributor in the country, we employ industry-certified engineers and provide everything as a managed service.”

He adds, “Businesses can avoid any technical obstacles to using the cloud with Go-Qcloud, backed by Dell EMC Integrated System for Microsoft Azure Stack Hub.”

## Removing barriers to transformation

Businesses are already witnessing how Integrated System for Microsoft Azure Stack Hub can enhance their operations. For example, VSTECS recently conducted a test for a call-center business that was experiencing latency issues with a public cloud and resolved the problems with Go-Qcloud.

VSTECS is also in discussions with government agencies where regulatory hurdles are holding up cloud adoption. “With a cloud-first policy for several agencies now in place, public-sector organizations can start deploying their workloads in Microsoft Azure Stack Hub and gain all the cost efficiencies and performance of a leading on-premises private cloud platform,” comments Franco. “In the event application development is needed, our managed services will ensure high availability and data protection around the clock. We’re changing the game.”



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