



Lake Tai Cloud Computing Introduction

<http://www.chinacloud.net>



- ❖ Our Company
- ❖ Offerings / Applications
- ❖ Results
- ❖ Future

Jiangsu Lake Tai Information Technology Co. Ltd

(LTC: Lake Tai Cloud)

First business operating IBM cloud computing center globally

Concentrate on cloud computing

Founded in 2008, Capital increased and additional float in 2009,

became professional corporate

Independent IDC center

IDC permission

ISO 27001 and CMMI3 certified



Lake Tai Cloud and IBM



IBM
International Business Machines Corporation

Armonk, New York 10504-1703

Samuel J. Palmisano, Chairman, President and Chief Executive Officer

March 5, 2009

Dear Paul,

Thank you for joining us at the 2009 CIO Leadership Exchange. I know how busy calendars can get, and am delighted you were able to break away from your day-to-day responsibilities to lead a thought-provoking discussion on cloud computing.

As you know, IBM organized the Exchange to uncover how the role of the CIO must evolve as the world becomes more instrumented, more interconnected and more intelligent. Based on the feedback we've received to date, your breakout session successfully highlighted why cloud computing is becoming one of the leading platforms that CIOs must consider when engineering their next-generation IT systems.

This is an extremely important area for our industry, and we are honored to be working with you to transform the way IT is delivered and accessed today. We greatly value your support and look forward to a long partnership together.

Sincerely,

Mr. Paul Lu
Chief Executive Officer
Wuxi Tai Lake Cloud Computing Platform Service Ltd
#100 Jin Qi Road
Wuxi 214125
CHINA

❖ State-of-the-art IBM Hardware Infrastructure

- X-Series Servers
- P-Series Servers
- SAN Data Storage

❖ Latest Cloud Virtualization Technology

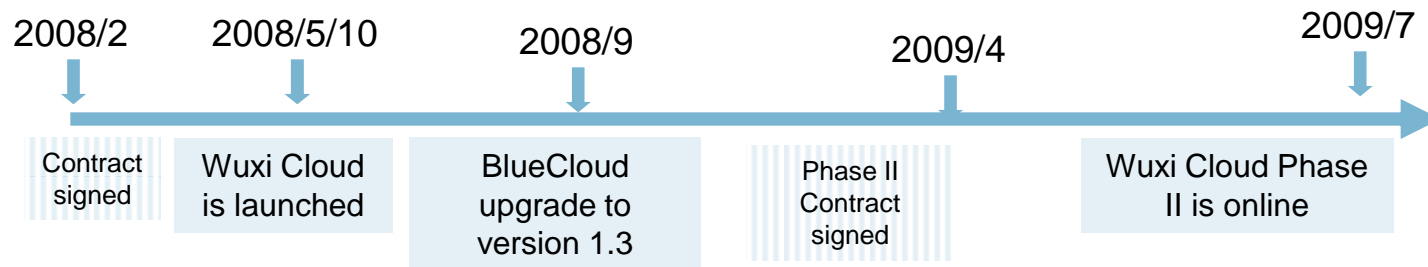
- Best efficiency for hardware utilization and easily scale up
- Lowest costs for hosting
- IBM Blue Cloud software environment

❖ High Bandwidth Internet

- Fast and reliable connections
- Gigabit switched ethernet backbone
- Latest Cisco Routers, Security Firewall and DMZ

▪ Project Milestone

-Feb 2008 to July 2009.

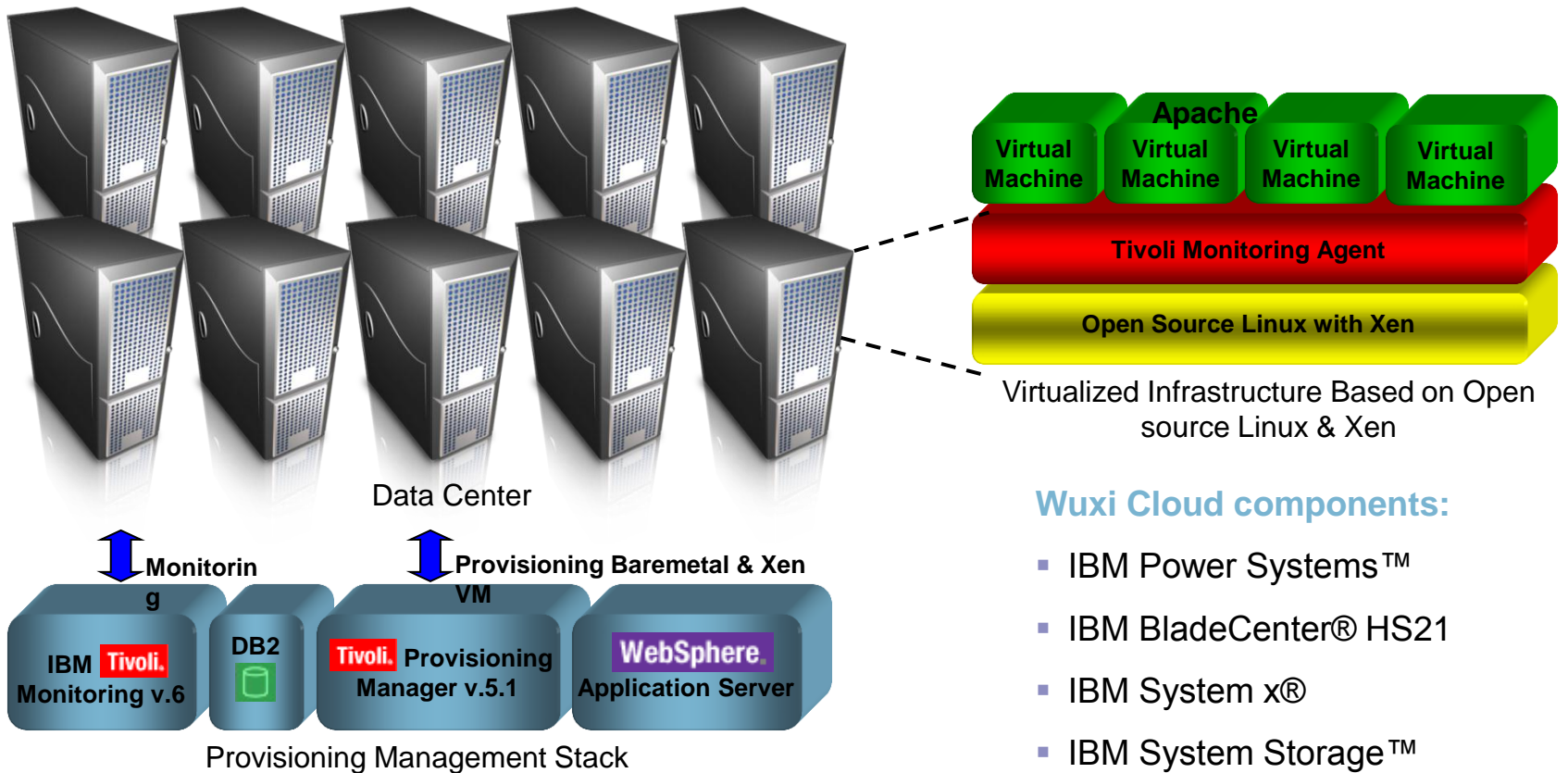


▪ Project phases

- Phase I: BlueCloud 1.0, launched on May 10, 2008
- Interim phase: upgrade to version 1.3
- Phase II: Blue Cloud 1.5 with customization,
New hardware purchased, centralized storage and TSM support,
go-live in July, 2009

▪ Project Engagement Team

- IBM Cloud Labs, SVL HiPODS, GTS, BP



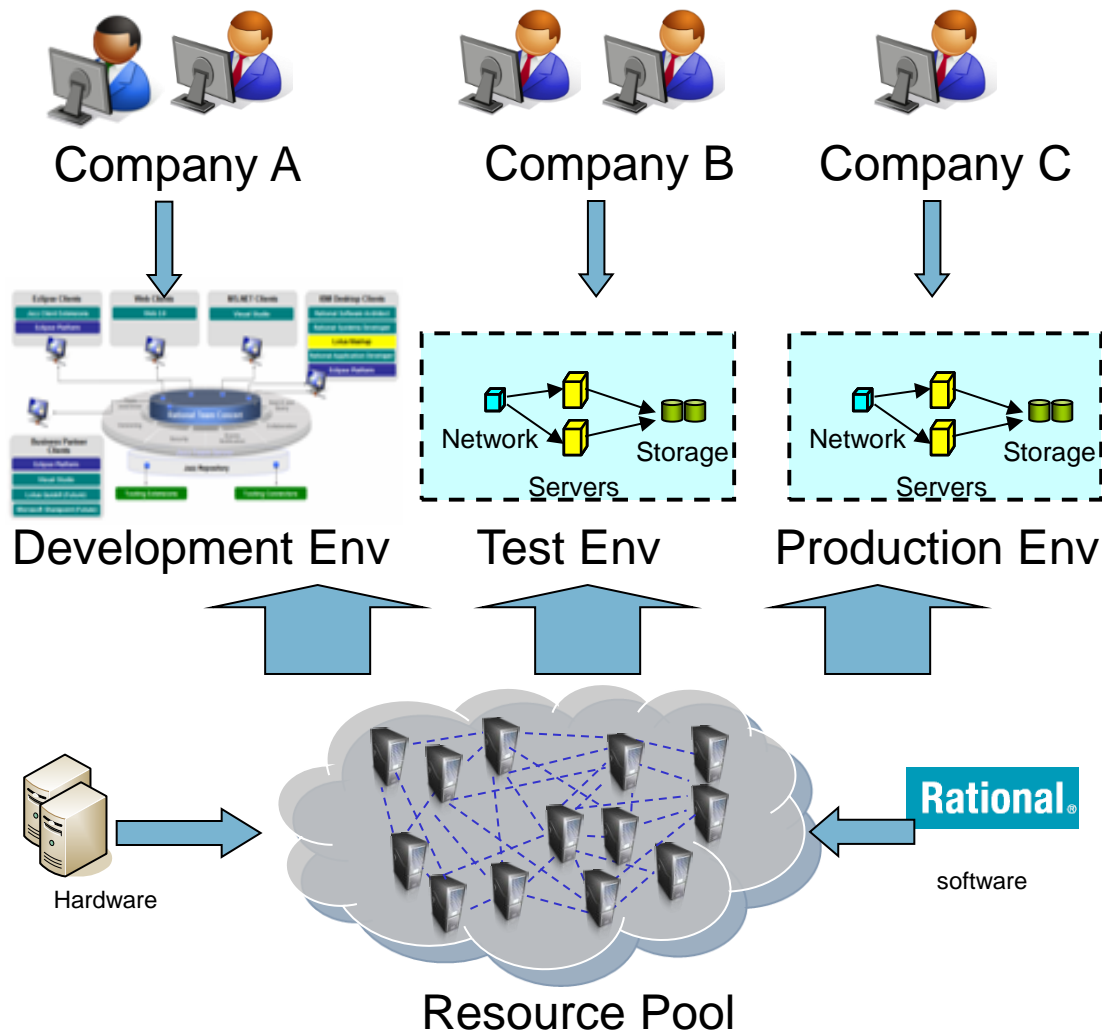
Wuxi Cloud components:

- IBM Power Systems™
- IBM BladeCenter® HS21
- IBM System x®
- IBM System Storage™ DS4700
- IBM Rational Suite®

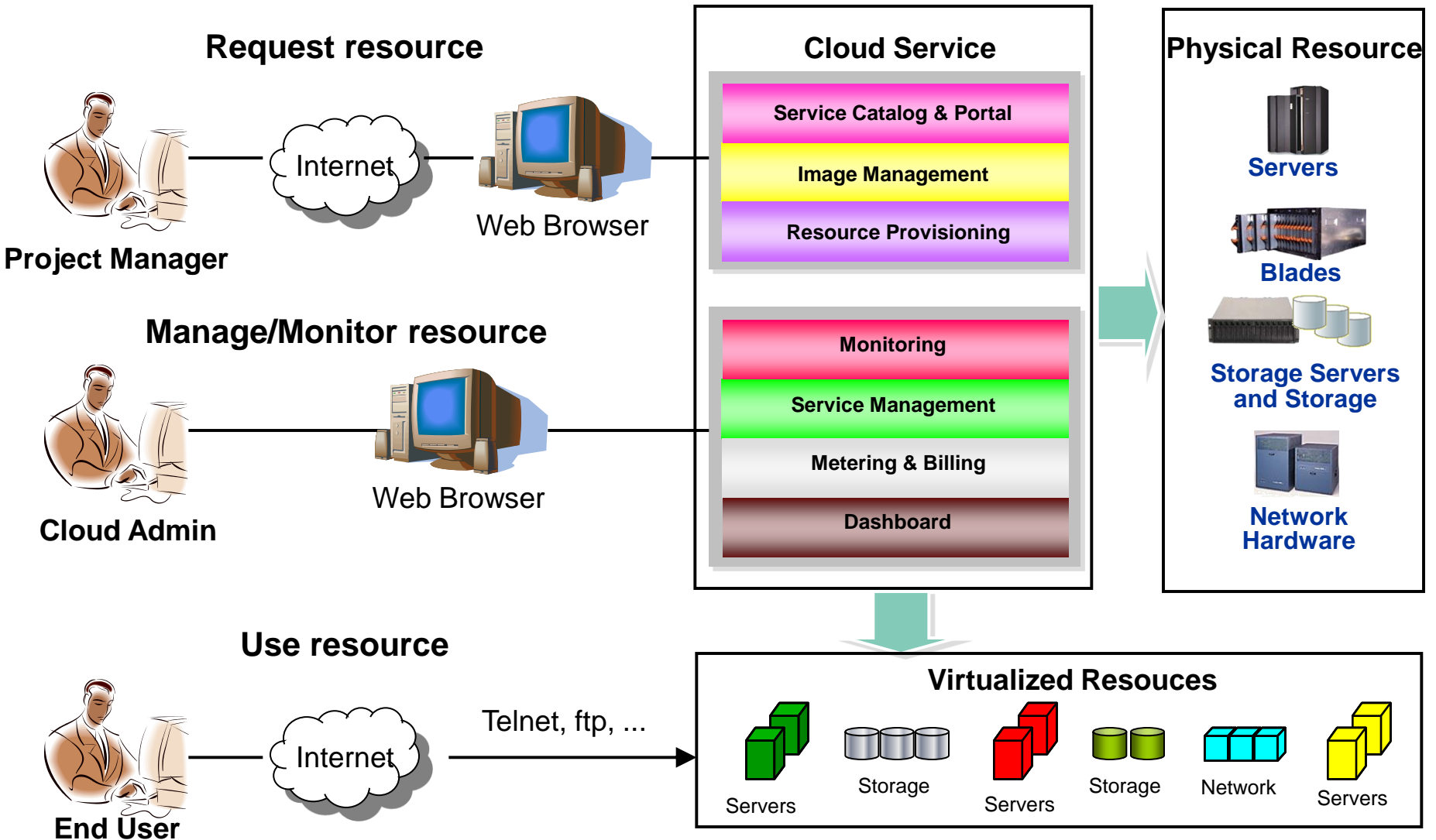
Blue cloud is IBM's first Cloud asset, and it is also adopted as core component by IBM later cloud products, such as TSAM, ISDM, Cloud Burst

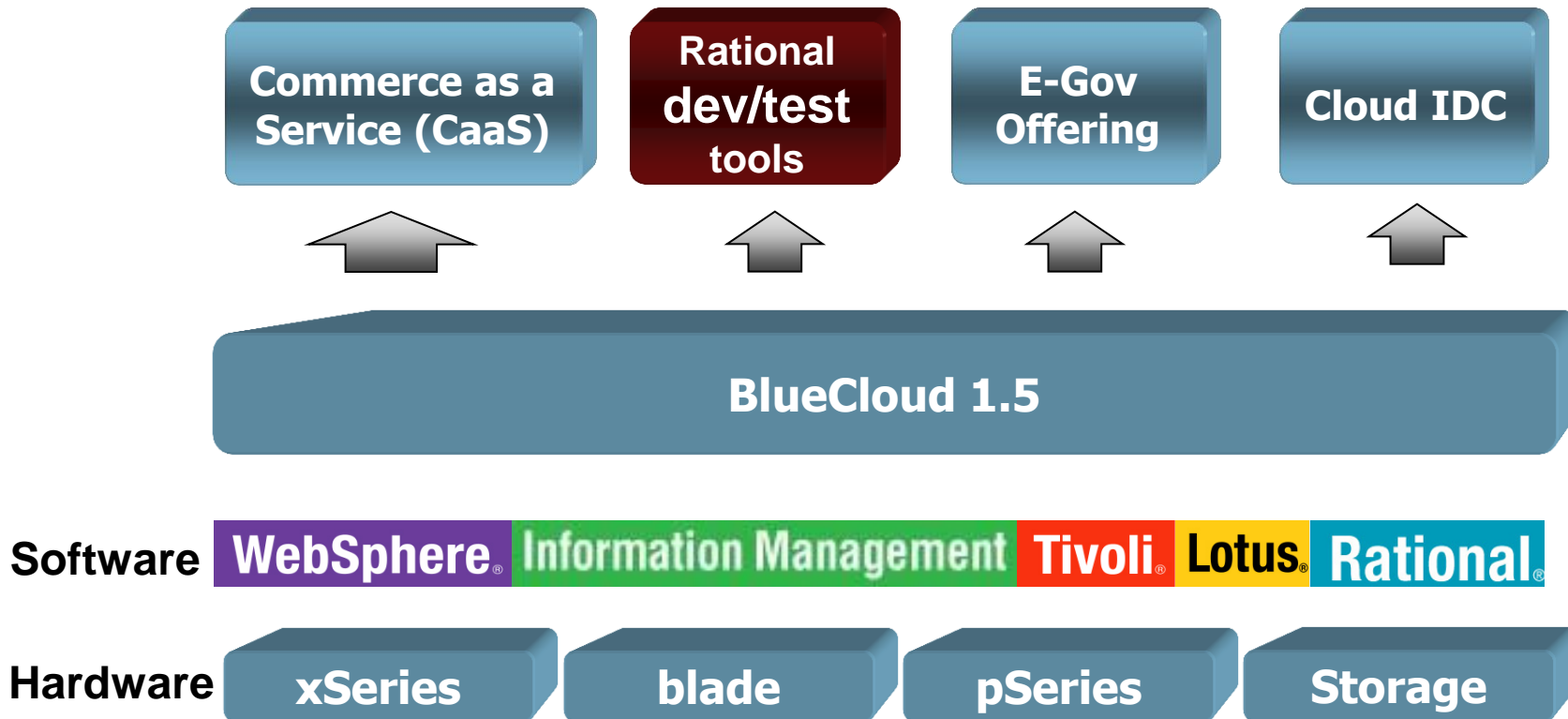
Based On IBM Blue Cloud

- Virtualization – server resource pool(x86 servers and P560 servers)
- Provisioning Automation for HW, SW
- Resource Monitoring
- Rational development & test tools provisioning
- Centralized storage – SVC (Phase II)
- TSM support for data/images backup (Phase II)



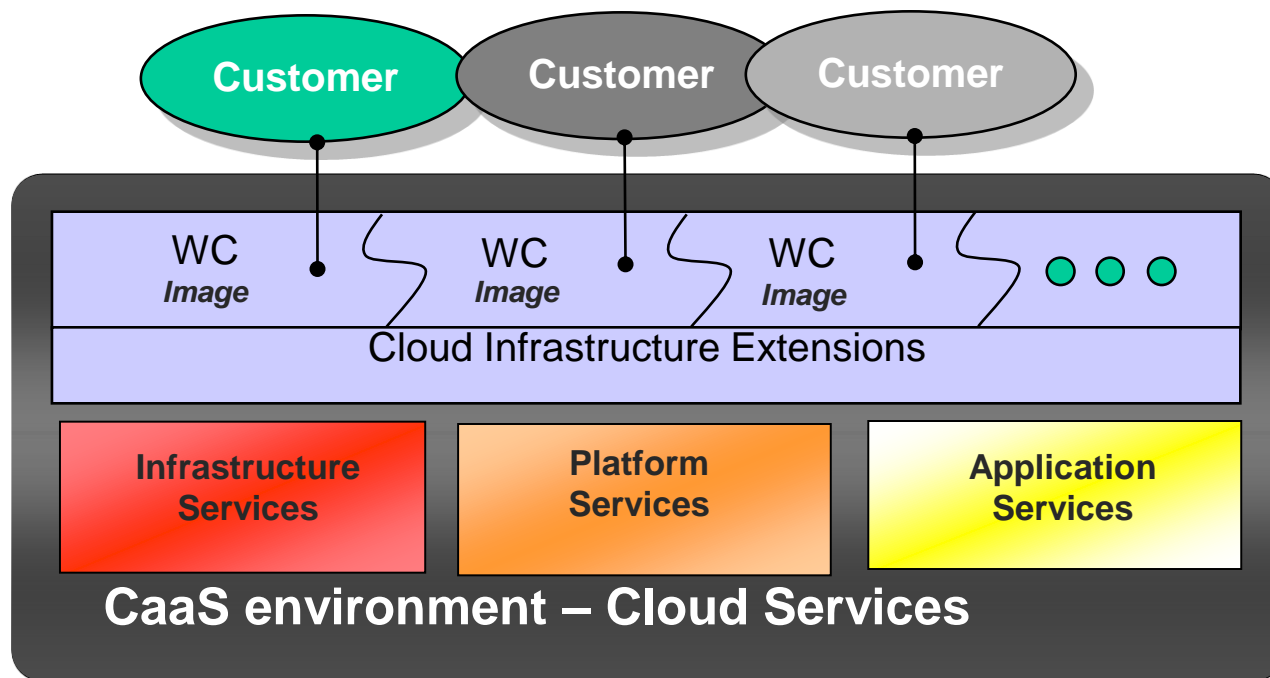
Wuxi Cloud Use Case





- Private cloud: Develop corporate internal dynamic sharing information and service system
- B2C e-Commerce Platform Service: open up e-Commerce age
- Corporate Cloud Computing Service: Information management in corporate without IT data center

- WebSphere Commerce in a SaaS model powered by cloud infrastructure
- Provides low entry barrier and low financial risk for Chinese brand company to enter eCommerce.

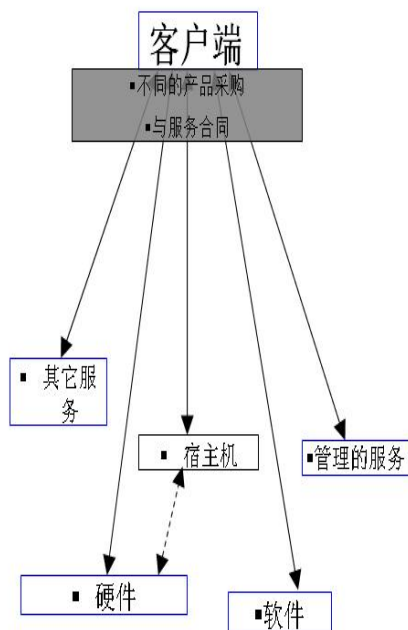


- Integrate multi-channels business
- Integrate backend
- Integrate data and analysis
- Cooperation among staffs, customer and partners
- Integration security
- Open source resources provide more flexibilities

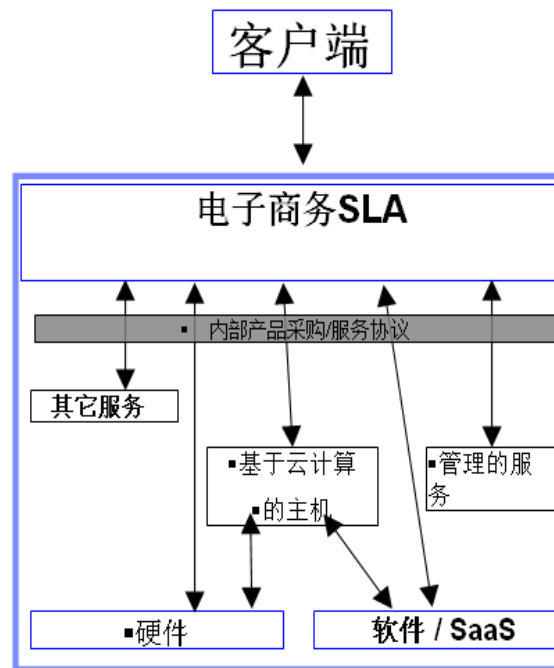


Innovational business model: Customer first, develop with customers

传统的e-Commerce解决方案



- 以服务的形式提供业务租用
- 低进入成本, 按需应变
- 更好的投资回报率
更低的成本



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羽悦冬日

DOWN COAT WINTER RECOMMEND

WE NOT ONLY MORE THE PROTECTION DOWN TO CONSIDER THE NEEDS OF LIVING AND MOVEMENT. WE DESIGN AND MANUFACTURE SPORTS AND FASHION OF BOTH QUALITY AND FUNCTIONAL HOLD CONCOMITANTLY. SO WORTH WINTER WITH PLEASURE. LIGHT LIFE DOWN THE COLD WINTER.

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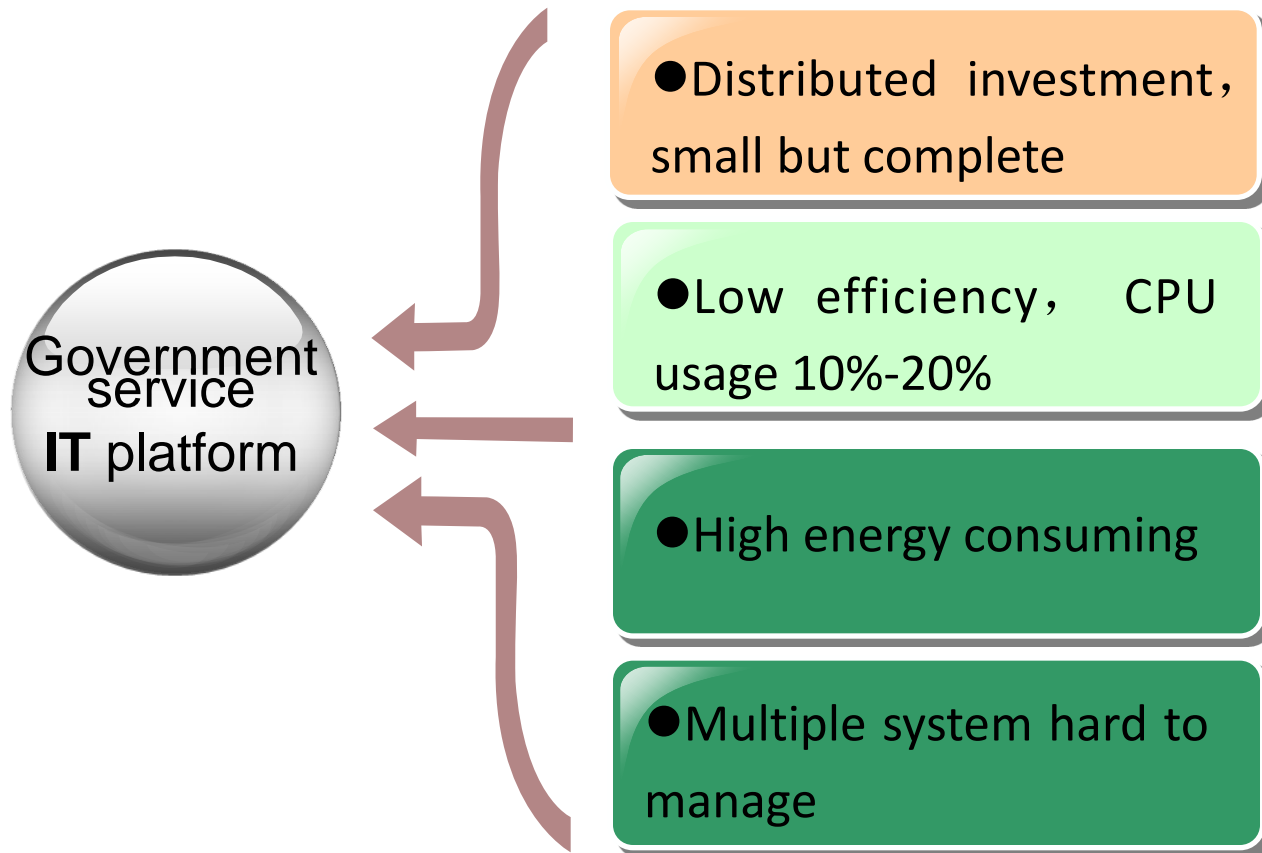
- One e-commerce solution for all
- low investment risk, share risks, share profits
- Direct into business, focus on core business
- Simple
- First ever sales&marketing strategy, powerful backend integration
- Reliable, high capacity and flexible

Customer



Build low carbon, intelligent government service platform

Business Case



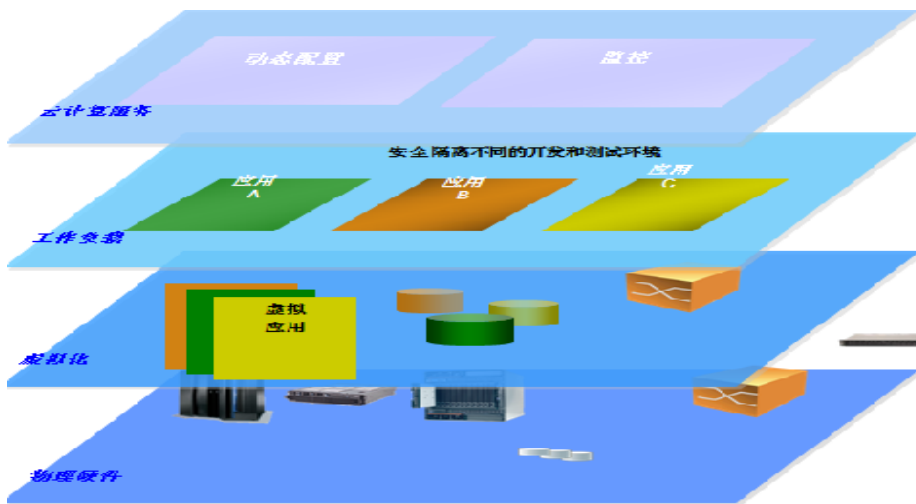
Scaled Eco

- Unified cloud resource pool
- Unified mgmt platform
- Unified backup method
- Unified control panel
- Stabilized and unified and products

Standardization

- Low carbon: box holder 60% less, power 50% less
- TCO: 30%
- Improved service: 1hr back up
- BPO: government rent, invested and maintaied by cloud computing

Automation



Gains more:

- Government: less money for more service
- Coporate: unified mgmt, high efficiency
- Community: green, low carbon
- Eco: enlarge domestic needs, expedite cloud computing development

IT Services for SMEs

- Similar Services like Amazon
- Some Enterprise IT Services for SMEs

Value Added IT Service for SMEs

- BPM
- CRM
- Web Conference
- HR

- ❖ In the past 3 years, Wuxi Cloud has played a key role in providing SW development and testing services and hosting services for companies in China.
- ❖ In the meanwhile it has been working with IBM in promoting cloud solutions i.e. CaaS in China market.

- Huge Market in China, we just start to play the game and it is better not to lose or not to engage in the start line.

How IBM Win Chinese B2C market: Is IBM Ready for Cloud?

- Culture and Resource
- Local Partnership
- Long term commitment across all departments
- Leaderships





Thank You!

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