Habari Node PLC

experience creating a data / cloud Centre

"We must run while others walk."

Today

(Advert)

- HN PLC hires only tanzanians.
- If you want broad experience……..
- See an example

Technical experience building the cloud / data centre

How do we use / sell the Data center?

Traditionally data center in TZ were for web hosting.

- Webhosting and backend data
- On line storeage
- Back up storeage
- Virtual servers
- Rack space
- Hosted services (pbx, ticketing, Office suite,) because reliability has gone close to 100%
- Diskless workstations
- Cacheing Content Data Networks (GGC,Akamai,Netflix...)

How do we use / sell the Data center?

- TV content
- Keep local content local, proud to be Tanzanian.
- Smaller institutions find it hard to keep servers on and running, outsource.

How do **you** use the cloud / data center?

- The idea is to make online storeage so cheap or free that everyone stores in TZ instead of outside

- Schools should connect because of CDNs, could save 30% of bandwidth costs.

- PBX and other hosted services.

- IT departments are small and have overwhelming sys admin and LAN responsibilities

- TERNET could host common libraries

- Local content, TV

Non technical issues/problems

- The perception that "dot com" is better, that resources in europe are better. Be proud to be Tanzanian. But if google, akamai, netflix trust our data center…..

- ISPs not looking at the long picture where the volume will be big enough to justify low cost cloud services. Hence our prices are too high.

- High relative costs of national backbone.

Thank you.