

Huawei Helps Sinotrans Build a Cloud Computing Platform with FusionSphere

Executive Summary

Industry

Shipping

Challenges

- Rapidly increasing IT investments and high O&M costs.
- Long rollout times for new services and complex service deployment.
- Uneven reliability.

Huawei Solution

- Deployed Huawei FusionSphere cloud operating system.
- Virtualized hundreds of servers; integrated and migrated dozens of service systems.
- Achieved high service reliability by implementing data redundancy across three data centers in two geographic locations.

Customer Benefits

- Increased IT resource usage from 20% to 70%.
- Shortened service deployment time from months to weeks.
- Decreased O&M costs.
- Enabled elastic scalability of services.

Introduction

As China's largest integrated logistics services provider, Sinotrans Logistics Ltd. offers transportation by sea, land, and air, as well as warehousing, express delivery, and freight-forwarding services. Sinotrans wanted to support these services using a cloud platform to achieve IT integration and service agility.

Challenges

To improve the efficiency of its shipping operations and integrate better with customer supply chains, Sinotrans needed to expand the company's IT capabilities and make them more responsive to rapidly evolving business developments. The company's legacy IT systems were inflexible and had drawbacks such as complex O&M, high energy consumption, and low resource usage.

In an effort to manage fast business growth, Sinotrans' IT investments were increasing by 20% annually. O&M costs accounted for half of IT infrastructure costs. The company's IT department required several months to deploy a new system. Multiple types of terminals were in use by mobile workers.

The reliability among various service systems was uneven. Single points of failure could bring down any of these systems, and faults often took a long time to locate.

Huawei Solution

To meet the challenges of rapid growth and get better control of IT systems, Sinotrans consolidated all Information and Communication Technology (ICT) services. The company outsourced the construction and O&M work of the existing IT infrastructure to China Mobile's Guangdong branch, which contracted with Huawei to handle the Sinotrans cloud computing project. Huawei provided a virtual cloud platform and migration tool to implement ICT services, including Infrastructure-as-a-Service (IaaS), enterprise Unified Communications (UC), data center O&M, and service continuity.

Huawei's service teams used the advanced FusionSphere virtual platform to help Sinotrans in the following ways:

- Converted hundreds of physical servers to virtual servers, integrating and migrating dozens of service systems.
- Achieved high service reliability by implementing data redundancy across three data centers in two locations: two active data centers managed by China Mobile in Guangdong and a backup center in Shenzhen.

- Integrated a UC office system developed by Huawei.

Customer Benefits

The consolidated ICT services now support operations in multiple Sinotrans branches. Improvements in services include the following:

- Increased IT resource usage from 20% to 70%.
- Shortened service deployment period from several months to three weeks.
- Drastically decreased O&M costs.
- Enabled dynamic elastic scalability of services, while keeping data and services secure and reliable.

In addition to helping Sinotrans improve efficiency with the cloud platform, Huawei's solution helped China Mobile's Guangdong branch expand enterprise business services. With the new public cloud, the branch began to offer enterprises convenient and flexible IT resources for hire.

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