

Mobile Telecom Company Offers Cloud Services

Vodacom offers customers pay-as-you-grow IT cloud services with solution powered by Cisco Cloud Enabled Platform, designed by NIL.

Customer Name: Vodacom Business

Industry: Telecommunications

Location: South Africa

Business Impact

- Time-to-market accelerated to sell cloud services
- Additional revenue generation with customized application store
- Scalability caters for future growth in subscriber numbers



Case Study

Business Challenge

Vodacom Group Limited is an African mobile communications company, providing voice, messaging, data, and converged services to over 47 million customers. Vodacom also provides carrier and business services to customers in over 70 countries.

The company has a long established relationship with Cisco in South Africa that spans over a decade. It is a Cisco Gold Certified partner, and its core IP/Multiprotocol Label Switching (MPLS) network has been running on Cisco equipment.

Vodacom saw a gap in the marketplace to utilize cloud computing to offer a complete managed office solution, whereby enterprise-class IT services is enabled for a range of businesses, from small to large. Businesses often find it challenging to set up new operations or users, because multiple service providers supply IT equipment and communications services.

The service provider realized that, to address cloud opportunities in Africa, they had to have the appropriate business and go-to-market model in place for cloud services.

Solution and Results

Vodacom Business Services, a division of Vodacom Group Limited, selected a cloud solution from NIL Data Communications, the first Cisco Partner Cloud Builder in Africa. A Cisco® Cloud Enabled Platform powers the solution. The pre-integrated platform allowed Vodacom to deliver a cloud solution for customers over its infrastructure immediately. "Vodacom Office in the Cloud" allows a customer to rent equipment and business applications from a simple "choose and click" portal and only pay for what it uses.

The solution is fully integrated with Vodacom's billing infrastructure. A provisioning and maintenance tool allows the service provider to set up a new office for a customer in less than 48 hours, and a new user in less than a minute, thereby significantly improving productivity of their customers. The solution is scalable, because it allows Vodacom to add an unlimited number of subscribers.

A major benefit of the solution is that it enables the generation of additional new income. Vodacom is able to offer customers customized business applications to meet specific requirements. For example, a business application for the travel industry, apart from the standard suite of applications offered on its portals.

Partner Profile

NIL Data Communications started more than two decades ago, and provides cloud services and data networking solutions to companies globally.



vodacom



"Vodacom is the first African mobile communications company to utilize the cloud to offer a turnkey IT as a service solution styled on a consumption-based model. It allows SMEs to use technologies previously only available to larger enterprises, and is fully scalable to enable business growth."

Richard Vester
Executive Head of Managed Hosted Services, Vodacom Business Services

For More Information

To find out more about Cisco Cloud Computing, please go [here](#)

To find out more about Vodacom, please go [here](#)

To discover more about NIL, please go [here](#)