Expanding Cloud Services and Reaching New Markets with Cisco HyperFlex

INET ⋅ Cloud services ⋅ Size: 2000 employees ⋅ Location: Bangkok, Thailand

Internet Thailand Public Company Limited (INET) provides broadband connectivity and cloud-based information and communications technology solutions to businesses of all sizes in Thailand. With headquarters in Bangkok, INET has continuously developed and improved its services to meet customers’ evolving IT needs. For more information, visit inet.co.th.

Challenges

• Modernize and scale data center infrastructure
• Expand cloud services portfolio
• Address evolving customer needs

Solutions

• Cisco HyperFlex™ system
• Cisco® Application Centric Infrastructure (Cisco ACI™)
• Cisco Tetration platform
• Cisco Nexus® 9000 Series switches

Results

• Simplified IT operations for better cost efficiency and scaling
• Created new platform and software service offerings
• Reached new markets and customers

For more information

• Cisco HyperFlex
• Cisco ACI
• Cisco Tetration
• Cisco Nexus 9000

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**Challenge: Modernize data center infrastructure to expand cloud services**

Since its formation in 1995, INET has been a harbinger of technological possibility and progress in Southeast Asia. It was the first company in Thailand to offer Internet connectivity to the general public. And it was one of the first to introduce Infrastructure as a Service (IaaS) offerings in 2013.

INET’s cloud-based services have continued to evolve and expand ever since, and all of them are built on the proverbial shoulders of Cisco data center technologies.

“Business and technology needs continue to change and grow,” says Saruta Tangjai, vice president at INET. “We have modernized our data centers so we can help our customers with their digital transformations.”

INET has deployed the combination of Cisco HyperFlex, Cisco ACI, and Cisco Tetration in its three data centers to support business growth and customer needs.

“Cisco HyperFlex and Cisco ACI have helped us simplify our backend IT operations and scale very quickly,” Saruta Tangjai says.

All of the data centers are connected with Cisco ACI, the industry’s leading software-defined network (SDN) infrastructure, and administered with Cisco UCS Manager. INET will utilize Cisco Intersight in the future to further align infrastructure, policy, and workload management.

“We’re getting more granular and targeted with market needs. With our strong infrastructure and advanced service platforms, we can support any industry and any requirement.”

_Saruta Tangjai_
Vice President, INET
Delivering new platforms and applications
Based on the success of its IaaS solutions and flexibility of its Cisco HyperFlex infrastructure, INET recently expanded its cloud portfolio to include Platform as a Service (PaaS) and Software as a Service (SaaS).

“We’re one of the only providers in Thailand that can provide it all,” says Saruta Tangjai.

INET’s customers can leverage new platforms built specifically for the Internet of Things (IoT), artificial intelligence and machine learning (AI/ML), and cybersecurity. They can utilize open source software such as OpenStack. And they can even take advantage of the latest Cisco tools—such as Cisco Tetration and Cisco Collaboration—through the INET cloud.

Saruta Tangjai says the powerful network infrastructure, high-speed connections, and expanded service offerings are enabling INET to reach new customers and support new use cases.

The company’s IoT platform, for example, is helping farmers modernize their operations and monitor their crops—with real-time sensors in the fields and data processing, analytics, and storage in the cloud. And INET’s new Cisco Tetration service is helping large enterprises improve their own IT operations, delivering deep security monitoring, application mapping, and network troubleshooting.

“Cisco Tetration has been very helpful for us internally,” Saruta Tangjai says, “so we decided to extend those benefits to our customers.”

Looking ahead
With a shortage of IT skills in Thailand and significant demand for cloud-based platforms and applications, INET will continue to expand its services portfolio.

The company is creating a software-defined WAN offering. It is developing custom, open source software solutions. It is increasing its use of APIs to further align its cloud infrastructure with customer environments. And it is leveraging additional endpoints—like IoT sensors and face recognition technologies—to provide turnkey solutions.

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