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 storage
- Back up storage
- 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 storage 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.