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ACCELERATING DIGITAL TRANSFORMATION

Imran Khan
Managing Director

Pakistan's total cloud market is fast growing.
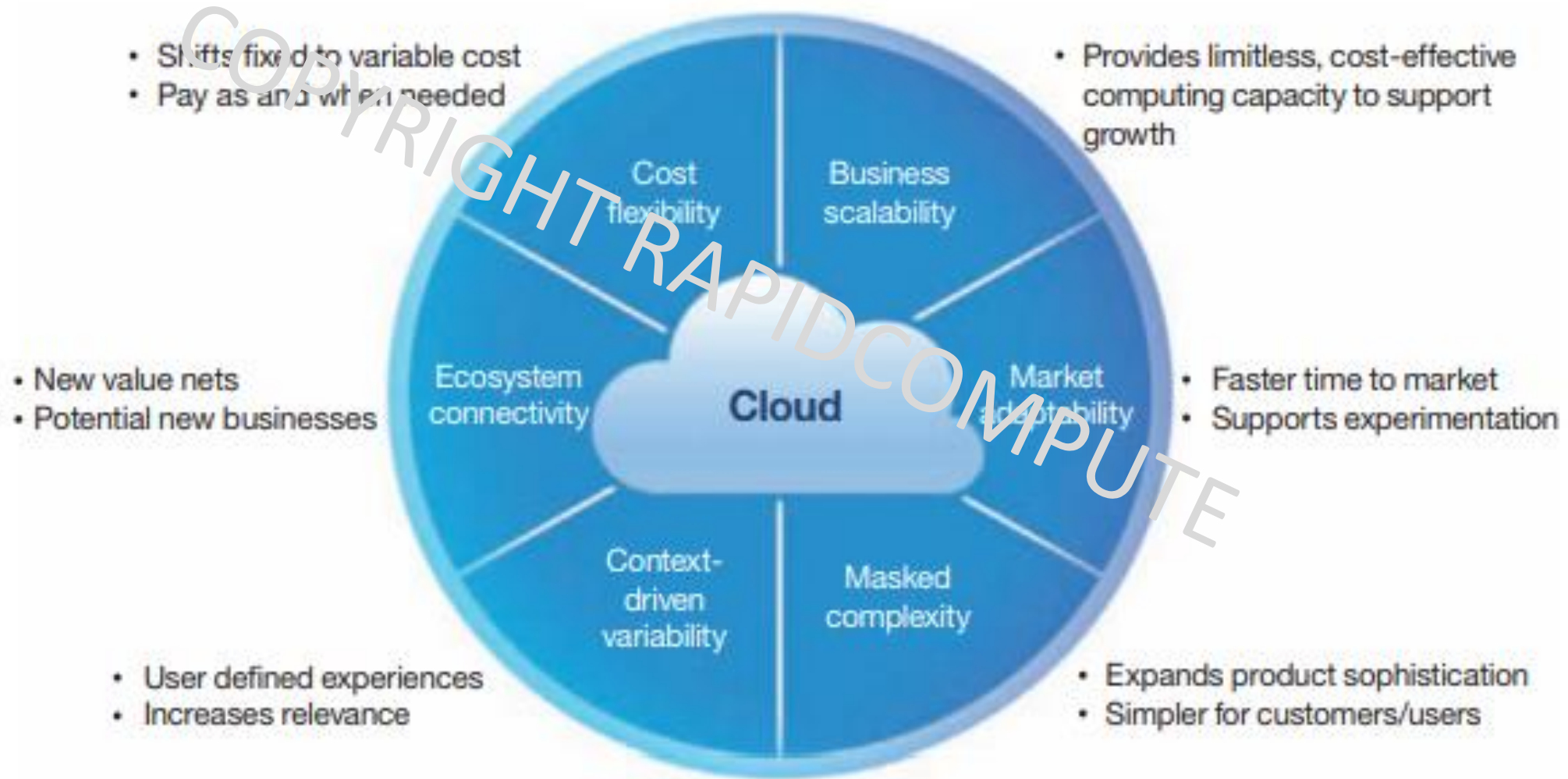
It will generate more than

$30 Million locally

by the end of 2021.

By the end of 2022, **more than half of Pakistani enterprises** will rely on at least one form of public cloud enablement for digital transformation.

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Cloud Computing can enable new business models that can fundamentally shift competitive landscapes

- Shifts fixed to variable cost
- Pay as and when needed

- Provides limitless, cost-effective computing capacity to support growth

Cost flexibility

Business scalability

- New value nets
- Potential new businesses

Ecosystem connectivity

Cloud

Market adaptability

- Faster time to market
- Supports experimentation

Context-driven variability

Masked complexity

- User defined experiences
- Increases relevance

- Expands product sophistication
- Simpler for customers/users

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Digital Transformation Enables Better Outcomes for Business

9.5x more likely to see improvement in **product quality**

5x more likely to see improvement in **cost reduction**

1.7x more likely to see improvement in **user/employee satisfaction**
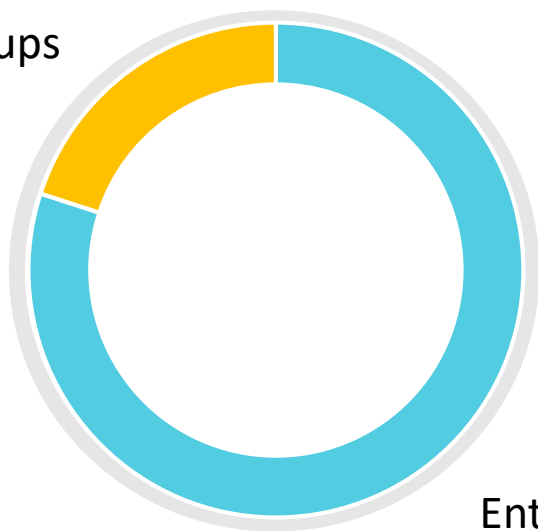
1.6x more likely to see improvement in **customer retention**

SME and Enterprise Customer Split

- Startups and Fintechs leveraging cloud for competitive advantage

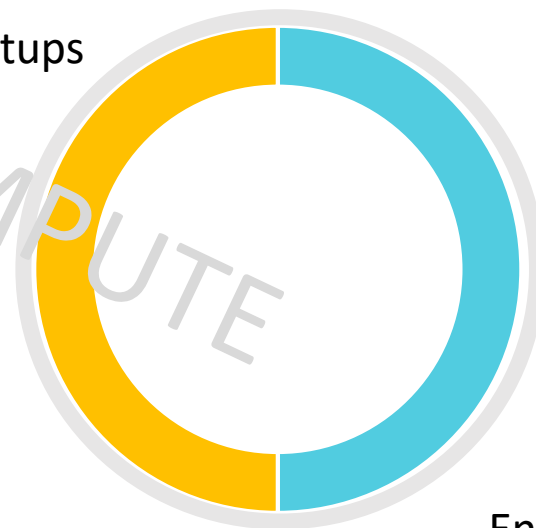- Achieve flexibility, scalability and automation

SMEs & Startups
20%

Large
Enterprises
80%

SMEs & Startups
50%

Large
Enterprises
50%

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Cloud is Changing Industries

$26B **Hospitality**

$50B **Entertainment**

$54B **Transportation**

Hundreds of thousands of bookings each day

400+ Billion of viewing events per day

15+ Million trips a day

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Cloud is Changing Industries

Fintech
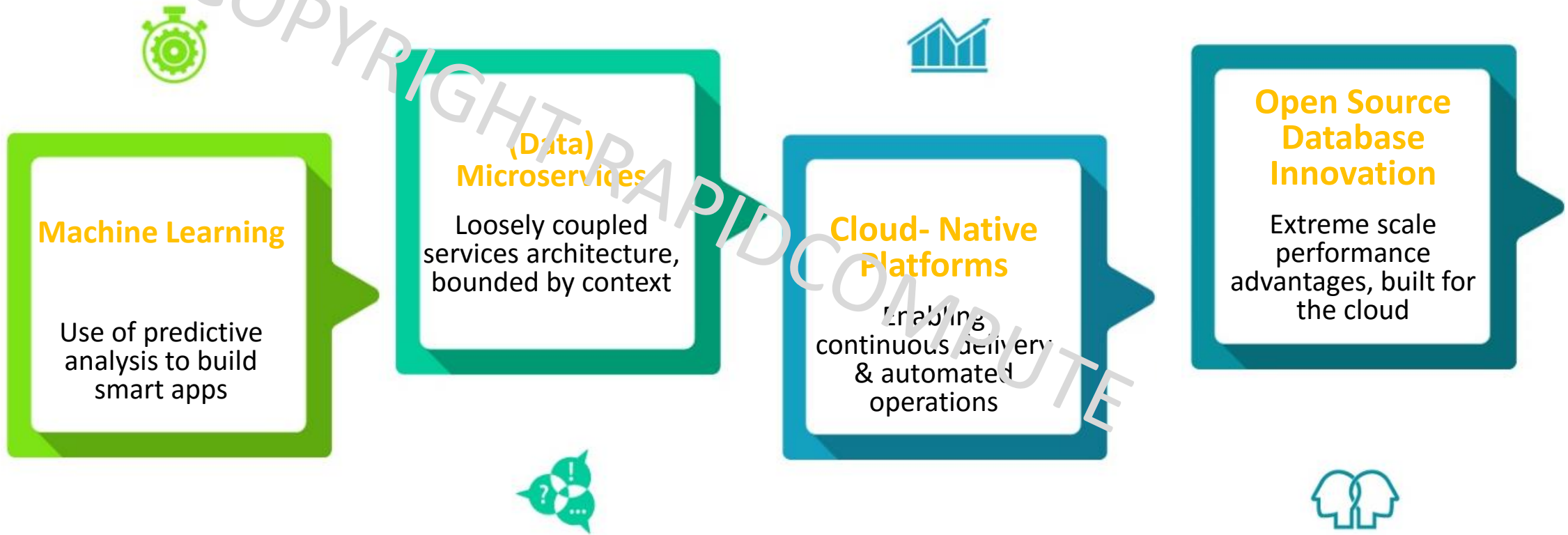
AgriTech

Social

Hundreds of thousands of "transactions" each day

Hundreds of thousands of farmers connecting each day

Hundreds of thousands of conversations

Cloud Enabled Tools

Machine Learning

Use of predictive analysis to build smart apps

(Data) Microservices

Loosely coupled services architecture, bounded by context

Cloud- Native Platforms

Enabling continuous delivery & automated operations

Open Source Database Innovation

Extreme scale performance advantages, built for the cloud

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Digital Transformation in Fintech Space

IF YOU AREN'T DISRUPTING YOUR INDUSTRY, YOU'RE ABOUT TO GET DISRUPTED.

- Major growth in Fintechs in past 2 years

- Progress aided by rapid adoption of cutting edge technologies infrastructure and security frameworks.

- Need vendors to support network, storage, operating system, security, connectivity and application which is replaced by the cloud.

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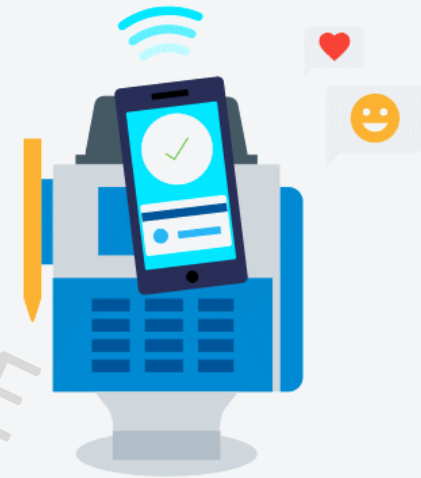
Fintech Disruption

- 5 – 6 new Fintechs in the past 18 months.

- Have implemented best practices and rolled out updates faster.

- Minimal cost for startup and bootstrapped companies.

- Taking advantage of PCIDSS, ISO and GDPR Compliance

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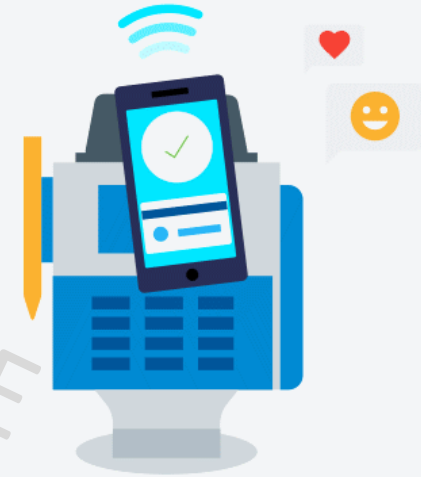
Fintechs are Reaping the Benefits of Dedicated and Secure Cloud Technology

Flexibility, Space and Immense Computing Power

Improved Client Relationships

Faster Time to Market

Minimum Spend on Infrastructure

Innovative Product Offerings

Achieve Global Compliance

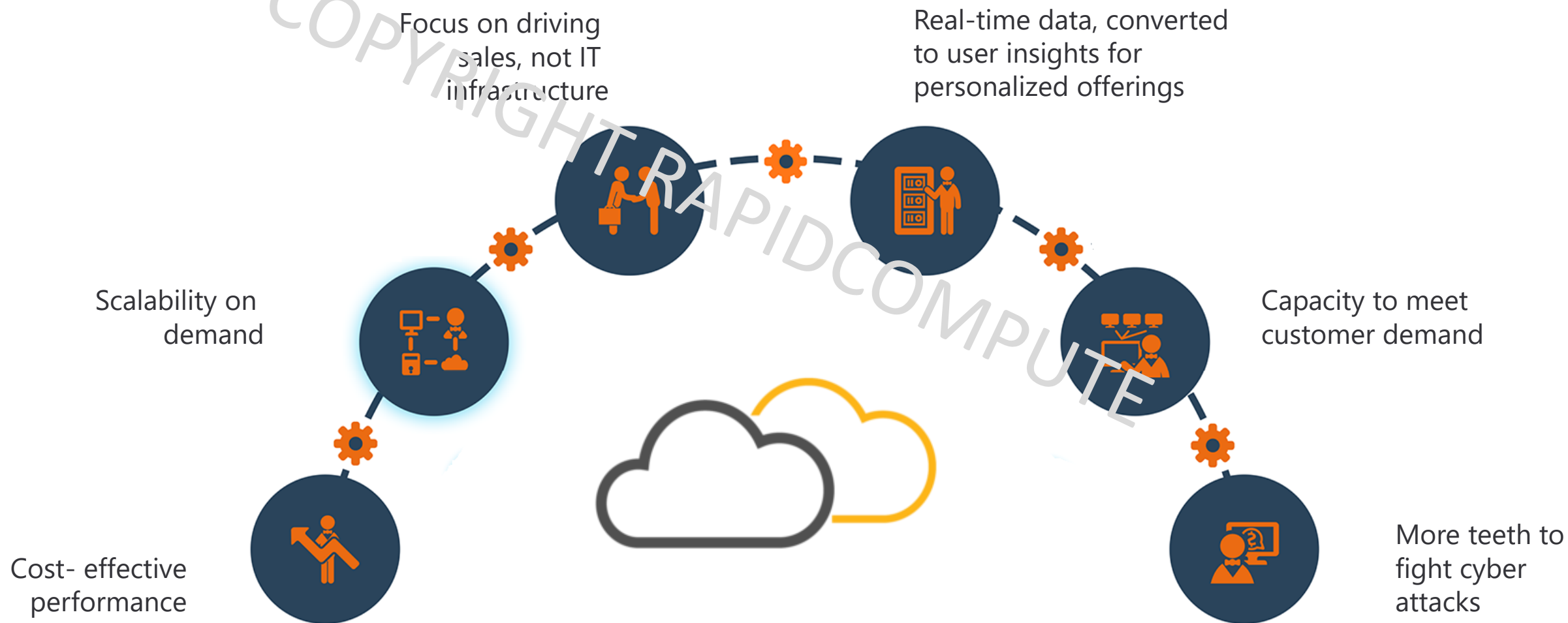**RapidCompute**
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Digitally Transforming the E-Commerce Player

- The world of E-commerce is changing rapidly: your next competitor can come from **anywhere**, at **any time**

- Success depends on ***business agility***

- The cloud has allowed e-commerce platforms to think on the fly and take advantage of events to drive customer engagement.

- Customer traffic is no longer an IT challenge with **AutoScaling**

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Jumpstart Digital Transformation with the Cloud

Focus on driving sales, not IT infrastructure

Real-time data, converted to user insights for personalized offerings

Scalability on demand

Capacity to meet customer demand

Cost- effective performance

More teeth to fight cyber attacks

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Security is the foundation of digital transformation success.

New digital products need to be **secure** to gain acceptance.

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Risks Faced by Enterprises Today

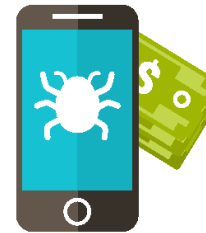Hijacking of Accounts

DDoS Attacks

Insufficient Due Diligence

Insider Threat

Malware Injection

Data Breaches

Insecure API`s

Shared Vulnerabilities

Abuse of Cloud Services

Data Loss

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> RapidCompute is the first and only cloud service provider in Pakistan that is PCIDSS3.2 and ISO 27001:2013 Certified.

Factoring Data Protection Into Digital Transformation

- Companies now looking locally for solutions

- Choose a modern, resilient approach that utilizes continuous data protection.

- Big push by the Government and regulators for data protection.

- Become completely IT resilient- protecting data, infrastructure and reputation; without the downtime.

TITANIUM

PAKISTAN'S FIRST HOSTED INFOSEC SOLUTION

Digital Transformation in a Hybrid Environment

TELEPORT™

Teleport

Run RapidCompute Infrsatructure on premises

Configure

Configure and order Teleport from RapidCompute

Connect

Connect Teleport to your local network and power

Launch

Use your custom console to launch Teleport on premises

Run

Run and build applications using RapidCompute services and support
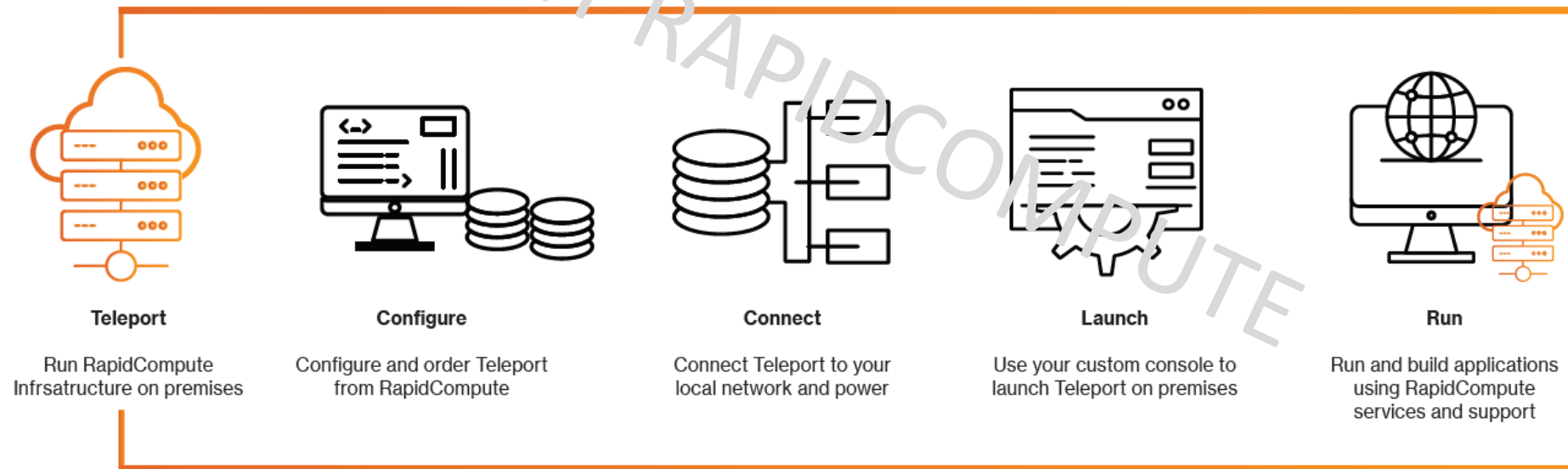
Digital Transformation in 2019

Artificial Intelligence + Machine Learning

- Using AI and Machine Learning on a local cloud.

- Allowing companies to utilize the platform for innovative products.

- Currently running beta on Video Analytics on the cloud

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Digital Transformation in 2019
IoT

- IoT being used now across industries in Pakistan.

- Many new companies are utilizing the cloud internationally to roll out new IoT products for the local market.

- RapidCompute is currently in a beta stage with a leading local company to roll out am IoT stack for all.

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Partners

Microsoft SPLA Partner

SAP HANA

the hive

IBL UNISYS

DOSarrest

vmware®

Akamai

POSHA
Pakistan Software Houses Association for IT & ITES

Parallels®

COVALENT

exD™
Excellence Delivered
Technology · Outsourcing · Optimization

Sybrid

C SQUARE CONSULTING

Email

modemetric

CITRIX®

TRAYDSTREAM

LogRhythm®
The Security Intelligence Company

Linked Things

CLOUDFLARE

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Key Takeaways

- Digital Transformation is the business agenda for today's enterprise

- Cloud is the raw material of Digital Enterprise. Cloud service providers offer business opportunities but are complex to maneuver
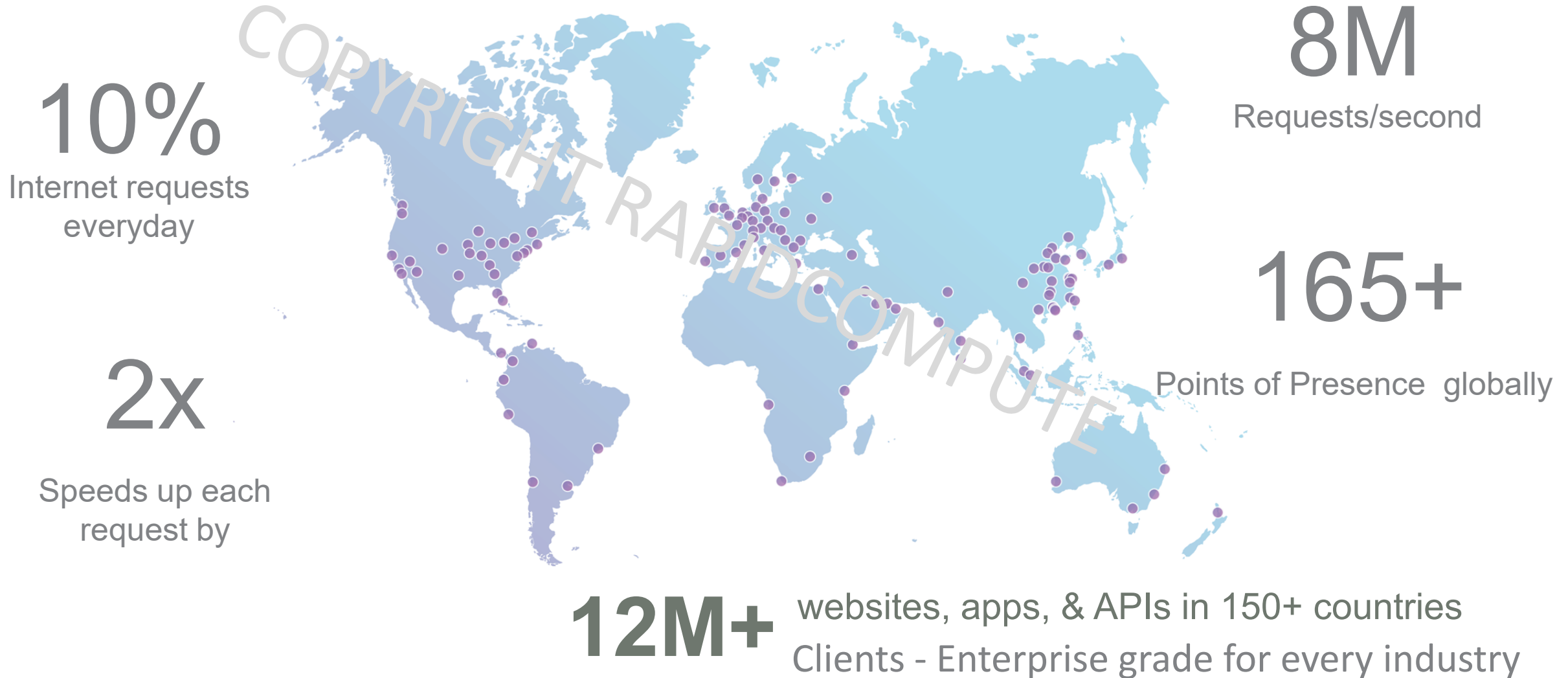
Abdul Samad Khan
Manager Partner Ecosystem and Projects

RapidCompute and Cloudflare

- Partnered for Enterprise Solutions

- Local solution design and support

- 3 Local Pops in Pakistan

What's Cloudflare's Global Anycast Network

10%
Internet requests everyday

2x
Speeds up each request by

8M
Requests/second

165+
Points of Presence globally

12M+ websites, apps, & APIs in 150+ countries
Clients - Enterprise grade for every industry

Enterprise plan offering for Pakistan

- Unlimited DDoS protection for layer 3,4 and 7
- Web Application Firewall (WAF) with unlimited rules
- CDN with front end and clean traffic upto 5TB
- BOT Mitigation
- SSL Management
- Globally Managed DNS

The Cloudflare Advantage

DNS | DDoS | TLS | Firewall | Rate Limiting | CDN | WAF | Argo

Origin Server
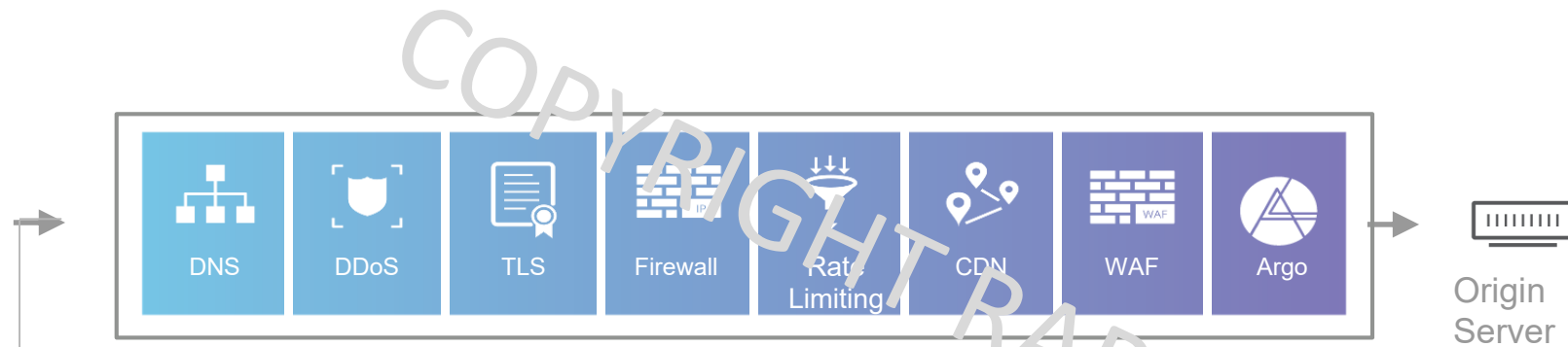
165+ datacenters with 26 Tbps capacity

Serving 10% of the world's HTTP internet traffic and 38% of all DNS queries

Cloudflare Datacenter

Cloudflare Global Network

12M+ customers and routing traffic for 2.5 billion visitors / month

Scalable global network with a modern, unified architecture across all datacenters

Integrated stack of security, performance and reliability services

Rapid onboarding, easy configurations

Integrated Service across all Pop Locations

Cloudflare Enterprise SaaS Advantage

PERFORMANCE

165+ Global CDNs
2X faster
Scalable

SECURITY

Dynamic WAF
Easy SSL & DNS
Advanced DDoS Mitigation

SERVICE & SUPPORT

24x7x365 L1,2,3
support
Dedicated AM
Assistive migration & monitoring

RELIABILITY

DR at all layers
100% uptime SLA
Automatic load balancing

INSIGHT

Visitor reports & analytics
Bot behavior
Monitor threats and crawlers

THANKYOU