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WITH INNOVATIVE SOLUTIONS



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KATHARINE ZHAO

Head of International Business and Partner Ecosystem Operations, Alibaba Cloud Intelligence

01 FOREWORD

In today's fast-growing digital era, Asia-Pacific has emerged as a complete game-changer. It has quickly transformed into a rapidly evolving global digital economy as enterprises embrace the growing opportunities in the region to accelerate their digital initiatives. However, despite the perks that globalization offers, it poses specific challenges for these businesses, including technical and operational constraints, language barriers, unique local regulations, and more. Enterprises must leverage an extensive network partner ecosystem to carefully navigate the international market and establish their global presence.

At Alibaba Cloud, we enable businesses to succeed with our extensive range of cloud products, 120+ solutions, technical expertise, and dedicated support framework. By partnering with Alibaba Cloud, enterprises of all sizes can venture into overseas markets and meet their digital transformation needs to scale and grow in Asia and beyond. They can easily optimize their infrastructure to accommodate the global market's needs by migrating their workloads to the cloud, enabling them to rapidly deploy business applications, improve the speed-to-market, and quickly introduce the products or services to the international market.

As a company at the forefront of technological innovation, Alibaba Cloud is committed to enabling businesses fast-track their global expansion journeys with industry-leading solutions, a robust global partner network, and an international ecosystem. Through our cooperation with

over 10,000 partners, we deliver professional value-added services, including the design, development, migration, and delivery of solutions across a wide range of industry verticals.

With every passing day, Alibaba Cloud is helping new partners grow, innovate, and achieve their ambitious global plans. The Alibaba Cloud Partner Network (ACPN) not only leverages our technology to serve customers, but also follows a mature ecological business model based on comprehensive and mature planning of roles to ensure business success. Our official partner ecosystem has successfully supported many businesses by offering them proper planning, cloud migration, strategic business models, independent consulting, and managed services to simplify their digital transformation journey in international markets.

In this issue of the e-magazine, we will feature our key partners from the Asia-Pacific region, including B & Data Technology, Indonet, Higher Cloud, Gaia Information Technology, Megazone, Regaltech, Blue Power Technology, Todak Digitech, Cloud Vision Technology, Microfusion, and Telkomsigma. We will also highlight their industry expertise and discuss how partnering with Alibaba Cloud has transformed the way they support their global customers and deliver value. We hope you will enjoy reading our e-magazine, and we wish to celebrate your future success together and have you featured in one of our publications in the near future.

02

COVER STORY

Driving Innovation and Value Co-creation Through Our Partner Network

By Stephanie Gao,
Global Head of Branding and Content,
Alibaba Cloud Intelligence



The rise of a digital-first economy is inevitable, and the cloud is bound to play a dominant role in delivering greater value and faster innovation. A recent [Gartner report](#) states that the global infrastructure as a service (IaaS) market grew 41.4% in 2021, signifying new opportunities for growth and innovation especially for rapidly growing cloud markets such as the Asia-Pacific region.

As the [world's third largest and Asia-Pacific's leading IaaS provider](#), Alibaba Cloud is committed to building a sustainable regional ecosystem and providing growth opportunities for small and medium businesses (SMEs) and large enterprises. With services in more than 200 countries and regions, we work closely with our local partners in each region, leveraging our partners' extensive local expertise to support the regional businesses in their digital transformation journey. Through our vast global experience across a wide variety of verticals and our global network of partners, we seamlessly support businesses to transform, innovate, and grow.

At Alibaba Cloud, we not only offer technology know-how to help customers expedite their digitalization processes, but also work closely with our global partners to provide world-leading solutions. Collaborating with our partners, we offer customized solutions across critical business domains, such as infrastructure security,

customer management, logistics, analytics, and hybrid cloud. Moreover, customers get direct access to our broader ecosystem partners' offerings to complete their digital transformation journey with us seamlessly. We envision building an inclusive ecosystem comprising independent software vendors (ISVs), system integrators, developers, startups, enterprises, and other ecosystem players to drive digital transformation.

Alibaba Cloud's team of experts, along with our partners, helps businesses solve multiple complex use cases across all the leading industries leveraging comprehensive industry-based solutions. In Hong Kong, we recently collaborated with [HKBN Enterprise Solutions \(HKBN\)](#) to support one of Hong Kong's leading financial services providers to expand its regional coverage and deliver efficient and secure services. The partnership between Alibaba Cloud and HKBN Enterprise Solutions also ensured a win-win scenario for the financial services provider by building a high-speed, reliable, compliant cross-region network empowering business expansions. Similarly, we collaborated with [Sunthy Cloud](#) to help one of the world's leading privately-owned logistics companies in Hong Kong. Sunthy Cloud understood the client's pain points and developed an optimal solution by leveraging Alibaba Cloud's comprehensive network coverage and industry-leading cloud network services to meet business requirements.

Alibaba Cloud also supports innovation and business growth in traditional industries, including agriculture and manufacturing, through our strong network of partners. For instance, Alibaba Cloud collaborated with Malaysia-based partner, **Regaltech**, to help them host their Durian Cloud platform on Alibaba Cloud to enable the company to analyze agricultural information accurately for better yields. In another instance, Alibaba Cloud and **Microfusion** helped one of Asia-Pacific's most influential and promising PC-based CNC controller manufacturers to improve cross-border connections for better online team collaboration. The partnership ensured a feasible plan to solve the manufacturer's connection problems with the slightest change. The solution built by Microfusion on Alibaba Cloud's platform has increased the controller manufacturer's network connection speed by 10%, improving the stability and security of connecting employees' home PCs to the company's system and removing the network obstacles.

At Alibaba Cloud, we believe that global collaboration is a powerful force for business growth. And that is why we work closely with our partners to equip customers with the right tools, resources, and guidance to overcome the challenges of digital transformation and global expansion. We hope to foster business success and inspire innovation as our customers tap into the global market.

03

B & DATA TECHNOLOGY CO., LTD.

Accelerating Digital Transformation Through Innovative Cloud Services

By Billy Luk, General Manager,
B & Data Technology Co., Ltd.



A BRIEF OVERVIEW OF YOUR COMPANY AND ITS VALUE TO THE MARKET

Established in 2001, B & Data Technology Co., Ltd. is a leading distributor of IT solutions in Hong Kong and Macau. Over the years, B & Data Technology has transformed from a network security product specialist to a distribution platform for the most comprehensive products and solutions in Network and Cloud Security, Network Visibility, Web Application Protection, End-point & Data Protection, and Professional Services market segments.

With its strong experience in network and security and a positive outlook toward cloud and virtual environments, B & Data Technology expanded its business to the cloud. It became an authorized distributor for Alibaba Cloud in Hong Kong and Macau in 2020, empowering customers to adopt a cloud strategy to boost their digitalization efforts successfully.

B & Data Technology aspires to be the most trusted and reliable value-added distribution platform for best-in-class cloud and cyber security products and solutions. It is also committed to helping organizations accelerate their digital transformation journey and overcome network security challenges by offering top-quality IT professional support and services.

WHY CHOOSE ALIBABA CLOUD?

While stepping into the cloud computing business, we always wanted to collaborate with a reputed cloud vendor with rich domain expertise and a strong local and international presence to expand our customer reach and industry knowledge. Alibaba Cloud as a partner is a perfect choice for us as they have an extensive global partner network. They provide dedicated training and go-to-market support to its partners through Alibaba Cloud Partner Program. At the same time, we are fully aware that Alibaba Cloud is a leading cloud

service provider in Mainland China and holds a solid understanding of China's regulatory and IT landscape. Additionally, Alibaba Cloud's innovative product portfolio and 24/7 local technical support capabilities influenced us to collaborate with Alibaba Cloud.

WHAT TYPE OF SOLUTIONS HAS YOUR COMPANY IMPLEMENTED WITH ALIBABA CLOUD?

As a leading distribution partner of Alibaba Cloud, B & Data Technology recommends reliable and secure cloud solutions to enterprises looking to digitalize their business operations. Alibaba Cloud **ECS**, **RDS**, **CDN**, and **Express Connect** are some popular products we sell to customers via our distribution platform and resellers. These reliable and cost-effective solutions have helped our clients build resilient infrastructure, optimize IT costs, and maximize operational efficiency as part of their digital transformation efforts.

ANY OTHER ACHIEVEMENTS, STATS, OR DATA YOU WOULD LIKE TO SHARE?

Since the first year of collaboration with Alibaba Cloud, we have worked closely with them to educate our resellers and customers about the Alibaba Cloud service offerings. To market and sell Alibaba Cloud products aggressively in China, we have built a dedicated channel and appointed a highly experienced sales and technical team well-versed with Alibaba Cloud products and services. We have **recruited and managed over 400 resellers to adopt and sell Alibaba Cloud services** at scale. Our certified sales and training team frequently organizes professional training programs for our recruited resellers so they can quickly sell

and implement Alibaba Cloud solutions. Thanks to such extensive efforts, **we received the Distributor of the Year Award at Alibaba Cloud Hong Kong Partner Kickoff FY2022.** We will continue to harness the power of the robust partner ecosystem of Alibaba Cloud to help customers thrive in this increasingly digital world.

HOW DO YOU HOPE TO CONTINUE TO HELP ENTERPRISES GROW WITH ALIBABA CLOUD?

As a premier cloud solution provider in Hong Kong and Macau, B & Data Technology provides dedicated 24x7 professional support to our customers and partners at every step of the engagement, from solution planning to deployment. Thanks to the extensive reseller network, experienced professional staff, and rich industry knowledge, we help customers avoid the major roadblocks during their cloud migration journey. The continuous participation of our professional teams in Alibaba Cloud's partner training and enablement programs not only allows us to identify the best cloud solution for our customers but also implement it in the shortest time without cost overrun. Together with Alibaba Cloud, we will continue to empower enterprises to successfully enter and expand operations in Chinese and Asian markets by helping them build a solid domestic IT infrastructure and comply with local regulations.





04

BLUE POWER TECHNOLOGY (BPT)

Being a Reliable Cloud Solution Provider for Indonesia Market

By Karina Yoveline, Manager of Cloud Business, PT Blue Power Technology (BPT)



As a part of PT Computrade Technology International since 2011, Blue Power Technology (BPT) has grown to be a trusted technology expert in Indonesia, enabling the business partners and its customers to thrive now and in the beyond. BPT focuses on providing top-notch IT infrastructure solutions including big data, hybrid cloud, and media solutions to address consumer demand and support growth in numerous industries, including banking and financial services.

During the Covid-19 pandemic, bank and financial services are only one of the several industries that have been disrupted over the past two years. In this situation, they must quickly adopt cloud services for customer scalability, security, and resilience in time to keep up with the changes.

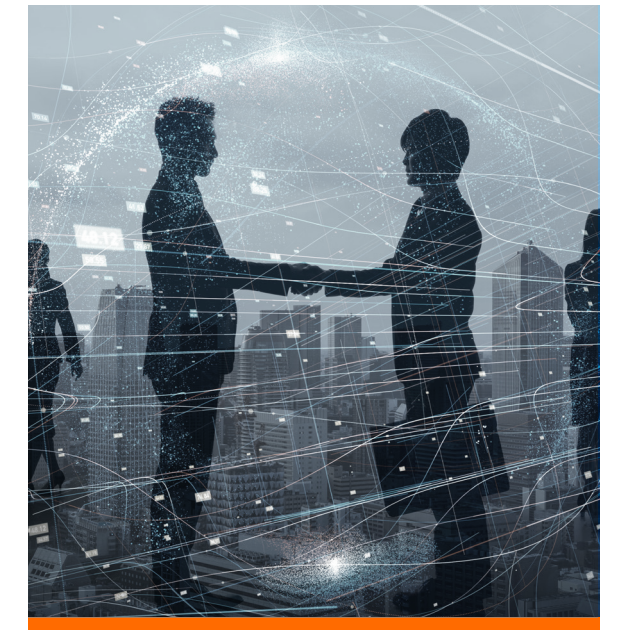
Over half of Accenture reports, that banking clients have adopted a multi-cloud strategy, and over 60 percent of them deployed several cloud providers. Multi-cloud, which offers multiple cloud service providers, as well as hybrid cloud which allows banks to invest in a mix of cloud services for a simpler and cheaper solution. According to Forbes, financial businesses are using the cloud more commonly because it maintains its environmental, social, and governance (ESG) commitments.

WHAT BUSINESS OR TECHNICAL CHALLENGES DOES YOUR ORGANIZATION FACE?

We are facing a lot of challenges due to a still number of cloud adoptions, new technology, and solutions in Indonesia. The establishment of data centers in Indonesia by global cloud competitors is one of the two main obstacles. The second is due to the fact that many businesses are still skeptical of clouds, particularly in terms of security.

As a reliable authorized partner of Alibaba Cloud in Indonesia, BPT is committed to addressing these issues. We are dedicated to supporting the expansion of Indonesian

businesses by partnering with Alibaba Cloud. By investing in three data centers in compliance with DR and DRC regulations, with a distance of about 30km and one scrubbing center in Indonesia, Alibaba Cloud has affirmed its commitment to the country.



WHY IS YOUR ORGANIZATION PARTNERING WITH ALIBABA CLOUD?

According to the most recent Gartner research, Alibaba Cloud has been rated first in Asia with a technology that was first used to serve an internal group before being made available to the external market. With this partnership, BPT and Alibaba Cloud offer support and foster partner ecosystem development, especially in Indonesia. BPT began an exciting journey with Alibaba Cloud in 2017 and has accomplished a lot since then. Operating officially in Indonesia since 2017, Alibaba is still relatively in an early stage in the market. In addition to expanding the market, BPT and Alibaba are starting a lifelong partnership, and are currently focused on creating a partner ecosystem. BPT has been selected as the Top Growth Partner in 2019 and also selected as a Top Growth Distributor for 2021, so the journey continues.

MOST IMPORTANT THINGS TO CONSIDER WHEN EXPANDING BUSINESS

Alibaba Cloud is already well-known globally as a cloud provider, and this relationship will focus on supporting Indonesian businesses.

Alibaba Cloud offers a solution and product that is more sustainable, efficient, and interconnected to achieve a cost-effective way to fulfill the networking and information demands of businesses. These are three important things to consider for businesses that are looking to expand their markets in Asia.

Customer Experience relates to how to provide customers with the greatest experience possible, according to their needs and preferences, all the way through the after-sales services. BPT has now served hundreds of customers over the period of its five-year partnership with Alibaba Cloud, including big enterprises in the media and financial services industries.

The second is related to the cloud-native solution. Businesses should already implement and adopt the latest technological trends in this digital age. Companies that adopt the cloud well bring new capabilities to market more quickly, innovate easier, and scale more efficiently – while also reducing technological risk.

The last thing is related to agility and innovation to compete in the digital age. Businesses must be agile and flexible to keep up with the ever-changing market.

We want to grow our operations by providing a variety of Alibaba Cloud products, including Infrastructure as a Service (IaaS), Database as a Service, Security and Hybrid Cloud. Moving away from IaaS, BPT is exploring expanding its customers by offering a comprehensive solution. From this point forward, we will continue to be dedicated to offering our customers vertical industry-based solutions. BPT commits to offer the best services in order to assist customers' businesses in continuing to expand with Alibaba Cloud.

BPT and Alibaba Cloud will continue to promote business growth by engaging with partners who have solutions to address their problems so that they can serve their customers with support from Alibaba. This has been achieved with the help of an IT-experienced and qualified staff.



05

CLOUD VISION TECHNOLOGY

Be the Cloud Partner of Tomorrow

By Vanessa Ng, Director at Cloud Vision Technology



The global lockdown has made cloud technology imperative for business continuity. Of all the disruptive technologies, the cloud has one of the biggest impacts especially during this time because of its adaptability, accessibility, scalability, resilience, and cost.

With continued lockdowns and restricted movements around the world, we see an increasing number of businesses migrating to integrated cloud-based solutions to foster remote working environments, in an effort to continue reaching their customers online and protect their data. Although the adoption rate is relatively low, many organizations are realizing that public clouds can provide a higher level of security than on-premise infrastructure when organizations adopt best practices.

In addition, major data storage challenges can be managed by cloud providers. Cloud technology supports the business with productivity, enables remote working, and helps organizations save costs with a flexible consumption model without having to rely solely on physical data centers, physical infrastructure, or storage models. Operating in silos is like fulfilling errands in many different locations, which are time-consuming and frustrating for the end-user. Having a complete overview of the data from the cloud will help eliminate the need for businesses to purchase, develop and operate infrastructure and applications, which typically require significant upfront investments.

Cloud services also allow organizations to scale up or down rapidly, with an elasticity. That means they can immediately provide or release data according to what is required.

With these benefits of cloud services, it is tempting to jump right on the bandwagon.

However, there are some things to note when selecting a cloud partner:



ENSURE YOUR CLOUD SOLUTION HAS A LOCAL DATA CENTER

Local data centers generate low latency for data transfers as well as offer fast and secure data storage and access that is 100% compliant with local Malaysian standards. This is especially important if you are dealing with the public sector. Alibaba Cloud has two data centers located in Malaysia, for Malaysia. The data centers will provide Malaysian enterprises a local choice to build their businesses and run their applications on a powerful, reliable, and secure cloud platform.

SELECT A PARTNER THAT OFFERS A HIGH LEVEL OF PROTECTION AGAINST DISTRIBUTED DENIAL OF SERVICE (DDoS) ATTACKS

While the barriers to launching a DDoS attack are extremely low, they can have a devastating impact on a business, more so for small and medium-sized enterprises. The average cost of a DDoS attack in the US is reported to cost around USD218,000 without factoring and ransomware costs. Apart from direct financial costs, business opportunity costs should be taken into consideration as well. Investors are also likely to pull out of your business when there is a DDoS attack. This can be resolved by an anti-DDoS scrubbing solution, which allows a business to stay online during such attacks without losing service. Alibaba Cloud has an Anti-DDoS scrubbing center in Malaysia to mitigate such risks, heightening cloud security and ensuring business continuity through resilient cloud infrastructure.



SELECT A PARTNER WITH A WIDE NETWORK

Strategic partnerships can help you grow your revenue at reduced costs and increase your exposure to potential customers. Leverage is key here, where you will be able to accelerate your lease of knowledge, expertise, and resources to achieve greater results. There are different types of partnerships in the cloud partner ecosystem, including resellers, consultants, managed service providers, ISV, and end-users. All these services can be covered by a single partner, for example, Cloud Vision. Cloud Vision brings in a range of specific expertise to cater to the needs of customers, engaging with both end-users and agents to create streamlined opportunities for our partners. This connection will enable a collaborative end-to-end solution for the end-user, creating a win-win situation for all. Just like how a platform hosting company can partner with a short messaging service (SMS) provider, connected by Cloud Vision, this partnership can offer a more holistic solution to the end-user.

Be part of this exciting cloud adoption journey, as we walk hand-in-hand towards a holistic cloud ecosystem in Malaysia.

06

GAIA
INFORMATION
TECHNOLOGY**Author :** Ruby Lin, Assistant Marketing
Manager, Gaia Information Technology**Editor :** Vickey Ku, Product Manager,
Gaia Information Technology**Oliver Wu, CEO, Gaia Information Technology**

THE INSIGHTS OF GAIA INFORMATION TECHNOLOGY ENTERING INTO CHINA MARKET IN THE GAMING INDUSTRY AND HOW ALIBABA CLOUD LEADS THE IMPROVEMENT OF NETWORK SPEED, ALSO THE PREVENTION OF DDOS ATTACKS

The epidemic in recent years has driven the growth of China's stay-at-home economy. According to the China game market survey by Statista conducted in April, the game users in China have reached 666 million in 2021, with sales revenue reaching US\$41 billion. The huge business opportunities and the similar gaming culture to Taiwan have led many Taiwanese game makers to enter China. Gaia Information Technology, in its consulting role, introduces Alibaba Cloud services to game makers which provides them with a faster and more secure gaming experience in China.

ACCORDING TO GAIA, GAME DEVELOPERS ENTERING CHINA MARKET NEED TO FOCUS ON NETWORK AND DDOS THREATS

As a Gold Partner of Alibaba Cloud, Gaia provides one-stop cloud integration consulting services for enterprises. Gaia diagnoses the needs of the enterprise and takes into consideration of customer's existing services, location, and cost budget. And to recommend the most suitable cloud solution for the customer. Gaia has assisted over 600 enterprises in developing cloud solutions so far.

Because of the rich experience in cloud service and customers in various industries, Gaia also understands the pain points of game manufacturers entering the Chinese market. These companies usually don't have an ICP license at first, which prevents them from using China's internal resources, such as operating and marginal resources. If users in China access the cross-border network, they will experience high latency or be affected by network fluctuations, which leads to disconnection or slow internet connection and makes gamers unable to download or update game files. As well as the graphics lag and slow response for high-definition games which leads to a poor gaming experience for gamers. In addition to the quality of the connection, game manufacturers should also be aware of cyber threats. Gaia, the largest anti-DDoS provider in the Asia Pacific, stated that the game industry is one of the most frequent subjects of DDoS attacks. With the development of the Internet, DDoS attacks have become more diverse and difficult to prevent. One of the most common DDoS attacks in the game industry is the application-level attack, which means a large number of users impersonated by hackers access website pages and cause game servers to overload, resulting in service interruptions or shutdowns that prevent players from logging in to the game.

The game industry is always targeted by hackers, mostly because attackers want to blackmail game manufacturers by paralyzing their games. When under the situation of no ICP license, slow network speed, and the possibility of DDoS attacks, Gaia suggests that the first step is to use anti-DDoS service and CN2 for domestic acceleration. It can achieve terabyte-level DDoS defense and has an intelligent switching function. When encountering an attack, it will automatically switch to the defense line, and restore to the acceleration line when the attack is over with a stable end-user accessing experience. The optional WAF function is also available for further protection of the origin server. When the business in China is stabilized, enterprises may use China's registered domain names, so they can use CDN or ECDN services to achieve dynamic and static acceleration with nodes in China to shorten the time of content delivery to end-users, and then with DDoS defense to block attacks from all over the world to provide the best experience for end-users.

GAIA'S BEST CHOICE FOR CLOUD SERVICES IN CHINA: ALIBABA CLOUD

Since Alibaba Cloud's product modules are very flexible and can be customized according to the cloud architecture, Gaia chooses to use Alibaba Cloud services to implement the above-mentioned solutions. In terms of network connectivity, **Alibaba Cloud CDN** is stable, fast, easy to scale, and flexible in billing. The IDC MarketScape report in May this year pointed out that Alibaba Cloud CDN service is strong in the China market with comprehensive media and content delivery capabilities. It also named Alibaba Cloud a Major Player in the 2022 IDC MarketScape for Worldwide Commercial CDN Services. In China, 80% of popular websites use the Alibaba Cloud CDN service.

As for protection against application-level DDoS attacks, Alibaba Cloud deploys scrubbing centers across the globe with a secure network with over 10Tbit/s total

mitigation capacity. The anti-DDoS service uses an AI intelligent protection engine that automatically learns user traffic and characteristics. It can quickly discover unusual traffic, automatically participate in the analysis of attack characteristics, and generate a variety of defense strategies. It also supports URL-level threat filtering at custom frequencies to improve the protection success rate, protection efficiency, and work efficiency of O&M personnel.

GAIA WILL CONTINUE TO WORK WITH ALIBABA CLOUD TO BRIDGE THE GAME INDUSTRY TO CHINA

Customers can find products on Alibaba Cloud with good performance, high availability, and competitive list price. Furthermore, Alibaba Cloud offers flexible, easy-to-use, and cost-effective resource packages to save additional costs. It also understands the complexities and opportunities of China's market, which led to the outstanding "Go China" solutions. As for Gaia, it can assess the needs of enterprises and help them to introduce the most suitable Alibaba Cloud service to enter the China market. Even if the enterprise has no IT staff, it can save the cost of building its own team by using Gaia's hosting service. Gaia also provides 24-hour maintenance service, so the enterprise can get immediate answers to any technical obstacles. Gaia also assists companies in developing redundancy and recovery plans to ensure that their implementation of the cloud architecture does not disrupt existing service operations or result in the loss of critical data. With Alibaba Cloud and Gaia Information Technology, game makers can seize the Chinese market with confidence.



07

HIGHER CLOUD

By Hanson Chen, CEO of Higher Cloud Co., Ltd.



A BRIEF OVERVIEW OF YOUR COMPANY/ ORGANIZATION AND ITS VALUE TO THE MARKET

Higher Cloud Technology is a cloud-native information service provider. It was established in May 2020. The COVID-19 pandemic has driven enterprises to digital transformation through the cloud. Relying on the persistence of vendor-neutral in just over a year, it has assisted nearly 100 enterprise customers to deploy various cloud environments according to their business needs. We hope that through our reliable and complete cloud services, we can assist more enterprises to successfully transform and expand their business globally. Moreover, Higher Cloud is particularly good at anti-DDoS, Information security protection services, an uninterrupted live broadcast platform, and hybrid cloud integration services.

Currently, more than 90% of the problems can be solved on the cloud. In other words, realizing cloud value has become the key to the successful digital transformation of enterprises. In this regard, enterprises must start by clarifying existing systems, data, and applications. Then, decide which kinds of workload can migrate to the public cloud, and which can migrate to the private cloud.

After that, it is even more critical for enterprises to find the right partner, especially in the current cloud era where every second counts. Namely, Higher Cloud can help assist enterprises to understand their IT structure, identify problems, and provide solutions during digital transformation.



WHAT BUSINESS AND/OR TECHNICAL CHALLENGES DOES YOUR COMPANY/ ORGANIZATION FACE?

The full rise of digital transformation has made the supply and demand situation of cloud services approaching saturation in Taiwan. However, in the hybrid cloud segment, the market is still full of insights and customized services. This is the opportunity that Higher Cloud first saw, and it is also one of our biggest service advantages today. Therefore, the market needs a company to understand the characteristics of major cloud providers and to provide customers with complementary solutions. In addition, because Higher Cloud is in the stage of rapid growth, the workload of colleagues will also increase relatively. We hope to provide a more comprehensive and in-depth cloud service. Although all of this is a challenge for us, it is our affirmative goal that we must achieve. It is worth mentioning that our team members are very young,

and they share enthusiasm, resilience, and a sense of responsibility. That is why the company can always move forward quickly on track.

WHY CHOOSE ALIBABA CLOUD?

Higher Cloud has rich execution experience in the Asia/Chinese market, cooperating with Alibaba Cloud can more advantageously expand professional experience and services worldwide. We have experienced its friendly, supportive, and professional attitude towards partners during the partnership with Alibaba Cloud. At present, Alibaba Cloud occupies third place in the global cloud market and first place in the Asian cloud market in IaaS (Infrastructure as a Service) market share. For many reasons, Alibaba Cloud contains a higher advantage than other public clouds in the field of IaaS. At the same time, well-known enterprises such as AirAsia, Shiseido, KPMG, Alipay, Taobao, and other large enterprises have all formed alliances with Alibaba Cloud and become cooperative or strategic partners which make Alibaba Cloud more solid in computing technology.

WHICH SOLUTIONS HAS ALIBABA CLOUD IMPLEMENTED IN YOUR COMPANY/ ORGANIZATION?

One of the memorable solutions is GTUT, a well-known professional network marketing expert who has been deeply involved for more than 30 years in the region. It is a team that focuses on a full range of marketing planning and integration services. When customers build websites, they rely on content delivery and page reading speed. The current CDN cannot meet flexible usage scenarios. Therefore, Higher Cloud recommends **Alibaba Cloud's DCDN**, because Alibaba Cloud's DCDN has many overseas nodes to solve user access problems and configure it at the same time. The billing model is also closer to the customer's usage model, which perfectly solves the customer's pain points and saves operating costs at the same time.

WHAT'S MOST IMPORTANT TO A BUSINESS PLANNING TO DEPLOY IN CHINA/ ASIA?

Before deploying in China/Asia, enterprises must understand the characteristics and advantages of different cloud services. Also, learn how to use those products to save time, and consider the connection quality and IDC (Internet Data Center) nodes. These considerations can make good use of the cloud's resilience and flexibility. Higher Cloud assists enterprises to easily select, integrate, deploy, maintain, and operate, and perform rolling optimization after going online to create a flexible and agile cloud-ready architecture.

ANY OTHER ACHIEVEMENTS, STATS, OR DATA YOU WOULD LIKE TO SHARE?

In 2021, Higher Cloud's colleagues have obtained a total of 20 Alibaba Cloud ACP licenses and have officially become Alibaba Cloud's flagship partners through various efforts. Higher Cloud's Chief Technology Officer Levi Lan was nominated and selected as the first Taiwan Alibaba Cloud MVP in 2022. Higher Cloud has significant growth in both total consumption and account volume in Alibaba's Cloud. The consumption has increased by about 15%, the monthly consumption has increased by 62%, and the number of customers has increased by 27%. These data make us believe that customers trust Alibaba Cloud. In addition, we have also cooperated in several activities to promote products in the marketing field. At the same time, the technical department wrote a manual called "Entering Alibaba Cloud in 30 days", which has received a lot of praise.

WHAT'S YOUR NEXT STEP FOR OTHER IT SOLUTIONS? WHAT IS YOUR BUSINESS EXPANSION PLAN?

The enterprise value of Higher Cloud is to play the role of an IT consultant. Not only to serve customers in the business scope but also to assist customers as much as possible in other fields. Furthermore, the next step is to provide education to customers to learn about cloud service applications and technical knowledge.

In the expansion plan, Higher Cloud has established a Beijing branch in May 2022 which can leverage Higher Cloud's rich experience in the Chinese market. Also, we are planning to set up more branches in South Asia to further serve the global market.

FROM A MANAGEMENT PERSPECTIVE, HOW DO YOU HOPE TO CONTINUE TO HELP ENTERPRISES GROW WITH ALIBABA CLOUD?

Higher Cloud will provide the most down-to-earth services to customers in five industries, including entertainment, media, commerce, finance, and innovation. Importantly, understand customer pain points and provide solutions accurately. Persist to the enterprise spirit of Higher Cloud and Alibaba Cloud: customer first, mutual trust, creating changes, self-challenge, self-transcendence, enjoying life, conscientious work, vitality, and enthusiasm to assist enterprises and Alibaba Cloud to grow together, exerting various possibilities and influences.



08

INDONET

Accelerating Digital Transformation

By David Tandianus, Sales Director of Indonet

indonet
A Digital Edge Company

Disruptive technology innovation requires a seamless digitalization strategy on both infrastructure and network pillars. Demand for digital services in Indonesia continues to grow on an exponential scale where industries seek high reliability and scalability systems that constantly scale to meet their business needs. PT IndoInternet Tbk (Indonet) strives to become an Information Communication, and Technology (ICT) trusted partner providing end-to-end capabilities that include Alibaba Cloud multi-connectivity network, value-added services, and data center.

INDONET'S PARTNERSHIP WITH ALIBABA CLOUD

Since 2017, Indonet has teamed up with Alibaba Cloud as the main distributor of Alibaba Cloud services in Indonesia. The partnership has been fruitful for both parties. As the first hyper-scale cloud computing provider, Alibaba Cloud gained entry into the Indonesian market, while Indonet has been able to grow its market share by more than 100%.

Fast forward to today, we are currently managing up to 700 Alibaba Cloud Indonesia customers from nine leading industries with 43 local partners. Our business growth contributors come from the Financial, Consumer Goods, ISV, Manufacturing, and Education industry. In terms of Alibaba Cloud services adoption, below are the figures of our customer footprints: 65% ECS & storage (IaaS), 17% Database (PaaS), 8% Network, 2% Security, 1% Marketplace, and 7% other solutions. To further affirm our commitment, we have 17 ACA and 5 ACP of our team certified with Alibaba Cloud.

STAYING AHEAD OF THE CURVE

As the ongoing digital transformation unlocks the potential of industries, the digital infrastructure is also facing a higher demand. According to Structure Research, Jakarta's data center market is expected to reach US\$625 million by 2025. The combination of the country's rapidly growing digital

economy, the accelerating cloud adoption of enterprises, and the emergence of more startup companies are driving the demand for this space.

We have 3 strategic initiatives in place to accelerate Alibaba Cloud services adoption in Indonesia. First, we are targeting an untapped potential FSI ecosystem, including regional banks, insurance, multi-finance, and payment gateway. Next, we will continue to strengthen and collaborate with our local partners in Tier2/Tier3 cities in Indonesia by leveraging our unique value proposition, including onboarding local support and managed services. Data analytics play an equally important role in reducing inefficiency and streamlining better business decisions. To achieve this, we will harness the power of Alibaba Cloud's intelligent cloud management and data lake analytics (DLA) for seamless analytic adoption.

Connectivity to multiple ecosystems is key to growth and innovation. Our multi-connectivity solution, Hyperscale Connex (HSX), offers a strong value proposition combining high reliability, low latency, and cost-efficient approaches. In 2021, our subsidiary (Edge DC) launched its first data center facility with a capacity of 6.0 MW, strategically located in the center of Jakarta, close to major internet exchange and end-users, and supported by adequate infrastructure. Edge DC has become the first data center located in Jakarta to take advantage of the renewable energy certificate (REC) from PLN (Indonesian State Electricity Company).

Our diverse digital solutions allow us to be in a strategic position to meet the growing yet complex demand from various Indonesian industries. Through our digital solution, we have succeeded to drive profitability as well as to fulfill the market demand and drivers of the digital economy in Indonesia, including the growth of various SMEs and corporate businesses for a sustainable economy.

CLOSING

We are proud and humbled to be a leading distributor partner of Alibaba Cloud. This success has put us in the position of "Fastest Growing Partner of Alibaba Cloud in Southeast Asia" in 2018 and "Alibaba Cloud Partner of The Year" in 2022.

09

MEGAZONE

By James Sun, Head of Alibaba Cloud Group/Group Leader, Megazone



A BRIEF OVERVIEW OF YOUR COMPANY/ ORGANIZATION AND ITS VALUE TO THE MARKET

Megazone piloted the Alibaba Cloud MSP (Managed Service Provider) service in 2018 and established a Chinese subsidiary in 2019 to provide Alibaba Cloud service to Korean companies entering the Chinese and Asian markets. Our main focus is on acting as a cloud service distributor for Korean clients, but we also service clients and subsidiaries in the Hong Kong SAR and Japan.

The Korean market is widely unfamiliar with the tenets of Alibaba Cloud products, which introduces them to substantial difficulties when integrating them into their current operations. To assist clients with their transition to Alibaba Cloud products, Megazone provides consulting in the entire realm of cloud services such as building and operations.

Megazone's engineering team has the largest number of ACP certificates in Korea and operates a Korean support portal that streamlines the process of opening and solving tickets related to client problems. Megazone's billing and support pages are all freely provided in Korean. Our support services are dedicated to helping clients fully adopt the benefits of services offered by Alibaba Cloud.

One of Megazone's greatest strengths is our large investments in our sales and technology personnel.



Our success in the Korean market is attributed to our experienced personnel and being the first in the market to provide both sales and technical support to clients looking to enter the Chinese and Asian markets.

FOR BUSINESSES LOOKING INTO DEPLOYING IN CHINA/ ASIA, WHAT IS THE MOST IMPORTANT THING TO KEEP IN MIND?

It is imperative for businesses entering the Chinese and Asian markets to identify and adjust to the domestic IT infrastructure environments of each country. Companies seeking to conduct international operations must adhere to a market's IT infrastructure environment as well as the legal regulations at hand. For example, China requires an ICP Beian (备案), which is a real-name authentication system that is necessary for starting operations in China. In order to conduct business in China, clients must first ensure their compliance with China's legal requirements. Megazone and Alibaba Cloud are dedicated to assisting our clients to satisfy all legal requirements as mandated by Chinese and Asian authorities.

WHAT SOLUTION HAS YOUR COMPANY/ ORGANIZATION IMPLEMENTED WITH ALIBABA CLOUD?

Megazone has met the demand in the Korean market by building key cloud computing products such as **ECS, RDS, VPN, EC, CEN, GA, CDN**, etc. Prior to the opening of Alibaba's Korean Region Data Centre in late March this year, most of the products Megazone provided were tailored for consumers who wanted to start international operations in China and Asia. Following the construction of Alibaba's Korean Data Centre, Megazone has been building domestic IT infrastructure using Alibaba Cloud for Korean enterprises. Our services have helped our clients to operate their domestic operations in gaming, e-commerce, education, media and etc.

WHAT BUSINESS AND/ OR TECHNOLOGICAL CHALLENGES ARE YOUR COMPANY/ ORGANIZATION FACING?

Megazone is currently facing security support for our consumers, which is a common problem among users of cloud computing products. To address this problem and ensure our clients' security, Megazone launched the Managed Security Service Provider (MSSP). Megazone operates the infrastructure as well as the operating services for security such as vulnerability analysis and simulated hacking.



FROM THE PERSPECTIVE OF MARKETING, HOW DO YOU HOPE TO CONTINUE TO HELP ENTERPRISES GROW WITH ALIBABA CLOUD?

Our all-inclusive onboarding process assists and educates clients about all cloud-related services and products. Compared to competitors, one of our major focus areas is providing support services that streamline the time required to implement cloud solutions but also ensure clients' security through our own MSSP. As cloud computing experts, our products and services are tailored to the needs of clients to ensure they are able to achieve their organizational goals. Given the vast and complex world of cloud computing, one of our goals is not to just help clients integrate cloud services and products into their operations, but to help them holistically understand the benefits of Alibaba Cloud. Our client-centric approach enables our clients to fully utilize Alibaba Cloud and understand the world of cloud computing which helps them navigate through problems and ensure their goals are met.



10

MICROFUSION TECHNOLOGY

Reimagining Success
Through One-stop
Cloud Service

By Shasta Ho, the CEO of Microfusion
Technology



When the digital transformation trend comes, it is irreversible for enterprises to migrate to the cloud. With the intense competition in the industry, keeping the company flexible at any time is the key to success. COVID-19 has accelerated the rapid growth of cloud demand, driving Microfusion Technology's revenue to jump by 70% in 2021 compared with the previous year, delivering outstanding results.

Microfusion Technology (Microfusion), established in 2007, is the Premier Service Partner of Google Cloud and a Partner of Alibaba Cloud and Microsoft Azure. We strive for innovation, integrity, and transparency by providing comprehensive cloud solutions and consultation on digital transformations.

With a decade of experience and collaboration with leading service cloud providers, Microfusion has focused on providing one-stop solutions and consulting – Assessment, Planning, Implementation, and Management to help customers embark on their cloud journeys.

As of today, Microfusion has worked with more than 2,000 customers from public and private sectors, including government, high-tech, gaming, media, finance, manufacturers, retailers, e-commerce, medical, and educational institutions to expand their businesses across the world.

However, with intense competition in the cloud market, what are the advantages of Microfusion? Shasta Ho, the CEO of Microfusion, said, "Microfusion does more than just offering cloud services to our customers, but to satisfy our customers with the right solutions and technical support. For Microfusion, customers are our partners, and we'll move forward with each other hand in hand."

Therefore, in addition to helping customers migrate to the cloud, Microfusion also provides technical evaluation and managed service (MS) to help organizations resolve their digital pain points and find the most suitable solution. Microfusion helped SYNTEC, a company specializing in PC-based CNC controllers, tackle issues on slow connection speed. SYNTEC was already using Alibaba Cloud Enterprise Network (CEN) for their networks, but with the impacts of the pandemic and as their businesses expanded in scale, the existing



network speed was insufficient to keep up with the workloads.

After the evaluation by the team of cloud experts, Microfusion helped SYNTEC to bring in Alibaba Cloud Cross-border Network Solutions. With Alibaba Cloud's internet backbone, SYNTEC didn't have to change its infrastructure, and the connection speed was optimized and raised by 10%. As a result, the overall work efficiency was significantly improved, and employees at SYNTEC enjoyed a more seamless connection and collaboration.

Shasta believes that the reason why enterprises choose Alibaba Cloud is that, in addition to the connection of Alibaba Group's ecosystems and its help in advancing the Chinese market, Alibaba Cloud has continued to increase its investment in the Southeast Asian market in recent years. Along with digital solutions, this offers a great advantage for local organizations in Taiwan looking to expand their global networks across Southeast Asia.

Shasta Ho, the CEO of Microfusion Technology, said that Microfusion does more than just offer cloud services to our customers; we satisfy our customers with the right solutions and technical support.

11

REGALTECH

Creating Quality Durian Pulp Using Technology:
A Collaboration
Between Alibaba Cloud
and Sustainable Hrvest
(A Company of Regaltech)

By Rasyidah Mazuki, Agronomist for
Modern Farming, Sustainable
Hrvest Sdn Bhd



Regaltech was founded in 2006 as an engineering company in Malaysia and later expanded to Asia in 2014. Over the years, Sustainable Hrvest Sdn Bhd, a group company of Regaltech, has developed a full suite of capabilities to support its customers in Asia. The company is a leading integrated solution provider that leverages agriculture technology (agritech) to help farmers become more efficient. The company ventured into agritech in 2020, progressing from traditional solution providers. The Durian Cloud platform hosted on Alibaba Cloud enabled farmers to have a seamless experience in accurately analyzing agricultural information. The durian data is unique because it combines information from entire Malaysia to help farmers transform the art of durian cultivation into a masterpiece by supplying valuable insights to every farmer.





Durian cultivation is challenging when the plantation is expanding on a larger scale. Durian trees are sensitive to weather and soil conditions. While most owners depend on advice from traditional and experienced farmers, a growing number of durian farmers in Malaysia have already started to experience the wonders of the Durian Cloud platform. The cloud platform gathers soil information digitally from the root zone as a benchmark throughout the tree growth cycle. The digital intelligence analysis identifies the amount of water and nutrients based on the age and health condition of the trees. By partnering with Alibaba Cloud, the company could provide appropriate cloud-based services. Moreover, Alibaba Cloud also fulfilled the international ISO standards regarding data security and maintenance.

The Internet of Things (IoT) has been used in farming for years. The technology is not commonly used due to high initial investments and the need for expertise in information interpretation. The team at Sustainable Hrvest understands the needs of the local farmers, given their rich experience. As a result, they have designed a series of affordable, entry-level agritech farming solutions, making them affordable enough to be owned and operated by any farm. The strategy has defeated the typical mindset that smart farming requires high investments.



There are big success stories when it comes to leveraging Alibaba Cloud in durian farming. Sam in Raub, Pahang used the full-cycle digital intelligence, which enabled the customers to detect significant differences in soil moisture profile between lower and higher yield trees. The trees' lower yields tend to be inconsistent with soil moisture patterns at the root zone. Moreover, information analysis also led the customers to have a better irrigation and fertigation standard operating procedure (S.O.P), improving the fertigation system by a 30% increase in yield. It also allowed the customers to monitor soil moisture closely to keep track of the irrigation system at all times. The system also notified of the abnormalities in moisture levels via Telegram

notifications to prevent trees from dying. Therefore, Alibaba Cloud has been hugely successful in agriculture through its partnership with the Durian farming activities. Our company leverages Alibaba Cloud, given its success and solid capabilities in determining soil moisture and yield production. It helps understand the active root zone activities and initiate flowering by applying the methodology that stresses the durian trees with proper parameters such as moisture content and environment. Experienced Sustainable Hrvest team members create benchmarks for Musang King to produce quality durian pulp, called “黄肉干包” in Mandarin.

SEVERAL WAYS CAN STRENGTHEN MALAYSIA'S AGRICULTURAL FUTURE BY USING CLOUD

For one, it can eliminate labor-intensive work. Sustainable Hrvest has developed an AI fertigation system to measure fertilizer intake. Other agricultural farms can use the same system to improve accuracy and doses of fertilizer. There's no doubt that the future of farming largely depends on the use of Cloud services. The intensive cloud services leveraged across agricultural farming led to a major increase in good-quality food. The agricultural sector contributed 7% to Malaysia's GDP, with durian farming increasing yearly. Therefore, Alibaba Cloud and Sustainable Hrvest will continue to work closely in the agricultural sector, adopt smart solutions such as cloud AI, and leverage renewable energy to improve operational efficiency. This will reduce the overall cost and carbon emissions for the local farming business (Strengthening Malaysia's agricultural future with Cloud, 2022). Foreign firms looking to expand into the country can also adopt these agritech solutions and strategies to increase their quality yields.

Apart from durian farming, Sustainable Hrvest is looking for further collaboration with Alibaba Cloud. The company aims to create Malaysia Agriculture Brain to overcome current inflation challenges in the world as it ventures into community farming with a neighborhood concept. Sustainability is the key that allows healthy, high-quality food to be readily available at your doorstep at a reasonable cost.



12

TELKOMSIGMA

Hybrid Multi-cloud,
Make Your Digital
Business Management
More Flexible and
Efficient

By Faustia Machtub, Marketing
Communication, PT. Sigma Cipta Caraka
(Telkomsigma)



Telkomsigma is a subsidiary of Telkom Indonesia with over 10 years of experience in delivering cloud solutions and managed services. Currently, Telkomsigma is taking various strategic initiatives. One of such initiatives is the collaboration with Alibaba Cloud. This strategic collaboration is one of Telkomsigma's movements to increase the capacity and capability of FLOU Cloud services. With this collaboration, Telkomsigma's breakthrough hi-end technology, FLOU Cloud, will be able to manage hybrid multi-cloud with high capacities. It will also be equipped with a sophisticated cloud infrastructure, security system, and reliable cloud services, including computing, network, security, storage, and database.

Organically, people are supporting cloud computing technology services, due to which businesses of all sizes, from startups to large-scale companies and even governments, have started capturing several opportunities. However, the on-demand nature of multi-cloud adoption creates challenges. IT leaders are occupied with managing the complexities of multiple cloud platforms from different providers. As the number of cloud service providers increases for an organization, the complexity of managing them also doubles. This can have negative consequences, such as performance issues associated with data latency, unplanned cost overruns or data egress fees, loose data governance, and difficulties with data integration.

Hybrid multi-cloud technology helps in cloud computing transformation that can meet these needs. Cloud services are integrated to meet specific workload requirements by combining on-premises private and public cloud from third-party service providers with orchestration between the two. Hybrid multi-cloud uses a strategy of two or more cloud computing services: Software as a Service (SaaS), Platform as a Service, or Infrastructure as a Service (IaaS). This dual combination provides customers with various services, such as computing, storage, networking, security, databases, and SaaS service solutions to accelerate business.

Leveraging the Apsara stack, a secure and intelligent solution by Alibaba Cloud, Telkomsigma will expand its cloud services. Alibaba Cloud will also provide hybrid and multi-cloud environments to one of Telkomsigma's cloud solutions. With a cloud-native security architecture, FLOU Cloud delivers a hybrid cloud management platform with core competencies, such as integrated management and control, automated O&M, intelligent analysis, and personalized expansion to meet Telkomsigma's demands on a high-capacity environment, cloud-based innovation and operation, and management efficiency.

Besides hybrid multi-cloud, FLOU Cloud suite of services supports cloud adoption. It includes cloud advisory services, design and architecture services, cloud implementation, cloud migration services, cloud managed services, support, and training. FLOU Cloud has assisted enterprises and government institutions in their digital transformation journey, so it understands the local regulations that organizations must comply with. Therefore, the organizations willing to smoothly accelerate their digital transformation can adopt FLOU Cloud services that collaborate with Alibaba Cloud to ensure best practices and standards in the application of hybrid and multi-cloud environments.

Furthermore, FLOU Cloud customers' feedback is tremendously positive. A few of them are from the **CTO of the digital education platform and the Vice-chancellor of IT Telkom Surabaya, that says:**

- FLOU Cloud is better compared to global players, especially for customers who access local Indonesian content
- FLOU Cloud is flexible, ready for automation provisioning, supports flexible billing and payment, and has a self-service monitoring dashboard
- FLOU Cloud offers an impressive service guarantee (SLA 99%) and gives the best support of consultants, managed service, and migration assistance to the cloud. The overall team is very responsive

Go to www.floucloud.id to learn about FLOU Cloud technology and solutions.



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TODAK DIGITECH

How ApsaraVideo VOD can Optimize a Streaming Platform

By Hafiz, CEO of Todak Digitech

Todak Digitech, previously known as Tribears Solutions, is an IT solutions and managed services provider based in Cyberjaya, Selangor. The company was established by a group of passionate tech enthusiasts encompassing decades of experience in dealing with various IT solutions. We have been offering world-class services to multiple clients from startups, small to medium enterprises (SMEs), and large corporations across different industries. Our strength lies in our devoted certified IT professionals. They have strong knowledge and expertise to navigate various problems while providing solutions for different business needs, regardless of the industry.

With the latest advancement in equipment and programs, we empower OTT streaming solutions with high-performance OTT apps packed with customization capabilities. This delivers rich, intuitive, and omnichannel experiences across various devices to viewers anytime, anywhere. It ensures that users experience seamless content navigation without any compromises.

The video streaming market is huge globally. According to Grand View Research, we can see that the Asia Pacific region's video streaming trends are showing an uptrend. From 2016 to 2017, an increase of USD 2.3B was witnessed in just a year, showing no signs of slowing down. Today, an increasing number of industries are realizing that video streaming is not only limited to entertainment. News outlets, healthcare providers, and many more industries are implementing their own video streaming services for both internal purposes and audiences.

To provide users with the best user experience, everything about the streaming platforms need to be seamless. One of our clients came to us hoping to solve issues regarding their streaming platform. These issues included excessive bandwidth usage, lack of integration between apps, backend and storage constraints, and poor video performance due to latency and video



resolution challenges. MUX inc. conducted a video streaming perceptions study, showing that 95% out of 1035 respondents said that the reliability and quality of the video are crucial to the consumers. This is not only limited to the content of the video but also the backend management of those videos. The survey also suggested that people are likelier to stop watching a video if they experience constant stalling and rebuffering.

A typical video streaming setup consists of a few separated components: storage, ingest media management servers, and a few other tools for perfectly delivering any video content. Our core focus when providing solutions to our clients is simplicity and sustainability. Therefore, we chose **ApsaraVideo VOD** as the content streaming process has been simplified, and all the important tools are available under one platform. Moreover, the auto-scalability feature reduces the system maintenance cost as it is based on the Alibaba Cloud OSS. Hence, ApsaraVideo VOD is the best approach for us to solve any potential challenges.

With ApsaraVideo VOD, the media management of a vast library is seamless. It helps manage all the video information, including media categorization and ease of search functionality. Operating a streaming service requires considerable bandwidth to ensure the platform can cater to such high traffic. The media transcoding function is adaptive as it can be transcoded and optimized based on the users' devices. Besides that, the content streaming experience is seamless to the users as the API integration of the ApsaraVideo VOD SDKs is on its own level.

Moreover, content security is much more guaranteed as it has anti-leeching functionality, playback authentication, and, of course, its own video encryption. All of these are just the tip of the iceberg. ApsaraVideo VOD and the Alibaba Cloud services have worked wonders for us.

Todak Digitech has been evolving rapidly since its establishment. Providing IT Solutions to other enterprises has always been our main niche. We plan to add software development to our portfolio to ensure the organization's long-lasting success and make a huge mark in the industry. With that in mind, the development of SAAS is one of the niches that carry significant advantages in terms of sustainability. The development of a solid SAAS depends primarily on stable and reliable cloud services. Todak Digitech will not be looking any further as our experience working with Alibaba Cloud Services has been great because of its tools and services. From there, it opens an endless door of possibilities for us to expand. Our main goal is to adapt to any cutting-edge, reliable, and cost-effective tech to deliver best-in-class solutions to others, and you will definitely see us reach there.

