Midea Group unlocks global markets with multicloud

Cloud is an essential tool in opening up new markets. Data sovereignty and data protection laws in different markets can pose a challenge for businesses expanding globally to easily connect to multiple clouds worldwide.

Midea Group, a multinational home electronics manufacturer, partnered with Orange Business Services to centralize its global IT infrastructure and move to the cloud to support expansion in hard-to-reach markets such as Africa and South America through the Open Cloud Alliance.

Orange provided Midea with both network connectivity and cloud services as a bundle. Tapping on the global reach of the Open Cloud Alliance, Midea was able to adopt a centralized multicloud model to:

- Seamlessly deploy public, cloud-based systems across over 200 subsidiaries and business operations worldwide
- Gain better control and centralized management of IT activities in different branch locations
- Leverage a privacy-compliant cloud infrastructure respecting data sovereignty and local regulations in different markets

Optimized management of IT estate

Moving from an on-premise model to the cloud, Midea was able to effortlessly manage SLAs, secure data and monitor for potential threats.

Enhanced visibility and control over its cloud-based IT infrastructure, with centralized SLAs to simplify management.
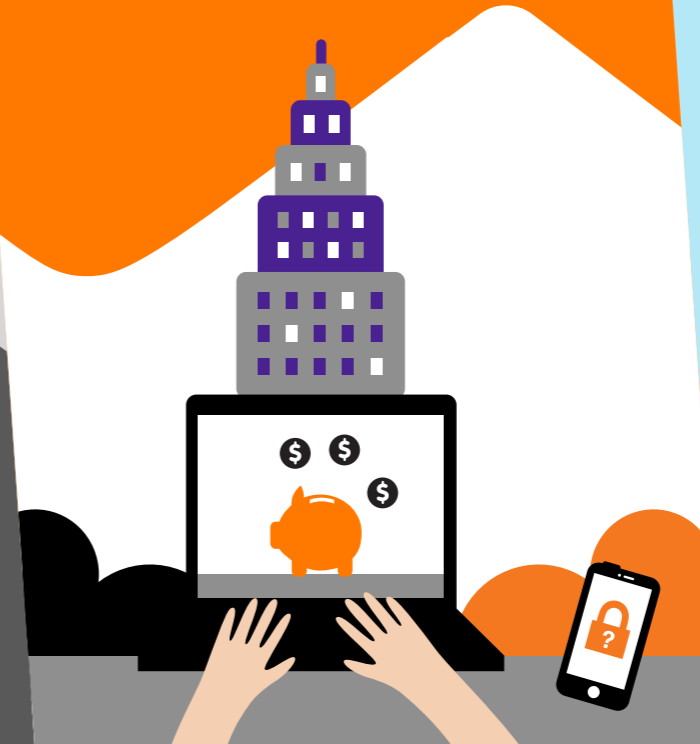
Security can be centralized instead of being deployed in silos at a lvocal level, while the experience of Orange Cyberdefense provided an additional layer of security.

Cost savings and control over budgets

Centralized IT and network controls enabled Midea to track its budget and reduce infrastructure cost.

More accurate planning of IT spend via a catalog of global cloud pricing, without having to manage multiple suppliers in different regions.
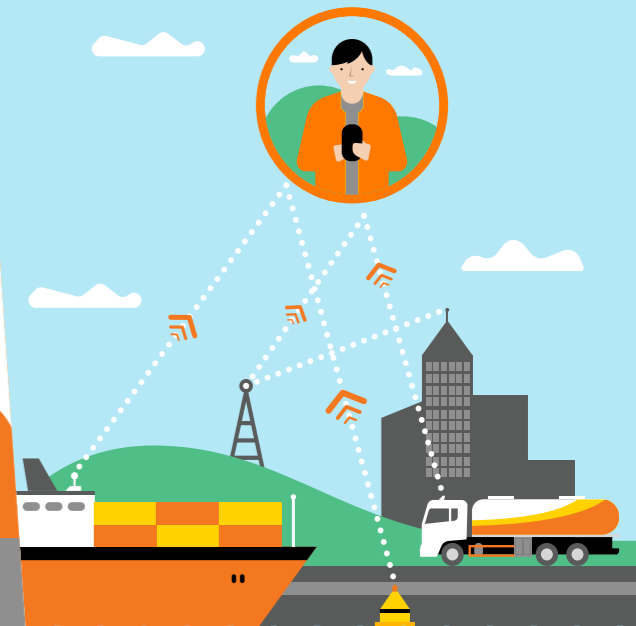
Traffic is hard to predict, and heavy workloads can result in large bills. Orange gives Midea predictability as Internet egress traffic is securely carried across its corporate network.

Faster time to market

Policy enforcement, application approval and deployment can now be done in hours instead of days.

Ability to standardize its IT and policy enforcement across multiple locations, speeding up application deployment and time to market.

Ease of management enabled Midea to focus on their core business and new strategic initiatives such as IoT innovation and smart supply chain.

orange™ **Business Services**

Read the full case study here and visit www.orange-business.com/en/solutions/cloud-computing to find out how Orange Business Services can help your business.