

Raymond Tong

汤国江

SUNeVision Executive Director & CEO
新意网执行董事及行政总裁



Raymond Tong: Data centres as the Internet's 'high speed rail stations'

汤国江：数据中心如网络世界的“高铁站”

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Entering the 5G era, new economy sectors have emerged, and data transmission is growing around the world. According to SUNeVision Executive Director & CEO Raymond Tong, demand for data centre services is increasing, as enterprises, cloud service providers, telcos and other companies need connectivity to transfer substantial volumes of data for their operations. "Our entire team and all our shareholders are very excited about and look forward to the future development of SUNeVision," said Raymond.

Carrier- and cloud-neutral positioning favoured by multinationals

SUNeVision, Hong Kong's largest data centre provider, is the technology arm of Sun Hung Kai Properties. With global top 10 connectivity, SUNeVision provides carrier- and cloud-neutral data centre services. By building an Asia's leading data centre ecosystem, it effectively connects telcos, cloud service providers, internet service providers and other companies across the city, Mainland China and the world, playing a crucial role in local and global data transmission. "There are now over 10 international submarine cable systems linked to Hong Kong, the majority of which are connected to MEGA-i, our data centre in Chai Wan and one of the leading data centres in Asia, serving as a connectivity hub. This exemplifies the trust multinational corporations put in SUNeVision, while recognizing our global market positioning," he said.

Raymond said that taking a position of 'neutrality' is the key to SUNeVision's success:

"When the company was set up in 2000, a sage decision was made to position it as a carrier-neutral data centre provider. Many local data centre providers were telco giants, which also laid submarine cables and provided bandwidth service. When seeking data centre services in Hong Kong to connect with other submarine cable systems, overseas enterprises, telcos and internet service providers in particular, prefer to opt for our data centres, which are carrier-neutral as we are not a competitor and do not limit customers to use specific service providers," said Raymond.

First-mover advantage

Raymond believes that SUNeVision, a subsidiary of Sun Hung Kai Properties Group, has grown steadily thanks to the backing of SHKP. When the company was established 20 years ago, the Group's management, with sharp insight, decided to convert selected industrial buildings into data centres, giving SUNeVision first-mover advantage in the market. "We are supported by the Group in project management, data

centre design and development, and facility management, which helps us form a professional data centre operation team to provide customers with one-stop services," he said.

While new economy players are growing rapidly, demand for cloud services from traditional businesses is also rising. The local data centre market is expected to continue to expand. SUNeVision is the Hong Kong data centre leader, with a market share of nearly 20%, and currently boasts five data centres in Hong Kong, with close to 130,000 square metres (1.4 million square feet) of gross floor area (GFA). To meet the market's accelerating development in the long run, two new greenfield sites, namely TKOTL 131 in Tseung Kwan O and TWTL 428 in Tsuen Wan, were acquired in recent years and are expected to be completed in phases in 2022. The timely supply of the two new projects will add 130,000 square metres (1.4 million square feet) of GFA to the company's data centre portfolio, and thus doubling its overall space to 260,100 square metres (2.8 million square feet) for future development.

Strong synergy upon new data centre completion

Raymond said the data centre site in Tseung Kwan O (TKOTL 131), acquired in December 2018, is poised to greatly enhance the company's business development. Spanning a GFA of over 111,500 square metres (1.2 million square feet), the site is equivalent to more than 80% of the GFA of the five existing data centres combined. The site is adjacent to MEGA Plus, the company's high-tier flagship data centre, which started operating in 2017. The completion of the new TKOTL 131 data centre will allow the existing customers of MEGA Plus to easily expand their business. "Before acquiring the new site, we consulted our key customers to better understand their needs and found out they all encouraged us to proceed with a bid for the site. The new purpose-built data centre will create significant synergy with our neighbouring data centre, MEGA Plus, and provide a substantial sustainability advantage for the future business expansion of our customers," said Raymond.

Data centres require reliable and scalable power supply to ensure seamless operation. Raymond said that CLP is a strategic partner of SUNeVision in Kowloon and the New Territories and will support ultra-high power of at least a 120MW IT load for SUNeVision's new data centre in Tseung Kwan O. Upon completion, the total IT load of SUNeVision's seven data centres will be more than three times the current level, providing

sufficient space and power for customers, especially cloud service providers and new economy players, with their rapidly growing data needs.

Bright long-term prospects

Facing the tension in international relations in recent years and the ever-changing market environment, Raymond thinks SUNeVision's operations have demonstrated strong resilience. "Regardless of the political environment, the global economy is becoming more and more dependent on data, so demand for data centres will keep on growing. The changes in individual work patterns (such as work-from-home arrangements), the development of new technologies, and the trend of enterprises learning about their customers through big data constitute a golden era for the data centre industry. It's an excellent time for data centre development," he said.

According to Raymond, Hong Kong is the right place with the right people at the right time for the data centre industry. One of Asia's key data centre hubs, Hong Kong is also a gateway to Mainland China. For both multinational corporations that want to enter the mainland market and mainland companies that want to expand internationally, Hong Kong is the ideal data storage destination. Furthermore, there is IT talent in the city, and Hongkongers

are efficient and flexible, facilitating the development of the data centre industry. "Data centres are like the Internet's 'high speed rail stations', which allow swift and reliable information transmission, establishing a highly connected ecosystem connecting with the rest of the world. Thanks to a foundation of over 20 years and comprehensive plans and preparation, SUNeVision is set for the future. Our whole team is confident that the company will continue to lead the Hong Kong market and become a world-class data centre provider," said Raymond.

Individual strengths and team spirit

An excellent team is necessary to cope with future business development. SUNeVision currently has over 300 staff. Raymond said the entire team adheres to the Group's beliefs in putting customers first and in teamwork. "We are a B2B business and our customers are mainly corporate clients, who have stringent requirements for services and facilities. We must put customers first at all times, so that they will place even their most important data and network facilities in our data centres. Also, we put the right people in the right positions to deliver the best results. Our colleagues from different departments leverage their respective professional expertise with the same goal in mind – providing customers with premium services," he said.

Raymond said with a smile that maybe because of his athletic experience when young, he puts great value on teamwork. When he was a student, he was a competitive table-tennis player, and was trained at the Jubilee Sports Centre (now the Hong Kong Sports Institute). "In team matches, we deployed our team members based on the characteristics of our teammates and opponents. Even when it was our teammates playing, we cheered for them as part of the team. That helped me understand that the outstanding performance of individual players is not enough to win a match; the key is to foster the same winning determination within the team," said Raymond. So he pays special attention to team spirit, striving to create a fun and rewarding workplace. "When our colleagues find contentment at work, their work performance will increase, which will be reflected in the company's results. Happy staff and satisfied customers will lead to good business results that please shareholders, creating a win-win-win situation."



MEGA Plus in Tseung Kwan O started operating in 2017 and is located near SUNeVision's upcoming new data centre site, TKOTL 131. They will create significant synergy in operations and infrastructure investment 位于将军澳的MEGA Plus于2017年开始运作·毗邻新意念另一数据中心新用地(TKOTL 131)·两者将于运营和基建投资方面产生重大的协同效应

世界进入5G年代，新经济行业兴起，数据传输需求日益频繁。新意网执行董事及行政总裁汤国江表示，不同企业、云服务商、电讯商等，运营过程中需要互联互通大量数据，对数据中心的需求愈来愈大。“我们整个团队及所有股东都对新意网的未来发展感到十分振奋和期待！”

凭独立于电信运营商的定位深受跨国企业青睐

新意网是香港最大的数据中心服务商，为新鸿基地产的主要科技旗舰，拥有全球排名前10的网络连接能力，提供电讯商和云服务商中立的数据中心服务。通过建立亚洲首屈一指的数据中心生态系统，高效连接本地、中国内地乃至全球的电信运营商、云服务商、网络服务供应商等，在香港与国际数据传输领域上担当重要角色。“现在有超过10条来自世界各地的海底电缆系统接驳到香港，而大部分都连接到我们位于柴湾——亚洲首屈一指的数据中心MEGA-i，作为互联互通的核心。这足证新意网得到跨国企业的信任，亦确立我们面向国际的市场定位。”

汤国江指出，“中立”的定位是新意网成功的关键：“公司在2000年成立之时，明智地以‘网络中立’（Carrier-neutral）作为定位。环顾当年本地不少数据中心营运商本身是大型电信运营商，他们也有经营海底电缆铺设和提供带宽服务的业务，所以当外国企业，特别是电信运营商或网络服务供应商，要在香港寻找数据中心连接其他海底电缆系统时，他们会因为新意网独立于电信运营商，即不会成为其竞争对手和限制客户使用指定服务供应商，而倾向选择‘落户’我们的数据中心。”

早着先机 建立优势

作为新鸿基地产集团的附属公司，汤国江认为新意网的稳步发展，源于新地作为强大的后盾。特别是20年前公司成立初期，集团领导层已独具慧眼，决定将部分工厦改建成为数据中心，使新意网能够在市场上早着先机。“我们在项目管理、设计及兴建数据中心，以至设施管理方面，都得到集团的支持，令公司能组成专业的数据中心运营团队，有效为客户提供一站式服务。”

随着新经济企业的迅速发展，传统企业对云端服务需求亦有增无减，本地数据中心的物料将愈来愈大。现在新意网在香港拥有五个数据中心，提供接近130,000平方米（近140万平方呎）的楼面面积，市场占有率接近20%，成为香港市场的领导者。为配合市场长远的快速增长，近年购入将军澳（TKOTL 131）和荃湾（TWTL 428）两块新用地，项目计划于2022年分阶段落成。该两个适时落成的全新项目将额外提供多超过130,000平方米（140万平方呎）楼面面积，使公司的数据中心总楼面面积增加一倍至260,100平方米（280万平方呎），以应对未来发展需要。

新数据中心落成将拥有强大协同效应

汤国江预期，于2018年12月投得的将军澳数据中心用地（TKOTL 131），势必大大增强公司的业务发展。该地可建总楼面面积逾111,500平方米（逾120万平方呎），相当于现在五个数据中心总面积的八成以上。加上它与2017年开始投入服务的旗舰高端数据中心MEGA Plus

“Data centres are not merely for information storage. They are like the Internet’s ‘high speed rail stations’, allowing swift and reliable information transmission. With global top 10 connectivity, SUNeVision has built an Asia’s leading data centre ecosystem and plays a crucial role in local and global data transmission.

数据中心不只是储存数据的地方，更是网络世界中的“高铁站”，让信息能快速、可靠地传输。凭借全球排名前10的网络连接能力，新意网建立了亚洲领先的数据中心生态系统，在香港与国际数据传输领域上担当重要角色。

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Raymond values his colleagues and strives to create a fun and rewarding workplace culture
 汤国江重视员工，致力营造一个愉快和让同事有所得益的办公室文化



MEGA-i's revitalization project will substantially boost SUNeVision's connectivity business growth
 MEGA-i的优化工程将大幅提升新意网的网络连接业务发展

相连，方便现有客户扩充业务。“我们特地购入新用地前向重要客户了解他们的想法，他们均支持我们竞投该地皮，这个新的专属数据中心将与毗邻的MEGA Plus产生协同效应，带来重大的可持续发展优势，有助客户未来的业务扩展。”

此外，数据中心需要可靠和可扩展的电力供应以确保不间断运作。汤国江表示，中电是新意网在九龙和新界区的战略合作伙伴，并会为将军澳新数据中心提供至少120兆瓦的超高IT负载量。落成后新意网旗下七个数据中心的总IT负载量将会是现在的三倍以上，确保有足够的扩展空间和电力给予客户，尤其是云服务商及新经济公司，助他们应对数据快速增长的需求。

长远发展前景亮丽

面对近年紧张的国际关系和不断变化的市场环境，汤国江认为新意网的运营展现出强劲韧性：“无论政治环境如何，全球经济愈来愈依赖数据，对数据中心的需求只会不断增长。个人工作模式的转变（例如居家工作），新科技发展，以至企业通过大数据理解客户，令数据中心行业迎来‘黄金时代’，此乃‘天时’之良好发展机遇。”

他指出，香港亦占了“地利”与“人和”的优势。香港是亚洲区数据中心的重要

枢纽之一，亦是通往中国内地的门户，对于想进入内地市场的跨国企业，或是要进军国际的内地公司，香港都是理想的数据存放地点。此外，香港的信息科技人才，加上港人高效和灵活变通的特质，均有利发展数据中心行业。“数据中心就如网络世界中的‘高铁站’，让信息能快速、可靠地传送，藉此建立一个与世界互联互通的生态系统。凭借新意网建立逾20年的根基，加上完善的计划和全盘准备，我们整个团队有信心继续保持香港市场领导地位，并成为世界一流的数据中心服务商。”

发挥个人长处 重视团队精神

要应对未来业务的发展，自然需要一支优秀的团队。新意网现有员工逾300人，汤国江表示团队上下秉持集团“以客为先”和“群策群力”的信念。“我们是企业对企业（B2B）的业务，主要是面对企业客户，他们对服务和设施要求相当严格，我们须事事以客为先，对方才会将他们最重要的数据及网络设施放置在我们的数据中心；另外，我们亦强调知人善任，发挥各人的专业优势，无论是来自哪一个部门的同事，目标只有一个，就是为客户提供优质服务。”

汤国江笑言自己重视团队合作，或跟年轻时当运动员的经验有关。他在读书时

是位乒乓球好手，于银禧体育中心（香港体育学院前身）接受培训。“团队比赛时，我们会针对对手和队员的特性而布阵，即使是队友比赛，大家也会齐心打气支持。这让我深深体会到，要赢得比赛，个别球员表现突出并不够，重要的是能够凝聚队友，怀着相同的求胜决心。”所以汤国江特别重视员工的士气，致力营造富有乐趣、努力有回报的工作环境：“同事在职场中找到满足感，自然能提升工作表现，并能够反映在公司的业绩中。同事开心，客户满意，股东亦因优异业绩而高兴，绝对是‘三赢’，何乐而不为？”



Table tennis helps Raymond communicate with his children
 乒乓球成为汤国江与子女建立亲子关系的桥梁