

OCRE-tjänsterna

Sunetdagarna den 15 april 2021



SUNET

Sunetdagarna

Molntjänster

ORCE

Sunetdagarna

- Program
<https://wiki.sunet.se/pages/viewpage.action?pageId=93979063>
- Utvärdering
<https://sunet.artologik.net/sunet/sunetdagarna2021>

Sunetdagarna – OCRE 1300 - 1445

- Kort presentation av alla leverantörer 5 minuter per leverantör.
- Skriv frågor i chatten.
- Frågestund efter om vi håller tiden.
- Kontakta mig om ni vill få en mer utförlig presentation.
- Utvärdering

Sunetdagarna – OCRE - Körschema

- 1300 Anders, Sunet
- 1320 SoftwareONE
- 1325 Computas
- 1330 Safespring
- 1335 ATEA
- 1340 Cloudferro
- 1345 CloudSigma/HR66
- 1350 Paus
- 1405 VSHN
- 1410 T-Systems
- 1415 City Network
- 1420 Proact
- 1420 Orange
- 1425 Sector
- – 1445 Frågor

Sunetdagarna - OCRE

Kontakt

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eller

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**Användningen av publika moln ökar
för 86% av organisationerna**

software@ONE[®]



Tjänster

Hjälp på resan till och i molnet

software@1NE[®]

Microsoft

Azure

(infrastruktur, PaaS, SaaS, AI, hybrid, etc)

15% rabatt

IBM

IBM Cloud

(infrastruktur, PaaS, SaaS, AI, hybrid, etc)

17% rabatt

Kontakt

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softwareONE



computas

OCRE : Sunetdagarna

Google Cloud

Morten Forfang

Director of new solutions, Ph.D.












































Google Cloud

Why Google Cloud?

In general

- Stable - Mature
- Full fledged
 - Analytics - ML
 - Virtual h/w
 - HPC
 - IoT
 - Apps
 - Low-code
 - Productivity
- *Pro feature: Strong on APIs*



Compute	 Compute Engine	 Kubernetes Engine	 App Engine	 Cloud Functions		
Management	 Cloud Console	 Stackdriver	 Trace	 Logging	 Debugger	 Monitoring
Networking	 Cloud Load Balancing	 Cloud CDN	 Cloud DNS	 Firewall Rules	 Cloud Interconnect	 Cloud VPN
Storage & Databases	 Cloud Bigtable	 Cloud Datastore	 Cloud Spanner	 Cloud SQL	 Cloud Storage	
Big Data	 BigQuery	 Cloud Dataflow	 Cloud Dataprep	 Cloud Dataproc	 Cloud IoT Core	 Cloud Pub/Sub
Identity & Security	 Cloud IAM	 Cloud Endpoints	 VPC	 Identity Aware Proxy	 KMS	 Data Loss Prevention
Machine Learning	 Cloud ML	 Natural Language API	 Cloud Speech API	 Cloud Vision API	 Cloud Translate API	
						

Why Google Cloud?

Differentiators

Research friendly

But what makes
Google Cloud
stand out?

- Open source based
 - Analytics: beam, airflow, spark
 - ML: Kubeflow, tensorflow, keras
 - SW dev: Go
- Managed DWH on a new level - bigquery
- TPUs - no one else has that
- Interoperability, lock-in:
 - Container focus
 - Multicloud - Anthos, BQ omni
 - Hybrid/on-prem - Anthos





computas

Why Computas?

Competence

Google provides a platform. Products.

A collection of products is not a solution.

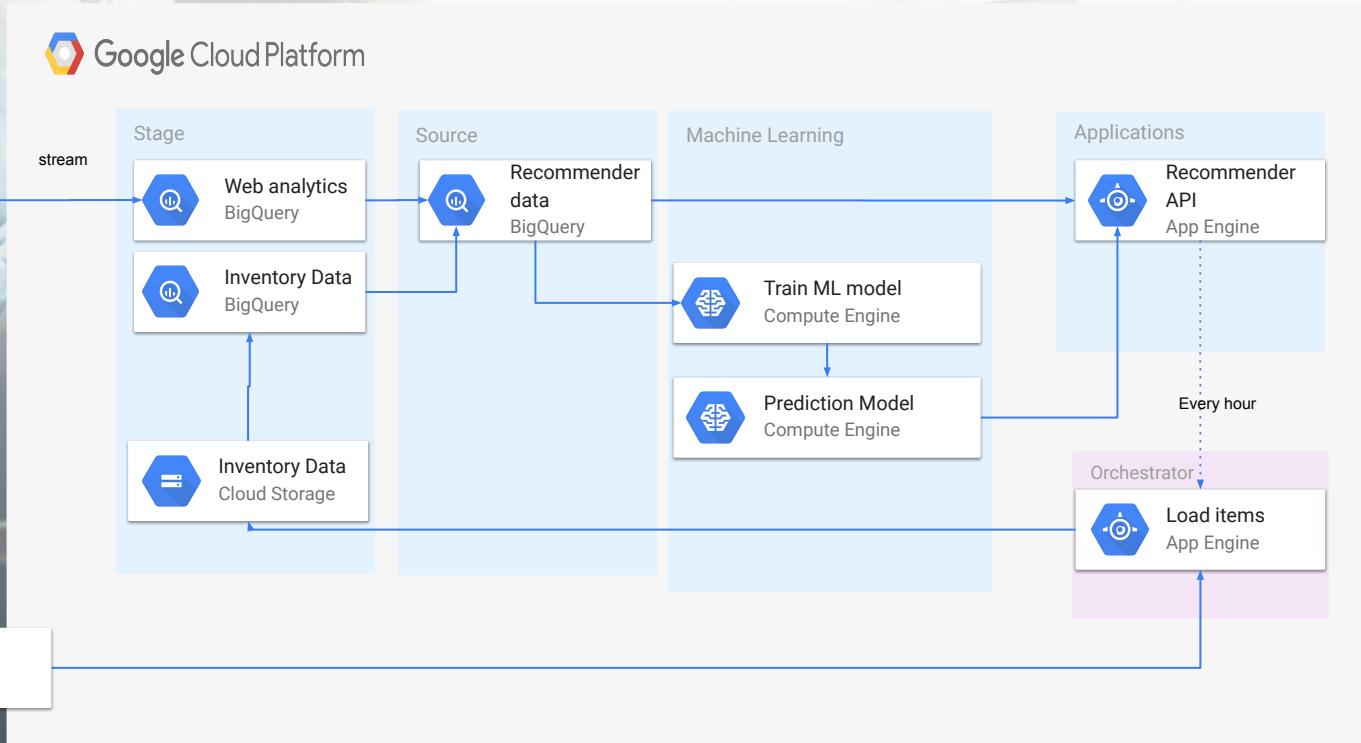
Computas provides solutions.

Things that fit *a particular* challenge.

- Partner specialization on App Development and ML
- 70+ Google Cloud Platform certifications
- 150+ consultants and advisors with GCP experience
- 10+ ongoing Google Cloud projects
- Specialised Google Customer Success Team

Why Computas?

Delivery



Want to know more?

Send us an email, and we'll contact you:

geant.ocre@computas.com

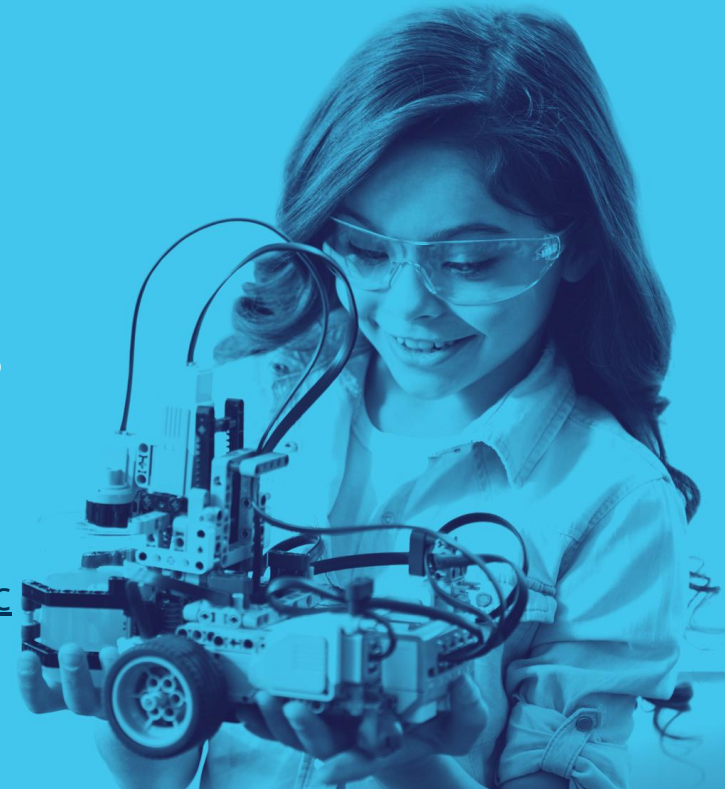
If any questions, please feel free to contact:

Hans Karim Tellum-Djarraya, 932 48 280

Local partner: Computas, Computas DK, GAPPS

OCRE Service Catalogue and discount
information

<https://computas.com/tjenester/google-cloud/the-open-clouds-for-research-environments-project/>



Thank you!

computas.com/ocre





 safespring

GÉANT OCRE Framework contract

NAME

Fredric Wallsten

EMAIL

fredric.wallsten@safespring.se

DATE

2021-04-15





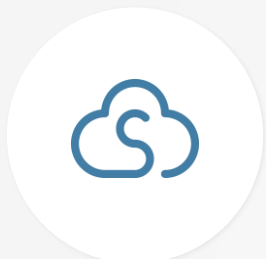
Introduction to Safespring

- At Safespring we have a long history of delivering cloud infrastructure services to the research and education market. Our platform enables open standards, GDPR compliance and digital sovereignty
- Safespring is founded in 2014. Services are based on open source framework like OpenStack for virtual Compute and Ceph for Storage services
- Staff from the NREN sector
- Directly connected to the R&E Networks. No egress traffic charges
- SSO with (Dataporten & Swamid) eduGAIN
- Member of GAIA-X





Safespring introduction



Safespring has since 2014 produced infrastructure cloud services based on open source and open standards. Safespring is committed to provide EU compliant cloud services based on open source technology.



We serve our customers from data centers located in the Nordic region. 100% green renewable energy is used to produce our services. We protect data privacy and data sovereignty through "no-vendor lock-in" by standards like Gaia-X.



Safespring's services is delivered in a self-Service model through portal or API to support your digital transformation. Services include compute, storage and backup.

Universities and higher education



Research



Public sector





COMPUTE

Compute

Compute W/
NVME disk

SSD
Storage

Compute
W/ GPU

NETWORK SERVICES

Public IP

Load balancer

Saferoute

Reverse
DNS

STORAGE

S3 Object
Storage

RADOS
Integration

PLATFORM SERVICES

Compliant
Kubernetes

PostgreSQL

Elasticsearch

Reverse
DNS names

BACKUP

BaaS

VM Snapshot

LICENSES

MS Windows
Server

Nextcloud

SUSE

Cluster control

PRIVATE CLOUD

Snapshot
backup of VM

Cloud Images

S3 object
Storage

Compute
W/ GPU

Compute

Elastic SSD
Storage



Contact details

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Fredric Wallsten, Managing Director,
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Platform: Safespring
Underlying technology: Open Stack & Ceph
www.safespring.com/ocre

[Service Catalogue link](#)

[Safespring pricelist](#)



ATEA

**OCRE Sweden
Sunet-dagarna
15 April 2021**



Gunilla Pettersson

ATEA


1st

market leader in
IT infrastructure in the
Nordic and Baltics regions

3rd

largest IT infrastructure
company in Europe

19%



share of the Nordic
and Baltic market



7,585

full-time (or equivalent)
employees



**WE BUILD
THE FUTURE
WITH IT.**

30,000

customers (public & private)

85




offices

+130

countries served

36,7



NOK billion
in revenue

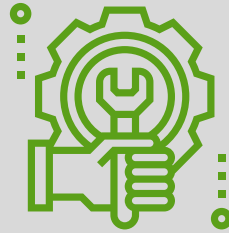


We build the future with IT

**IT
Reseller**



**System
Integrator**



**Service
Provider**



Information Management

Digital Workplace

Hybrid Platforms

Life Cycle Management

Professional Services

Managed

The largest IT infrastructure provider in the Nordic region, who with a professional quality-conscious and competent staff assists our customers with value-adding digital solutions (#TP2B)

ATEA





Your cloud journey is our mission ...



Advise



Build



Run

Steinar Sønsteby, CEO

“Atea has launched mayor initiatives to develop its business within cloud solution ...

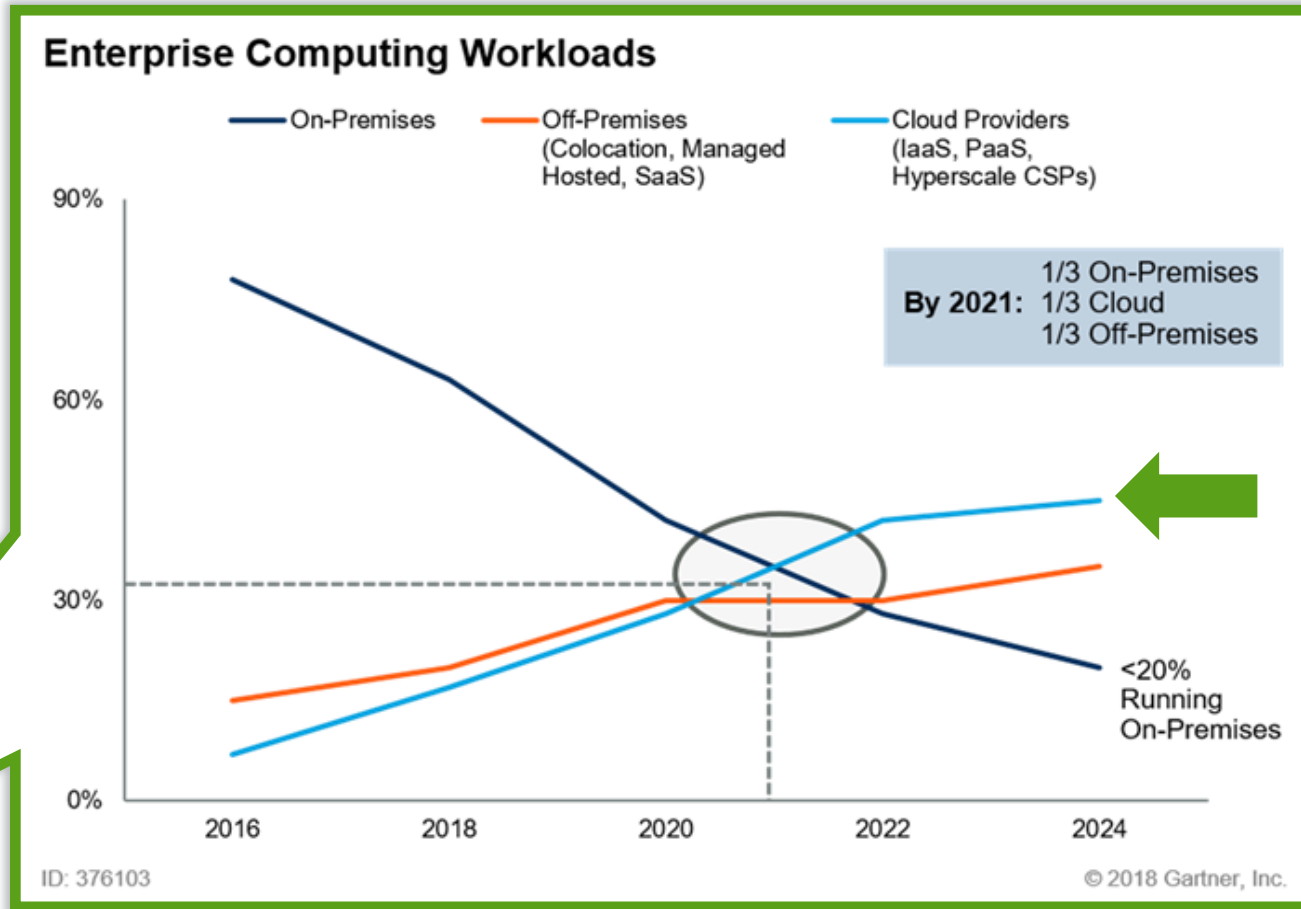
And we have signed strategic partnerships and collaboration agreements.

In total, more than 1.000 Atea consultants and sales employees will be trained and certified”





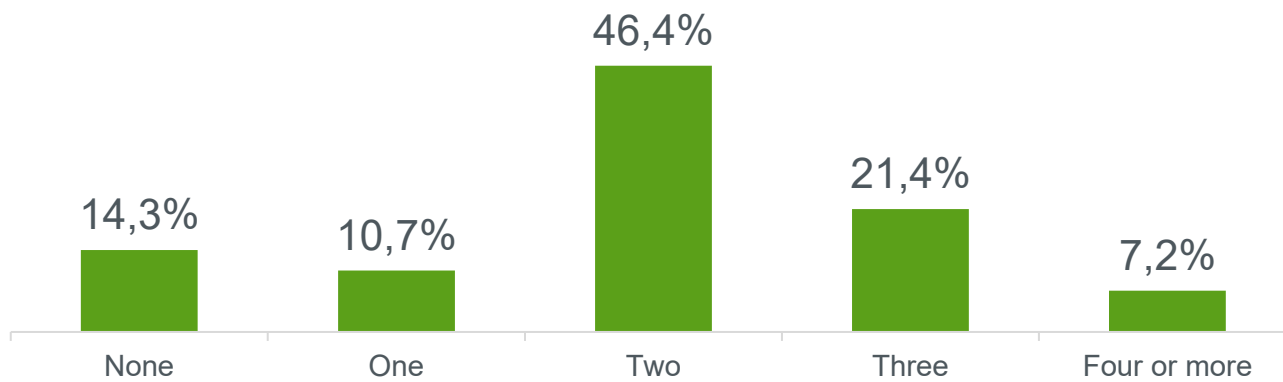
A shift in data center focus is underway!





Most customers are using multiple cloud

Number of IaaS / PaaS Providers Used

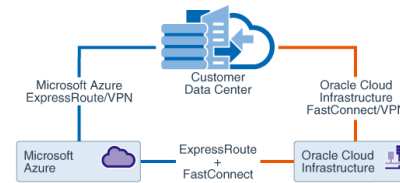


Press Release

Microsoft and Oracle to Interconnect Microsoft Azure and Oracle Cloud

REDMOND, Wash., and REDWOOD SHORES, Calif.—Jun 5, 2019

<https://www.oracle.com/corporate/pressrelease/microsoft-and-oracle-to-interconnect-microsoft-azure-and-oracle-cloud-060519.html>



Oracle and VMware Partner to Support Customers' Hybrid Cloud Strategies

New Oracle Cloud VMware Solution will Enable Customers to Run VMware Workloads on Oracle Cloud

Oracle to Offer Technical Support for Oracle Products Running on VMware Virtualized Environments

ORACLE OPENWORLD, San Francisco, Calif.—Sep 16, 2019

<https://www.oracle.com/corporate/pressrelease/oww19-oracle-and-vmware-091619.html>





Key business drivers of the cloud

The cloud creates huge opportunities for businesses through data monetization, increased operational efficiency, business collaboration and improved innovation

Oracle Cloud Infrastructure : An economical and powerful foundation

Performance

- Most powerful bare metal instances without hypervisor available
- <2 us latency with RDMA network
- Flat non-oversubscribed network for fast ingress/egress of data
- Superior IOPS/GB
Superior IOPS/instance

Price

- Better price performance with up to 44% less expensive than AWS to run CFD workload
- Lowest price for getting or serving your data – low egress charges
- Globally consistent pricing across regions
- Economical pricing for private connectivity – no additional or varying charges for the amount of data moved over the line

Scale & Flexibility

- Scale up to 20,000 cores in a single RDMA cluster
- Very high scale network with ~1 million network ports in each Availability Domain (AD)
- Global data center footprint
- Rapidly deploy infrastructure in minutes on demand

Security & Reliability

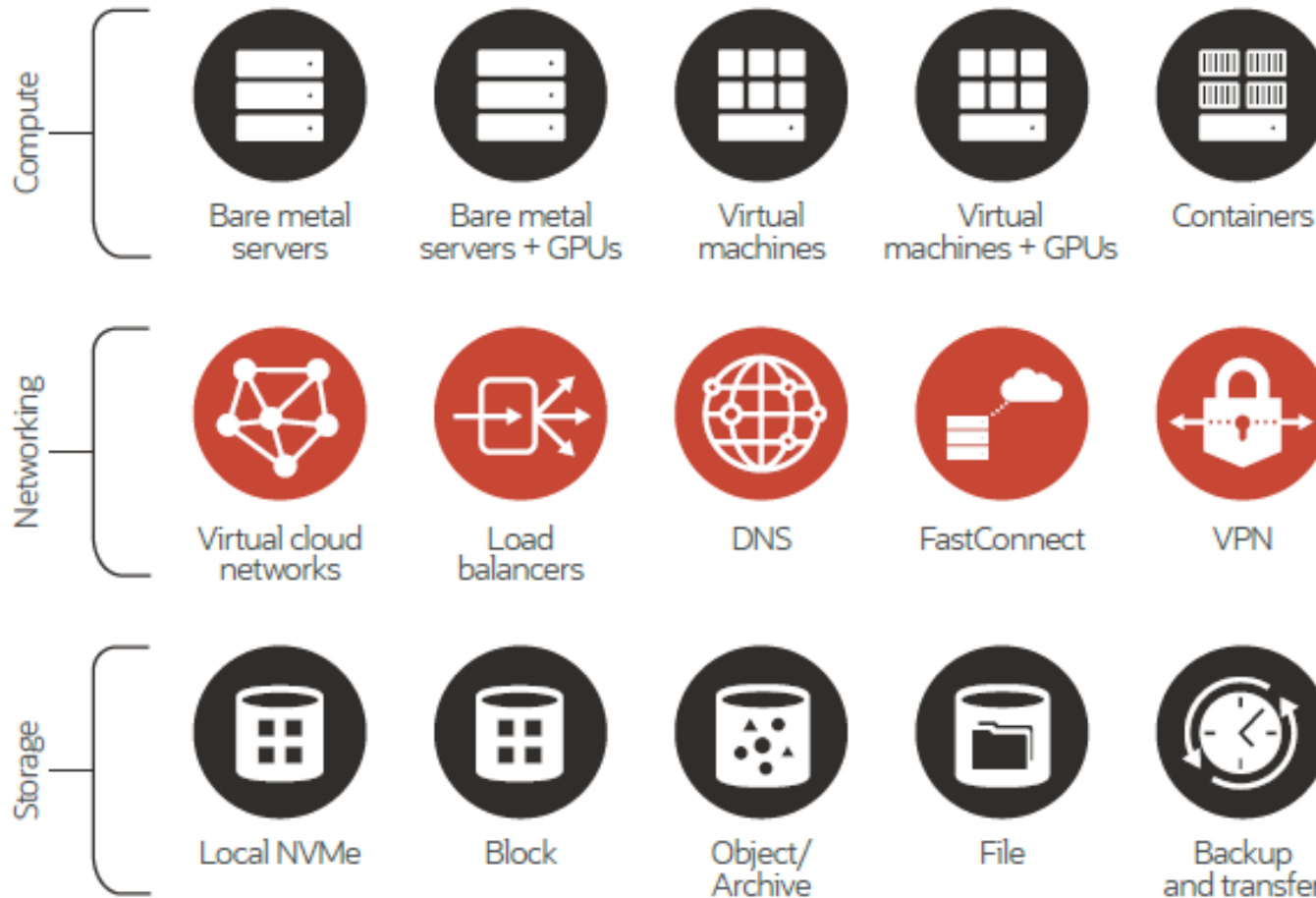
- The only cloud vendor offering performance, management and availability SLAs across compute, network and storage
- Isolated network virtualization to increase security and reduce risk
- Infrastructure monitoring and identity enforcement





Oracle Cloud components

Oracle Cloud Infrastructure



Oracle Cloud Infrastructure (OCI)

Next-generation cloud infrastructure

Oracle Cloud Infrastructure (OCI) is an IaaS that delivers on-premises, high-performance computing power to run cloud native and enterprise company's IT workloads. OCI provides real-time elasticity for enterprise applications by combining Oracle's autonomous services, integrated security, and serverless compute. Available for public cloud.

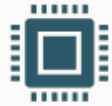
Competitive landscape & differentiation

- Oracle apps run best on Oracle given decades of experience provisioning and running Oracle products
- AWS and Microsoft offer legacy cloud database infrastructures that are manually configured, costly, and require maintenance from many IT resources while Oracle Cloud offers pre-packaged app deployment
- OCI enables migration and/or running Oracle's databases and business apps portfolio with unmatched scalability and reliability
- Minimal changes are required to move Oracle applications, reducing the cost and length of migration to the cloud
- Oracle delivers high and predictable performance with dedicated bare metal instances and high performance network & storage resources
- Oracle Cloud offers access to proven technologies such as RAC,
- Autonomous DB and Exadata enabling customers further
- Oracle databases run up to 7.8x faster on OCI vs other cloud providers



Oracle HPC

Why HPC is better on Oracle than other clouds



Latest in Compute Hardware

- Run your HPC workloads on next generation hardware
- Get on-premises levels of performance and control using dedicated bare metal instances
- Get better price performance than other cloud vendors – Oracle is 44% less expensive than AWS for CFD workloads.



Scalable, Independent Storage

- 6.4 TB of local NVMe flash storage bare metal instances, more than any other provider
- Get extreme low latency storage for shared-nothing architectures or fast local scratch storage
- For additional storage, leverage elastic block storage volumes which can provide up to 32 TB each and up to 35,000 IOPS per volume, backed by performance SLAs
- Choose from wide set of parallel file systems that can be deployed in 3 clicks



Specialized Network

- Achieve 100 Gbps network throughput with latency under 2 microsec with secure, isolated RDMA over converged ethernet (RoCE) v2
- Scale more than 20,000 cores in a single RDMA cluster
- Access compute clusters fast with non oversubscribed flat network with dual 25 Gbps bandwidth
- Easily move your existing network topology to the cloud with virtual cloud networks
- Only cloud with Network performance SLA





Oracle Long Term Archiving

Oracle Cloud Infrastructure Archive Storage

Long-term, low cost data storage

Customers trust Oracle Cloud Infrastructure (OCI) Archive Storage to securely store any type of data in its native format. This cost-effective solution is highly durable and used for storing and managing encrypted data for long periods of time.





Oracle Cloud Higher Ed

Modernise and Innovate

Cloud-first is the lead option for smart, connected education and research. The agile and adaptive Oracle Cloud Infrastructure is pre-built for forward-thinking schools, higher education, and research institutions demanding secure, high performance computing with easy migration of legacy on-premises applications to the cloud.

Agile, Connected Services

You need to be ready for what comes next. The agile and adaptive Oracle Cloud Infrastructure puts innovation at the heart of your education and research strategy. By connecting people, data, and processes, you can gain important insights, pivot at pace, compete for top talent, and connect more closely with students, staff, and researchers.

A Trusted, Secure Digital Infrastructure

Data is the foundation to every aspect of your operations. The security-first Oracle Cloud Infrastructure applies rigorous organisational, architectural, and operational security to help you meet education and research compliance, data governance, and regulatory mandates with less risk and at lower cost.

Built for the Future

The Oracle Cloud Infrastructure, High Performance Computing and Oracle Cloud Applications put modern technologies like machine learning and artificial intelligence (AI) at the heart of your education and research programmes. With agility on your side, you can adapt more quickly to tomorrow's change, liberate resources to focus on innovation, and concentrate on what matters most: improving student success and accelerating research.

Case in Point: Migrating ERP Functionality to the Cloud

Organization

The University of Santiago, one of the oldest universities in Chile, worked with Astute, an Oracle partner, to implement a PeopleSoft Campus Solution on Oracle Cloud Infrastructure.

Problem

The university's PeopleSoft solution is a critical part of its IT infrastructure. However, as time passed, the enterprise software application required significant effort to maintain, secure, and update. The deployment lacked modern features and capabilities, and the application couldn't easily integrate with other information systems. The university struggled to keep the software current and maintain high levels of availability.

Solution

Astute and Oracle provided a full-featured PeopleSoft Campus Solution in Oracle Cloud as a managed service. The primary installation took only two weeks and cost a few thousand US dollars. Today, the university uses the built-in PeopleSoft Cloud Manager feature instead of its previous manual tools and processes, and it takes advantage of independent availability domains to improve stability, reliability, and security.

Success

The cloud-based PeopleSoft solution cost 35 percent less than other options. Astute demonstrated the solution in days, tested it in weeks, and deployed it fully in less than six months. Based on this quick success, the university is moving its DevTest activities and other key applications to Oracle Cloud Infrastructure.



UNIVERSIDAD DE SANTIAGO DE CHILE

"This is the University of Santiago's first major foray into the cloud, and they were amazed at how fast we were able to build, demonstrate, and deploy a solution with Oracle Cloud Infrastructure. We consistently recommend Oracle Cloud Infrastructure because it's built for just this sort of enterprise production application."

Sudhir Mehandru, Cofounder and COO, Astute

"This has been a great initial experience with public-cloud IaaS, and we're already exploring moving additional applications to Oracle Cloud Infrastructure."

Francisco Acuña Castillo, Project Manager, University of Santiago

<https://www.oracle.com/uk/industries/higher-education/public-sector/>



An Atea Nordic initiative with a local touch

Primary contact: ocre@atea.com

Gunilla Pettersson Software Sales Expert Oracle Sweden
XXX Software Sales Expert Oracle Sweden

Atea Account Managers Sweden

Göteborg: Linda Sätr Dahl (väst/Göteborg)

Linköping: Mattias Lindkvist (mitt/Växjö)

Lund: Simon Sahlström (syd/Växjö)

Stockholm-Uppsala: Mikael Larsson (Sthlm/Sthlm)

Umeå universitet: Mattias Carleson (Norr/Umeå)

Oracle Resources

OCRE Team based in Benelux

Oracle Account Managers for Higher Education Sweden: Caroline Sjöblom

Price up on request: Pay-as-you-go (monthly invoices) or Annual Commit



H66cloud Sweden

hydro66.com/ocre



April 2021

Swedish Cloud Partner

Compliance and Security

- National legal framework
- Strict SLAs

Local direct support

- Free 24/7 customer support
- Personal account management in Swedish and English
- Free proof-of-concepts

Part of the CloudSigma ecosystem in Europe

- Strategic cloud partner of CloudSigma for Nordic region



H66cloud features

ISO 27001
CERTIFIED
Information Security

ISO 27017
CERTIFIED
Cloud Security

ISO 27018
CERTIFIED
Privacy Protection



Blistering Performance

Latest generation hardware and all infinitely customisable for app performance. GPU options. Eliminate hardware bottlenecks.



Run Apps Unmodified

Develop apps without cloud vendor tools. Move data on and off the platform without punitive data charges.



Pay For What You Run

CPU, RAM, storage, and bandwidth not bundled together. Combine long-term subscriptions for predictable workloads with on-demand peak pricing



ISO-Certified Cloud

H66cloud meets ISO 27001, 270017 and 20018 requirements for security and data privacy. Swedish data center certified to ISO 27001



100% SLA

100% availability of virtual servers and network backed up by strict SLA of x50 times credits against any downtime over 15 minutes



CO2 Not Included

100% local hydropower and an award winning ultra-efficient data center means real transparency and easy reporting on carbon footprint



No Vendor Lock-in

Port existing apps to the cloud without time-consuming recoding. Any x86/x64 compatible software runs.

Hydro66 Data Center

Green Cloud Infrastructure at scale

PRIMARY SITE 2.50 HA
SECONDARY SITE 2.30 HA

14
TWH

RIVER: 4500 MW
14 TWh ANNUAL

250
MW

SUBSTATION: 125 MW
UPGRADEABLE TO 250MW

OPTION: 40 MW

BUILT: 20 MW
SITE: 40 MW

Greenest Data Center in the world
Northern Sweden, 1.5°C average ambient temperature, innovative design

Super scalable infrastructure
4500 MW river hydro, 250 MW substation

High Performance and low cost
Low cost energy, modular build, high power specification infrastructure

Cloud infrastructure on demand

Customer case study NUIEQ®

NUIEQ is a collaborative software company that enables teams, educational institutions, and businesses to add value through smarter human interaction.

"H66cloud has all the credentials that we require for our video conferencing solution for remote collaboration, NUIEQ Stage. We ran successful stress and performance tests and decided to move our product to H66cloud. Their servers are located in Sweden, which is an important requirement of our customers and we love the fact that we can collaborate with local and regional companies like Hydro66. As we, as a company care about sustainability, the fact that the servers run on green power, played an important part in our decision as well. Furthermore their customer support has been great."



hydro66.com/ocre

H66

green cloud infrastructure

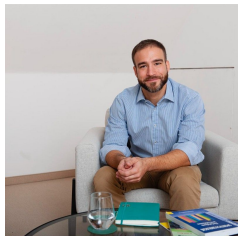


VSHN & Exoscale

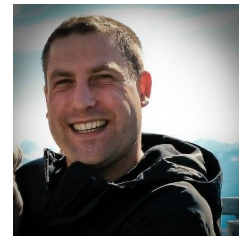


Contacts: <https://vshn.ch/ocre>

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Service portfolio (1/2)

VSHN Support, Professional Services, SLA, DevOps

Exoscale Services:

DNS
Runstatus
CDN
Kubernetes SKS

VSHN Application
Management

<https://syn.tools>

Software as a Service
Database as a Service

<https://APPUiO.ch> Kubernetes
SUSE Rancher
Red Hat OpenShift



Exoscale IaaS: Compute, Networking, Storage, GPU, VPC
DE-FRA, DE-MUC, AT-VIE, CH-GVA, CH-ZRH, BG-SOF



Service portfolio (2/2)

- Compute, network, storage (SSD & S3), GPU, VPC
 - DE-FRA, DE-MUC, AT-VIE, CH-GVA, CH-ZRH, BG-SOF - guaranteed data location
- Kubernetes
 - Exoscale SKS
 - APPUiO Red Hat OpenShift
 - APPUiO SUSE Rancher Kubernetes
- Database as a Service
 - MySQL/MariaDB/Galera, PostgreSQL, MongoDB, ElasticSearch, Redis, Memcached, Kafka etc
- Software as a Service
 - GitLab, Red Hat Middleware, NGINX Plus WAF, Keycloak AAI, etc
- DevOps Support, Professional Services, Application Management



Security & Compliance

- Swiss & European companies VSHN & Exoscale -> no US Cloud act applicable
 - Solves “Schrems II” / CJEU ruling problems
 - VSHN: privately held
 - Exoscale: part of A1 Telekom Austria Group, A1 Digital, member of Gaia-X
- ISO 27001, ISO 27018 certified
 - <https://www.exoscale.com/compliance/>
- ISAE 3402 audit report available
- GDPR-compliant “data processing agreement (DPA)” available at no cost
- Already used by Government, Banking, Health/Medical and Education/Research (see References)
- 24x7 support available

Pricing & Ordering

- No minimum ordering quantity, turnover or contract length - most services billed by the hour
- 10% discount (plus NREN cost recovery if applicable) on computing services
 - Free traffic from/to GEANT
- Additional Discount Commitment (ADC) for 12-month-pre-committed turnover: 3k-10k: 5%, 10-25k: 10%, 25-100k: 15%, >100k: 20%
- Invoicing in EUR or CHF, monthly post-paid, 10 days net
- Underwriter organization signs contract, gets "admin account"
 - creates sub-organizations that will be separated on the invoice, assigns users
 - users have full self-service using web-portal and API (ansible, terraform, "exo" CLI)

References

- CERN
 - HNSciCloud/RHEA: <https://www.exoscale.com/syslog/cern-on-exoscale/>
- SWITCH
 - OpenShift- and Kubernetes- based Container-as-a-Service platform since 2018
- Swiss Federal Archives
 - Linked Data Platform <https://lindas.admin.ch/>
- Other VSHN industry references
 - <https://www.vshn.ch/en/partners/success-stories/>

Benefits of VSHN & Exoscale

- Located exclusively in Europe
- DSGVO/GDPR-compliant, ISO 27001 certified, ISAE 3402 audited
- Self-service portal for IaaS+ Services, focus on automation










Advanced Business Partner Certified Cloud and Service Provider

Cloud Transformation/Operation Services & XaaS

Rising Star Switzerland

ISG Provider Lens[™] 2019

Quadrant Study





Project Syn

Our next gen Managed Services Framework

- a toolset to run your application anywhere
- enables the management of many Kubernetes clusters
- completely Open Source
- check it out on vshn.ch or <https://syn.tools> and let us know what you think!



Thank you very much.
<https://vshn.ch/ocre>

Try **APPUiO OpenShift** for free
on register.appuiio.ch

Voucher Code:
TryAPPUiO

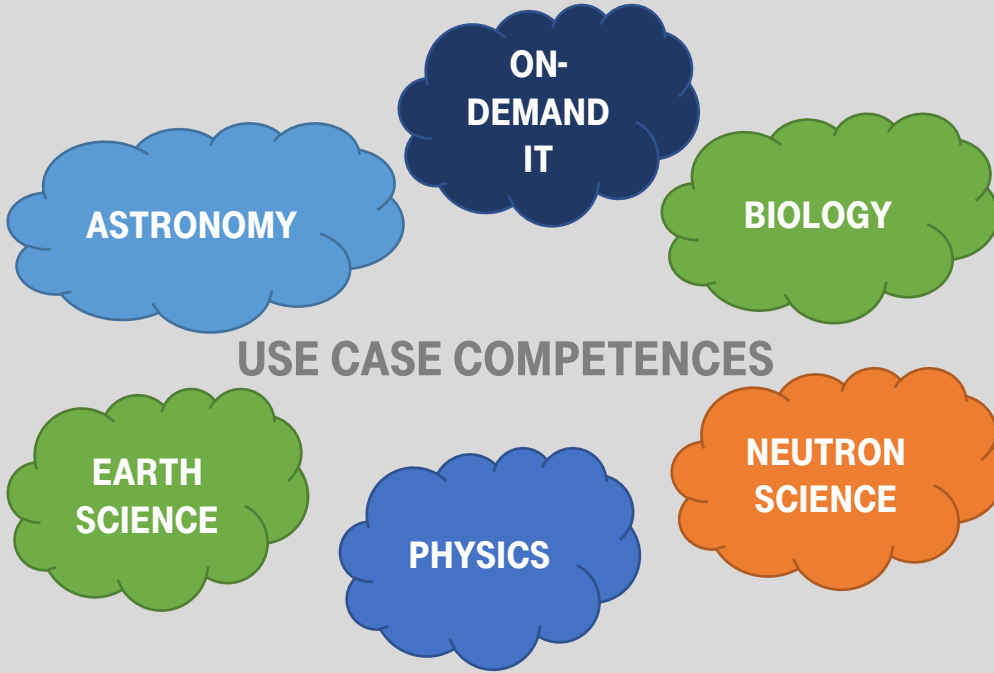
..T..Systems..



CONTACT US:
OCRE@T-SYSTEMS.COM

MORE THAN
500 PB
CUSTOMER DATA

AI FRAMEWORK
HPC WORKFLOWS
DATA MANAGEMENT
OAIS-COMPLIANT
DATA ARCHIVING



CURRENT PROJECTS



REFERENCES



LARGE SET OF INTEGRATED
OPEN-SOURCE TOOLS



HYBRID & FEDERATED



UP TO **30%**
DISCOUNT
FOR SCIENCE



**INNOVATION THROUGH OPEN
IT INFRASTRUCTURE**

A Programmable, Compliant & Open Cloud

We provide scalable and cost-effective cloud services from our data centers around the globe.

With our public cloud platform, you get instant access to global computing power based on open source with complete control of where and how your data is stored. For workloads containing highly sensitive data, governed by specific regulations, we offer Compliant Cloud with built-in regulatory compliance.



Compute

Create, boot and scale your compute instances in just a few seconds. Pay only for the resources you allocate, by the second.



Storage

Our core storage features include block, object and image storage, which can be used in a variety of ways to build your infrastructure.



Networking

Easily manage regional networking, routing, VPN, and load balancing straight from our cloud management system.

Our clouds

Public Cloud

Public IaaS for all your workloads

Regions	Certifications
London Frankfurt Stockholm Karlskrona Dubai Tokyo Buffalo, NY	9001 14001 27001

Organisation	Certifications
Company Management Network Administrators System Administrators Developers SIRT	9001 14001 27001

Compliant Cloud

Community IaaS for workloads governed by specific regulations

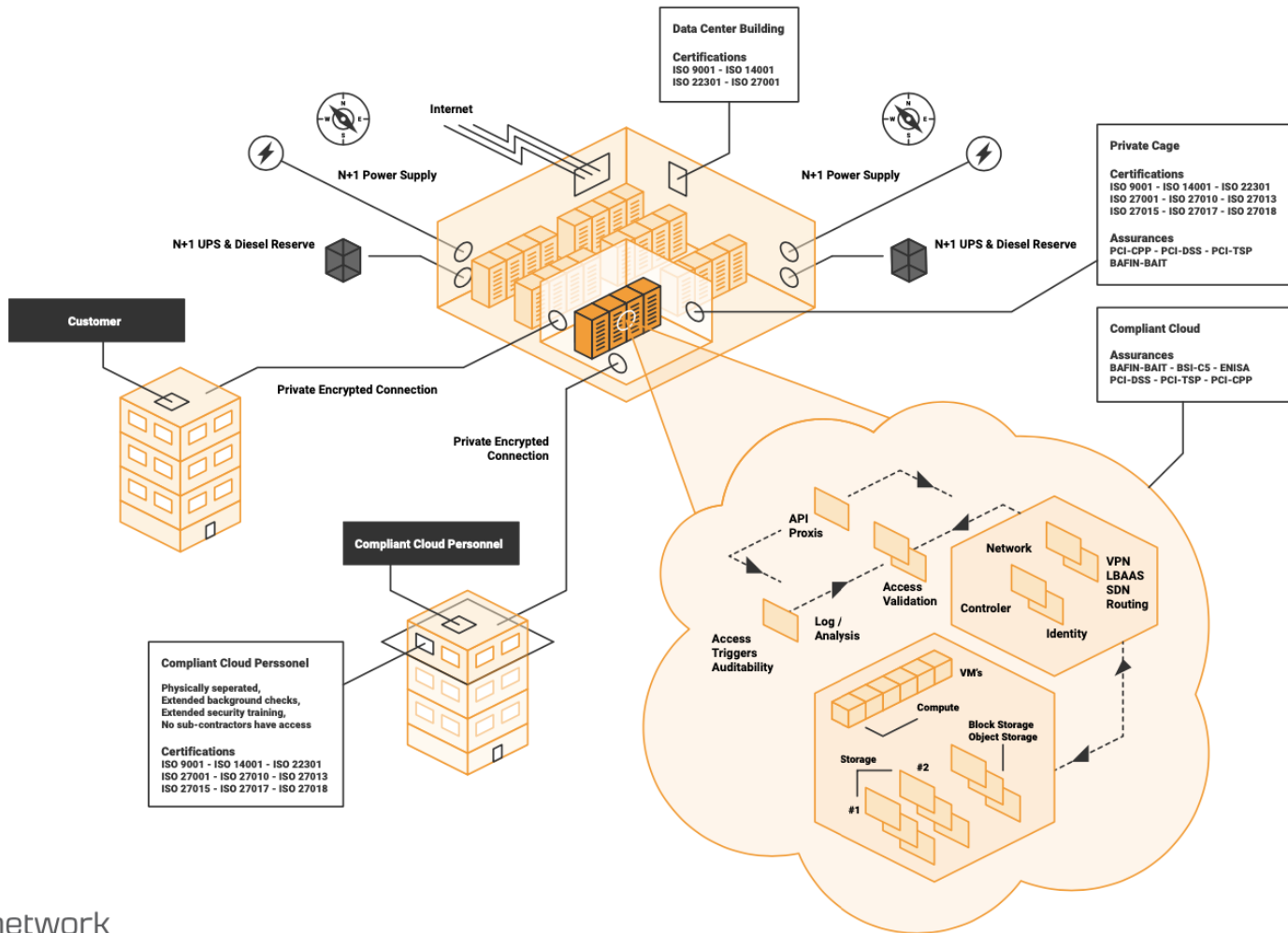
Regions	Certifications
Frankfurt Stockholm 1 Stockholm 2	9001 14001 22301 27001 27010 27013 27017 SOC2 BSI-C5

Organisation	Certifications
Company Management Network Administrators System Administrators Developers SIRT	9001 14001 22301 27001 27010 27013 27017 SOC2 BSI-C5

Additional frameworks warranted by City Network

Cyber security & payment card standards	ENISA PCI-DSS PCI-TSP PCI-CPP NIS PSD2
Bank	BASEL I/II BAFIN-BAIT
Finance	SOLVENCY I/II
Healthcare	HIPA
Telecom	GSMA

This is how we build our Compliant Cloud zones



PROACT

IaaS Proact Hybrid Cloud (PHC)
Plattform för virtuella servrar

Claes Ekman

PROACT



Svenskt bolag
som startade
1994



1 100
anställda



37 kontor
i 13 länder
inom Europa

Verksamhetsområden



Managed
Services



Datacenter
Solution



Professional
Services

Leverans

- Fyra leveranshubbar inom EU/ESS
- Egen support på infrastrukturen
- 24/7 drift för centrala tjänster
- Lokal hantering
- Hög tillgänglighet & säkerhet

vmware

COMMAULT

JUNIPER
NETWORKS

ORACLE

NetApp

DELL Technologies

Azure

Microsoft

EQUINIX

VEEAM

PROACT

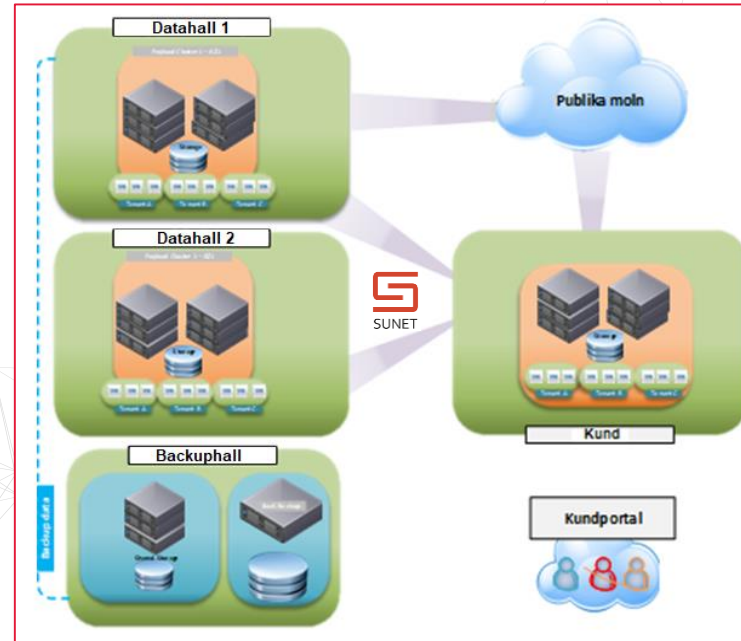


IaaS Proact Hybrid Cloud (PHC)

PROACT

PHC – Plattform för virtuella servrar

- IaaS plattform
- High availability "by design"
- Datacenter i Sverige
- Lokal hantering i Sverige
- Virtuella Datacenter
- Virtuella Servrar
- Självserviceportal
 - Lägg till och ta bort servrar
 - Skala kapacitet upp eller ner
 - Analys och prestanda
 - Nätverkskonfiguration m.m
- Backup
- Lagring
- Brandväggar
- Lastbalanserare
- API



vmware

Delivering Business Agility



PROACT

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Géant framework Rackspace AWS partner for Sweden

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TM

Solving
Together™

Agenda

A bit about Rackspace

What do we bring to OCRE FW

Optimizer+

What is Optimizer+ for AWS?

Service Deliverables

Tooling – CloudHealth

Sample Reporting



Unrivaled AWS technical powerhouse



TOP TALENT...



...WITH RECOGNIZED EXPERTISE



2,800+

AWS technical certifications worldwide



3,200+

AWS accreditations worldwide



14

AWS competencies



85+

professional certifications

Premier Consulting Partner

with expertise across competencies

Data & Analytics

DevOps

Healthcare

Migration

IoT

Education

Storage

Microsoft Workloads

Machine Learning

Industrial Software

Retail

SaaS

Oracle

Financial Services

Gartner Leader

Magic Quadrant for Public Cloud Infrastructure Professional and Managed Services, Worldwide

“ A lot of the **heavy lifting of moving enterprises to the cloud** is being done by [companies] that have ... **realized what the future was**. These are companies like **Rackspace Technology... [and] Onica**.

– Andy Jassy, AWS CEO



What does Rackspace bring to the Framework

The combined power of Rackspace and AWS for Education & Research

- **Commercial clout**

- giving big and small clients the opportunity to be part of a large procurement
- Customers better off in the Framework than solo (better commercials than solo EDP)
- Still Access all funding programs / PoC / PoV etc

- **Making it easy**

- RXT can assume existing Master Payer (subject to min size) or client joins RXT Master Payer

- **Technical support**

- Access to FoC presales consulting
- Access to paid RXT Professional Services and Transformation Services

- **Operational support**

- Access to Support Services for Operational support (both Service Blocks and AWS support)
- All resale includes Optimiser+

What is Optimizer+ for AWS?



Challenges

- Lack of cost governance and insight into creeping AWS costs
- Existing partner ecosystem services are financially prohibitive
- Looking to maintain direct support from AWS

Optimizer+

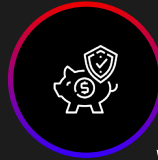


Benefits

Enhanced insight into your AWS estate provided at no additional cost.

Cost Optimization

Industry leading tooling for automated account analysis, reporting and recommendations for cost reduction



Architecture Reviews by experts

Review AWS environment against the five key pillars of the AWS Well-Architected Framework



Optimizer+

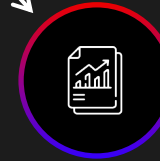
Proactive monitoring & alerting

Tooling and expertise to capture, analyse & proactively escalate alarms



Support Autonomy

Complementary to existing direct AWS support



Optimizer+ Service Deliverables



Initial In-Depth Cost Review

- One-time engagement where Rackspace Financial Analysts identify quick wins and cost drivers for in scope AWS accounts



Monthly Intel Cost Review

- On-going reviews that follows the initial in-depth cost review. Rackspace AWS experts review CloudHealth output to understand spending trends and provide cost saving recommendations.



Outcome

- Actionable cost optimizations.
- Evolve existing architecture.
- Improve governance.
- Rapidly gain access to expertise.
- Tooling to capture, analyze and escalate.



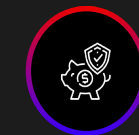
Quarterly AWS Architecture Review

- Evaluate environment against the five key pillars of the AWS Well Architected Framework (WAR)
- Provide actional insights to maintain a secure, high-performing, resilient and cost-effective environment.



Proactive Monitoring and Alerting

- For each monitoring alert, Rackspace will deliver a ticket with suggested advice on remediation.



£0 Financial Commitment

- Available to AWS infrastructure customers at no additional cost.

Tooling - CloudHealth is included in Optimizer+

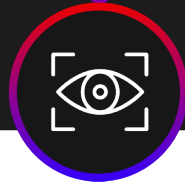
CloudHealth
by **vmware**

Leading multicloud management platform designed to minimize cost, risk and time spent on menial tasks



Enhanced governance

- Automated policy management
- Customizable workflows
- Improve P&L to get to market faster



Improved visibility

- Aggregated reporting across clouds
- Spending forecast based on historical data
- Custom dashboards



Lower costs

- Uncovering of hidden costs
- Automated recs to downsize unused resources
- Operating budgets by BU



Better security

- Visibility into misconfiguration
- Automated reporting for HIPAA and PCI
- Threat detection

Integrated data layer

rackspace
technology

aws

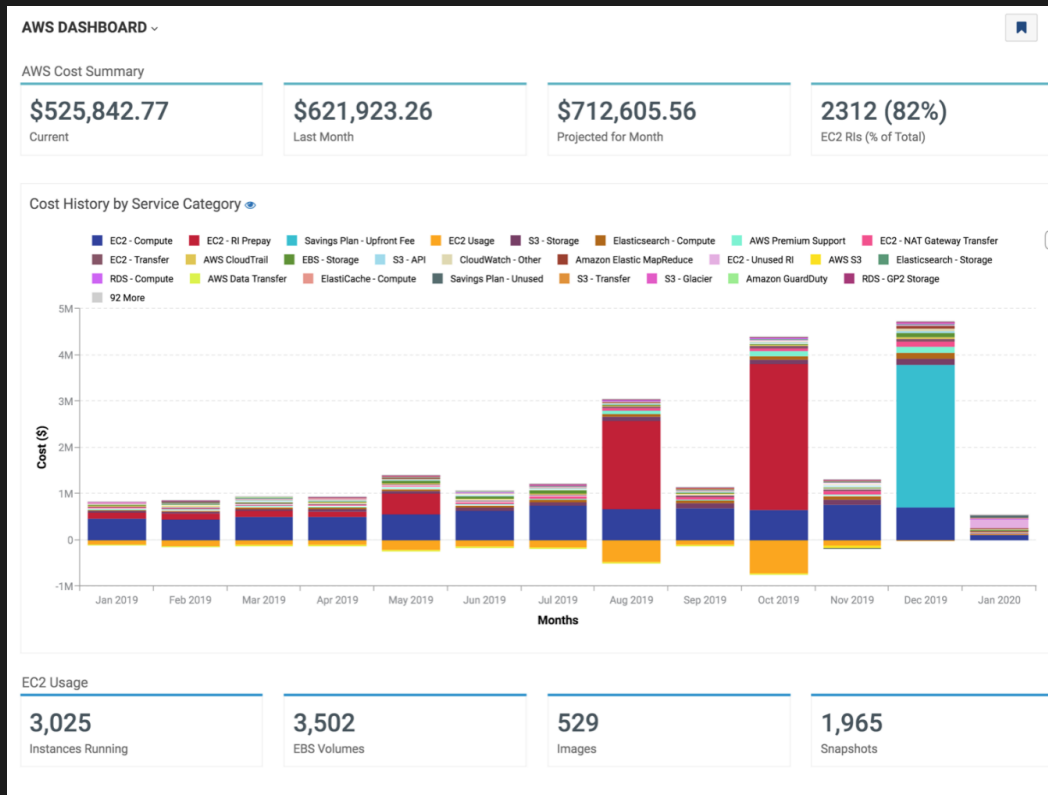
aws

Intuitive and actionable Cost Optimizer monthly reports



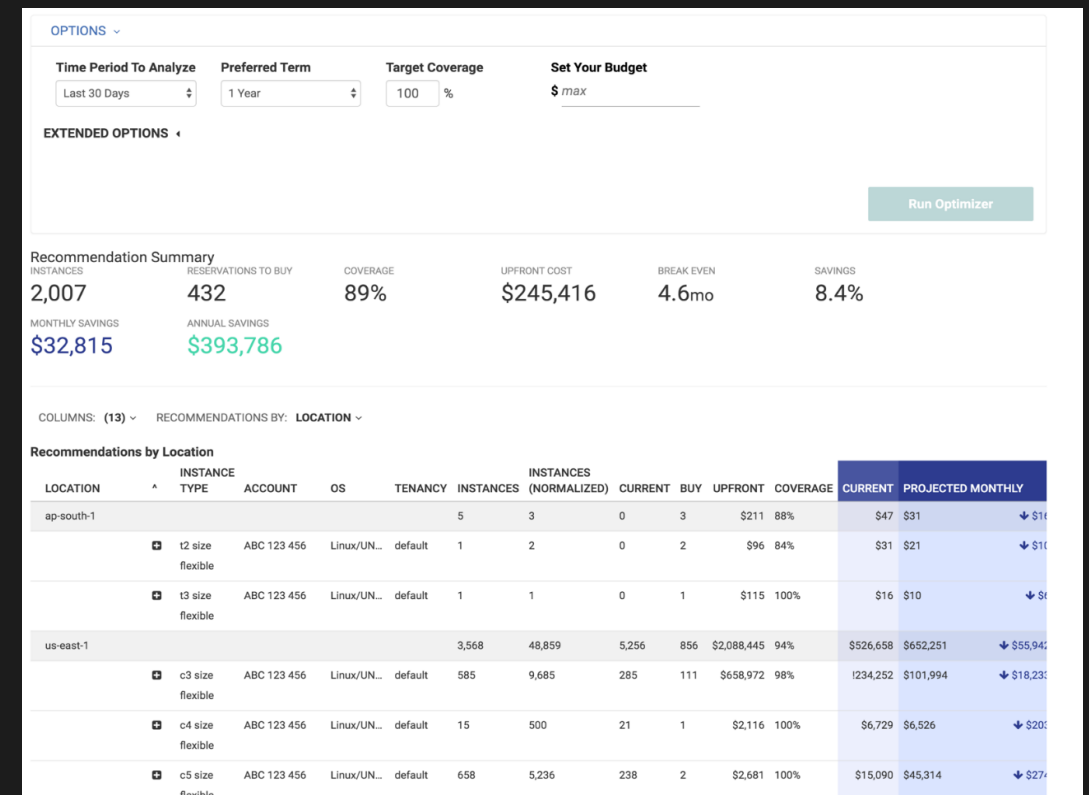
Cost analysis

Historical trends by project and service



Savings recommendations

With impact and effort estimates





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