



Stairway to the Cloud

Getting there step-by-step

BNC 2016 – Mario Vandaele



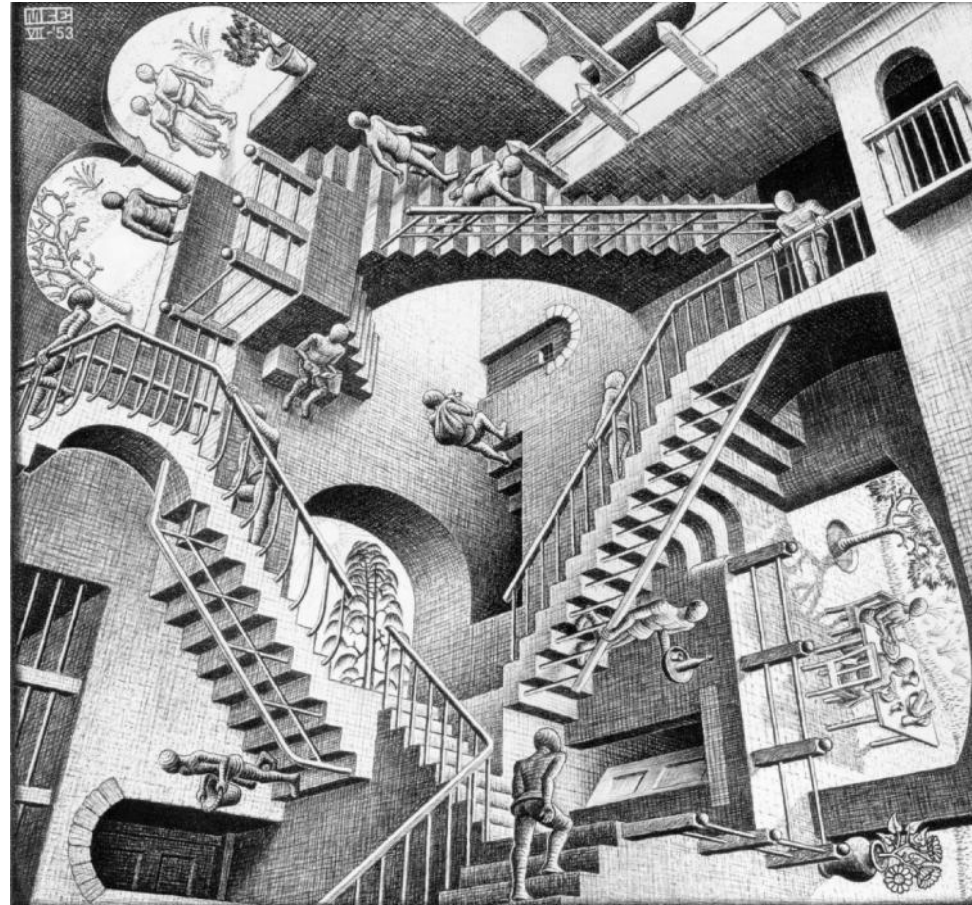
The Initial Expectations

What was promised to us...



The Reality Check

What we got...

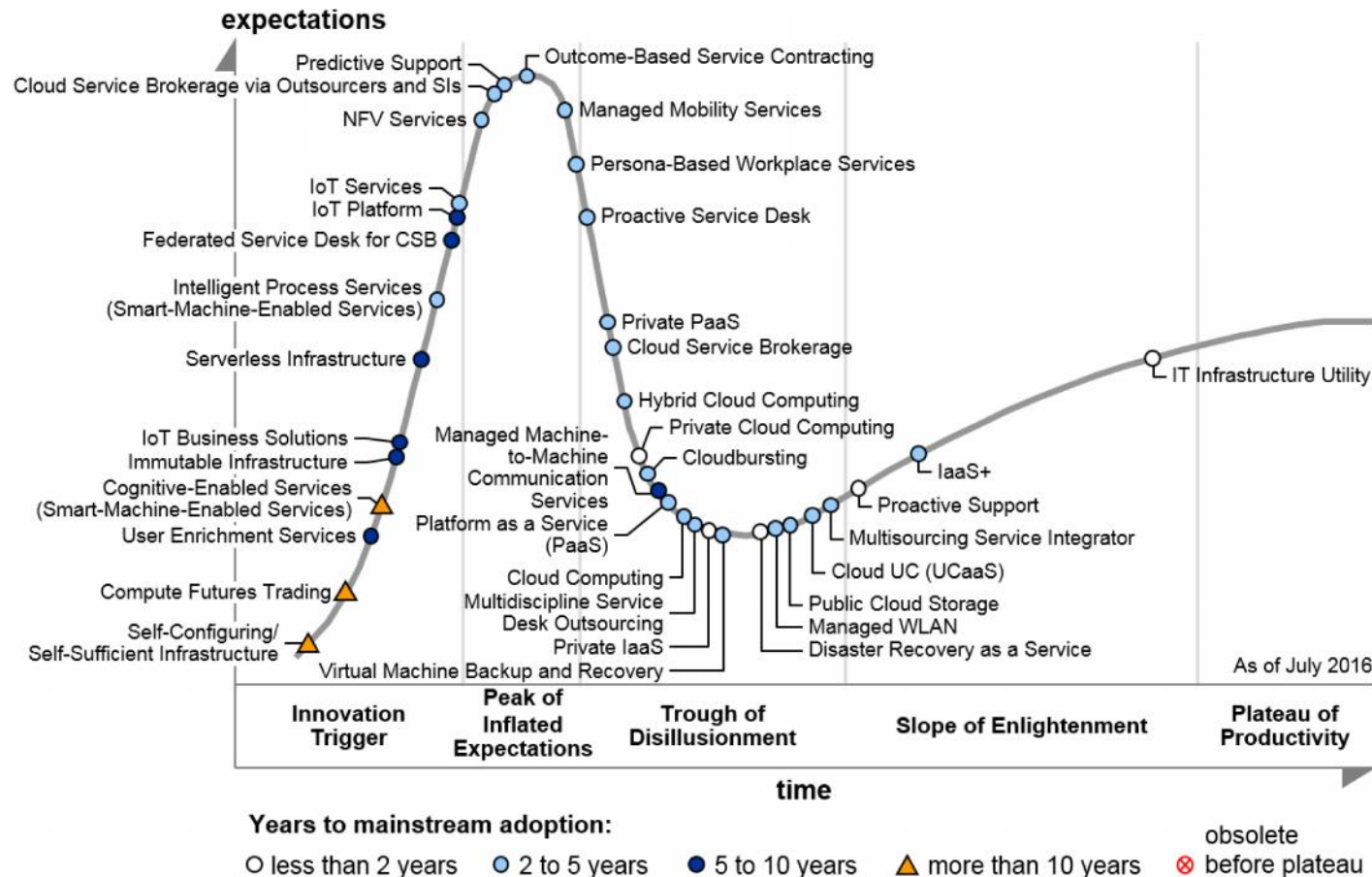


25/10/2016 | BNC 2016 - Stairway to the Cloud

Belnet
dedicated connectivity

After The Hype

Doing the right things the right way



(c) Gartner 2016 Hype Cycle

Everything as a Service (XaaS)

How to get the right things the right way?



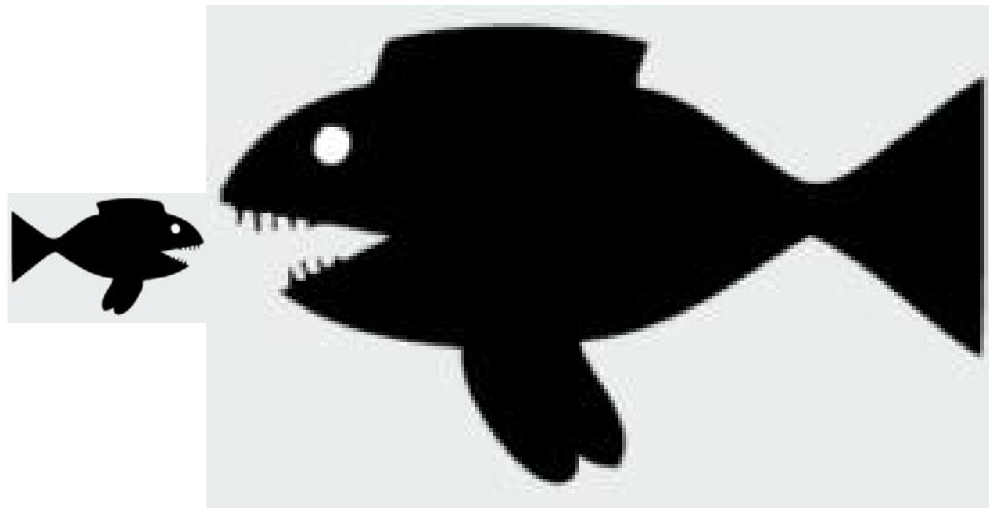
The Challenge

How big is your bargaining power?



Bargaining Power Scenario 1

Single institution vs Cloud Provider

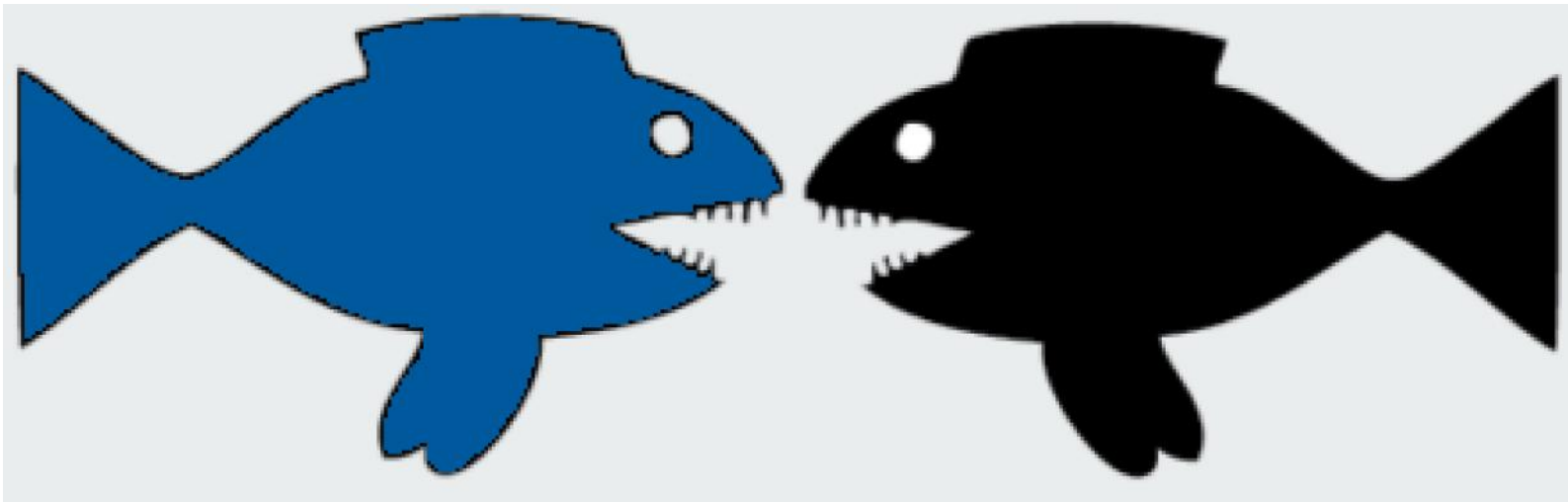


Solution – Belnet as Broker

Belnet vs Cloud Provider

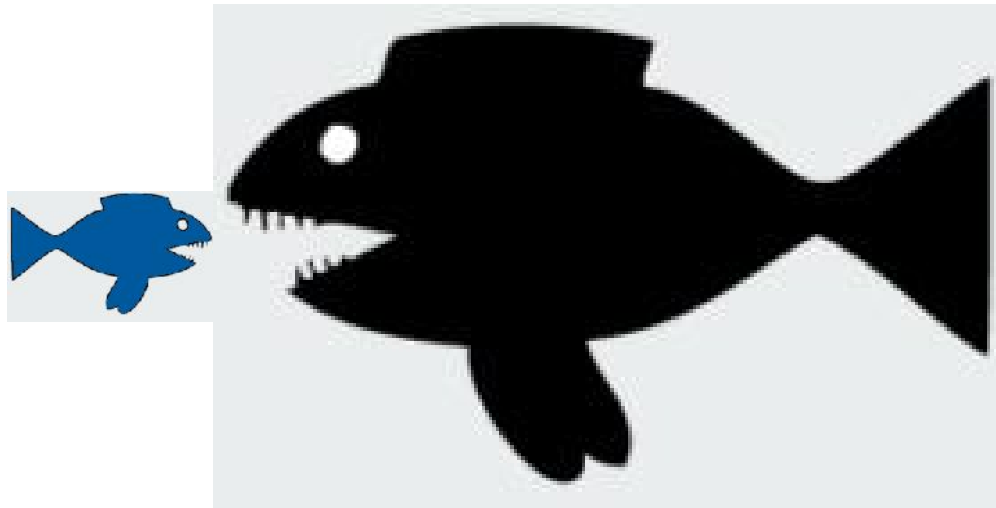


Bargaining Power = 200 institutions, 700.000 end users



Bargaining Power Scenario 2

Belnet vs Global Cloud Provider

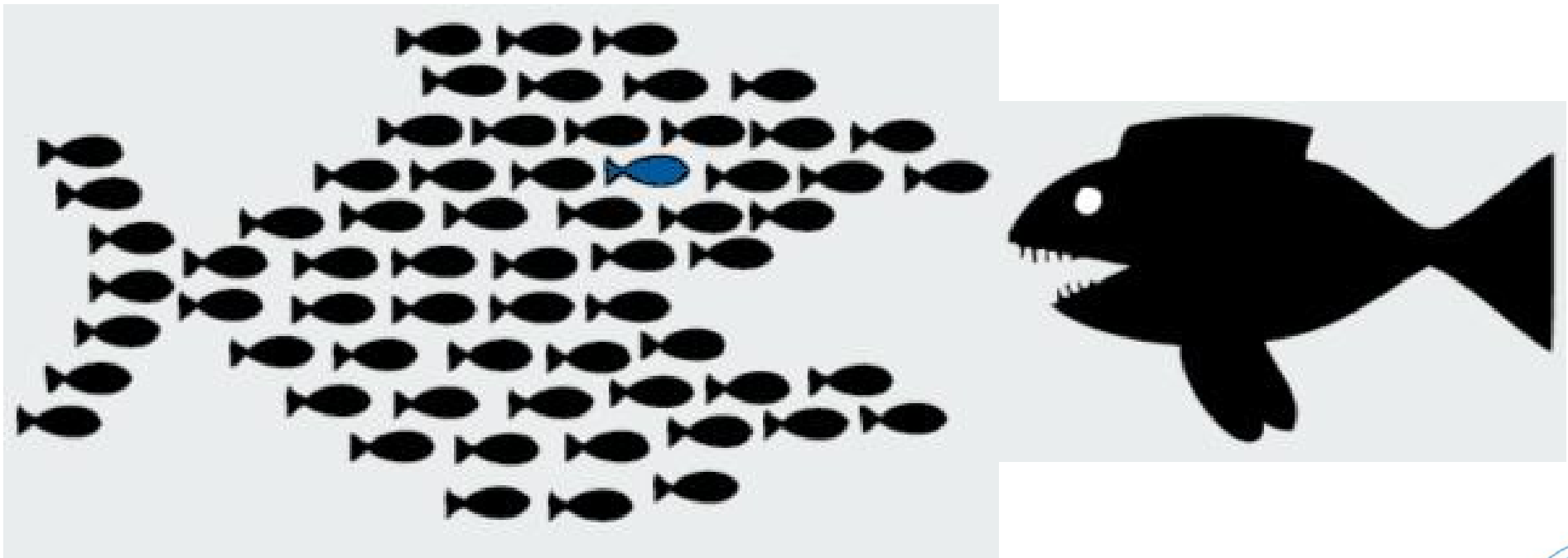


Solution – Géant as Broker

Géant vs Global Cloud Provider



Bargaining Power = 20.000 institutions, 50.000.000 end users



Broker Role Example

Géant IaaS Framework Procurement 2016



- EU compliant
- Call for Competition
- Better terms & conditions
- More billing & invoicing options
- More identification & authentication options (SAML2)
- Better prices
- All 100% compliant
- Tenderers are withheld



Belgian Market:

- CloudSigma AG
- Dimension Data
- Interoute Communications Ltd
- NTT Europe Ltd
- Vancis
- Amazon Web Services Resellers:
 - Arcus Global Ltd
 - Comparex UK Ltd
 - Telecom Italia
- Microsoft Azure Resellers:
 - Atea
 - Comparex UK Ltd
 - Micromail Ltd
 - SoftwareONE UK Ltd

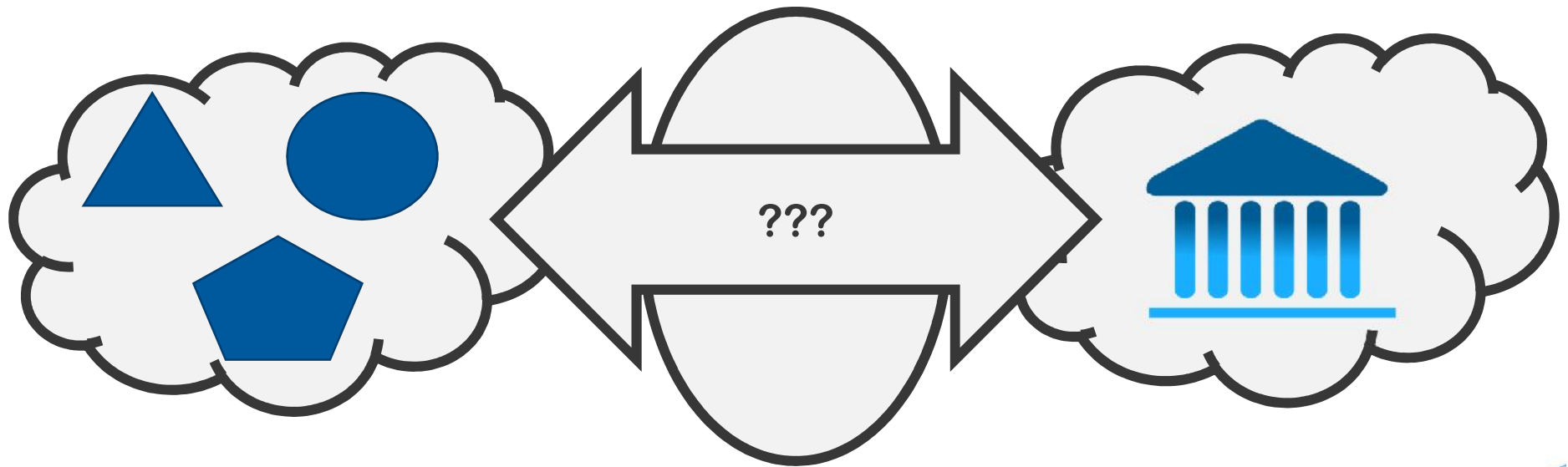
Enabler/Facilitator Role

Lending a hand where we can



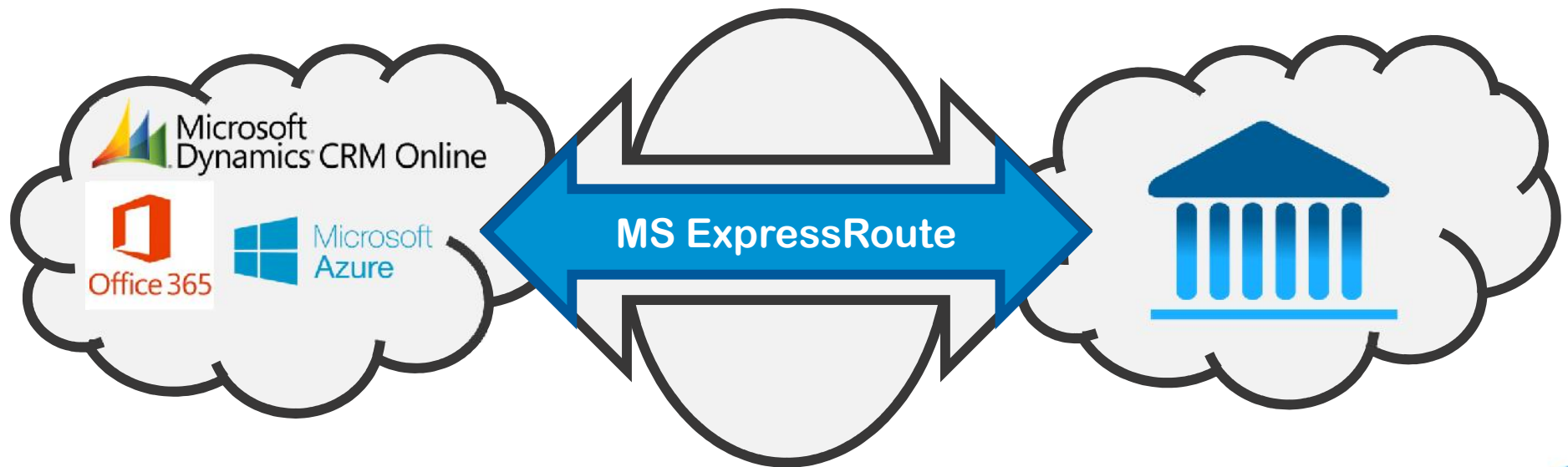
Enabler/Facilitator Role Example

Consuming cloud services



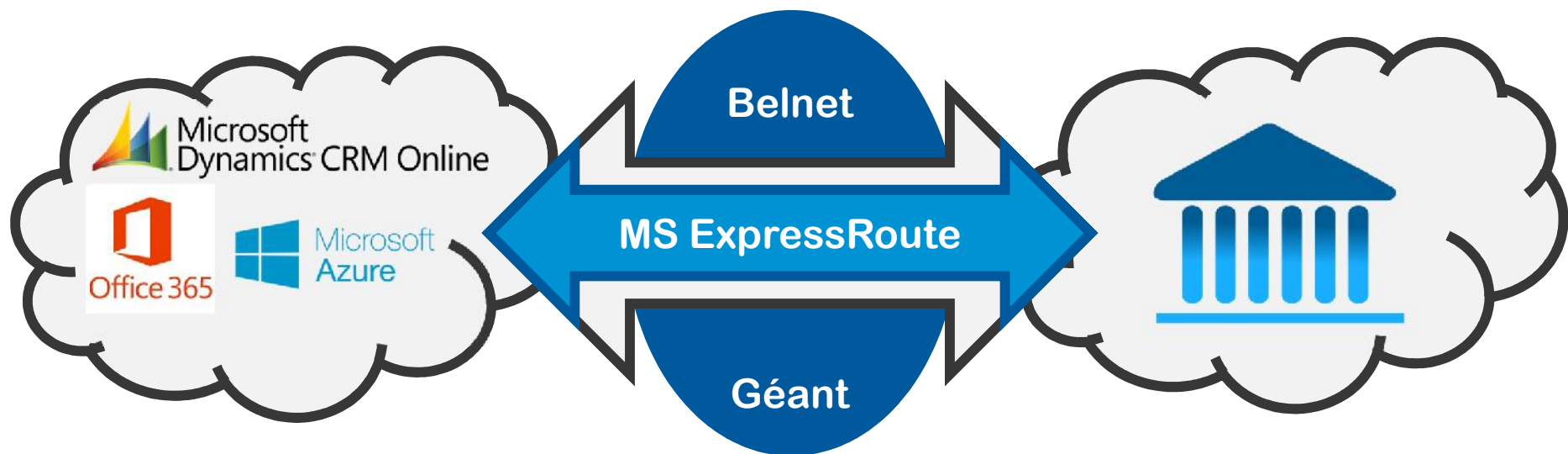
Enabler/Facilitator Role Example

Microsoft ExpressRoute Today



Enabler/Facilitator role example

Microsoft ExpressRoute Tomorrow



Dedicated Cloud Provider role

Building a bespoke solution together



Dedicated Cloud Provider role example

DMPonline PoC – What?



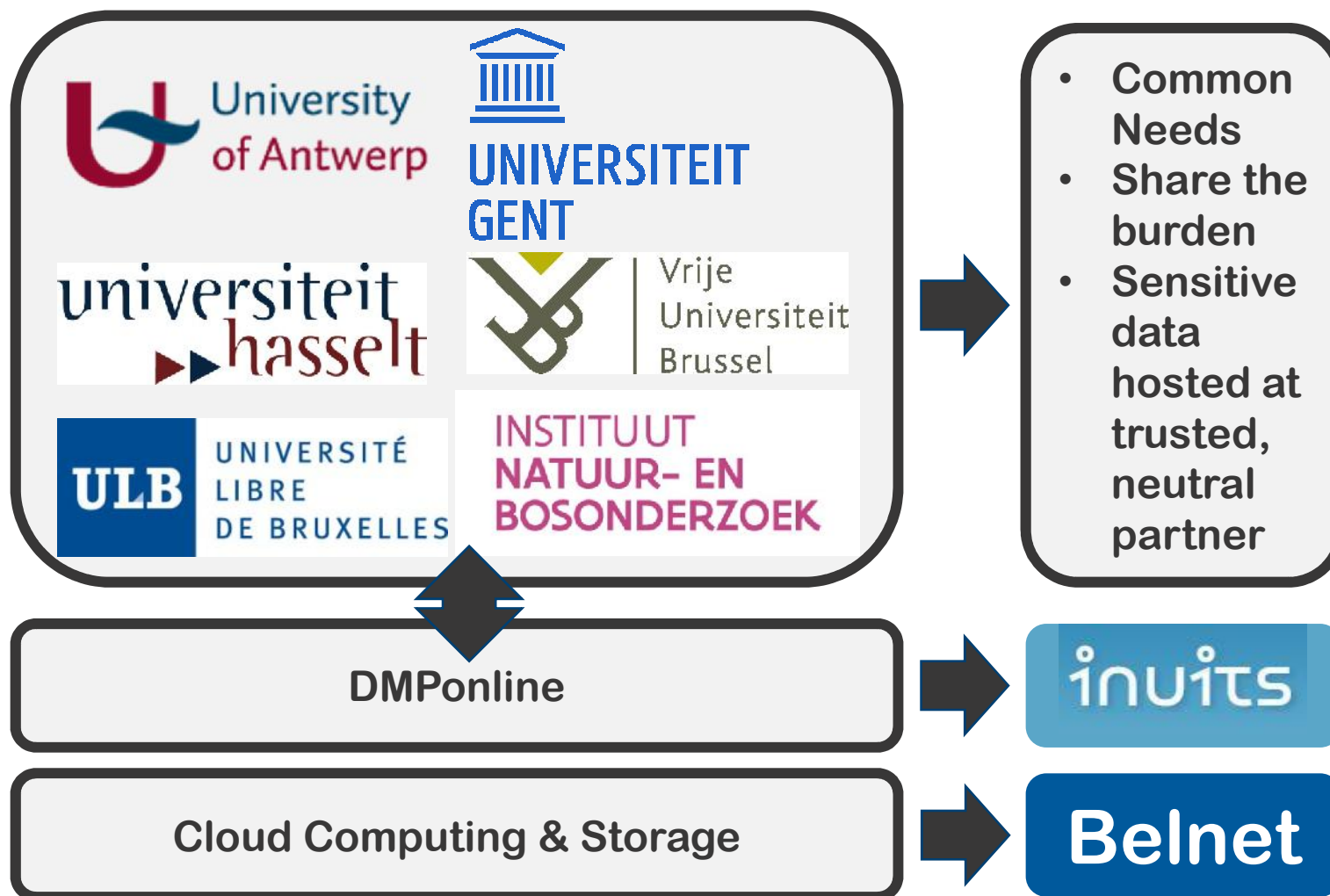
- Data Management Plans (DMPs) are **a key element of good data management**. A DMP describes the data management life cycle for the data to be collected, processed and/or generated by a Horizon 2020 project. As part of making research data **findable, accessible, interoperable** and **re-usable** (FAIR), a DMP should include information on:
 - the handling of research data during and after the end of the project
 - what data will be collected, processed and/or generated
 - which methodology and standards will be applied
 - whether data will be shared/made open access and
 - how data will be curated and preserved (including after the end of the project)

• Source: http://ec.europa.eu/research/participants/data/ref/h2020/grants_manual/hi/oa_pilot/h2020-hi-oa-data-mgt_en.pdf



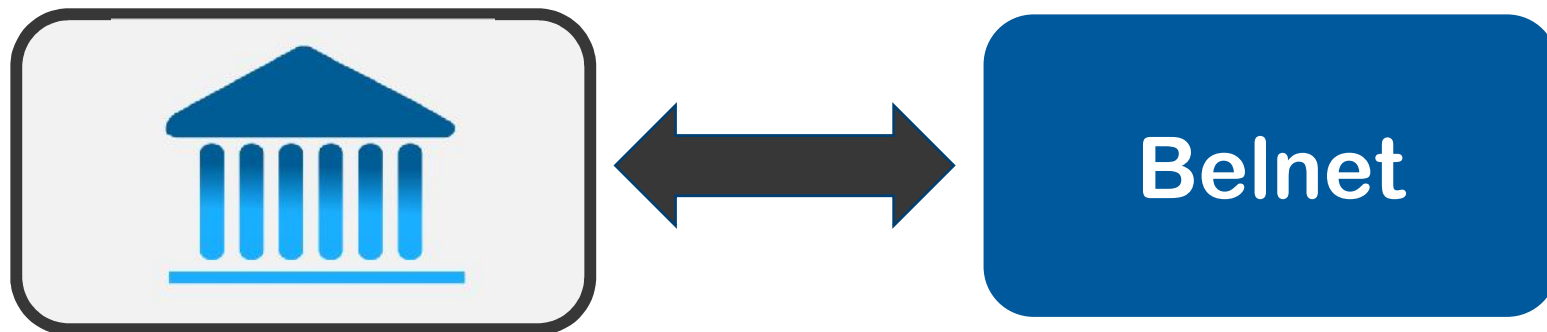
Dedicated Cloud Provider Role Example

DMPonline PoC – Why? How?



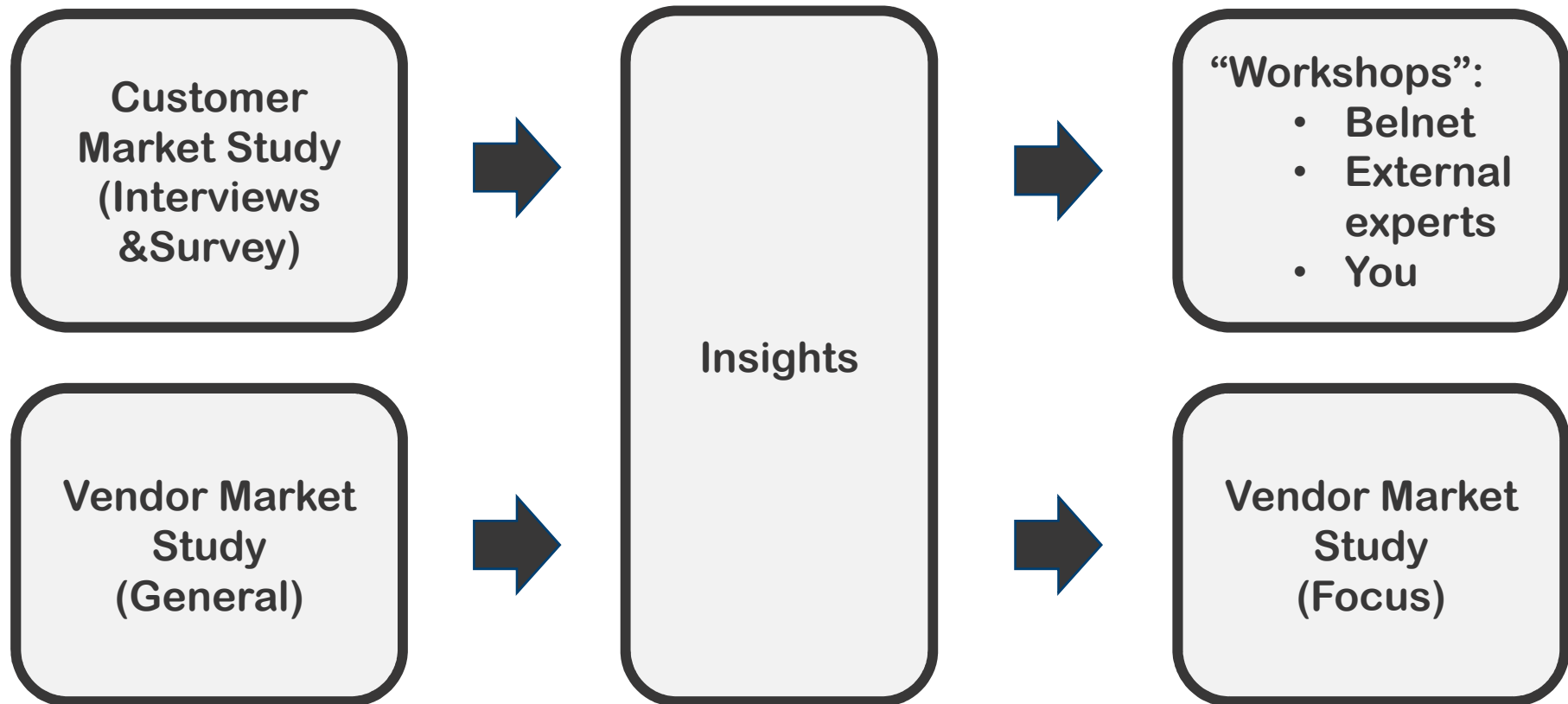
Key to success for any role

Continuous exchange of ideas & needs



SECaaS Market Study

What is SECaaS to you?



The background of the slide is a photograph of two women standing in a large, ornate museum or gallery. The woman on the left is older, with short white hair, wearing a light-colored top and white trousers. The woman on the right is younger, with long brown hair, wearing a brown sweater and dark trousers. They are both looking at each other and smiling. The background shows high ceilings with arches, a balcony with a railing, and a floor with a large, colorful mosaic tile pattern. In the top right corner, there are four small colored squares (yellow, green, blue, red) and a series of white wavy lines that flow down the right side of the slide.

Thank you
for your attention



Belnet
dedicated connectivity



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