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...
After The Hype
Doing the right things the right way

(c) Gartner 2016 Hype Cycle

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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

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**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

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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*

Belnet

MS ExpressRoute

Géant
Dedicated Cloud Provider role

Building a bespoke solution together
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)

Dedicated Cloud Provider Role Example

DMPonline PoC – Why? How?

- Common Needs
- Share the burden
- Sensitive data hosted at trusted, neutral partner

Universities involved:
- University of Antwerp
- Universiteit Gent
- Universiteit Hasselt
- ULB (Université Libre de Bruxelles)

Cloud Computing & Storage

Belnets
Key to success for any role
Continuous exchange of ideas & needs

Belnet
SECCaaS Market Study
What is SECCaaS to you?

Customer Market Study
(Interviews & Survey)

Vendor Market Study
(General)

Insights

“Workshops”:
• Belnet
• External experts
• You

Vendor Market Study
(Focus)
Thank you for your attention