

**OCRE** | Open Clouds  
for Research  
Environments



**restena**

**BECHTLE**

**IONOS**  
CLOUD

# **Restena & Bechtle**

on IONOS Cloud

11.05.2021

# Who is who?

**Wouter Breban**

Business Development  
External Sales  
*at Bechtle BE*



**Frank Schouwaerts**

Sales Development  
Public Sector  
BeNeLux / UK / IE  
*at Bechtle*



**Arthur Schneider**

Sales Development  
Public Sector  
BeNeLux / UK / IE  
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**Katharina Schmietow**

Sales Development  
Public Sector  
BeNeLux / UK / IE  
*at Bechtle*



**Xenia Sausele**

Channel Development  
Manager  
*at Ionos*



**Mario Listes**

Key Account  
Manager  
*at Ionos*



**Binjam Merhawi**

IT-Business-Architect  
*Bechtle Clouds*



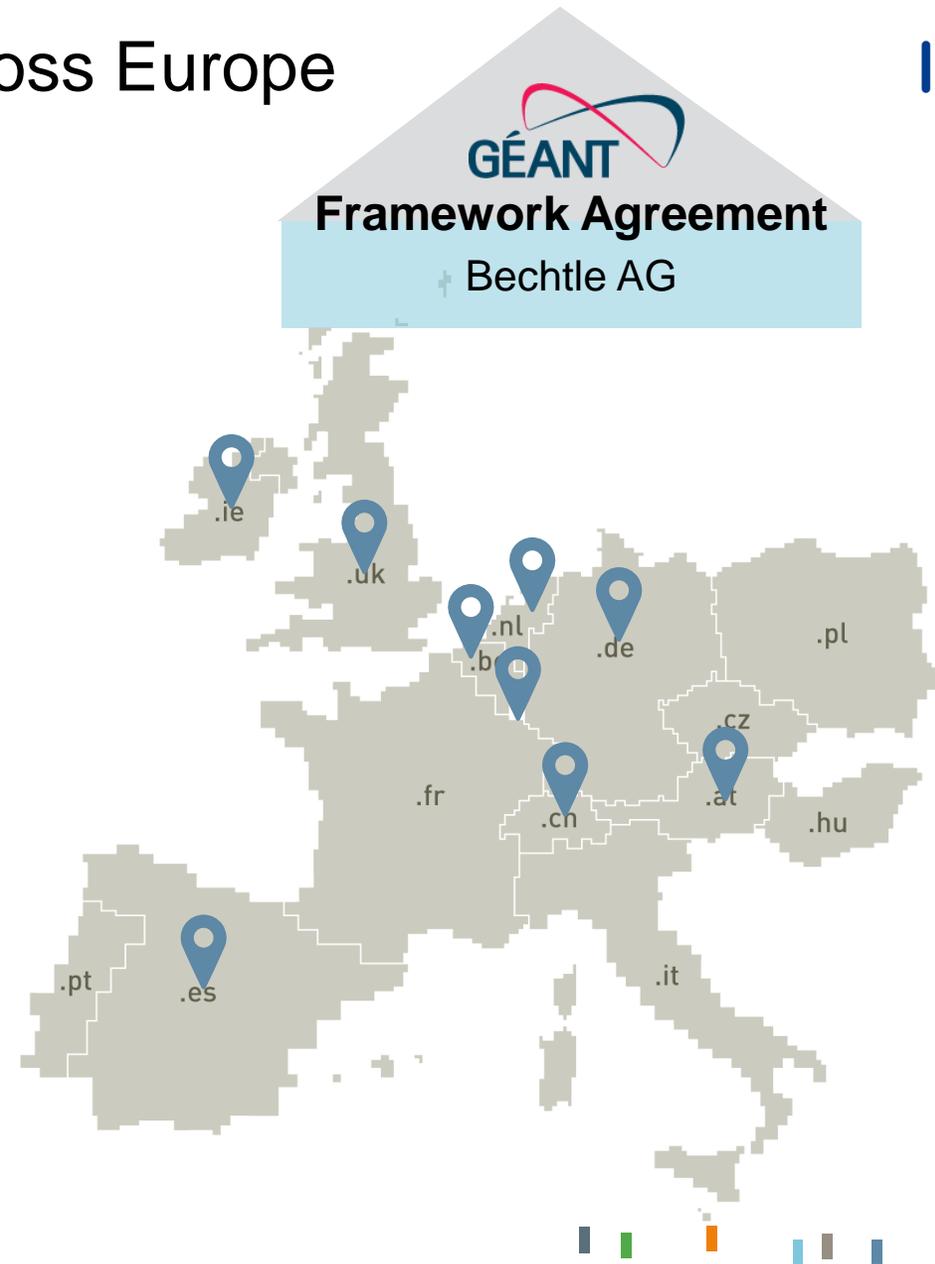
# Bechtle Group: The European Powerhouse

- Around 75 locations in Germany, Austria and Switzerland
- Vendor-neutral, comprehensive portfolio for all aspects of IT infrastructure
- Over 35 years of experience
- Represented in 14 European countries
- About 12,000 employees throughout Europe
- Financially reliable with 5,819 bn. € revenue (2020)
- Public sector business reliable with 2,2 bn.€ revenue (2020)



# Bechtle/IONOS: A strategic partnership across Europe

Countries	IONOS by T&I
Germany	
Austria	
Switzerland	
UK	
Ireland	
Spain	
Belgium	
Luxemburg	
Netherlands	



# The Bechtle/IONOS Landingpage

Landing Page OCRE Luxembourg: [Open Clouds for Research Environments \(OCRE\) | Bechtle & IONOS cloud](#)

## Discover the Bechtle IONOS cloud – Made in Germany.

Project OCRE was launched by the pan-European organisation GÉANT with the aim of accelerating cloud adoption within the European research community by establishing framework agreements so that institutions and companies across 40 European countries can start their cloud journey with minimal effort.

Find out more.

Get in touch with your questions.



Your Commercial specialist

Frank  
Schouwaerts

SEND E-MAIL (BE)

SEND E-MAIL (LUX)



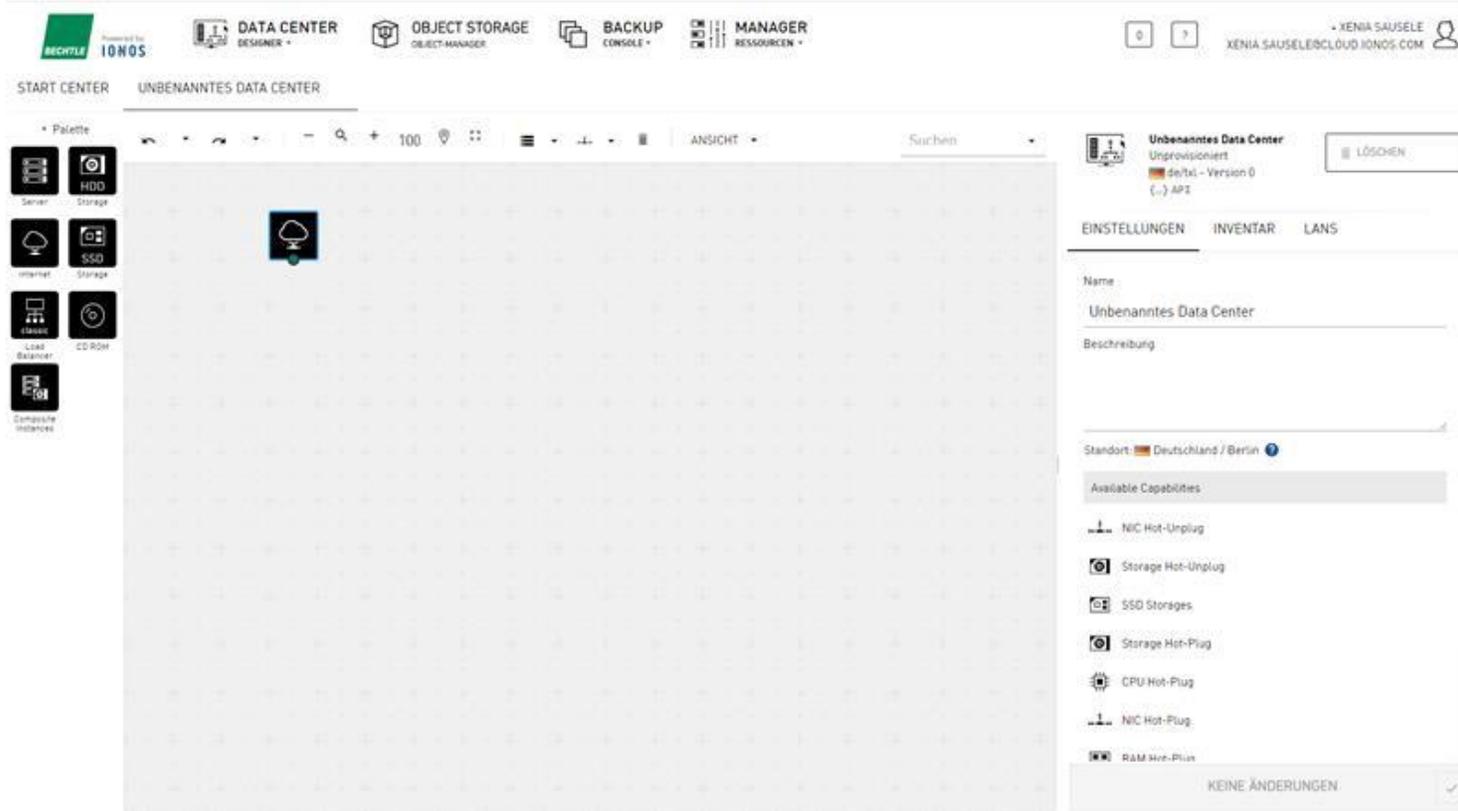
Your Solutions specialist:

Elianne Raets

SEND E-MAIL (BE)

SEND E-MAIL (LUX)

# IONOS: Easy usage due to Data Centre Designer



Ease of use with the Data Centre Designer

Competitive pricing with US Hyperscalers

WHY is IONOS with Bechtle interesting?

Accessible in Bechtle layout and all advantages of Bechtle Clouds

Compact portfolio and price table



# The European Cloud Alternative

✓ Performant

✓ Secure

✓ Easy

✓ Transparent

✓ Supportive

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**IONOS** CLOUD

# IONOS CLOUD

Compute  
Engine

S3  
Object Storage

Managed  
Kubernetes

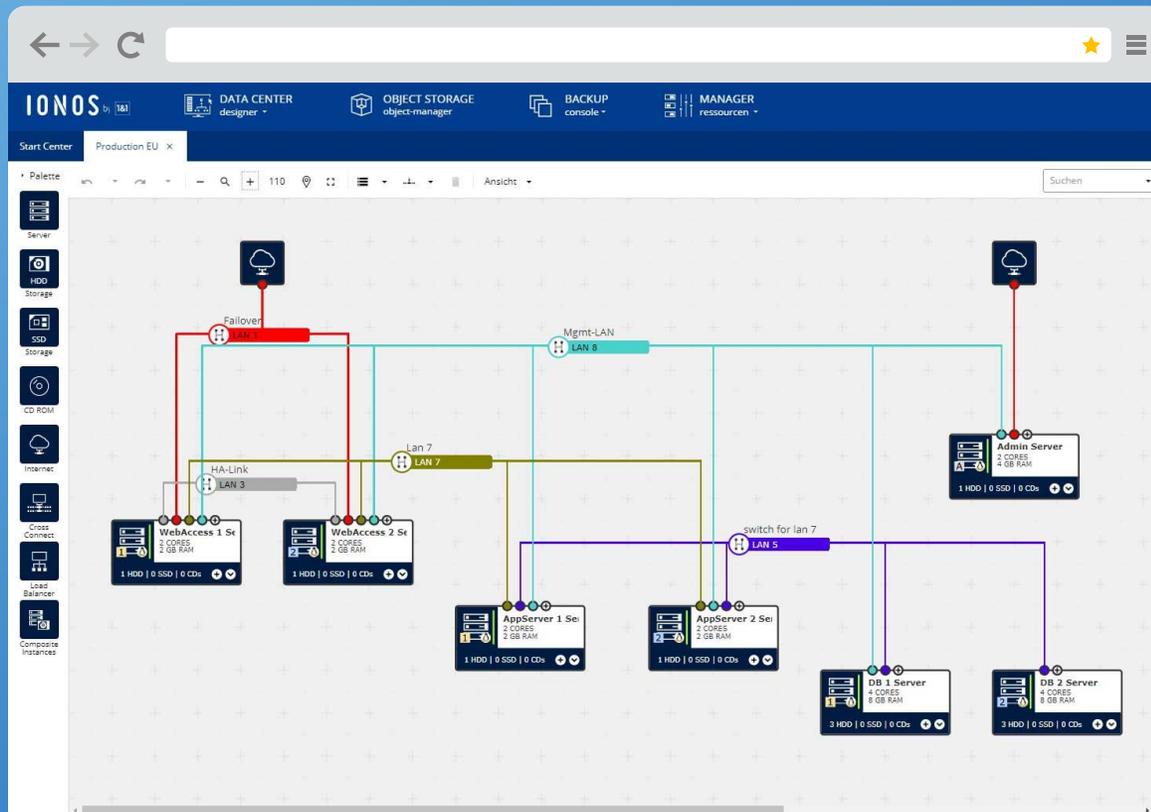
Backup  
as a Service

Private Cloud  
powered by  
VMware

Public Cloud

Private Cloud

# Patented Data Center Designer (DCD)



- Intuitive virtual data centre design via drag and drop
- Use existing architecture as a template
- Each data centre can be billed based on cost centres

Performant

Secure

Easy

Transparent

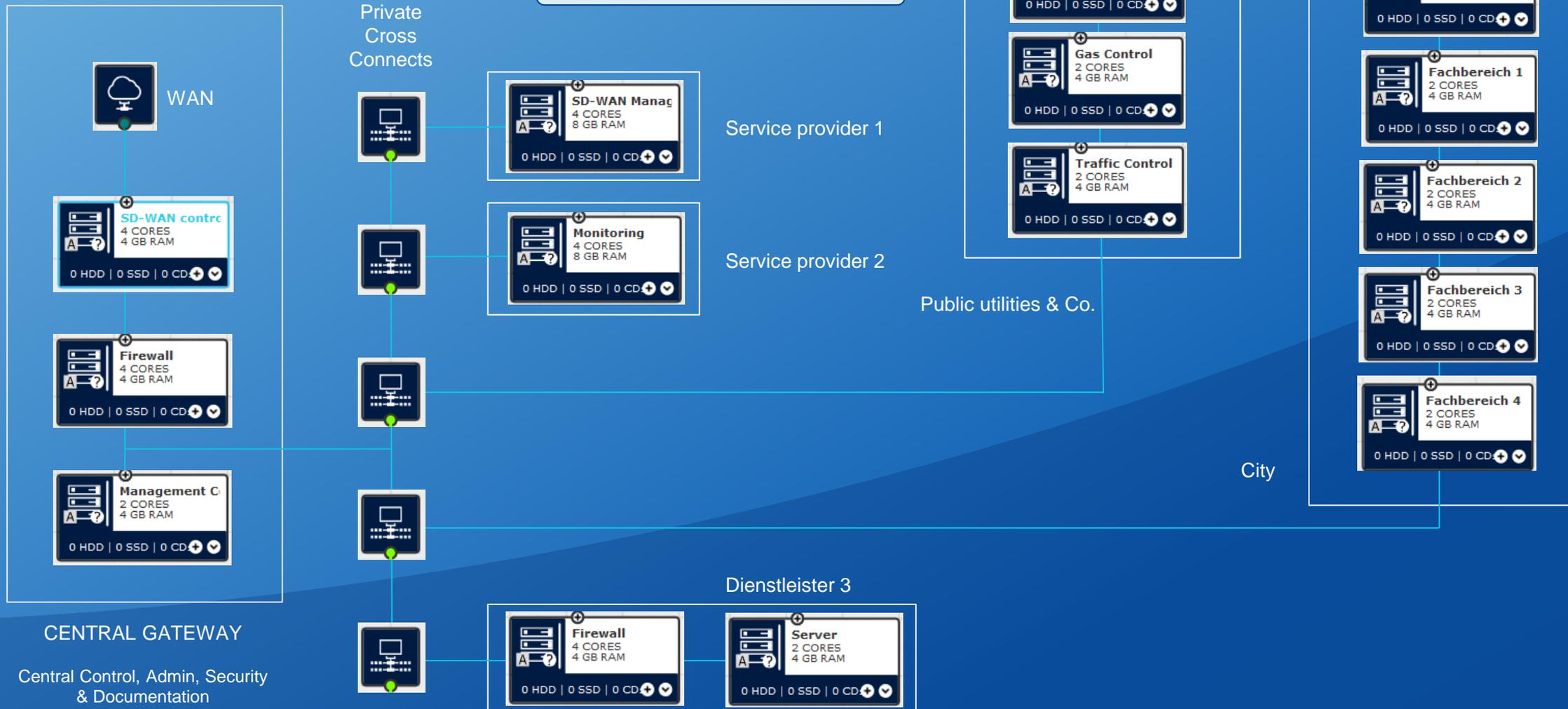
Supportive

# Smart City Usecase

Cost centre accounting

Individual rights management

No performance losses



CENTRAL GATEWAY

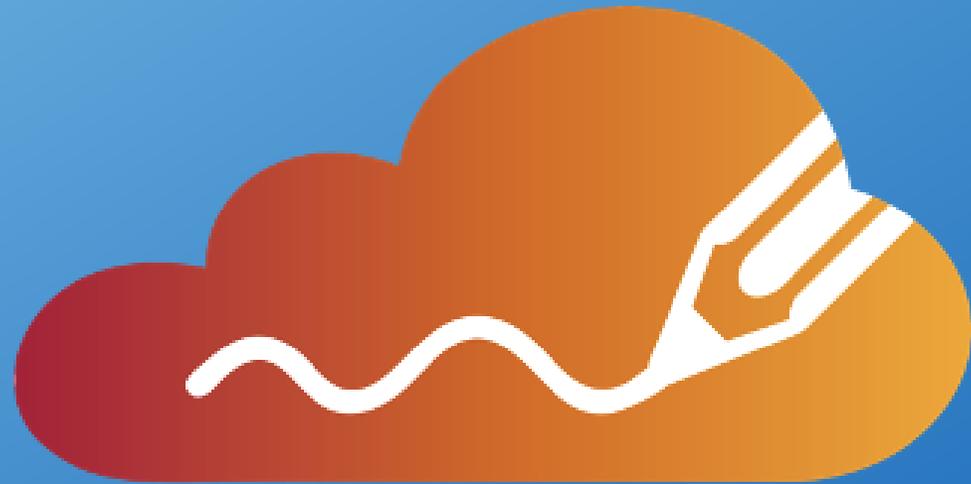
Central Control, Admin, Security & Documentation

# IONOS supports Gaia-X as strong initiative to European digital sovereignty



- IONOS is one of the day one members
- IONOS Cloud brings expertise in standardizing data formats and interfaces
- IONOS Cloud provides years of experience in operating an IaaS cloud for GAIA-X
- Already provides a GAIA-X-compliant basis for sovereign cloud computing

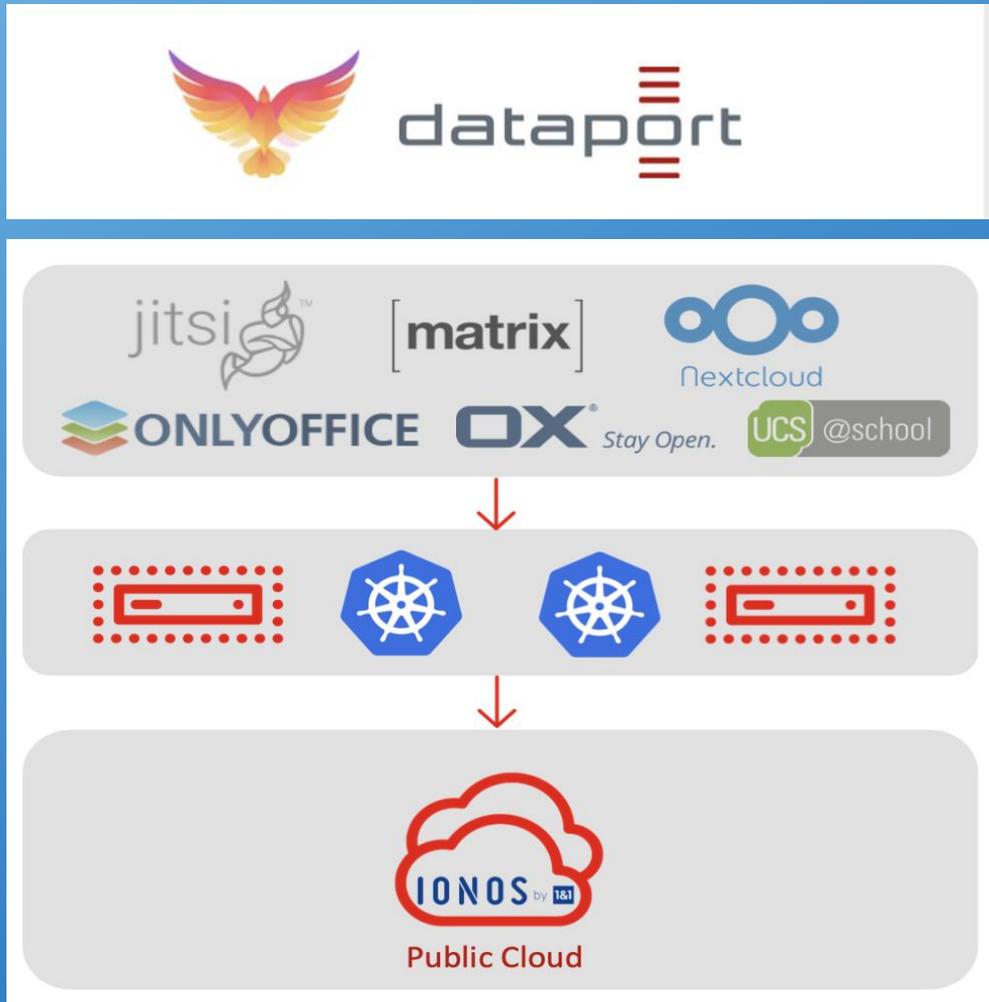
# Reference 1: IONOS provides cloud infrastructure and platform services for German “School-Cloud”



**HPI Schul-Cloud**

- Integrative education solution for “Hasso-Plattner Institut” developed by demand of German Federal Government
- Due Corona enrolled on 3.000 schools
- Open Source instead of american cloud solutions
- IONOS supports- with strong partners (includes Bechtle) - development and infrastructure services
- Complete IaaS + managed K8s + managed DBs provided by IONOS
- Video conferencing platform provided on K8s-Cluster
- Digital sovereignty supported by open stack, open source
- System live (>10.000 cores)

# Reference 2: IONOS collaborates on the digitalization of Public administration in the project Phoenix



- Web-based virtual desktop
- User friendly applications: mail, calendar, contacts, open office, chat, video conferencing, file share
- Consortium of german companies: Dataport, Bechtle, OX, Nextcloud, IONOS, Univention
- Digital sovereignty supported by open stack, open source
- IaaS and PaaS for more than 100k users provided by IONOS

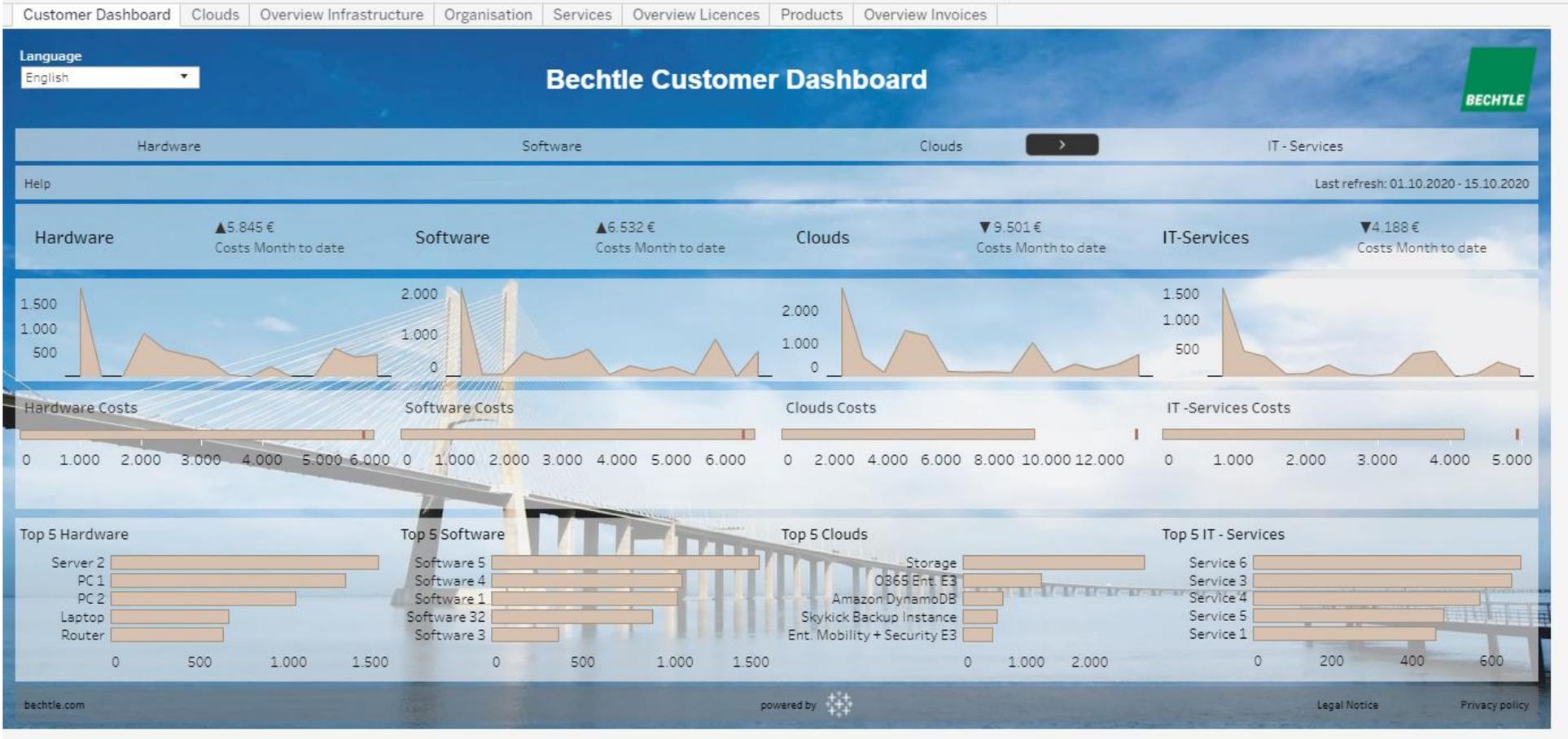
# IONOS Procurement over Bechtle



The screenshot shows the IONOS Cloud website interface. At the top, there is a navigation bar with the Bechtle logo on the left and menu items: BUSINESS, COLLABORATION, INFRASTRUCTURE, MOBILITY/SECURITY, and PRODUCTIVITY. Below the navigation bar is a search bar with the text "Search Product". A breadcrumb trail below the search bar reads: Home > Infrastructure > Ionos > IONOS Cloud. The main content area features the IONOS Cloud logo and the heading "IONOS Cloud". Below the heading is a paragraph of text: "The IONOS cloud compute engine is the modern IaaS platform with its own code stack for virtualization. Create and manage virtualization with the patented Data Center Designer your virtual data center simply by drag & drop via a graphical user interface. The Compute Engine is 'Made in Germany', 100 percent DSGVO compliant and offers maximum protection against the US CLOUD Act." Below this text is a "Show more" link with a dropdown arrow. Underneath is a "DOWNLOADS" section with a horizontal line. Below the line are three items: "Price list", "PDF", and a download icon.



# Bechtle Customer Dashboard



# Bechtle Clouds. #zukunftsstarke Facts.



- Multi Cloud Service Portal
- Self Service Portal
  - Up and downscaling licenses
  - Manage your own licenses
  - Including, adding and removing licenses
- Split costs easily between the various departments of your company
- Fully automated to save your time
- 24/7 technical support

# Q&A and possible next steps

- Tech talk (deep-dive into the IONOS solution)
- Usage demo account (30 days)
- Please join us on Menti for an interactive questionnaire:  
[www.menti.com](http://www.menti.com)

