



OCRE | Open Clouds for Research Environments

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What is OCRE for AWS?

- EU compliant Framework agreement for Education, Research and affiliates
- Contracted across 40 countries in Europe and Middle East supported by NREN in each country
- Contracts provide access to Cloud infrastructure, professional services and managed services at pre-approved pricing
- No public tender requirements





AWS for Higher Education & Research

Caroline Decalf – Luxembourg Public Sector

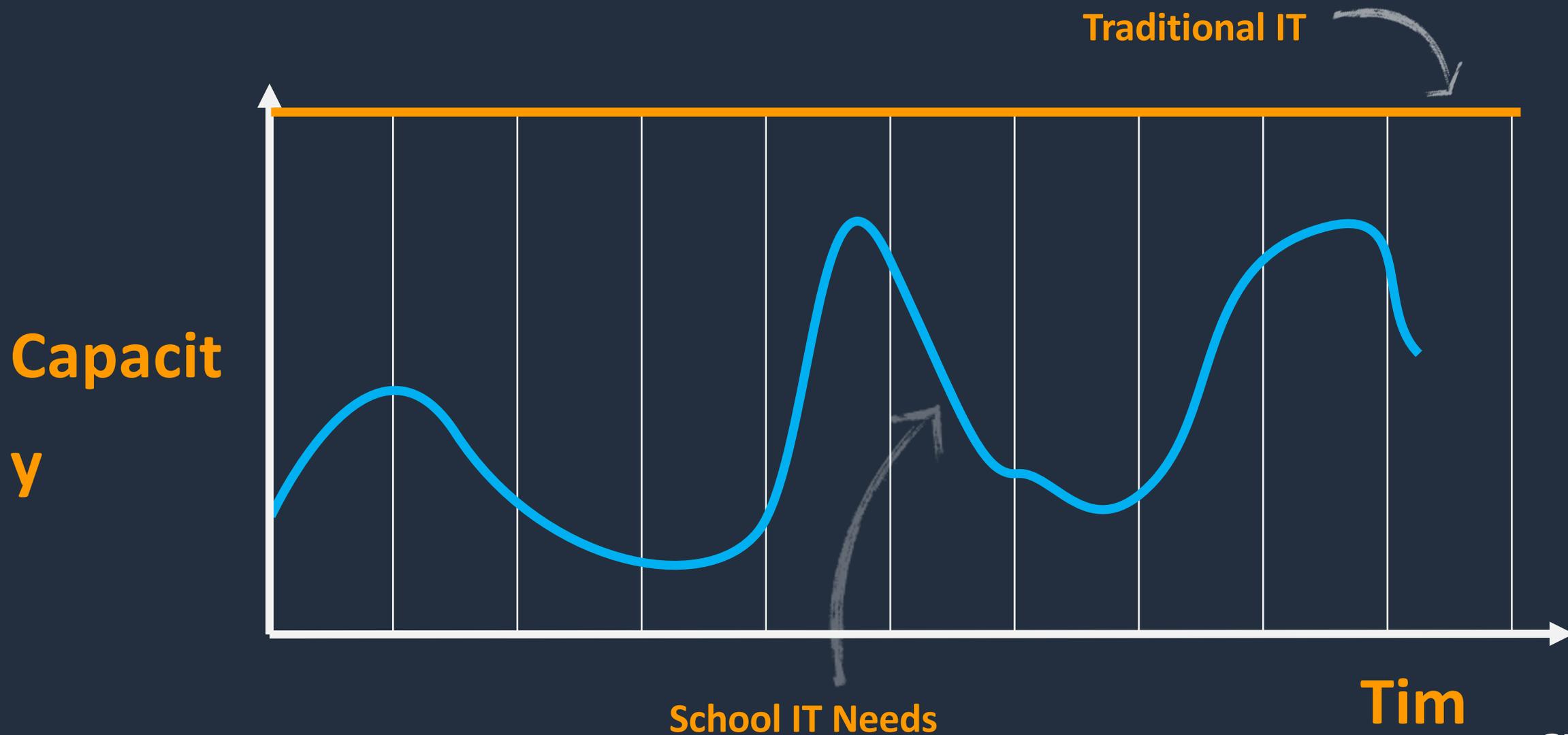
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What is cloud computing?



The on-demand delivery of IT resources over public or private networks with zero up-front costs, no long-term contracts, and pay-as-you-go pricing

Traditional IT as a fixed cost model



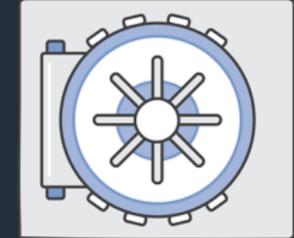
Why are EDU & Research customers adopting cloud computing?



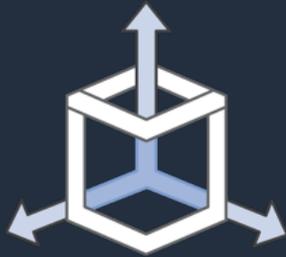
Increase Speed & Agility
Easily add or remove capacity



Time to Science
Access research
infrastructure in minutes



Secure
A collection of tools to
protect data and privacy



Scalable
Stop guessing capacity



Globally Accessible
Easily collaborate with
researchers around the world



Low Cost
Pay-as-you-go pricing

What sets AWS apart?



Security

Fine-grained control



Service Breadth & Depth; Pace of Innovation

175+ services to support any cloud workload; rapid customer driven releases



Experience

Building and managing cloud since 2006



Global Footprint

69 Availability Zones within 22 geographic regions, 216 points of presence in 84 cities across 42 countries



Pricing Philosophy

80 proactive price reductions to date



Machine Learning

More machine learning happens on AWS than anywhere else
Machine learning in the hands of every developer and data scientist



Ecosystem

Tens of thousands of partners; 7,000+ AWS Marketplace products



AWS recognized as a cloud leader for the 10th consecutive year

Gartner, Magic Quadrant for Cloud Infrastructure as a Service, Worldwide, Raj Bala, Bob Gill, Dennis Smith, David Wright, August 2020. ID G00365830. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose. The Gartner logo is a trademark and service mark of Gartner, Inc., and/or its affiliates, and is used herein with permission. All rights reserved.



AWS: education & research

Education is Transforming Like Never Before

Flexible Learning

6x

more retention online and 40-60% faster as compared with the classroom

New Assessment Models

15%

annual growth in digital assessment usage.

Employability Skills

90%

of IT decision makers report cloud skills shortages

Student Wellbeing

83%

of young people (<25 years old) in the UK say the pandemic has negatively impacted on their mental health

Internationalization of Research

189%

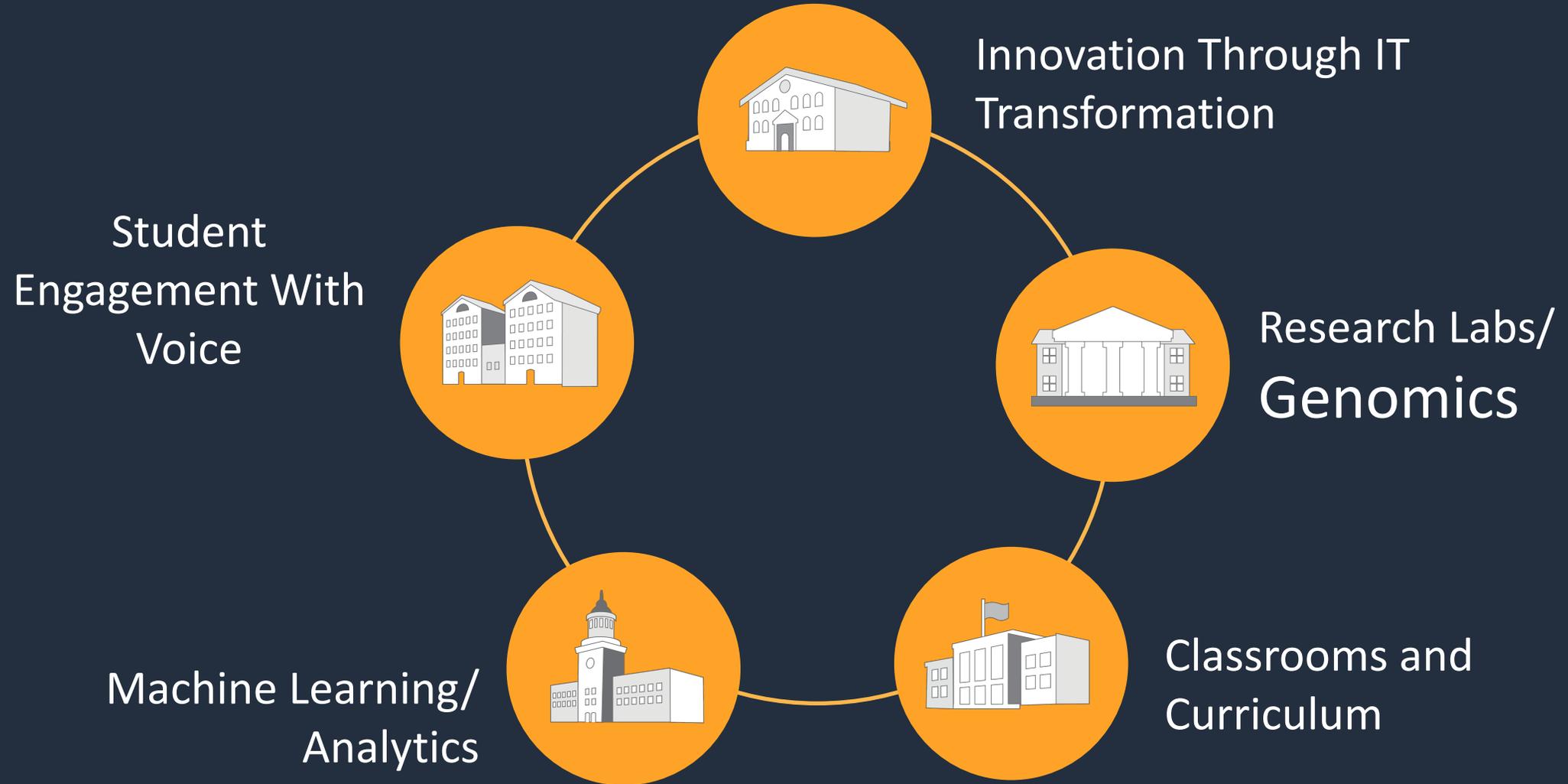
increase in EU internationally co-authored publications between 2007-2017.

Security and Privacy

8

DNS attacks suffered by education institutions on average per annum, each costing \$867,000.

Opportunities for the cloud beyond infrastructure



AWS initiatives for education & research

AWS Educate & AWS Academy

AWS Credits for Research

No-cost online AWS training pathway for researchers and research IT

Resources for researchers who want to work remotely

Education is built on AWS



University of Notre Dame

- Cloud first strategy and implementation
- 40% cost savings in annual IT operations
- 1M+ savings in data backups
- Easily scale IT infrastructure to needs





“Cloud Computing is an essential part of modern research. A streamlined operating model for using cloud services will benefit all of our research”

Patrick Grant, Pro-Vice Chancellor for Research, University of Oxford

India is establishing a **Quantum Computing Applications Lab** to support a government’s science and technology mission at a country level

Genomics England developed a platform to provide researchers with access to **genomic data** from within their highly secure environment, allowing them to collaborate and find new insights quickly on **COVID-19**

Thank you!

AWS Premier Consulting Partner

Top talent backed by recognized expertise



2,800+

AWS technical certifications worldwide



3,200+

AWS accreditations worldwide



15

AWS competencies



85+

professional certifications

Premier Consulting Partner

with expertise across 15 competencies

Migration
Data & Analytics
DevOps
Healthcare
IoT
Education
Storage

Microsoft Workloads
Oracle Workloads
Machine Learning
Industrial Software
Retail
SaaS
Financial Services
Travel & Hospitality

10+

AWS service delivery designations

Amazon CloudFront
Amazon DynamoDB
Amazon EC2 for
Windows Server
Amazon EMR
Amazon RDS
Amazon Redshift

AWS CloudFormation
AWS Database Migration
Service
AWS IoT Core
AWS Lambda
AWS Server Migration
Service

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 Technology bring to the framework?

The combined power of Rackspace Technology and AWS for Education & Research



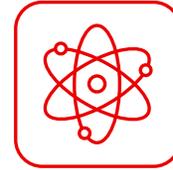
Commercial clout

- Improved commercials meaning reduction in costs
- Giving big and small clients the opportunity to be part of a large procurement structure
- Access to all AWS services (including funding programs)



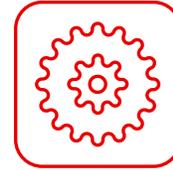
Making it easy

- If transitioning your spend from a previous supplier, Rackspace Technology can assume existing management/payer accounts (subject to validated requirement) or multiple linked/payee accounts from your existing reseller without needing to redeploy the environments running within them



Technical support

- Access to FoC presales consulting
- Access to Rackspace Technology Professional Services and Transformation Services



Operational support

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

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technologyTM