

## HEAnet – Clouds Update

**Uptake:** 35 institutions using the framework including all Ireland based Universities and Institutes of Technology are using the framework (in other words – all are large clients)

**Spend:** €1.2m spend 2017/2018 of which €900k was spent in 2018 – giving a saving to our clients in excess of €200k in 2018 – a combination of discounts and not having to run any tenders in the individual institutions.

**Solutions:** main consumption is in Azure and AWS

**Promotion:** Several workshops run over the two years (most of the activity in 2018)

- March 2017 - IaaS launch event
- January 2018 - IaaS workshop 'meet the provider'
- June 2018 - AWS training in Dublin
- September 2018 - AWS and Azure training in Utrecht

**Savings:** Egress waiver of up to 15% of your bill, e.g. on a calendar month bill of €1000 less €140 egress (15% discount) total bill would be €860  
(There are also discounts for storage, compute and networking available through the framework)