

Clouds update

GÉANT IaaS, Videoconferencing and File Sync & Share Frameworks

Maria Ristkok, Lars Fuglevaag

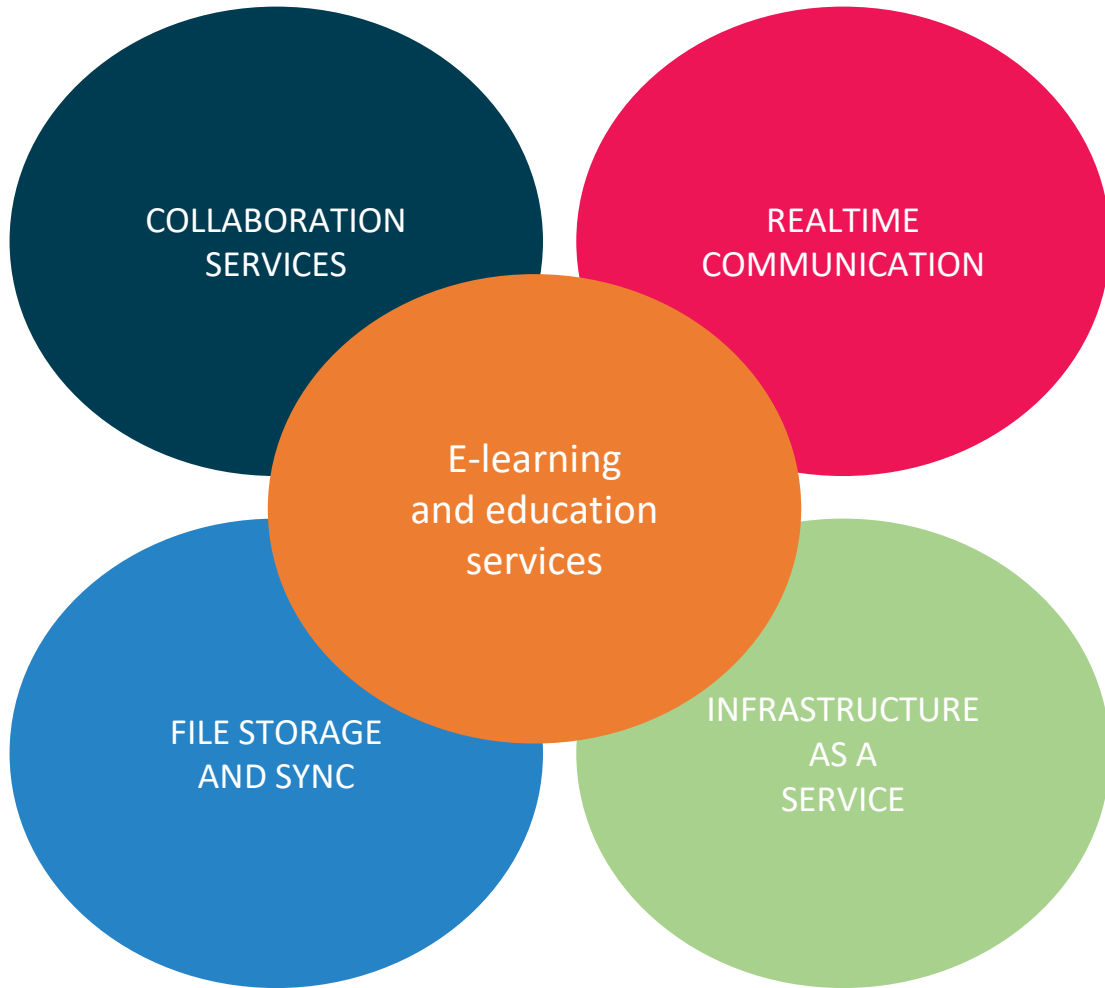
GÉANT Cloud Team



SIG-Marcomms meetings, Helsinki

14 March 2017

GÉANT Cloud collaboration



GÉANT membership

NATIONAL MEMBERS
1 per country

REPRESENTATIVE MEMBER
NORDUnet*

ASSOCIATES

- ADVA Optical Networking
- Alcatel-Lucent
- Ciena Corporation
- CERN
- Cisco Systems
- *CSC (Finland)
- *DeIC (Denmark)
- ECI Telecom GmbH
- EMBL
- European Space Agency
- Level 3 Communications
- ownCloud
- *Rhnet (Iceland)
- *SUNET (Sweden)
- Tata Communications
- *UNINETT (Norway)

GÉANT Cloud Activity Outcomes



Benefits of the IaaS framework agreements

- Procurement compliant in EU & EEA
- Legal compliance (EU data protection law)
- Institutional - supplier call off contracts under local law
- Invoice billing, no credit card needed
- Aggregate use discounts (10,000 institutions)
- Mandatory SAML support (some eduGAIN)
- Direct peering with GÉANT network

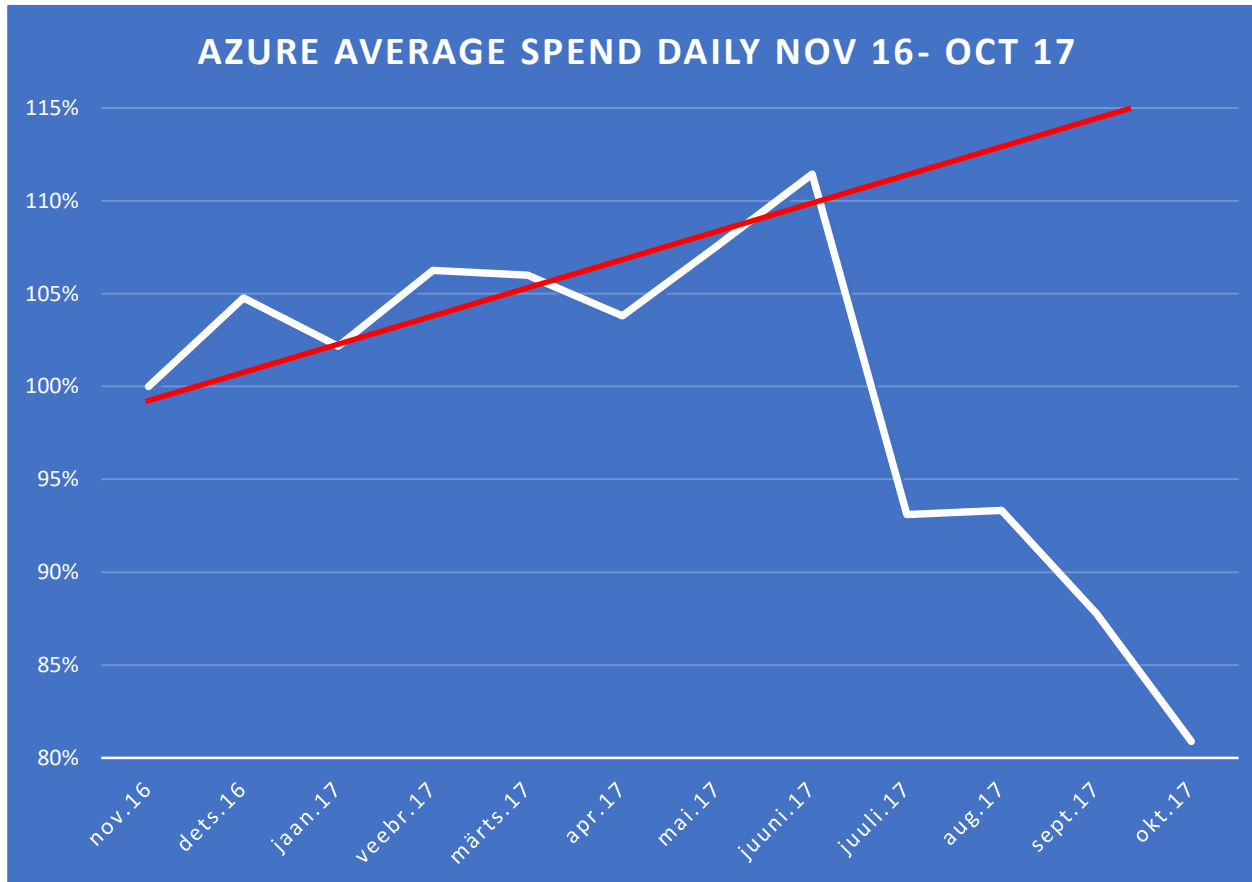
The NRENs and their Institutions that are part of this tender can use its outcomes without additional procurement required

There is no obligation whatsoever on the Customers to purchase, and they are entitled to run their own procurement to purchase any products covered within this contract

Quality & Qualifications institute (QQI) in Ireland achieves substantial savings with GÉANT Cloud Framework



Average daily spend Nov 2016 – Oct 2017



33% cost reduction

after QQI worked with the Irish NREN, HEAnet, to transfer their Microsoft Azure workloads to the GÉANT framework agreement,

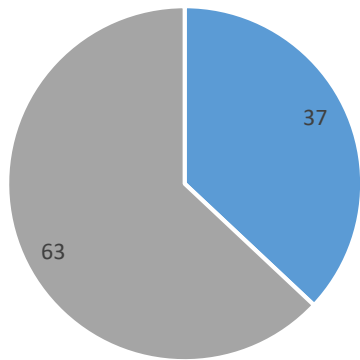
from July 2017 onwards

Goal at the end of 2018

- Every NREN, that is part of the IaaS tender, has
 - A cloud manager / team in place
 - Signed the Service Commencement Forms (SCFs)
 - Informed their institutions about the availability and benefits of the IaaS portfolio
 - Established a national cloud community, with institutional cloud managers, a associated communication channels:
 - An e-mail list
 - A cloud website
 - Face to face meetings; cloud events
- In every country, institutional consumption is happening.

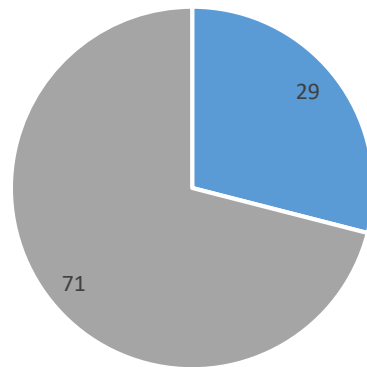
Adoption in Figures by March 2018

NRENs & SCFs %



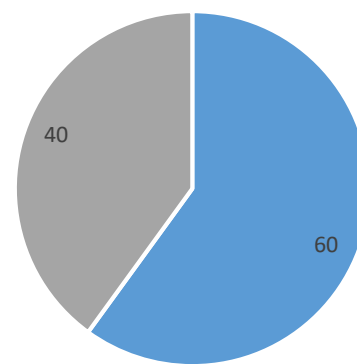
■ Signed ■ Not signed

Consumption in %



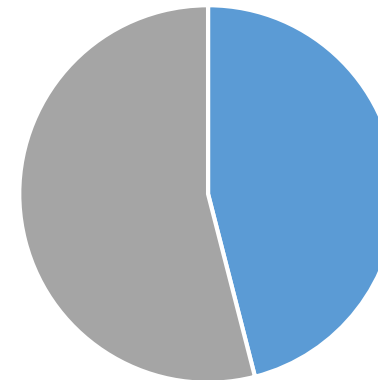
■ Usage ■ No usage

6MM Applied %



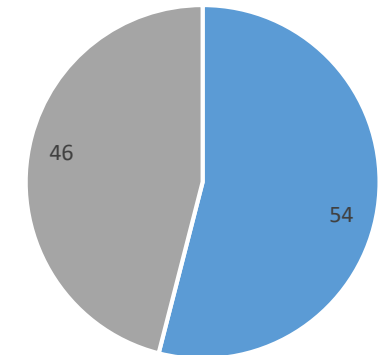
■ Using ■ Not using

Local event organised



■ Yes ■ No

Weekly Forum Attendance



■ Yes ■ No



More than half the countries sharing the FW information with their national communities

- Organising national events
- Creating national cloud website
- Newsletters and informative emails on clouds
- Attending the weekly GÉANT IaaS VC Forum

On the picture: most potential countries for the IaaS FW adoption are green

User events

- local workshop, information day, conference, webinar

Marketing material

- Newsletter, use cases, best practices, articles, fliers, handbooks and guidance for tools

Electronic channels

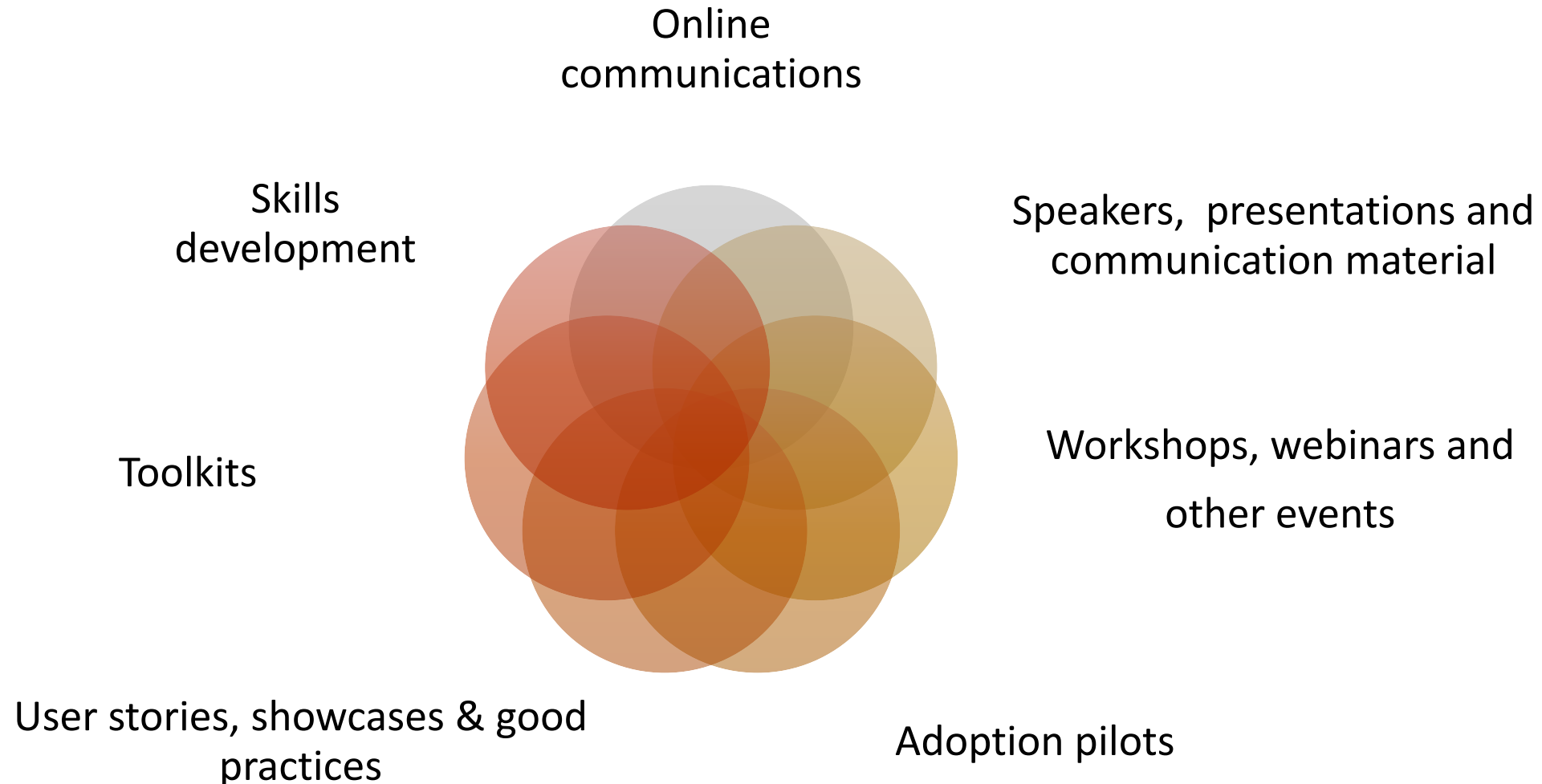
- Mailing lists, website and user portal

Support from Suppliers

- Events: technical workshops and trainings, webinars, presentations at conferences
- Whitepapers
- Test accounts

Support from GÉANT Clouds Team

Support from the GÉANT Cloud Team



NREN cloud support

- Established a community of NREN cloud managers: ca 140 persons
- Active e-mail list (94), newsletter (196 subscribers)
- Weekly “Cloud Forum” video conferences
- IaaS launch event for NRENs and suppliers
- Face to face workshops on cloud service delivery
- Contract repository
- Supplier sessions
- Online supplier comparison
- GÉANT Funding – 6 months for Manpower
- 2-minute cloud videos to introduce IaaS portfolio
- National cloud events and community interaction
- Comms material (slides, articles, fliers)



GÉANT Community Clouds website



GÉANT clouds website, to better reflect the GÉANT cloud service delivery capabilities

Newsfeed & Cloud events

Cloud catalogue & IaaS Service Matrix

User stories

Maps for contacts

Guidelines

Contracts Repository

Chatbot (*in process*)

“Button” integration for all relevant information per country (*in process*)

GÉANT Cloud Services
CONNECTING RESEARCH AND EDUCATION TO THE CLOUD

What We Do | Cloud Services | NREN support | Vendor support | Resources | News & Events

Cloud Services for Institutions

Find out how cloud services can support R&E institutions across Europe

[Find out More](#)

NREN Cloud Catalogue – Helping NRENs find and use cloud services

Find the best services for you and your users with our cloud catalogue.

Support and Resources for NRENs

GÉANT have developed a range of support cloud adoption

Cloud News

- Infrastructure as a Service – Delivering services to Europe's NRENs**
[Read more.](#)
- GÉANT with Microsoft connectivity agreement**
[Read more.](#)

Microsoft Azure Resellers

Microsoft Azure is a cloud computing service for building, testing, deploying, and managing applications and services through a global network of Microsoft-managed data centers. Azure enables educational institutions and researchers focus on what they do best by enabling and maintaining computing infrastructure.

10 resellers across EMEA are offering Research and Education institutions support for Microsoft Azure through the GÉANT IaaS Framework.

To find participating resellers in your country use the interactive map below.

Reseller	Count
ATEA	22
Axians	1
CACTUS	1
Comparex	22
Dom Daniel	1
InfoSoft	1
MicroMail	19
Nextsense	1
Software One	16
SPAN	2

GÉANT welcomes Amazon Web Services as cloud provider for research and education

Cambridge, UK | May 24 2017

GÉANT Cloud Catalogue expands range of services for Europe's diverse research and education community

GÉANT, Europe's leading collaboration on e-infrastructure and services for research and education, has added Amazon Web Services (AWS) to its innovative Cloud Catalogue. Research and education institutions in 28 countries across Europe can now run their compute, storage, and network workloads in the AWS cloud, with procurement, contracting, and integration taken care of by GÉANT and its National Research and Education Network (NREN) partners. This means that research and education institutes that are already part of the GÉANT community can use AWS technologies without undergoing any additional procurement or tender procedures.

Steve Cotter, GÉANT Chief Executive Officer said of the announcement, "We are delighted to welcome Amazon Web Services to the GÉANT Cloud Catalogue, further expanding the range of leading cloud services that our NREN partners can bring to their customers. We expect the Cloud Catalogue to deliver real benefit to millions of users across the European research and education communities."

"We are excited to now be part of the GÉANT Cloud Catalogue and to see the possibilities that flexible, scalable, secure, and reliable cloud services bring to the education and research community of Europe," said **Max Peterson, Head of EMEA Public Sector, Amazon Web Services.** "Students, educators, and researchers are key drivers of technological innovation and the backbone of modern economies. We look forward to helping the European research community use AWS technologies to further invent and advance scientific discovery."

Following a highly competitive and successful pan-European IaaS tender, carried out by GÉANT and 36 NRENs, AWS cloud services will be offered via the GÉANT Cloud Catalogue through resellers Arcus, Comparex, and Telecom Italia.

10 minutes for discussion No 1:

- Find 3 top objections / questions that institutions (and your colleagues) may have against cloud services

Exchange the lists!

15 minutes for breakout discussion No 2:

Find the answers and solutions to the questions /objections

Feedback on the results for each group

List of problems and challenges

that NRENs brought out at the GÉANT Symposium in Budapest (2017)



Lack of resources: communications, finding a clouds expert

Decision making is complicated: role, procedures, NREN vs commercial cloud

Understanding: FW offerings, pricing, unique selling point, clouds

Changing practices: services become charged, governmental procurement used

Availability of a provider or a service in the FW

Reseller conflicts

- Special deal with a provider outside the FW
- Different resellers used via FW than before outside the FW



JOINT EFFORTS PAY OFF

<https://clouds.geant.org>

clouds@geant.org