Adoption of the OCRE framework in Portugal

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Agenda

What is the OCRE Framework?

Who is Rackspace Technology?

What is the Rackspace Technology value of OCRE?

What can you buy through OCRE via Rackspace?

How do you get started?

Onboarding process

Q&A

What is OCRE?

EU compliant Framework agreement for Education, Research and affiliates

- Contracted across 39 countries in Europe and Middle East supported by NREN in each country

- Cloud providers awarded contracts on a per country basis
    - For Belgium and 38 other countries, Rackspace has been selected as being the partner for AWS

- Contracts under the OCRE framework provide members of Belnet access to Cloud infrastructure, PS and MS at pre-approved pricing

- Rackspace has been awarded AWS in all countries except UK

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AWS Premier Consulting Partner

aws

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	Microsoft Workloads
Data & Analytics	Oracle Workloads
DevOps	Machine Learning
Healthcare	Industrial Software
IoT	Retail
Education	SaaS
Storage	Financial Services
	Travel & Hospitality

10+
AWS service delivery designations

Amazon CloudFront	AWS CloudFormation
Amazon DynamoDB	AWS Database Migration
Amazon EC2 for	Service
Windows Server	AWS IoT Core
Amazon EMR	AWS Lambda
Amazon RDS	AWS Server Migration
Amazon Redshift	Service

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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.***
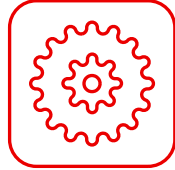
Andy Jassy, AWS CEO

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What does Rackspace Technology bring to the framework?

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

Commercial benefit

Free 24/7 support

Free access to CloudHealth

Access to free AWS education

- All organisations joining the framework in Portugal get a 6% discount on their complete AWS bill. (AWS list pricing) Giving big and small institutes the opportunity to be part of a large procurement

- Customers better off in the Framework than solo (better commercials than solo EDP)
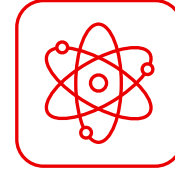
- Still Access all funding programs / PoC / PoV etc

- By joining the framework your organisation will instantly receive 24/7 guidance level support from Rackspace.

- On top of this Rackspace will provide quarterly Well architected reviews against AWS best practises

- By joining the framework, your organisation will receive access to industry leading tool CloudHealth by VMware

- This tool will help your organisation optimize your cloud spend by providing you with detailed insights, setting budgets, rightsizing recommendations, alerts, tagging and many more

- When joining the framework, a Rackspace FinOps expert will work with you to set up this tool for your organisation and set you up for success

- AWS will provide all OCRE consortium members with free access to 500+ free of charge online courses such as Cloud practitioner fundamentals

- To complement this, AWS will also provide 1 day essentials courses delivered by an AWS accredited instructor.

- These courses can be tailored to business and technical audiences.

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How do you get started?

- If we already have an AWS account?

- If you are already on the previous OCRE framework with another partner

- If you don't already have an AWS account? (Géant will cover this)

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The onboarding process – Optimizer+

CTA and Service Order

STEP 1
Introduction and alignment

STEP 2
Account design

STEP 3
Onboarding call

STEP 4
RXT portal walkthrough

STEP 5
CloudHealth walkthrough

AWS on OCRE in 2021 and beyond

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The onboarding process – Optimizer+

CTA and Service Order

| STEP 1 Introduction and alignment | STEP 2 Account design | STEP 3 Onboarding call | STEP 4 RXT portal walkthrough | STEP 5 CloudHealth walkthrough | AWS on OCRE 2021 and beyond |

	STEP 1	STEP 2	STEP 3
What	• Meet the Rackspace Technology team • Get a further understanding of the OCRE framework • Discuss the project requirements at a high level • Agree on the next steps and timeline	Account design including: • AWS account structure • AWS services used • Security and IAM • Rackspace Technology Account design • Billing design	Onboarding call: • Technical onboarding • Optimizer+ introduction
Who	All those interesting in using AWS via OCRE	• Technical • Project owners	Account credential holder (with MFA) and technical
How long	30 to 45 minutes	30 to 60 minutes *	From 30 minutes *
Outcome	• Begin the CTA process • Start supplier registration • Agree Call off Contract and Service Order process	• Account design summary • Where requested, Rackspace Managed and/or Professional Services proposal	• Onboard with Rackspace Technology and starting to achieve the OCRE benefits • Schedule first Well Architected Review

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* Depending on number of accounts and design complexity, this may be extended

The onboarding process – Optimizer+

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CTA and Service Order
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| STEP 1 Introduction and alignment | STEP 2 Account design | STEP 3 Onboarding call | STEP 4 RXT portal walkthrough | STEP 5 CloudHealth walkthrough | AWS on OCRE 2021 and beyond |

	STEP 4	STEP 5	STEP 6
What	Walkthrough for anyone using the Rackspace Technology portal to raise tickets, access CloudHealth, manage users/permissions and view billing data	• Based on data specific to your account, receive an introduction to CloudHealth • Complete an initial cost review of your account • Where identified, specific recommendations may be made during this call	• Enjoy the benefits of AWS via OCRE • Drive innovation into your organisation • Contact Rackspace Technology when required for best practice advice and guidance, cost and Well Architected Reviews
Who	Anyone needing to use the Rackspace Technology portal (technical, project owners, finance etc.)	Anyone who will use CloudHealth (technical, project owners, finance etc.)	
How long	30 minutes	60 minutes	
Outcome	Successful access of the Rackspace Technology portal by your team	• Successful access of the CloudHealth portal by your team • Cost saving recommendations (where applicable)	The acceleration of your innovation journey on AWS

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Thank you!

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