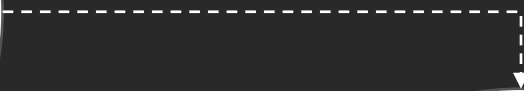




ATEA – YOUR STRATEGIC PARTNER FOR MICROSOFT EDUCATION

INTRODUCING...

ATEA



TP2B

The Place to Be

1st

largest in Nordic region

2nd

largest in Europe

18%

share of market

+6,900

full-time employees

+4,000

service consultants

+7,500

technology certifications

27,500

customers public & private

+90

offices

+130

countries delivered to

31,2

NOK billion revenue

**WE BUILD
THE FUTURE
WITH IT.**

BACKGROUND IN MICROSOFT CLOUD OFFICE 365 AND AZURE

One of 7 first
syndication partners in
the world

Office 365 Service
Desk from 2011

Experienced in both
custom development
and products in Azure

Microsoft Partner of
the Year 2016 Cloud
Productivity

Azure Expert
Center model
since 2014



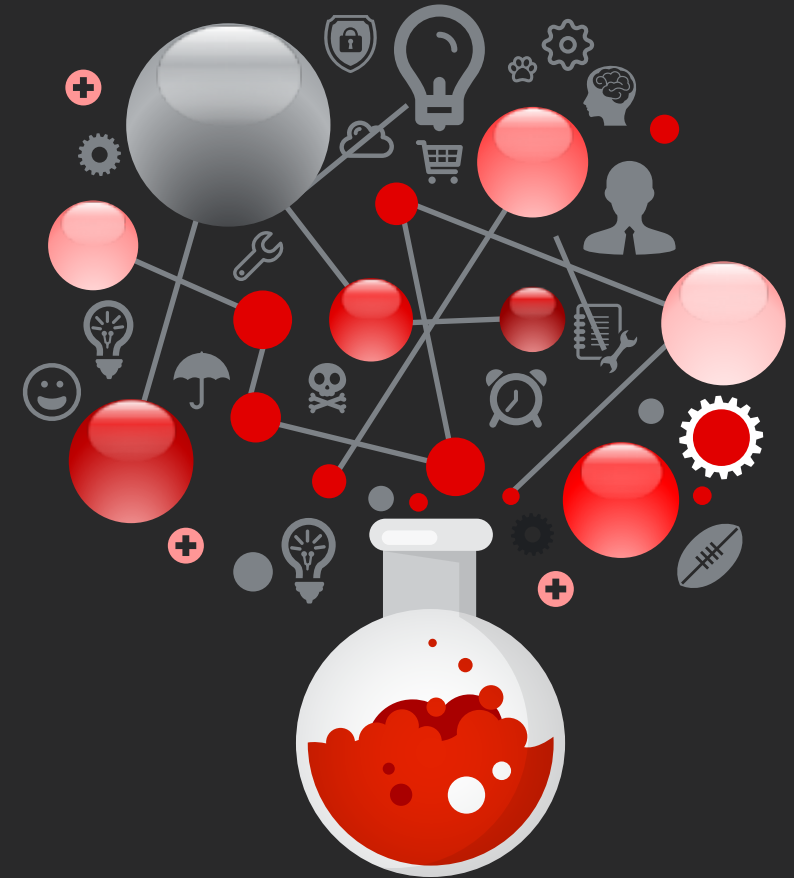
AZURE

POWERFUL TOOL FOR RESEARCH AND EDUCATION

AZURE FOR RESEARCH AND EDUCATION

Microsoft provides a number of programs to meet the needs of academic institutions.

- Virtual Machines: Run Windows or Linux VMs in the cloud
- Mobile Services: Includes features that accelerate the development of mobile applications
- Media Services: Create, manage, or distribute media
- Cloud Services: build or extend existing enterprise applications. Scale up or scale down seasonal WEB applications
- Big Data: Process enormous amounts of data



AZURE FOR RESEARCH AND EDUCATION

Features for academic institutions to make the most of your infrastructure

PAAS/SAAS:

Predictive analytics; disaster recovery and 360-degree data insights.

AGILITY:

On-demand with no queuing; high throughput computing to get results faster; and the ability to use it as overflow from on premise HPC clusters.

FLEXIBILITY:

Use VMs to match the job you need done exactly, multi-core, fast CPU with big memory, and be the administrator on your own machine.

HYBRID:

Single dashboard monitoring; connectivity to apps and devices across public and private cloud; and both cloud and on premise backup solutions

IDENTITY:

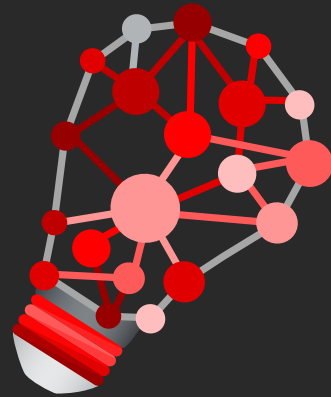
Single sign-on; rights management.

SCALABILITY:

Massively scalable with no upfront investment .

AZURE FOR RESEARCH AND EDUCATION

USE AZURE TO HOST APPLICATIONS AND DATA FOR THE TASK OF TEACHING STUDENTS



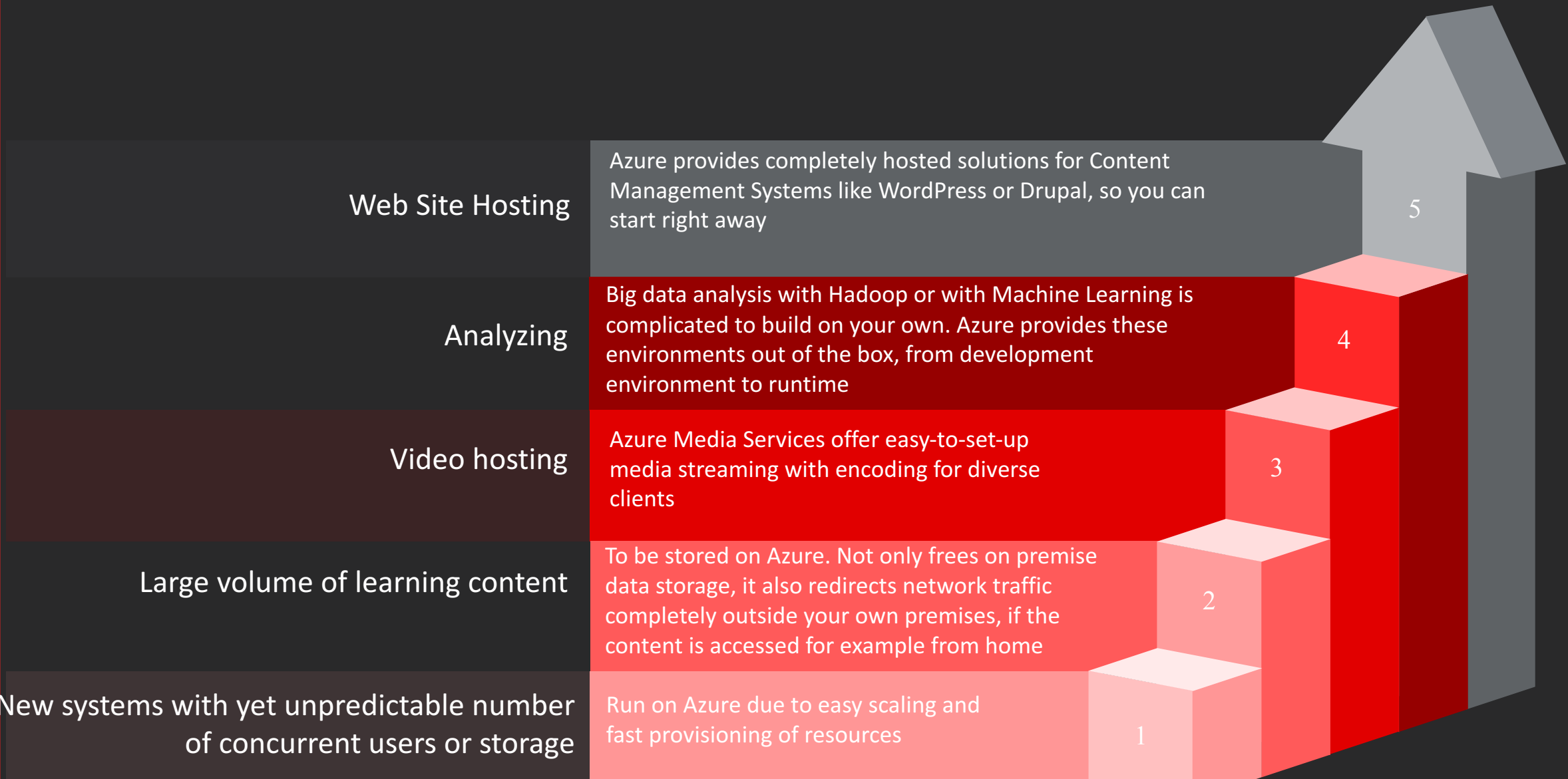
- Learning Content Storage (incl. videos)
- Faculty or School Web Site Hosting
- Electronic Assessments
- Learning Management Systems
- Learning Performance analysis

IMPLEMENT PROCESSES OUTSIDE OF LEARNING AND TEACHING

- CRM and ERP systems
- Transportation
- Student Registration System
- Marketing Campaign Systems
- Food services
- Facility management
- Hosting of Web applications for scientific conferences or other event



HOW AZURE CAN BE USED?

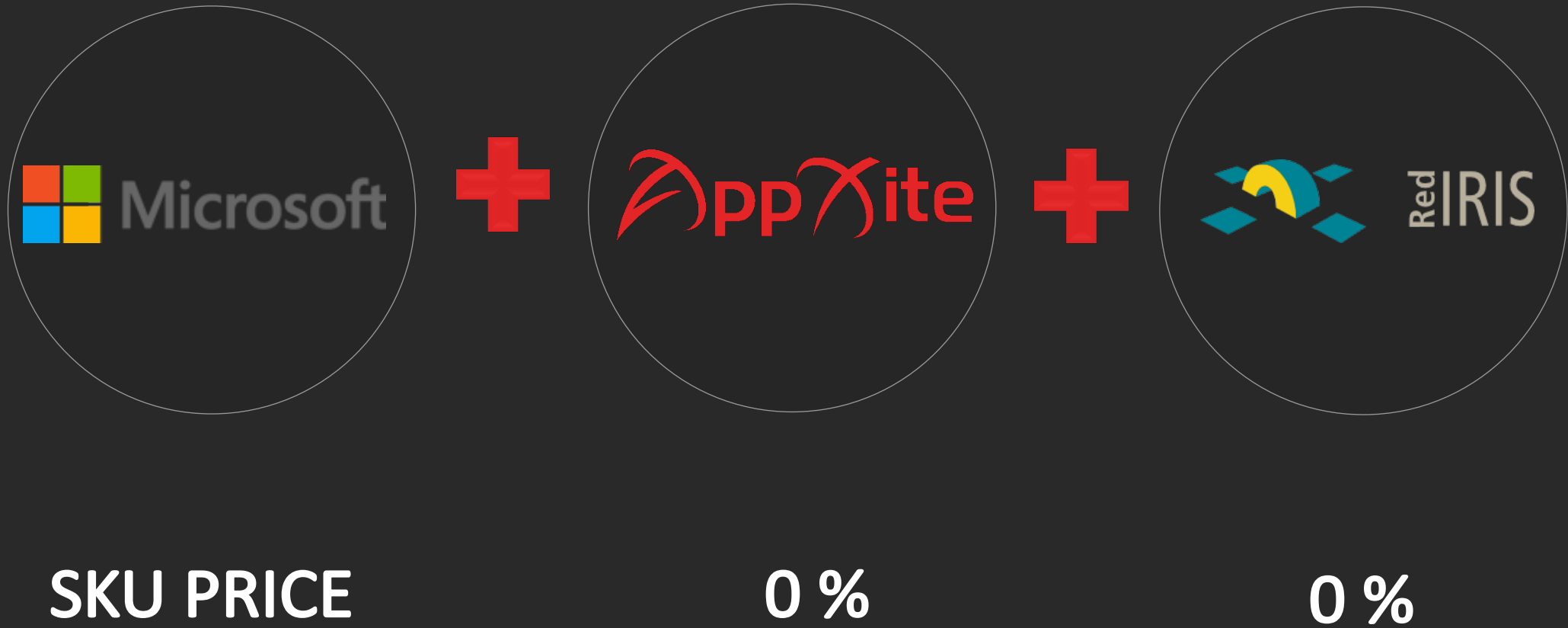




THE GEANT IAAS FRAMEWORK

PRICING

3 main factors influencing end-price are:



TAKING THE JOURNEY FROM TRANSACTIONAL TO SUBSCRIPTIONAL BASED BUSINESS MODEL

FROM:



TO:



GEANT IAAS ACCELERATION SERVICES

We provide a Full Turnkey Solution for RedIRIS members



*including ISV resellers

GÉANT IAAS FRAMEWORK ENABLEMENT

Turnkey solution for RedIRIS members

Support Services

- Onboarding Services
- Azure Support Services
- Enablement and Billing Services
- Migration Assistance
- Architecture Design



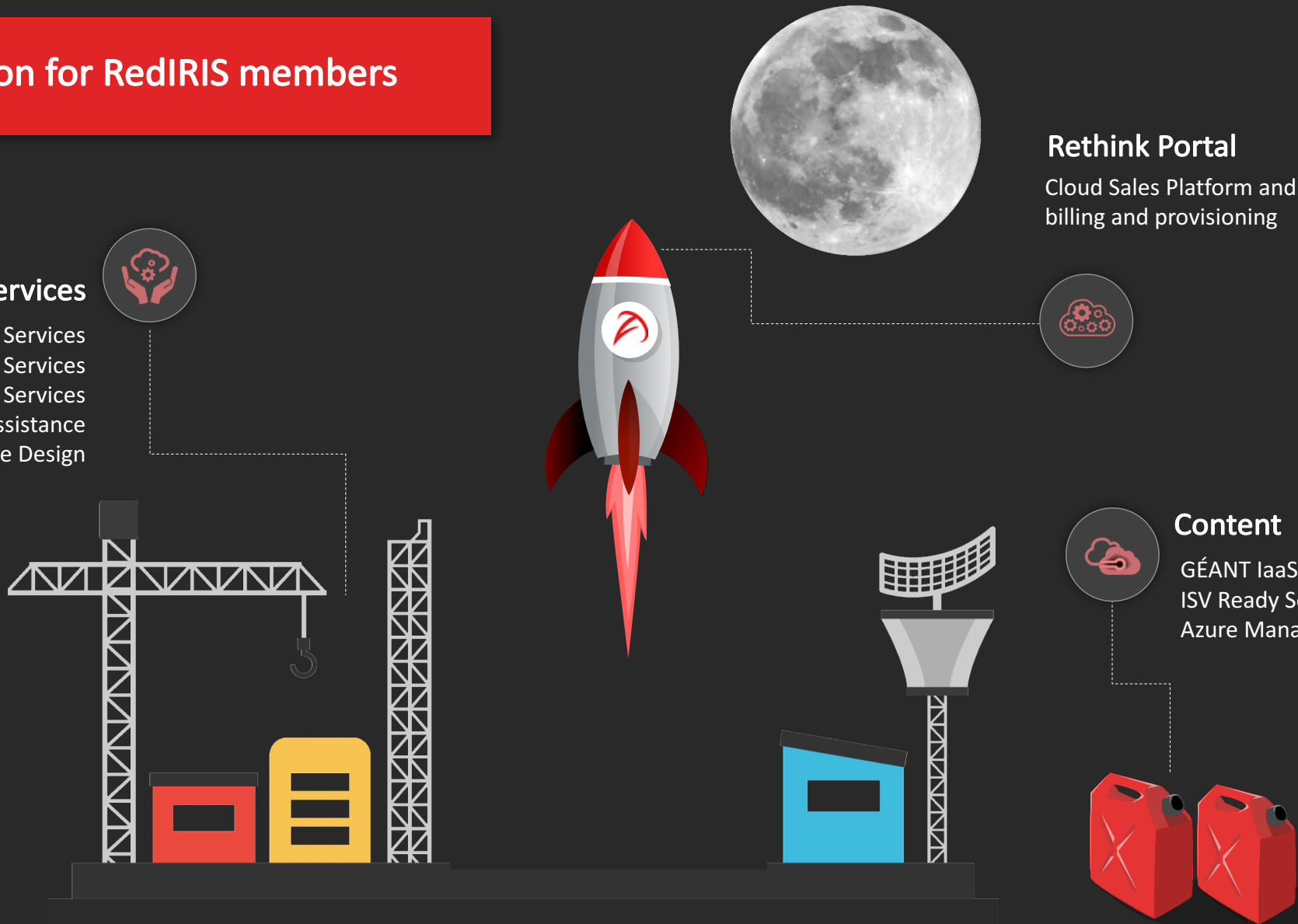
Rethink Portal

Cloud Sales Platform and automation for billing and provisioning



Content

- GÉANT IaaS framework Azure SKUs
- ISV Ready Solutions
- Azure Managed Services



RETHINK PORTAL

HYPERSCALABLE PORTAL

MANAGE ALL GEANT SKUS

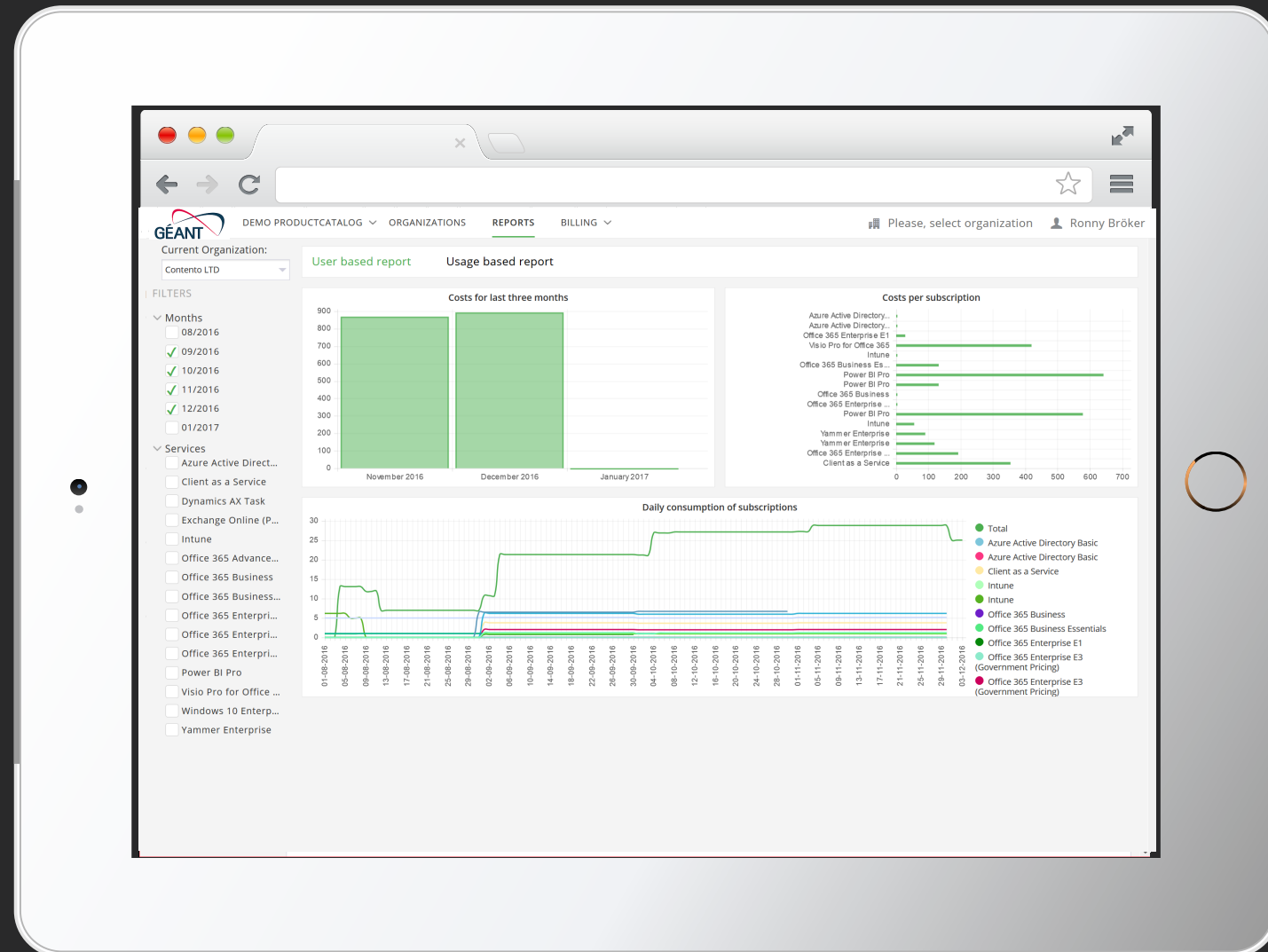
BILLING AUTOMATION

CUSTOMIZATION OF MARKETING TEXTS

USAGE REPORT

USER REPORT

NO PRE INVESTMENT/ SETUP FEE



MANAGED SERVICES



READY GO-TO-MARKET CLOUD SOLUTIONS AND SERVICES

WE ENABLE RESEARCH AND ACADEMIA TO COLLOBORATE AND SHARE KNOWLEDGE
ACROSS COUNTRIES- SHARING SOLUTIONS AND SOFTWARES



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