Restena & Bechtle

on IONOS Cloud

11.05.2021

Who is who?

Wouter Breban

Business Development

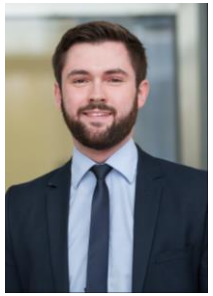
External Sales
at Bechtle BE

Frank Schouwaerts

Sales Development Public Sector
BeNeLux / UK / IE
at Bechtle

Arthur Schneider

Sales Development Public Sector
BeNeLux / UK / IE
at Bechtle



Katharina Schmietow

Sales Development Public Sector
BeNeLux / UK / IE
at Bechtle

Xenia Sausele

Channel Development Manager
at Ionos

Mario Listes

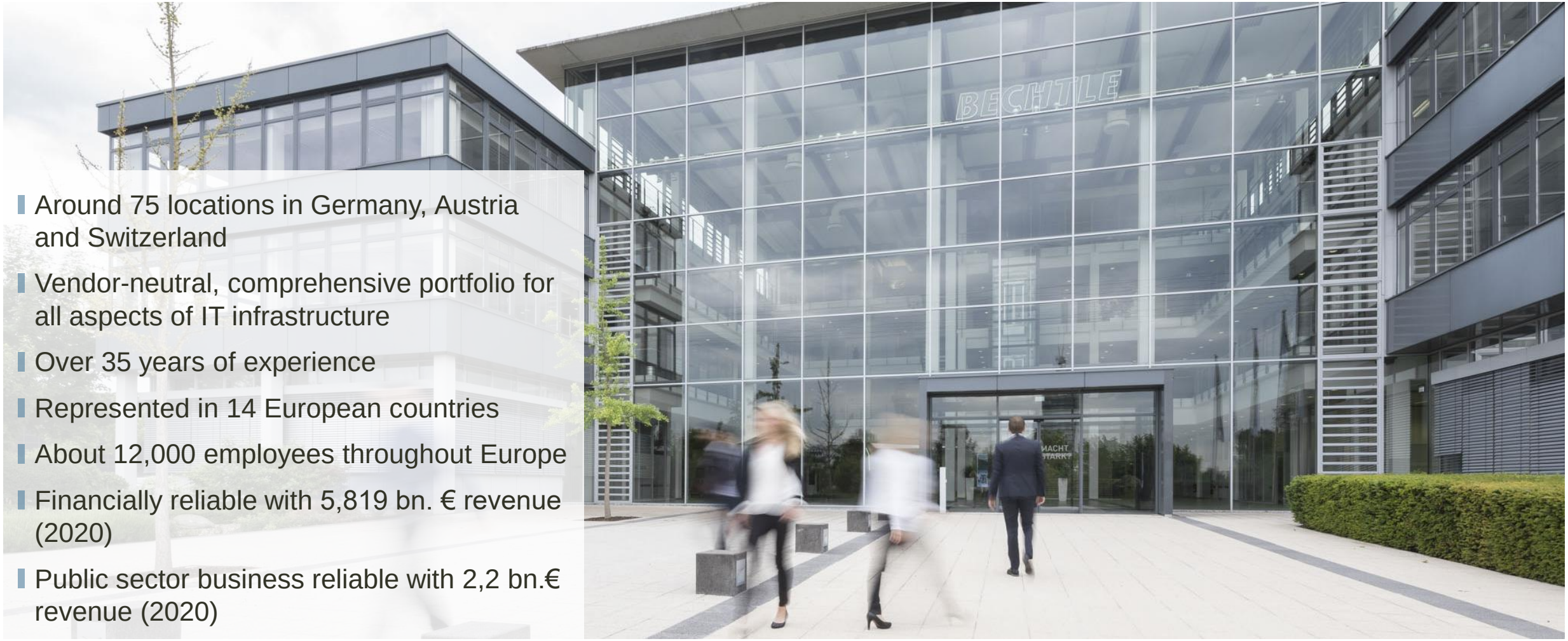
Key Account Manager
at Ionos

Binjam Merhawi

IT-Business-Architect

Bechtle Clouds

Bechtle Group: The European Powerhouse



- Around 75 locations in Germany, Austria and Switzerland
- Vendor-neutral, comprehensive portfolio for all aspects of IT infrastructure
- Over 35 years of experience
- Represented in 14 European countries
- About 12,000 employees throughout Europe
- Financially reliable with 5,819 bn. € revenue (2020)
- Public sector business reliable with 2,2 bn.€ revenue (2020)

Bechtle/IONOS: A strategic partnership across Europe

Countries	IONOS by 1&1
Germany	
Austria	
Switzerland	
UK	
Ireland	
Spain	
Belgium	
Luxemburg	
Netherlands	

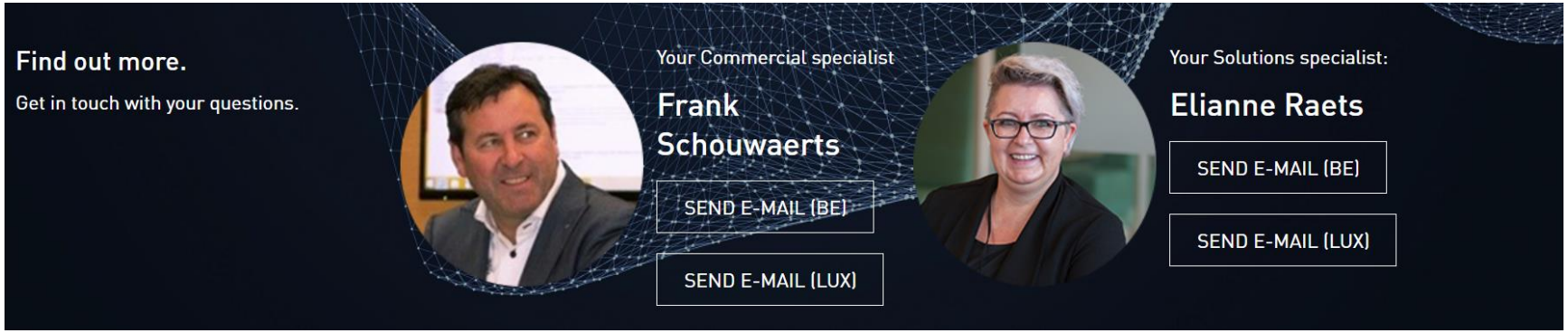
GÉANT
Framework Agreement
Bechtle AG

The Bechtle/IONOS Landingpage

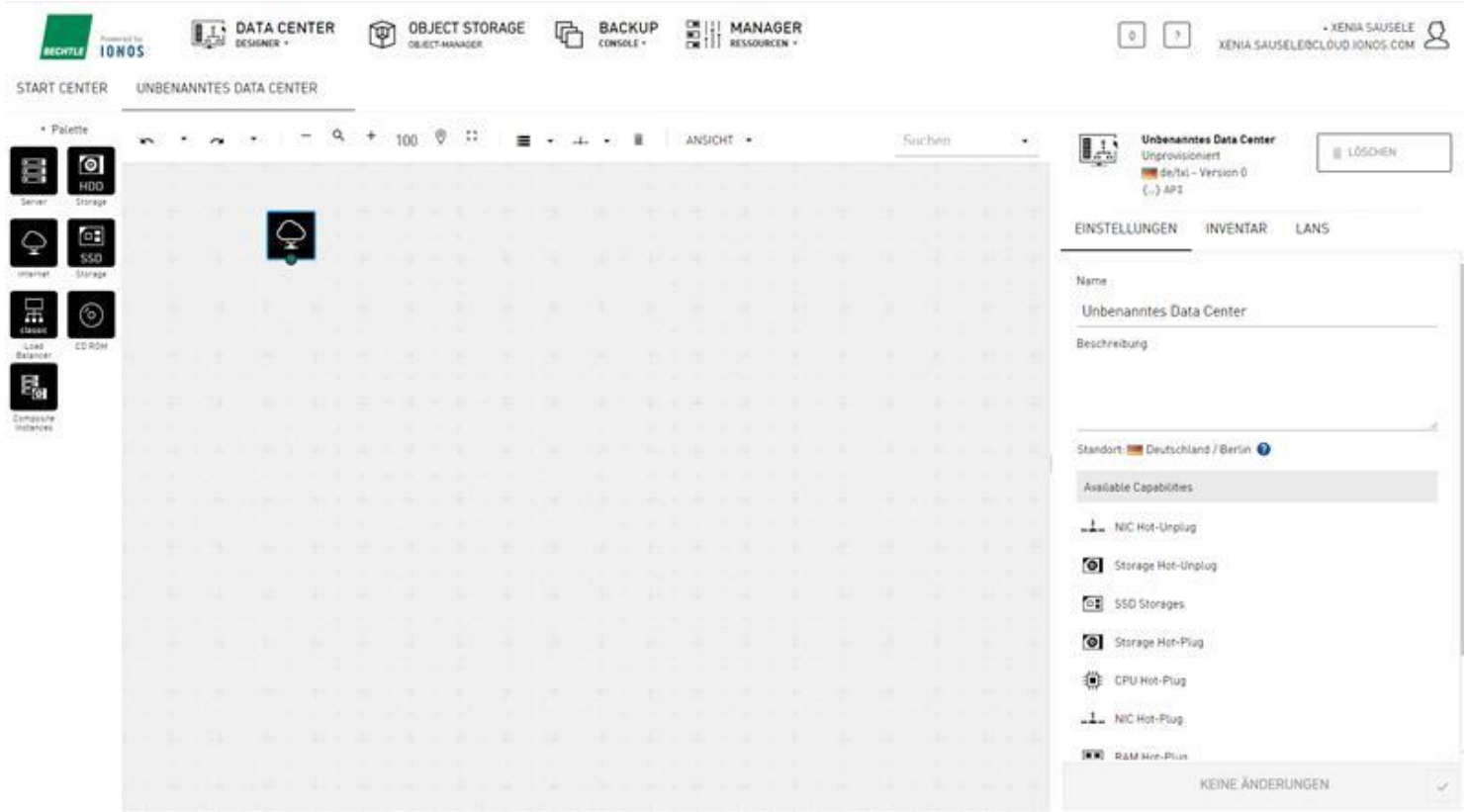
Landing Page OCRE Luxembourg: Open Clouds for Research Environments (OCRE) | Bechtle & IONOS cloud

Discover the Bechtle IONOS cloud – Made in Germany.

Project OCRE was launched by the pan-European organisation GÉANT with the aim of accelerating cloud adoption within the European research community by establishing framework agreements so that institutions and companies across 40 European countries can start their cloud journey with minimal effort.



IONOS: Easy usage due to Data Centre Designer



Ease of use with the Data Centre Designer

Competitive pricing with US Hyperscalers

WHY is IONOS with Bechtle interesting?

Accessible in Bechtle layout and all advantages of Bechtle Clouds

Compact portfolio and price table

The European Cloud Alternative

Performant Secure Easy Transparent Supportive

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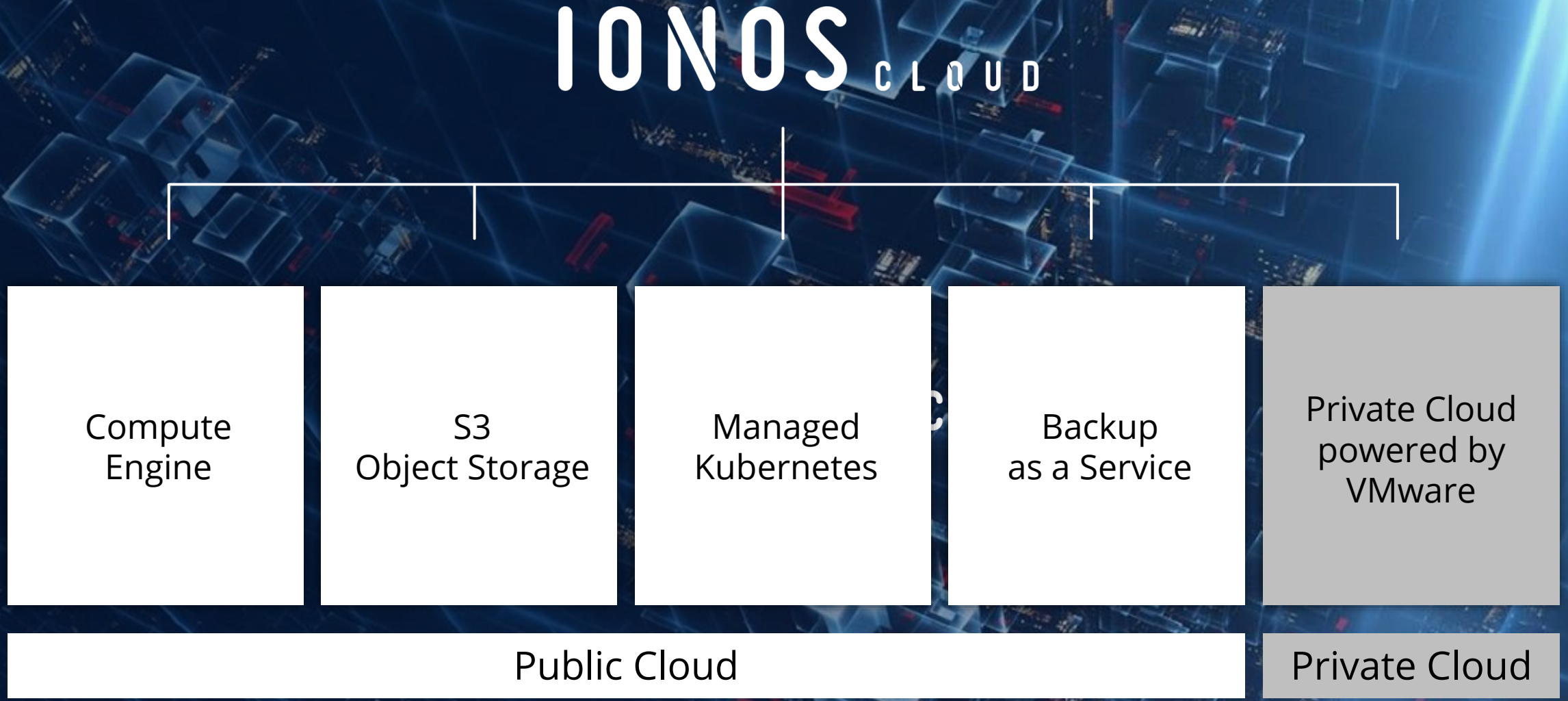
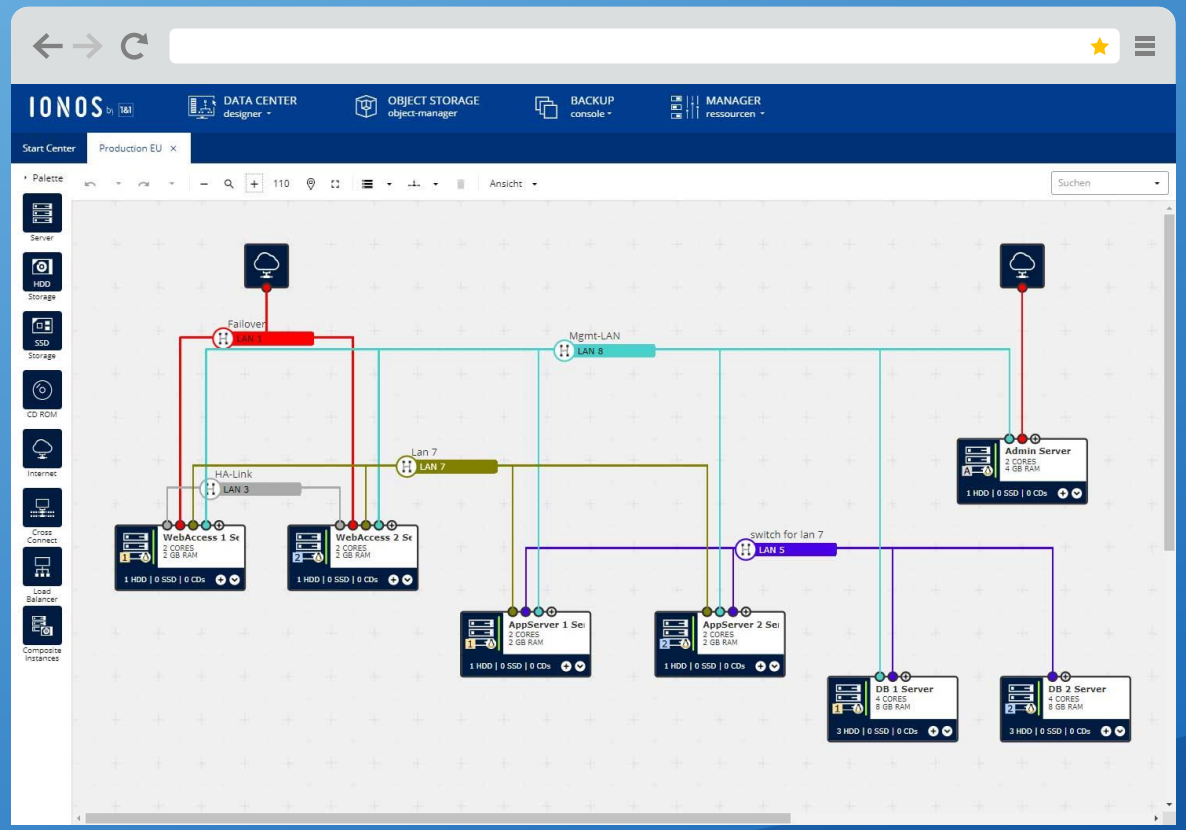
MEMBER OF united internet

IONOS CLOUD


IONOS CLOUD
Compute Engine
S3 Object Storage
Managed Kubernetes
Backup as a Service
Private Cloud powered by VMware
Public Cloud
Private Cloud

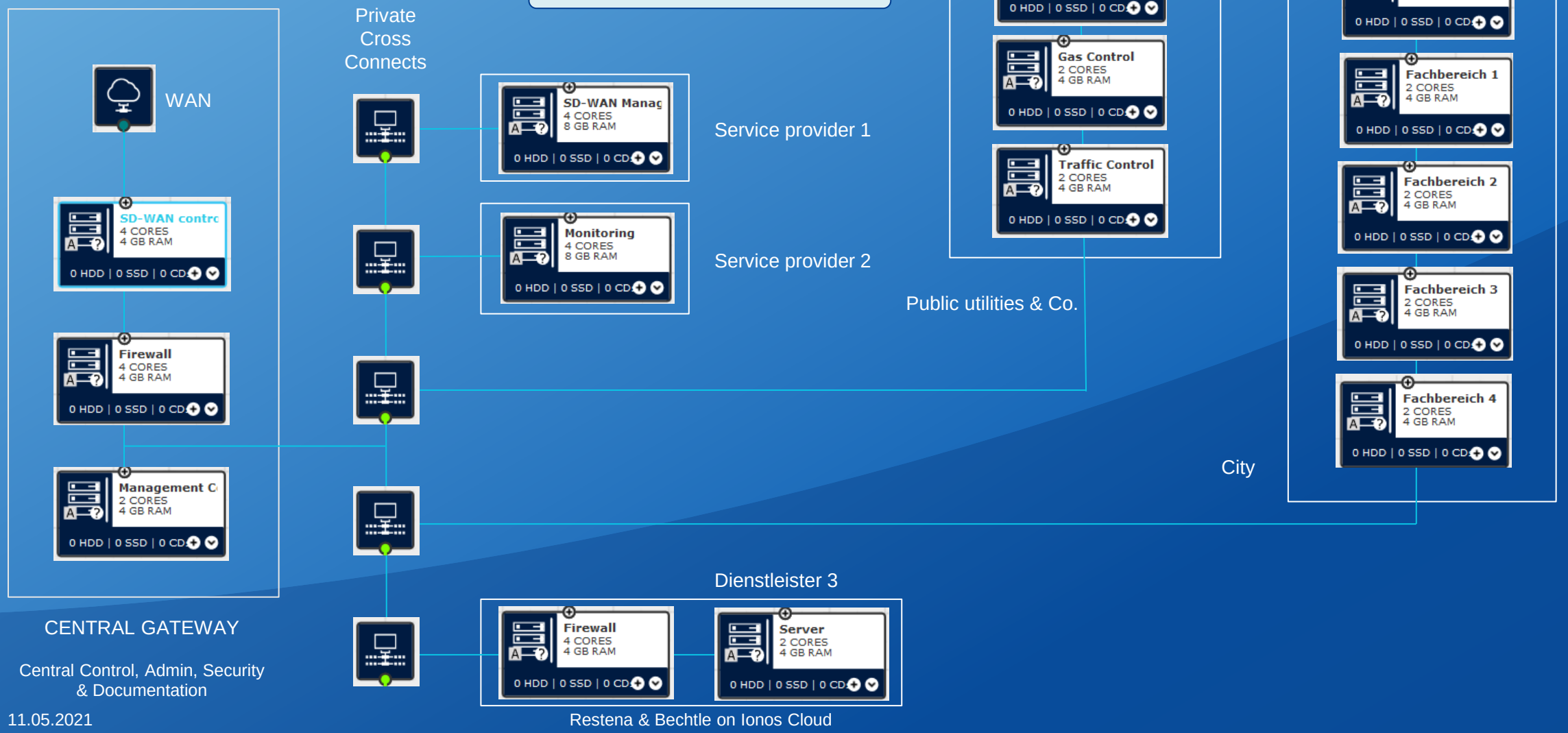
Patented Data Center Designer (DCD)



- Intuitive virtual data centre design via drag and drop
- Use existing architecture as a template
- Each data centre can be billed based on cost centres

Smart City Usecase

- Cost centre accounting
- Individual rights management
- No performance losses



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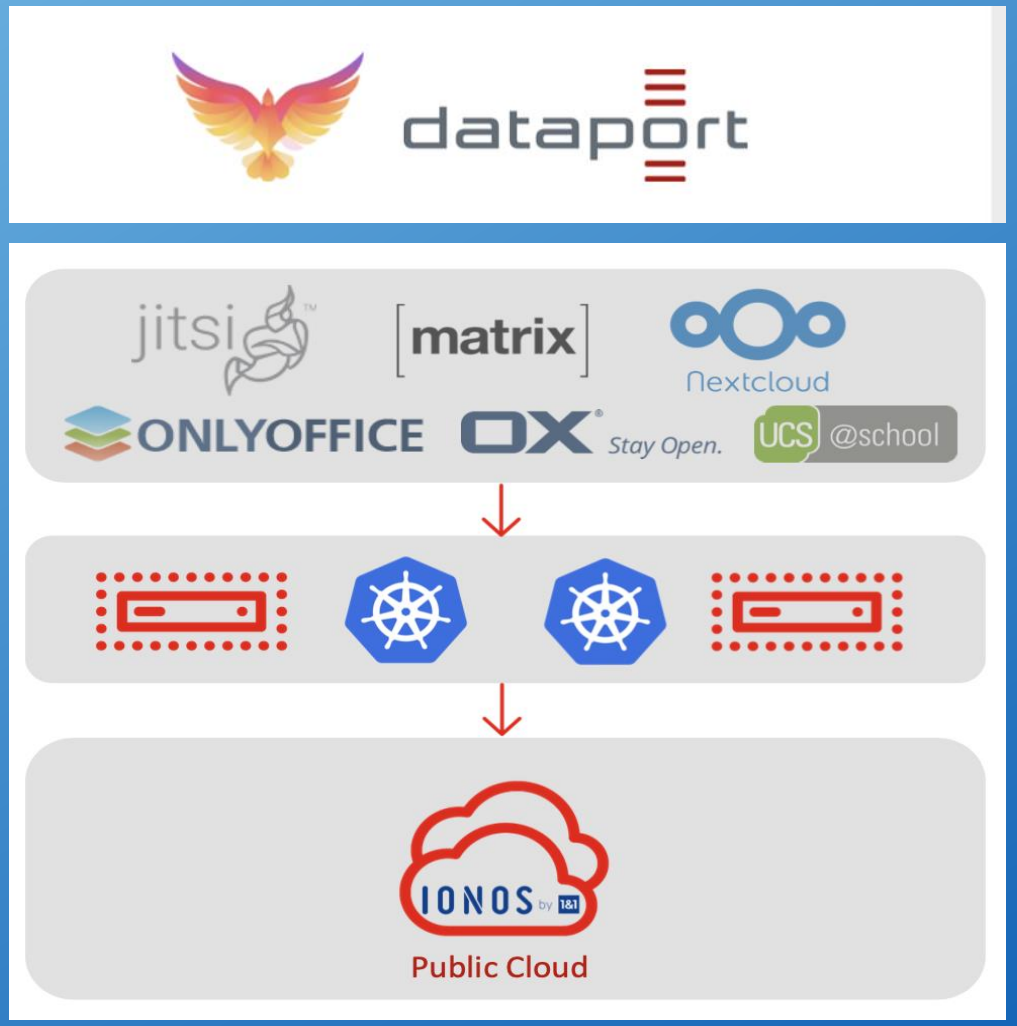
IONOS supports Gaia-X as strong initiative to European digital sovereignty

- IONOS is one of the day one members
- IONOS Cloud brings expertise in standardizing data formats and interfaces
- IONOS Cloud provides years of experience in operating an IaaS cloud for GAIA-X
- Already provides a GAIA-X-compliant basis for sovereign cloud computing

Reference 1: IONOS provides cloud infrastructure and platform services for German “School-Cloud”

- Integrative education solution for “Hasso-Plattner Institut” developed by demand of German Federal Government
- Due Corona enrolled on 3.000 schools
- Open Source instead of american cloud solutions
- IONOS supports- with strong partners (includes Bechtle) - development and infrastructure services
- Complete Iaas + managed K8s + managed DBs provided by IONOS
- Video conferencing platform provided on K8s-Cluster
- Digital sovereignty supported by open stack, open source
- System live (>10.000 cores)

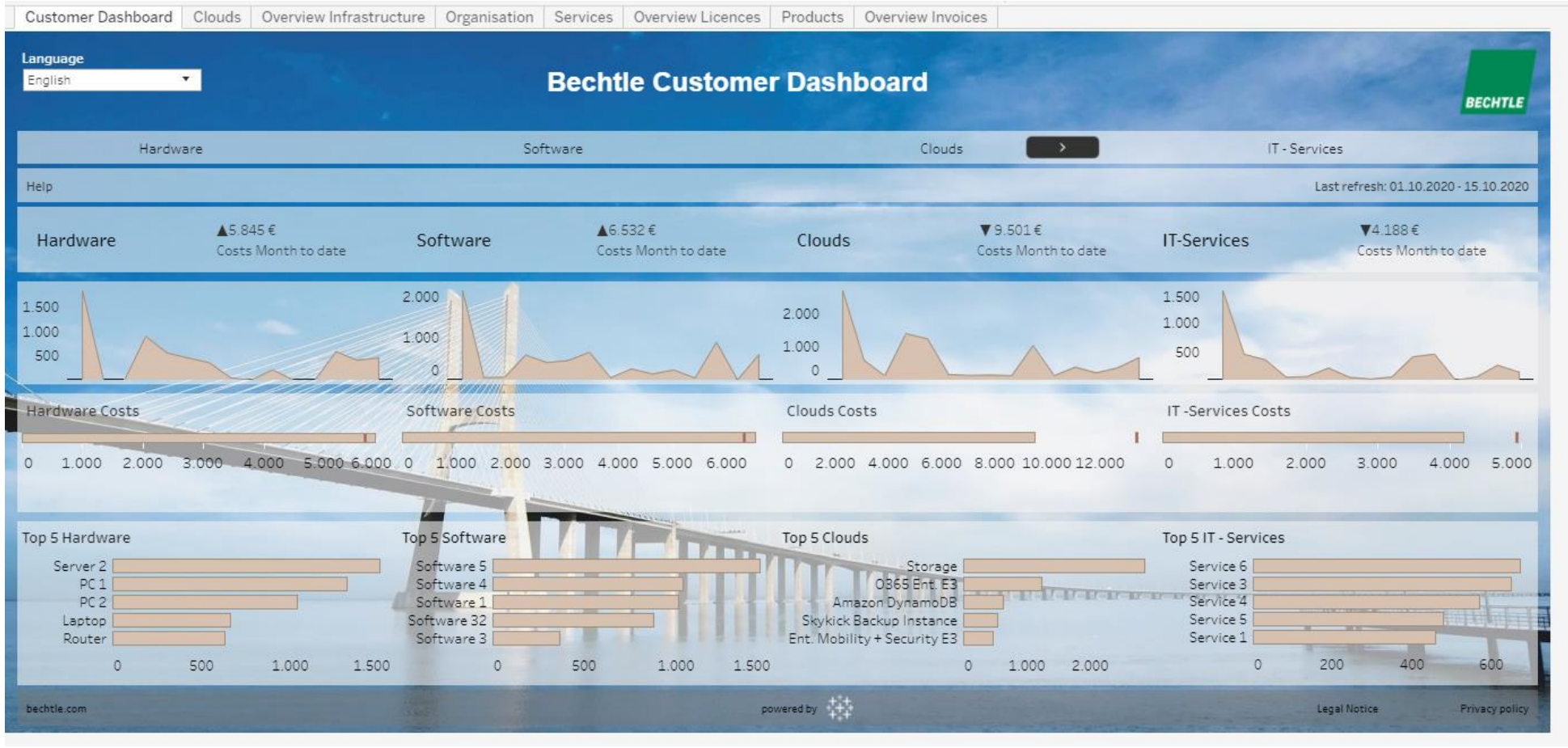
Reference 2: IONOS collaborates on the digitalization of Public administration in the project Phoenix



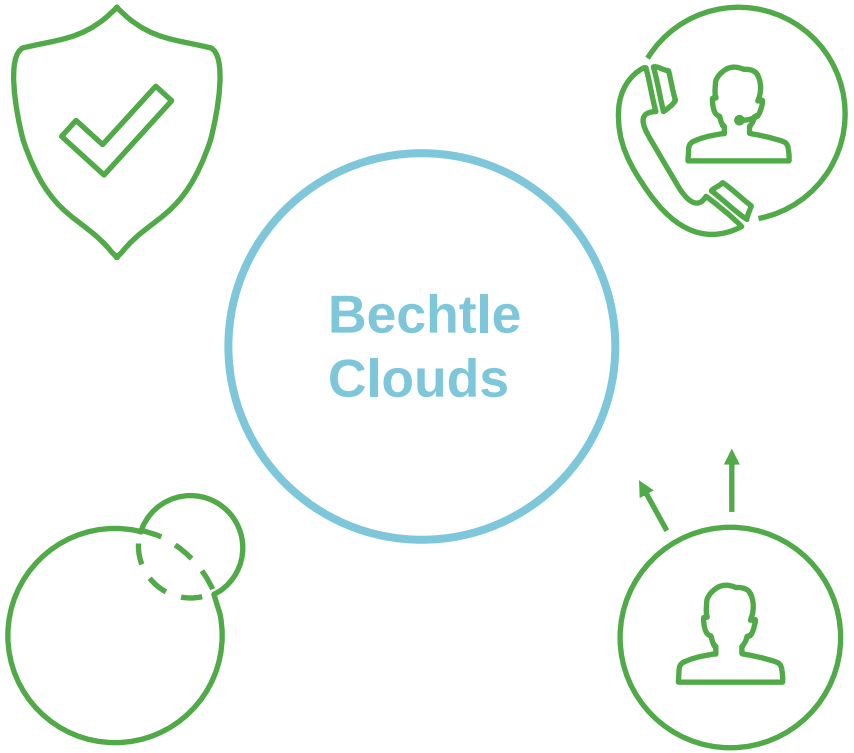
- Web-based virtual desktop
- User friendly applications: mail, calendar, contacts, open office, chat, video conferencing, file share
- Consortium of german companies: Dataport, Bechtle, OX, Nextcloud, IONOS, Univention
- Digital sovereignty supported by open stack, open source
- Iaas and PaaS for more than 100k users provided by IONOS

IONOS Procurement over Bechtle

Bechtle Customer Dashboard



Bechtle Clouds.
#zukunftsstarke Facts.



- Multi Cloud Service Portal
- Self Service Portal
  - Up and downscaling licenses
  - Manage your own licenses
  - Including, adding and removing licenses
- Split costs easily between the various departments of your company
- Fully automated to save your time
- 24/7 technical support

Q&A and possible next steps

- Tech talk (deep-dive into the IONOS solution)
- Usage demo account (30 days)
- Please join us on Menti for an interactive questionnaire: www.menti.com