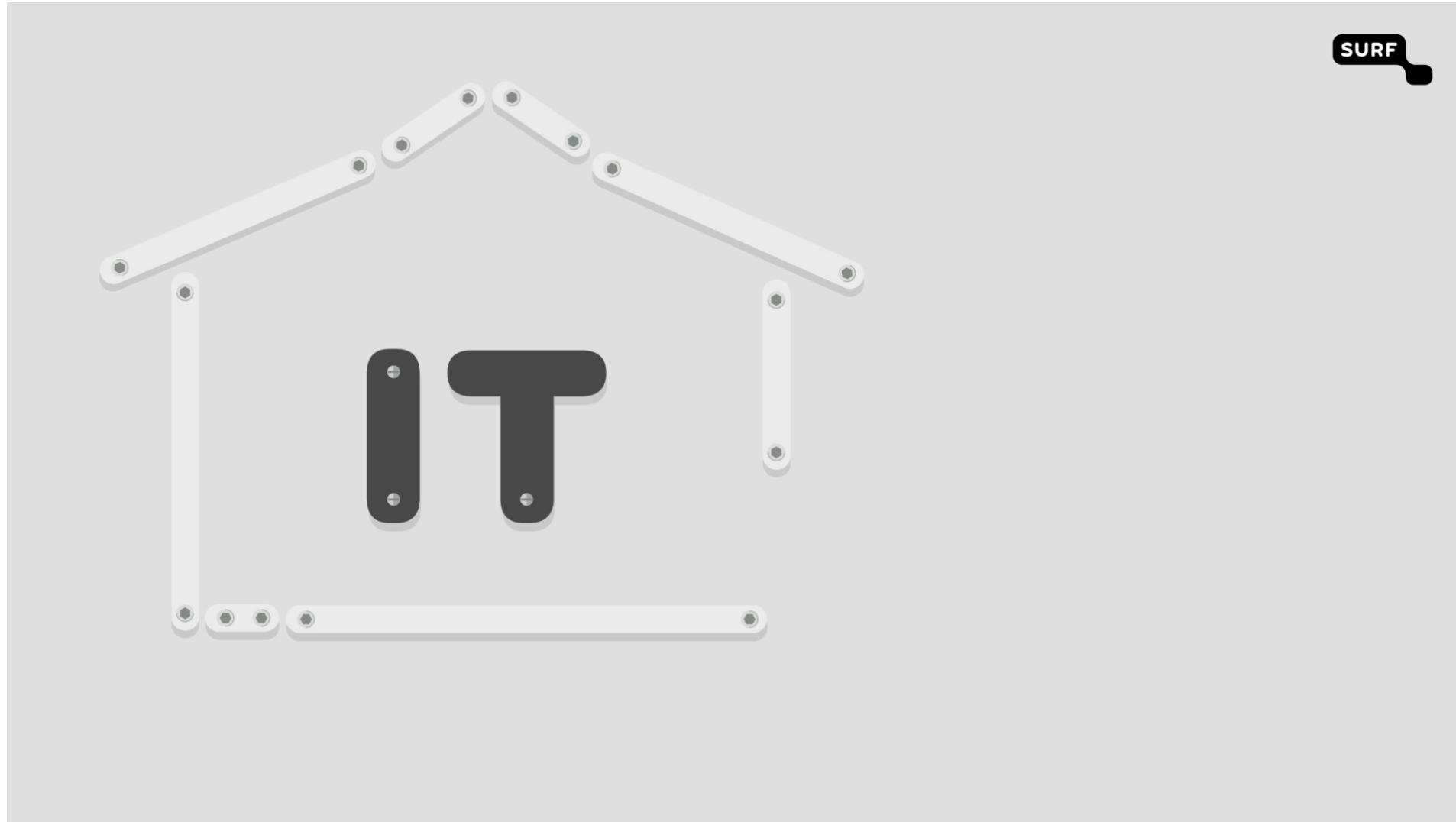# OCRE SUPPLIER MEETING

Utrecht, 12 March 2019
Michel Wets

SURF as an umbrella

- All ICT activities for Higher Education and Research in the Netherlands are under the SURF umbrella

SURFcumulus (hands–on approach)

SURFcumulus lowers the barriers even further

Compliancy

- Tendering

- Contract administration

- Compliancy statements on Privacy

- Data classification analyses
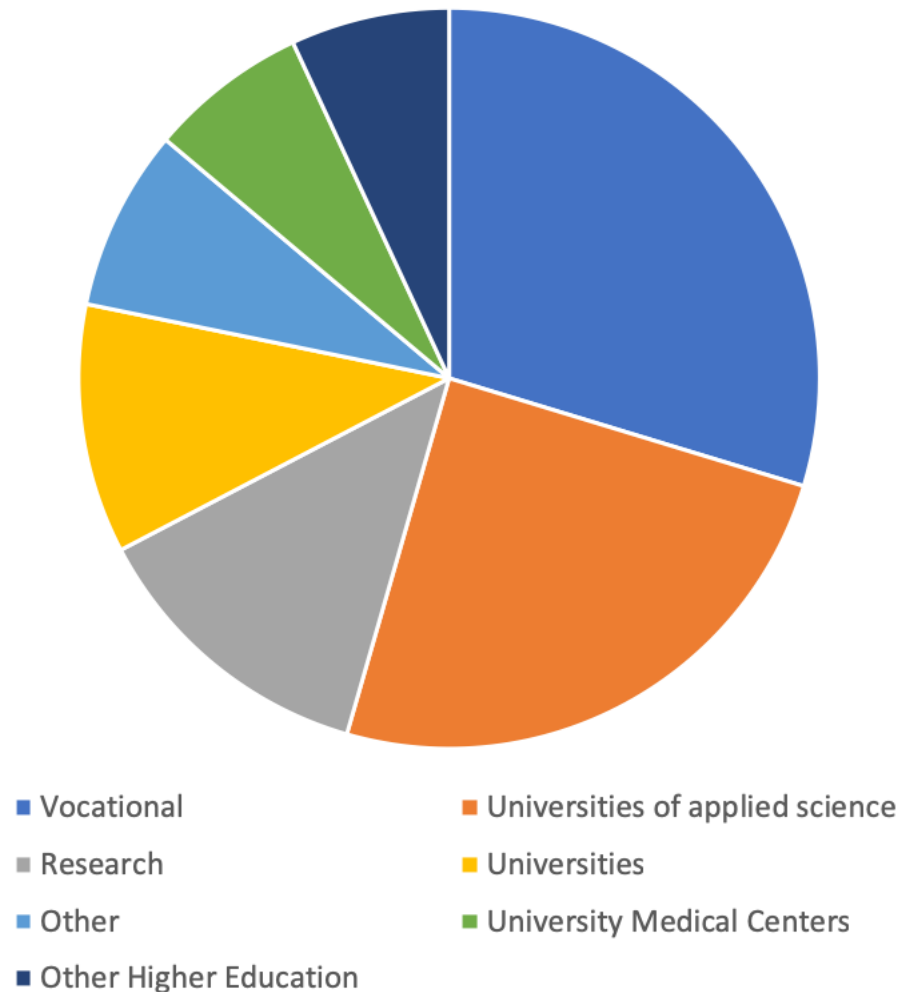
- Workshops

- Cost comparison tool

Fit for use

- Pay as you go

- Transparency on costs and T&Cs

- Institutions are involved in roadmaps

- Cloud Management Portal

- Not for profit, not for loss

4

SURFcumulus team composition

Role	Persons	FTE
Product manager	1	0.4
Service Delivery managers	3	2.5
Manager Operations	1	1
CMP Functional Administrator	1	0.8
Contract Manager	1	0.3
Total		**5**

SURFcumulus usage, March 2019

Legend:
- Vocational
- Universities of applied science
- Research
- Universities
- Other
- University Medical Centers
- Other Higher Education

- 101 institutions use SURFcumulus

- Annual gross turnover grew from 2 Mio in 2017 to 5.5 Mio Euro in 2018

SURFcumulus Roadmap 2019

- Support Research and University Medical Center adoption of cloud services

- Focus on training offers: increases knowledge and lowers risks

- Offer Cloud Management Portal functionality to support legacy on-premises environments

- Gross turnover will grow to 10 million Euro over 2019

- SURFcumulus has become the default delivery model for public cloud services for R&E sector in the Netherlands

SURF

SURF OCRE Ambitions

- SURF will act as a Buyer Group for all Dutch Education and research institutions

- SURF will use underwriter and/or reseller role to deliver these services

- SURF will complement OCRE tender services with support services through qualified partners (Architecting, PoCs, migration, administration)

SURF