

# CESNET OCRE briefing

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TM

Solving  
Together™

# Agenda

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**Introducing Rackspace**

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**What value do we add?**

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**What can you buy in framework?**

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**Optimizer +**

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Privileged and Confidential



# Unrivaled AWS technical powerhouse



TOP TALENT...



...WITH RECOGNIZED EXPERTISE



2,800+

AWS technical certifications worldwide



3,200+

AWS accreditations worldwide



14

AWS competencies



85+

professional certifications

## Premier Consulting Partner

with expertise across competencies

Data & Analytics

DevOps

Healthcare

Migration

IoT

Education

Storage

Microsoft Workloads

Machine Learning

Industrial Software

Retail

SaaS

Oracle

Financial Services

## Gartner Leader

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



# What does Rackspace bring to the Framework

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

- **Commercial clout**

- giving big and small clients 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

- **Making it easy**

- RXT can assume existing Master Payer (subject to min size) or client joins RXT Master Payer

- **Technical support**

- Access to FoC presales consulting
- Access to paid RXT Professional Services and Transformation Services

- **Operational support**

- Access to Support Services for Operational support (both Service Blocks and AWS support)
- All resale includes Optimiser+

# What is Optimizer+ for AWS?



## Challenges

- Lack of cost governance and insight into creeping AWS costs
- Existing partner ecosystem services are financially prohibitive
- Looking to maintain direct support from AWS

## Optimizer+

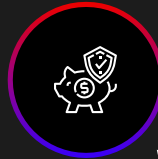


## Benefits

Enhanced insight into your AWS estate provided at no additional cost.

### Cost Optimization

Industry leading tooling for automated account analysis, reporting and recommendations for cost reduction



### Architecture Reviews by experts

Review AWS environment against the five key pillars of the AWS Well-Architected Framework



## Optimizer+

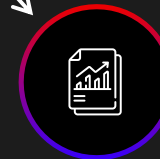
### Proactive monitoring & alerting

Tooling and expertise to capture, analyse & proactively escalate alarms



### Support Autonomy

Complementary to existing direct AWS support



# Opportunity to share

## Thank you

Please help us to help you by completing this survey

You have a chance to tell us what information you would like to receive and how we support you in your journey to cloud

Upcoming events:

HPC / HTC Webinar – 22<sup>nd</sup> June

Ronin Webinar – 24<sup>th</sup> June

*Join Linked In group **GEANT OCRE Community – Europe***

Complete a survey here:

<https://s.surveyplanet.com/WfWgdN62z>

