

# Towards the clouds together



European collaboration on  
cloud service delivery

KIFÜ GÉANT cloud kick-off event

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HBONE Workshop 2018, Balatongyörök  
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# Tartalom

- Mi az a GÉANT Cloud szolgáltatás
- Szolgáltatási fajták
- KIFÜ szerepe – intézmény szerepe
- GÉANT CloudService és Oktatási felhő (C4E)
- Következő lépések





40 European  
National Research and Education Networks  
(NRENs)

Collaborate in their European association GÉANT:  
Network, Identity Management, Services above  
net ( Clouds)

Community of 10.000 organisations  
with 50 million users  
*1 digital single market*

### Collective hybrid cloud approach

- EXTERNAL: jointly procure public clouds from commercial suppliers
- INTERNAL: share sector specific community clouds

Together, establish right conditions of use:  
services that are safe and easy to use,  
accessible, affordable and interoperable





There is community demand for cloud

But it is important to ensure that ...

### GET IN

Assure data is handled safely and meets European and national regulations - GDPR

Acquire and use services through the institutions' structures:

- Affordable and predictable cost and purchasing models (prevent bill shock)
- Limit network traffic costs and provide network integration
- Log in with institutional account

### GET OUT

Be able to move data (to another provider)

The background of the slide is the European Union flag, featuring a circle of twelve gold stars on a blue field. The text is centered over this background.

## Europe

Largest producer of research data in the world.

But IT infrastructure is insufficient and too fragmented.

Which leads to an underutilisation of big data.

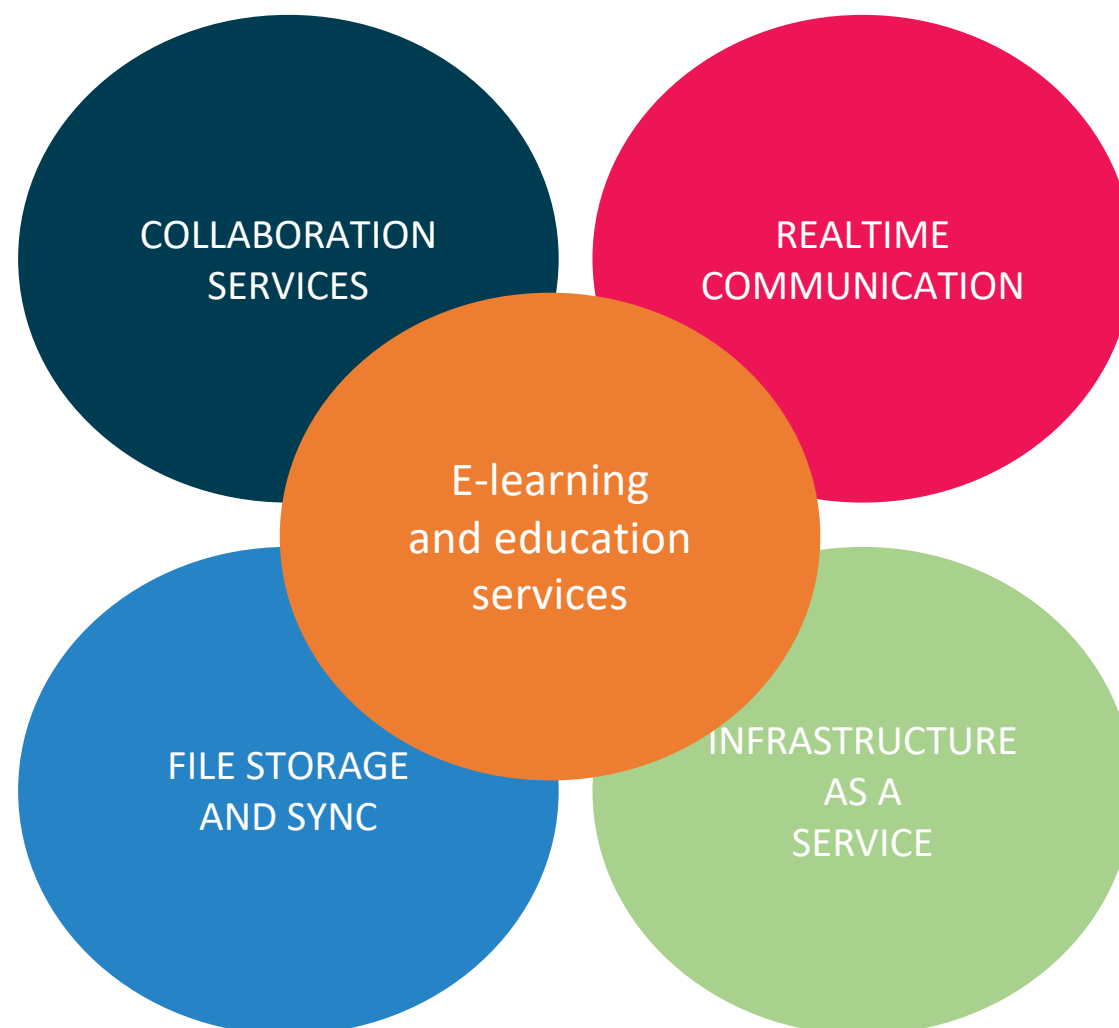
EC wants to strengthen and interconnect

research IT infrastructure, through the **European Open Science Cloud**.

## Meeting user needs and Aligning cloud collaboration areas

Most popular providers  
as mentioned by European NRENs  
(in alphabetical order)

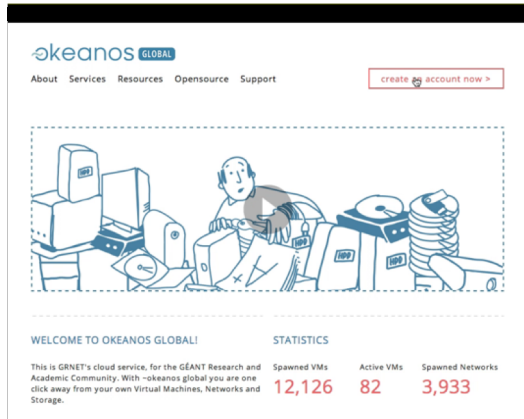
- Amazon Web Services
- BOX
- Google Apps
- Microsoft Azure
- Microsoft Office 365
- OwnCloud





## Scale up national community cloud solutions to a European level

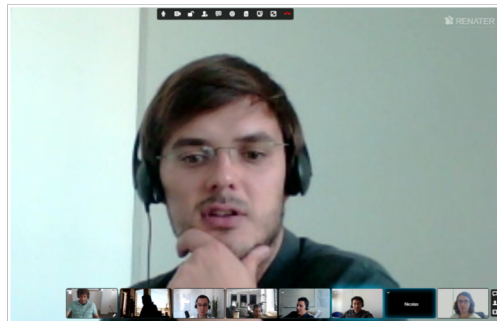
Greek IaaS cloud  
built and operated by GRNET



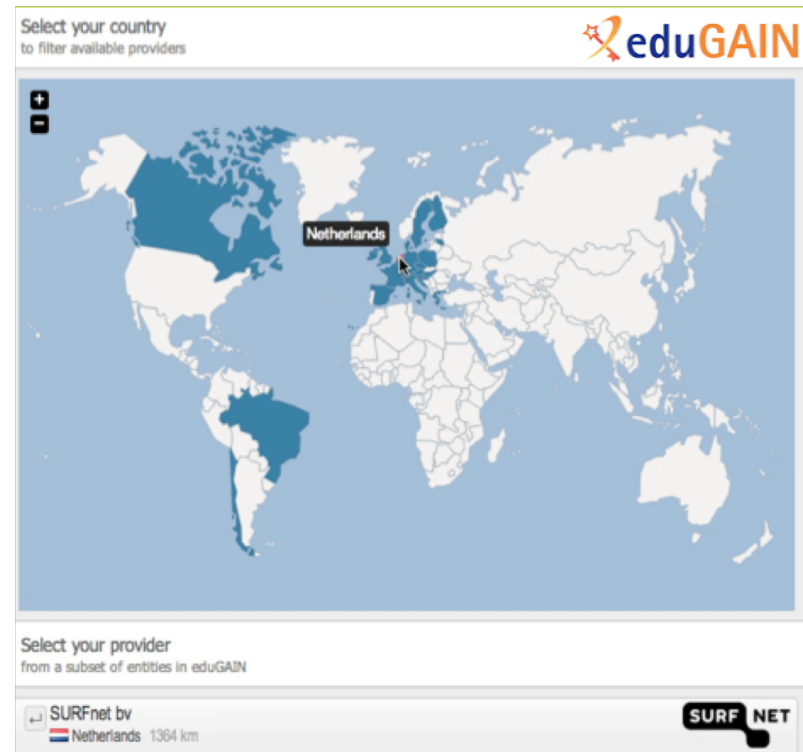
The screenshot shows the Okeanos Global website. At the top, there is a navigation menu with links for 'About', 'Services', 'Resources', 'Opensource', and 'Support'. A 'create account now >' button is visible. Below the navigation is a large illustration of a person sitting at a desk with multiple computer monitors and stacks of server hardware. Underneath the illustration, there is a 'WELCOME TO OKEANOS GLOBAL!' section and a 'STATISTICS' section. The statistics are as follows:

Spawnd VMs	Active VMs	Spawnd Networks
12,126	82	3,933

French web conferencing service  
built and operated by RENATER



Accessible by whole  
European Research and Education community  
Single sign-on  
Log-in with institutional account

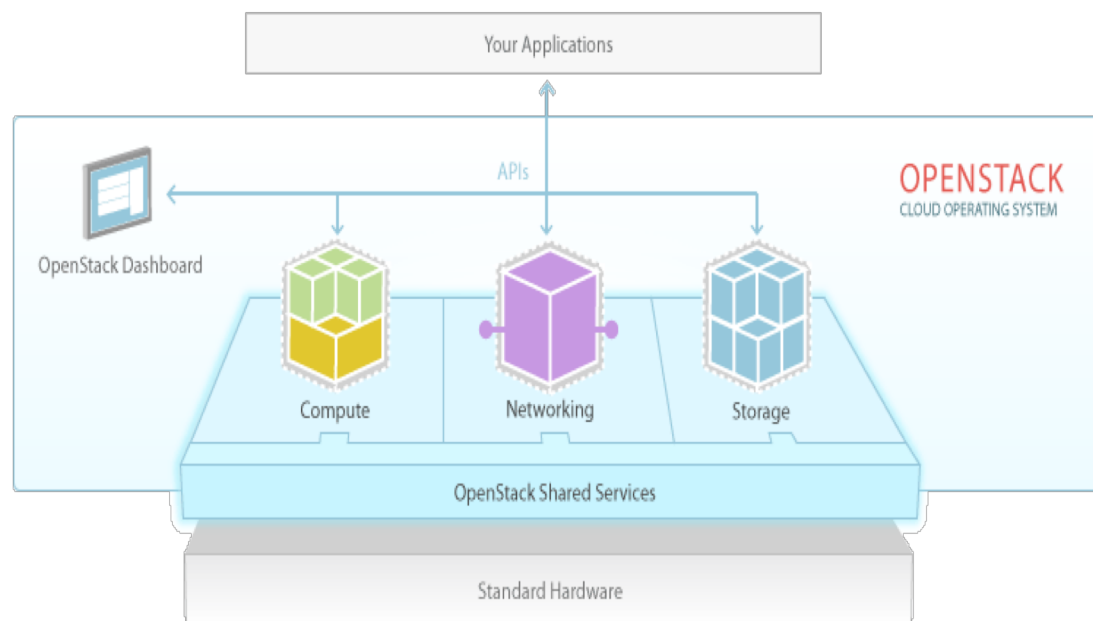


The screenshot shows the eduGAIN website. At the top right is the eduGAIN logo. Below it is a section titled 'Select your country to filter available providers' with a world map. The Netherlands is highlighted on the map. Below the map is a section titled 'Select your provider from a subset of entities in eduGAIN'. The following provider is listed:

SURFnet bv	Netherlands	1364 km
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The SURF NET logo is visible in the bottom right corner.

## Oktatási Felhő



<https://c4e.niif.hu>

Kiemelkedő kapacitás

Akár a helyi infrastruktúra teljes kiváltására

Eldobható, nagy kapacitású labor gépek, rendszerek készítése

Cloud órák – virtuális oktatási környezet

eduID támogatás



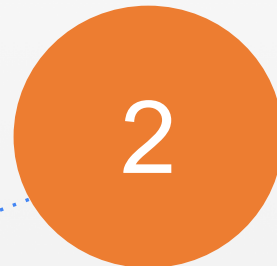
## GÉANT Cloud Catalogue entries

Show provider capabilities to R&E community



## Provider quotation / educational offers

For use below tender thresholds



## Framework agreements

Results of a pan-European tender  
Institutions can consume without the need to run a tender of their own



## Infrastructure as a Service (IaaS) in high demand

Pan-European tender

Through GÉANT  
as cross-border, central purchasing body

Using EC Procurement Directive (2014/24/EU)

Framework

EU-wide joint procurement

Results: framework agreements  
with suitable suppliers


Not winner takes all, but provide choice

12 different IaaS solutions, 23 providers

Framework agreements

NRENs bring the agreements

to institutions for consumption



The screenshot shows a webpage from the European Commission's Digital Single Market section. The page title is "Results of the GÉANT tender for Infrastructure as a Service solutions". It features a navigation menu with categories like "The strategy", "Economy", "Society", "Access & connectivity", "Research & innovation", and "DG CONNECT". The main content area includes a sub-header "DG CONNECT" and a list of links such as "Who we are", "Advisors", "Events", "Funding Opportunities", "Newsletters", "Consultations", "Blog", "Discussions", "CoP for Better self- and co-regulation", "Broadband Europe", "ICT4Society", "Students at ICT 2015", "Discussion Forums", and "E-Infrastructures for You". The main article text states: "Europe's leading collaboration on e-infrastructure and services for research and education GÉANT, conducted a Pan-European tender to allow Research and Education institutions to consume the cloud in a safe, easy and predictable way." It also includes a "Share" button and a small image of a network visualization.

Adoption and service support.  
Strategic collaboration.

Network: No data traffic charges.  
Connect to GÉANT and NRENs networks over public IP.  
Direct connect to institutions, Layer 2 point-to-point connections.

Exit support.  
Data portability.

Identity Management:  
SAML2 and eduGAIN.

Compliance with EU Data Security Directives.  
Ability to offer IaaS from inside the EC / EEA.

General security policies.  
Handling of sensitive data (including public health or military research).  
Certifications.

Admin management portal.  
Customer self service portal.  
Order placement, reporting and group management.

Volume discount (initial discount and additional tiered discounted pricing). No price increase.  
Purchase order and post-paid billing.  
Recognising aggregated spending, combined for all participating institutions.  
Accommodating capital expenditure (upfront commitment).

Mechanisms to reduce costs for underutilised (or paused) cloud resources.  
Support for Bring Your Own License (use existing educational licenses).  
Migration of existing contracts.

API support.

## Framework agreement with the following suppliers



- Amazon (AWS), through resellers: Arcus, Comparex, Telecom Italia,
- Cloudsigma
- Dimension Data
- Interoute
- itSoft
- KPN
- Lattelecom
- Microsoft, through resellers: Atea, Cactus, Comparex, Dom-Daniel, Infsoft, Micromail, Nextsense, Novabase, SoftwareOne, Span and Ymens
- NTT Europe
- T-Systems
- Telecom Italia
- Vancis

## Joint NREN IaaS tender in GÉANT



IaaS in high demand by community

36 NRENs  
establishing framework agreements with  
suitable suppliers

Not winner takes all, but provide choice

NRENs bring the agreements  
to institutions for consumption



GÉANT, the NRENs and their Institutions that are part of this tender can use its outcomes without additional procurement required

There is no obligation whatsoever on the Customers to purchase, and they are entitled to run their own procurement to purchase any products covered within this contract

Name of Institution/td>	Type	ZIP	City
Magyar Táncművészeti Egyetem	felsooktatási_intezmeny	1061	Budapest
MTA Közgazdaság- és Regionális Tudományi Kutatóközpont Regionális Kutatások Intézete	kutatointezet	9022	Győr
Sárospataki Református Teológiai Akadémia	felsooktatási_intezmeny	3950	Sárospatak
Károli Gáspár Református Egyetem Tanítóképző Főiskolai Kar	felsooktatási_intezmeny	2750	Nagykőrös
NAIK Szőlészeti és Borászati Kutatóintézete	kutatointezet	8261	Badacsonytomaj
NAIK - Állattenyésztési, Takarmányozási és Húsiipari Kutatóintézet	kutatointezet	2053	Herceghalom
MTA Közgazdaság- és Regionális Tudományi Kutatóközpont Regionális Kutatások Intézete	kutatointezet	5600	Békéscsaba
Pápai Református Teológiai Akadémia	felsooktatási_intezmeny	8500	Pápa
Újfehértói Gyümölcsstermesztési Kutató Kht.	kutatointezet	4244	Újfehértó
MTA Közgazdaság- és Regionális Tudományi Kutatóközpont Regionális Kutatások Intézete	kutatointezet	6000	Kecskemét
Haszonállat-génmegőrzési Központ	kutatointezet	2100	Gödöllő
MTA Pszichológiai Kutatóintézet	kutatointezet	1068	Budapest
Bács-Kiskun Megyei Kórház Szegedi Tudományegyetem Általános Orvostudományi Kar Oktató Kórháza	felsooktatási_intezmeny	6000	Kecskemét
MTA Ökológiai és Botanikai Kutatóintézete	kutatointezet	2163	Vácrátót
Tomori Pál Főiskola	felsooktatási_intezmeny	1223	Budapest
Magyar Képzőművészeti Egyetem	felsooktatási_intezmeny	1063	Budapest
Országos Frédéric Joliot-Curie Sugárbiológiai és Sugáregészségügyi Kutató Intézet	kutatointezet	1221	Budapest
Edutus Főiskola	felsooktatási_intezmeny	1114	Budapest
Moholy-Nagy Művészeti Egyetem	felsooktatási_intezmeny	1015	Budapest
Balassi Bálint Intézet	kutatointezet	1016	Budapest
Nemzeti Agrárkutatási és Innovációs Központ, Élelmiszertudományi Kutatóintézet	kutatointezet	1022	Budapest
Semmelweis Egyetem Egészségügyi Főiskolai Kar	felsooktatási_intezmeny	1046	Budapest
Az 1956-os Magyar Forradalom Történetének Dokumentációs és Kutató Intézete Közalapítvány	kutatointezet	1074	Budapest
Liszt Ferenc Zeneművészeti Egyetem	felsooktatási_intezmeny	1077	Budapest
Országos Rabbiképző Zsidó Egyetem	felsooktatási_intezmeny	1084	Budapest
Színház- és Filmművészeti Egyetem	felsooktatási_intezmeny	1088	Budapest



## How to use the available services? Call-offs

### OPTION 1

Use as is, via a **Direct award**  
*default terms and conditions*

Use the conditions as established via the  
GÉANT tender  
(no 'customisation')

Pick the supplier of your choice  
Sign the call-off agreement  
Use the service

*No need to clarify  
why you selected a particular provider*

### OPTION 2

Customise, through a **Mini competition**  
*apply add-ons*

Ask additional questions  
to the suppliers selected by GEANT.

Evaluate their answers, select a winner

Use the call-off agreement from GEANT and  
add additional clauses as needed

# Cloud Vendors for Hungary



OIP



Sort by

Name of supplier

Filters

Show all resellers

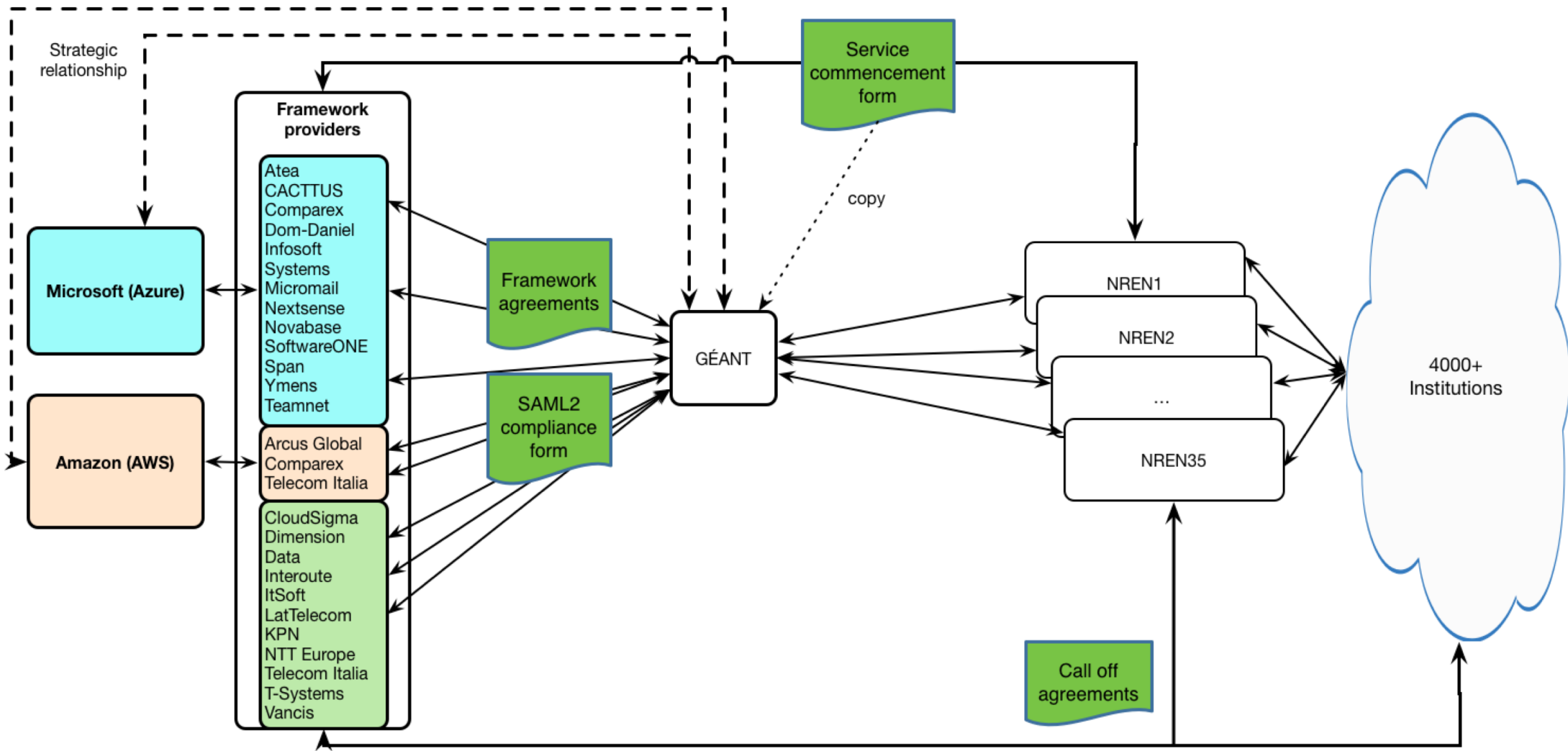
Denmark

- ✓ Show all capabilities
- IaaS Solution
- Data Transport
- Federated user authentication
- Data protection and security
- Commercial terms

	Aggregated Spen	Capital expenditu	Contract terms	Cost recovery fee	Data traffic	Direct network cc	EU Data Security	Exit support	General Data Sec	Identity managerr	Identity managerr	Idle server setups	Licensing requirel	Marketing and ad	Migrating existing	Offering	Post-paid billing	Pricing	Public IP network	Sensitive data	Service	Strateg
Supplier A	Light	Light	Light	Light	Light	Light	Light	Light	Light	Dark	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light
Supplier B	Light	Light	Light	Light	Light	Light	Light	Light	Light	Dark	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light
Supplier C	Light	Light	Light	Light	Light	Light	Light	Dark	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light
Supplier D	Light	Light	Light	Light	Light	Light	Light	Light	Light	Dark	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light
Supplier E	Light	Light	Light	Light	Light	Light	Light	Light	Light	Dark	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light
Supplier F	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light
Supplier G	Light	Dark	Light	Light	Light	Light	Light	Light	Light	Dark	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light
Supplier H	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Dark	Light	Light
Supplier I	Light	Light	Light	Light	Light	Light	Light	Light	Light	Dark	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light
Supplier J	Light	Light	Light	Light	Light	Light	Light	Light	Light	Dark	Light	Light	Light	Light	Light	Light	Light	Dark	Light	Light	Light	Light
Supplier K	Light	Light	Light	Light	Light	Light	Light	Light	Light	Dark	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light	Light
Supplier L	Light	Light	Light	Light	Light	Light	Light	Light	Light	Dark	Light	Light	Dark	Light	Light	Light	Light	Light	Light	Light	Light	Light

Online cloud catalogue  
'IaaS service matrix'  
to display results

# Framework delivery overview



Microsoft Azure

# Microsoft Azure

- To Resellers for supporting Microsoft desire to be on the framework and undertaking the responsibility to manage commercial relationships with GÉANT, NREN and their Research and Education sector members

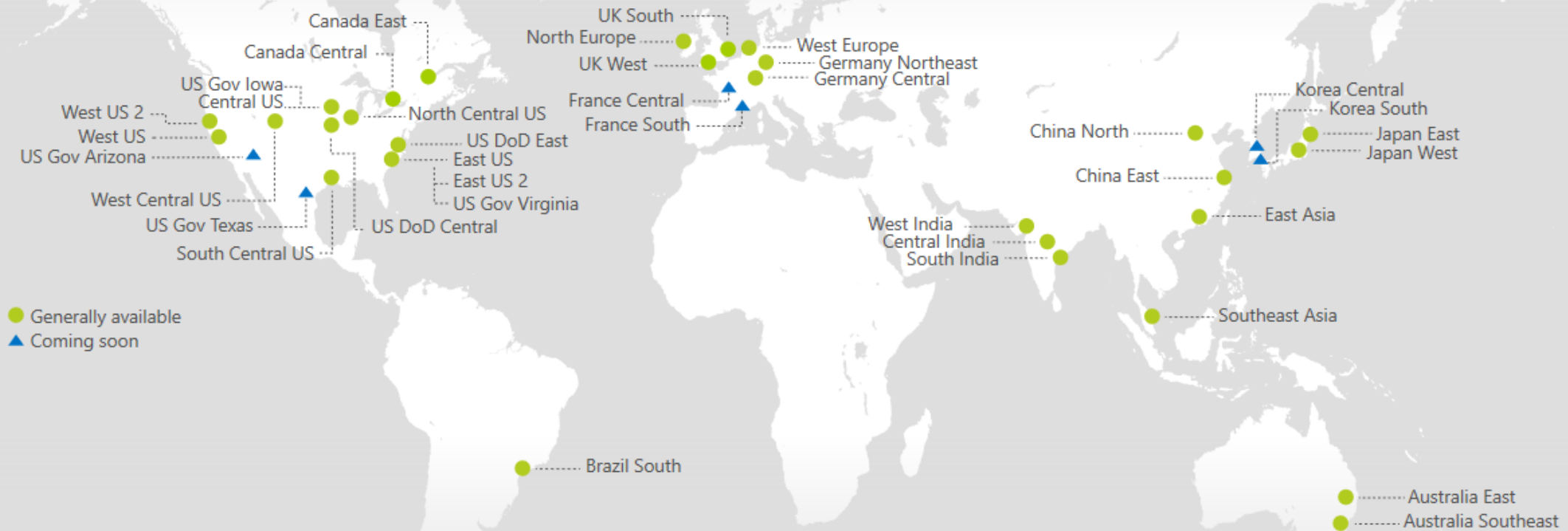




# Azure regions

Azure is generally available in 32 regions around the world, and has announced plans for 6 additional regions. Geographic expansion is a priority for Azure because it enables our customers to achieve higher performance and it support their requirements and preferences regarding data location.

[Explore products per region ▶](#)



## Platform Services

### Security & Management

- Security Center
- Portal
- Azure Active Directory
- Azure AD B2C
- Multi-Factor Authentication
- Automation
- Scheduler
- Key Vault
- Store/Marketplace
- VM Image Gallery & VM Depot

### Media & CDN

- Media Services
- Media Analytics
- Content Delivery Network

### Integration

- API Management
- BizTalk Services
- Logic Apps
- Service Bus

### Compute Services

- Container Service
- VM Scale Sets
- Batch
- RemoteApp
- Dev/Test Lab

### Application Platform

- Web Apps
- Mobile Apps
- API Apps
- Cloud Services
- Service Fabric
- Notification Hubs
- Functions

### Developer Services

- Visual Studio
- Mobile Engagement
- VS Team Services
- Xamarin
- Application Insights
- HockeyApp

### Data

- SQL Database
- SQL Data Warehouse
- DocumentDB
- SQL Server Stretch Database
- Redis Cache
- Storage Tables
- Azure Search

### Intelligence

- Cognitive Services
- Bot Framework
- Cortana

### Analytics & IoT

- HDInsight
- Machine Learning
- Stream Analytics
- Data Catalog
- Data Lake Analytics Service
- Data Lake Store
- IoT Hub
- Event Hubs
- Data Factory
- Power BI Embedded

### Hybrid Cloud

- Azure AD Health Monitoring
- AD Privileged Identity Management
- Domain Services
- Backup
- Operational Analytics
- Import/Export
- Azure Site Recovery
- StorSimple

## Infrastructure Services

### Compute

- Virtual Machines
- Containers

### Storage

- Blob
- Queues
- Files
- Disks

### Networking

- Virtual Network
- Load Balancer
- DNS
- Express Route
- Traffic Manager
- VPN Gateway
- App Gateway

Datacenter Infrastructure (32 Regions, 24 Online)





# Build and run open source solutions

## Any tool, application, framework

Applications



DevOps



Frameworks



Databases & middleware



Containers



Infrastructure



# Azure Benefits for GEANT members

Take advantage of new offers, services and additional ways to maximize savings

## Leverage Software Assurance investments

Save up to

**45%**

on Windows and SQL VMs

Azure Hybrid  
Use Benefit and License  
Mobility

## Pre-commit to future compute usage

Save up to

**60%**

vs hourly

Azure Compute Pre-Purchase\*  
and Azure Compute Option

## Benefit from significant savings on storage

Save up to

**38%**

vs web pricing

Lowest price for storage

\* Will be replaced with ability to reserve capacity for virtual machines in 2018



Dedicated, private L2 connection  
between an institution and  
the Microsoft cloud (Azure, Office 365)

Strong community demand

- Secure
- Guaranteed bandwidth
- Extend institutional network into the Microsoft cloud

**Previously**, required third parties:

- Outside of NREN domain
- Expensive

**Now**, GÉANT – Microsoft agreement  
allows NRENs to offer ExpressRoutes to their  
institutions; removing the third-party cost component

- Two connections  
from Microsoft in Amsterdam  
via SURFnet to GÉANT
- In Amsterdam at NetherLight
  - In London at GÉANT Open

10 Gbps

*GÉANT is the first non-commercial entity  
to have such an agreement with Microsoft*

Amazon AWS



**TECHNICAL & BUSINESS SUPPORT**

- Support
- Professional Services
- Partner Ecosystem
- Training & Certification
- Account Management
- Solutions Architects
- Security & Pricing Reports

**AWS MARKETPLACE**

- Big Data & HPC
- Business Apps
- Security
- Development
- Backup
- Databases
- Industry Solutions

**MANAGEMENT TOOLS**

- Queuing
- Notifications
- Search
- Orchestration
- Email

**PLATFORM SERVICES**

Analytics	Mobile	Development	App
Data Warehousing	Sync	Containers	Mobile & Web Front-end
Hadoop	Identity	Source Code	f(x) Functions
Streaming	Push Notifications	Build Tools	Identity
Data Pipelines	Mobile Analytics	Deployment	Data Store
Machine Learning	Mobile Backend	DevOps	Real-time

**ENTERPRISE APPS**

- Virtual Desktops
- Sharing & Collaboration
- Email & Calendaring
- Directories
- Storage Gateway

**HYBRID CLOUD MANAGEMENT**

- Direct Connect
- Identity Federation
- Deployment
- Backups
- Integrated Management

**SECURITY & MANAGEMENT**

- Virtual Private Networks
- Identity & Access
- Encryption Keys
- Configuration
- Monitoring
- Dedicated

**INFRASTRUCTURE SERVICES**

- Regions
- Availability Zones
- Compute
- Storage Objects, Blocks, Files
- Databases SQL, NoSQL, Caching
- Networking
- CDN

**AWS Building blocks**



# Global AWS Regions



## Americas

- AWS GovCloud (2)
- US West
- Oregon (3)
- Northern California (3)
- Northern Virginia (5)
- Ohio (3)
- Montreal (2)
- São Paulo (3)

## Europe

- Ireland (3)
- Frankfurt (2)
- London (2)
- Paris

## Asia Pacific

- Singapore (2)
- Sydney (3)
- Tokyo (3)
- Seoul (2)
- Mumbai (2)
- Beijing (2)
- Ningxia

**AWS Region** = A cluster of Availability Zones  
**Availability Zone** = A cluster of data centers

All regions are sovereign, meaning your data never leaves that location unless you cause it to.



# Videoconference Tender

On-premises solution  
in both managed and unmanaged  
scenarios

*Buying software licenses with optional  
support / management*

Baseline requirements:  
SAML2,  
WebRTC (clientless) support,  
Mobile/Desktop clients,  
Fully documented API,  
Recording, streaming,  
webinar features

Two pricing models:

- Concurrent user/port model
- Concurrent room / call model

Contracts awarded to:

1. Mobile Video Communication GmbH (Germany) offering Cisco and Acano software
2. Zoom Video Communications, Inc. (USA) offering Zoom software
3. VisionsConnected BV (Netherlands) offering Pexip and Qumu software

Call-off contracts  
available to only  
NRENs in GÉANT



**Other suppliers**  
*Incoming services*



Interacting with the following cloud providers  
Working towards an educational quotation service offer



Realtime messaging



Online file storage  
(sync & share)



Online collaboration  
Machine Learning &  
Artificial Intelligence services

# GÉANT IaaS Cloud és Oktatási felhő (C4E)

## **GÉANT CloudService**

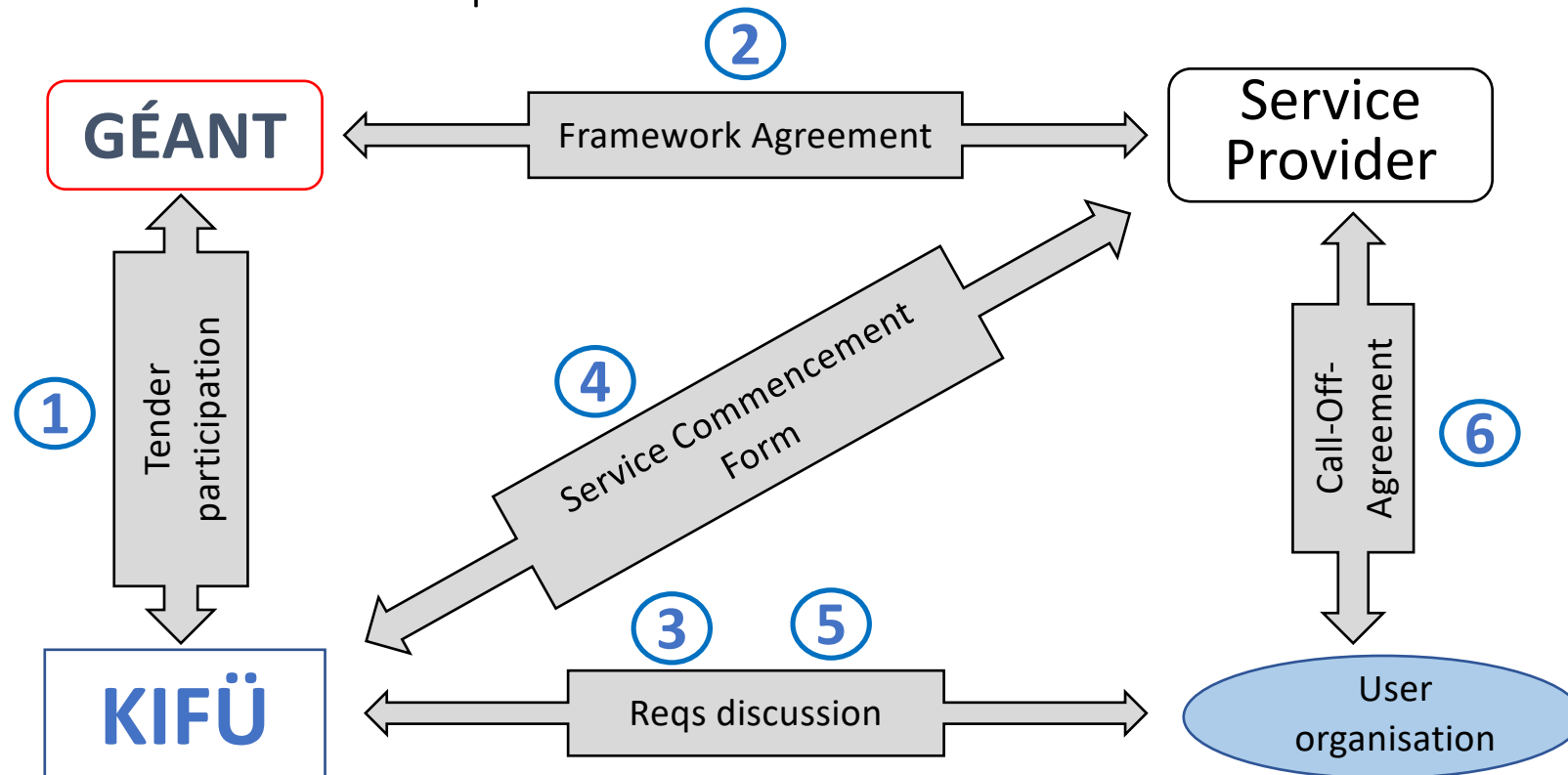
- Vendor lockin?
- Mindenképpen kell egy vállalási szint, használatarányos fizetés
- Jól skálázható
- Magyarországon kívüli adatközpont

## **C4E**

- Föderatív modellben kerül fejlesztésre, szabványos interfészek
- Van "ingyenes" szint
- Közepesen skálázható
- Adat nem hagyja el az NREN-t

# GÉANTCloudServices

## Contractual Relationships



# KIFÜ GÉANT cloud status



- GÉANT Cloud elindult – KIFÜ jogilag megvizsgálta a beszerzéseket – találtak EU közbeszerzés konform, és nem EU közbeszerzés konform beszerzést. – 2018 aug.
- GÉANT Cloud pilot szolgáltatás (2019-20) – felmérés, szolgáltatás nyújtás elindítás, workshop
- 2019-ben a GÉANT Cloud IaaS szolgáltatás közvetítéséért 0%-os járulék, Később 0-5% között várható
- Szerződések
  - Az IaaS beszerzések a EU közbeszerzési előírásoknak megfelelő UK közbeszerzési keretek között kerültek lebonyolításra. A magyar bíróság joghatóságát ki kell kötni.
  - 2018-ban frissítve lettek GDPR-nek megfelelően
  - Kockázatelemzést célszerű végezni a felhőben történő tárolás előtt
- Támogatás és Kapcsolat: [ugyfelszolgalat@kifu.gov.hu](mailto:ugyfelszolgalat@kifu.gov.hu)
- Tapasztalatcsere lista: [geant-cloud-discuss@listserv.niif.hu](mailto:geant-cloud-discuss@listserv.niif.hu)
- Weboldal [http://kifu.gov.hu/szolgalatasok/ikt/felho/geant\\_cloud](http://kifu.gov.hu/szolgalatasok/ikt/felho/geant_cloud)

# GÉANT Cloud információk



- [GÉANT cloud aktivitás: - https://clouds.geant.org](https://clouds.geant.org)
- Ajánlattevők képességei [- IaaS Service Matrix – https://catalogue.geant.org/reports/](https://catalogue.geant.org/reports/) eduGAIN védett
- [Szerződések -GÉANT Cloud Contract Repository – https://intranet.geant.org/cloud\\_services\\_repository/](https://intranet.geant.org/cloud_services_repository/)  
- eduGAIN védett
- GÉANT Data classification for Cloud Services - <https://clouds.geant.org/data-classification-for-cloud-services/>



## Cloud and online services delivery in GN4-3

### **Deliver the clouds**

INTERNAL: Share sector-specific community clouds (scale up national community clouds to a pan-European level);

EXTERNAL: Jointly procure public clouds from commercial suppliers

Help the NRENs to deliver these services locally in their respective countries;

current portfolio: file storage, IaaS, collaboration suites, web- and video conferencing,

Planned for 2018: educational services (Digital Learning Environments)

**Widen the clouds;** new service offerings (new service types to bring into the GÉANT portfolio):

including cloud security services, research specific tools

**Deepen the clouds;** including containers, Machine learning and Artificial Intelligence

**Connect the clouds;** network peerings and IdM middleware; ensure SAML2 compatibility and connect providers to eduGAIN.

### **Control the clouds**

Cloud management platforms and marketplaces.

Legislation and regulations, including GDPR compliancy.

Standardisation: foster data interoperability and portability between different clouds.

**Educate about clouds:** NREN and GÉANT Cloud competency centers

**Beyond the clouds;** apply the cloud supply chain to other IT areas and products, such as: content, hardware and devices

### **Collaborate on clouds**

Ensure the GÉANT cloud activity is well positioned within the European e-Infrastructure community and EOSC

Collaborate with NRENs and e-Infrastructure organisations outside of Europe (on a global scale)

# GÉANT Cloud kérdések?

Támogatás és Kapcsolat: [ugyfelszolgalat@kifu.gov.hu](mailto:ugyfelszolgalat@kifu.gov.hu)

Tapasztalatcsere lista: [geant-cloud-discuss@listserv.niif.hu](mailto:geant-cloud-discuss@listserv.niif.hu)