The multi-cloud opportunity for the channel

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VP Northern Europe

Agenda
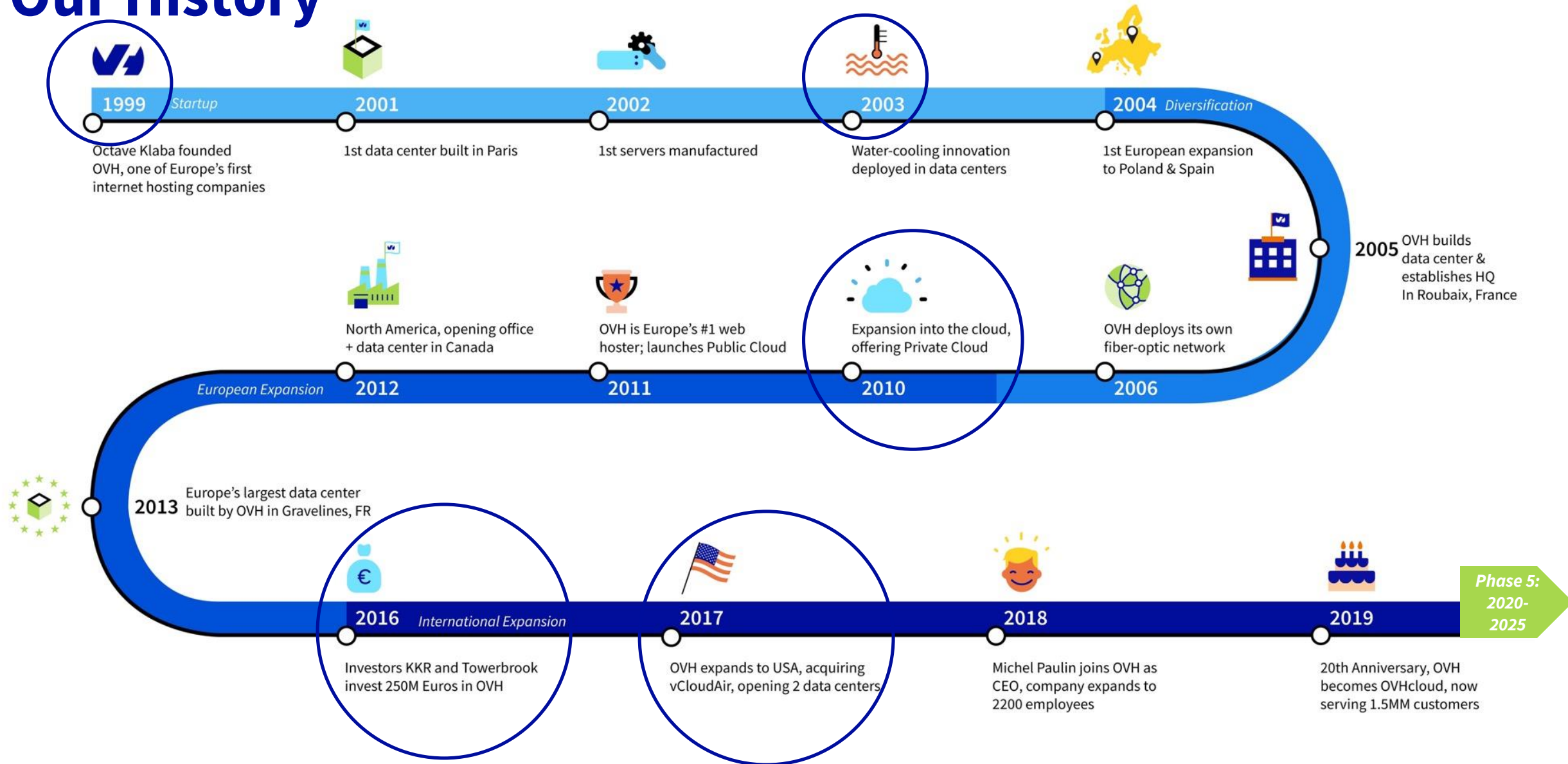
▶ OVHcloud Overview

▶ What's changing?

▶ What's the big opportunity?

▶ Being successful

▶ Our experience and a different approach

OVHcloud

About
OVHcloud

Our History

1999 *Startup*
Octave Klaba founded OVH, one of Europe's first internet hosting companies

2001
1st data center built in Paris

2002
1st servers manufactured

2003
Water-cooling innovation deployed in data centers

2004 *Diversification*
1st European expansion to Poland & Spain

2005
OVH builds data center & establishes HQ in Roubaix, France

2006
OVH deploys its own fiber-optic network

2010
Expansion into the cloud, offering Private Cloud

2011
OVH is Europe's #1 web hoster; launches Public Cloud

2012
North America, opening office + data center in Canada

European Expansion

2013
Europe's largest data center built by OVH in Gravelines, FR

2016 *International Expansion*
Investors KKR and Towerbrook invest 250M Euros in OVH

2017
OVH expands to USA, acquiring vCloudAir, opening 2 data centers

2018
Michel Paulin joins OVH as CEO, company expands to 2200 employees

2019
20th Anniversary, OVH becomes OVHcloud, now serving 1.5MM customers

Phase 5: 2020-2025

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Inside OVHcloud

Europe's

#1 Hyperscaler

20 years
Pure player cloud and infrastructure provider

1.5 million
Customers

30 Data Centers
in 12 locations

34 Points of Presence
on a 20 TBPS Bandwidth Network

2200 Employees
in 12 locations

115K Private Cloud
VMS running

300K Public Cloud
instances running

380K Physical Servers
running in our data centers

1 Million+ Servers
produced since 1999

1.5 Million Customers
across 132 countries

3.8 Million Websites
hosting

1.5 Billion Euros Invested
since 2016

P.U.E. 1.09
Energy efficiency indicator

20 Years in Business
Disrupting since 1999

What We Do

OVHcloud is a global cloud provider that specialises in delivering industry-leading performance and cost-effective solutions to better manage, secure, and scale data.

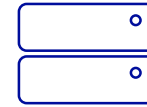|	
Start-ups	**Cloud migration**
	Datacentre extension
SMEs	**Hybrid Cloud**
	Secure data hosting
Enterprise	**High availability**
	Unified Communications
Public Sector	**High performance computing**
	Analytics
IT Service Providers	**AI, ML and DL**

Dedicated Servers

Private Cloud

Public Cloud

Compute

Storage

Workspace

Data & Analytics

Network

Security

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What makes us different?

We believe that how we do business is as important as what we do:

► We are an alternative cloud and we challenge the status quo.

► We believe in open standards and being part of an ecosystem.

► We believe in freedom to build. We are multi-local and committed to innovation.

► We are committed to environmental sustainability and data security.

The Opportunity

Digital Transformation is real…

Mobile Network & 5G
Super-fast and stable internet access anywhere

196 days Average time it takes to identify a data breach

Edge Computing
Allowing for instant access to data & computing power at point of use

AI and Autonomous things
IoT and analytics is not just a fad

Security Breaches continue to rise due to dynamic attack surfaces

Kubernetes wins the container orchestration battle within enterprise

70% of all tech spending by 2020 will be on cloud initiatives

82% of enterprises run on a multi-cloud strategy

508 Average number of apps per enterprise

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...and Multi-Cloud Adoption is Happening

Private Cloud

Technology platforms which deliver cloud characteristics (virtualized, pooled, elastic, metered) and/or enable cloud for secure critical workloads.
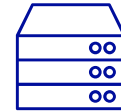
Public Cloud

Infrastructure (IaaS)

Software (SaaS

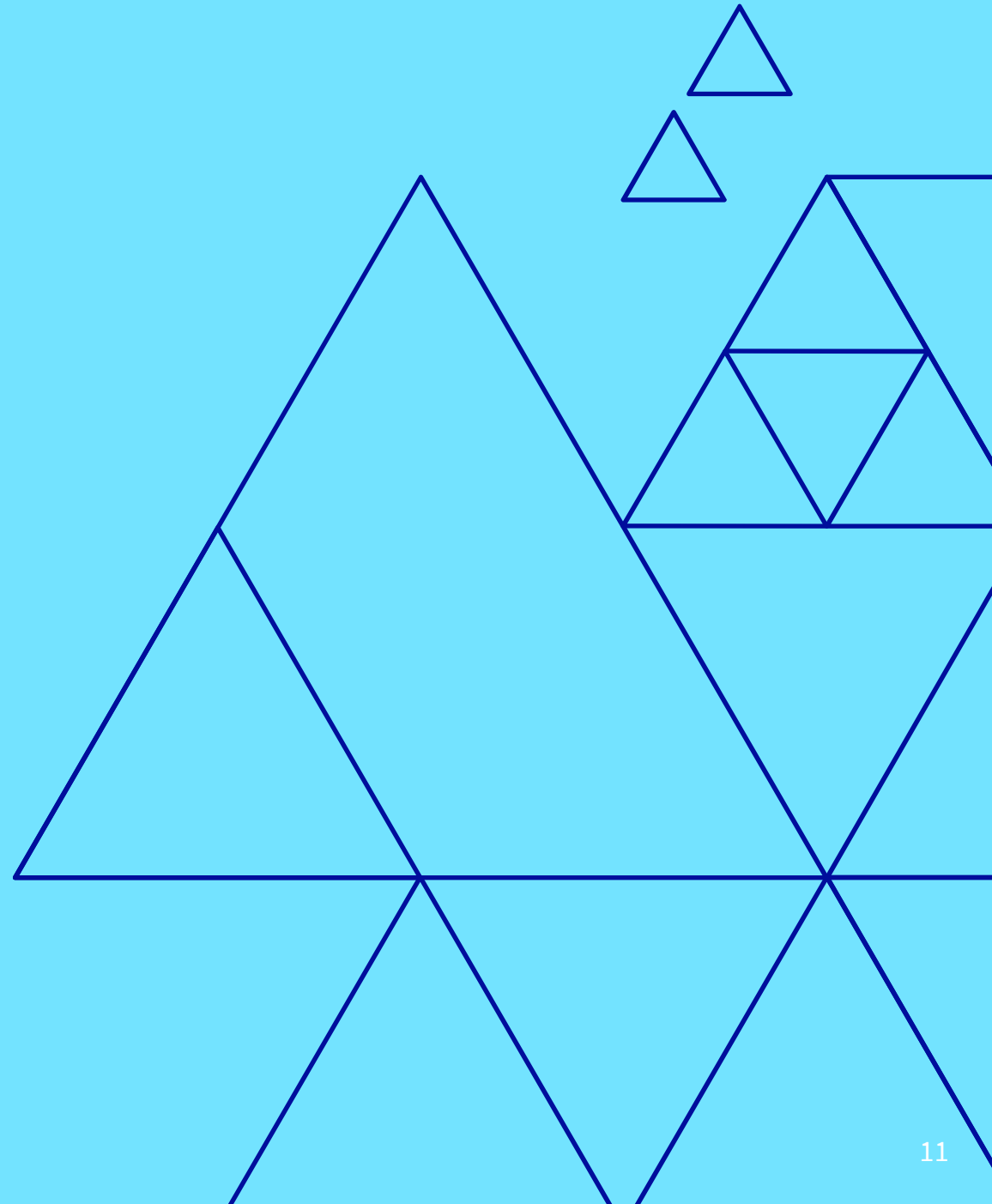Multi-tenant, shared infrastructure provided on-demand by a cloud provider served up as virtual machines.

Hybrid

Hybrid Infrastructure

An integrated approach which blends multiple cloud environments with traditional data center investments.

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The challenge
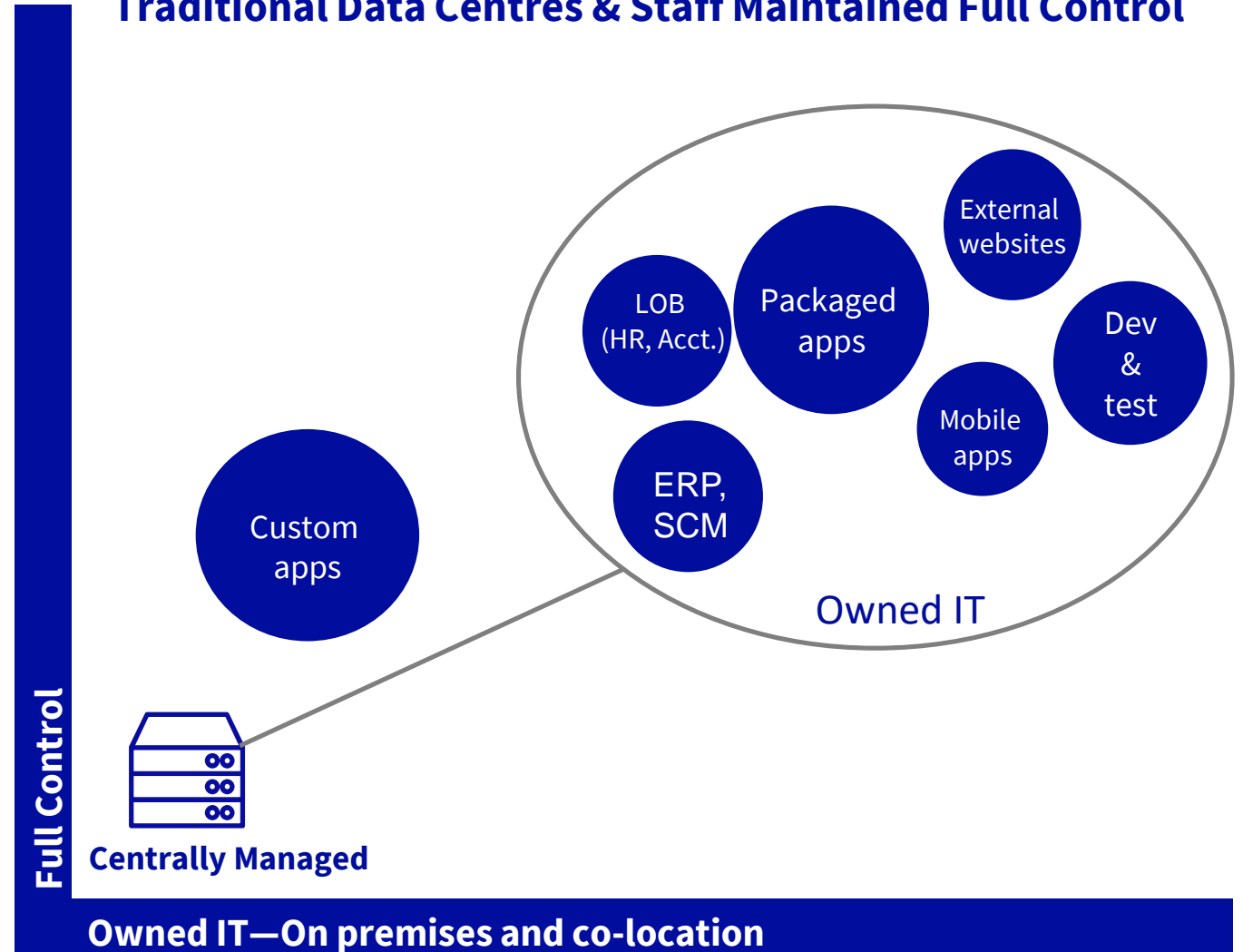
The discussion about cloud has changed…

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Datacentre Evolution

▶ **Applications are centrally managed** under one infrastructure

▶ **The network perimeter and datacentre boundary** provided protection

▶ **IT staff ensured** availability, maintenance, performance, and security

**Traditional Data Centres & Staff Maintained Full Control**

External websites

LOB (HR, Acct.)

Packaged apps

Dev & test

Mobile apps

ERP, SCM

Custom apps

Owned IT

Full Control

Centrally Managed

Owned IT—On premises and co-location

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Datacentre Evolution

▶ **Niche cloud vendors deliver a services-centric model** via disparate building blocks

▶ **Redefines the necessity to create a holistic strategy** for agility, cost management, and performance

▶ **Leverage skills and systems** to enable consistent delivery for every application regardless of deployment models

▶ **Avoid vendor lock-in,** maintain ability to move

Traditional Data Centre Perimeters are Dissolving
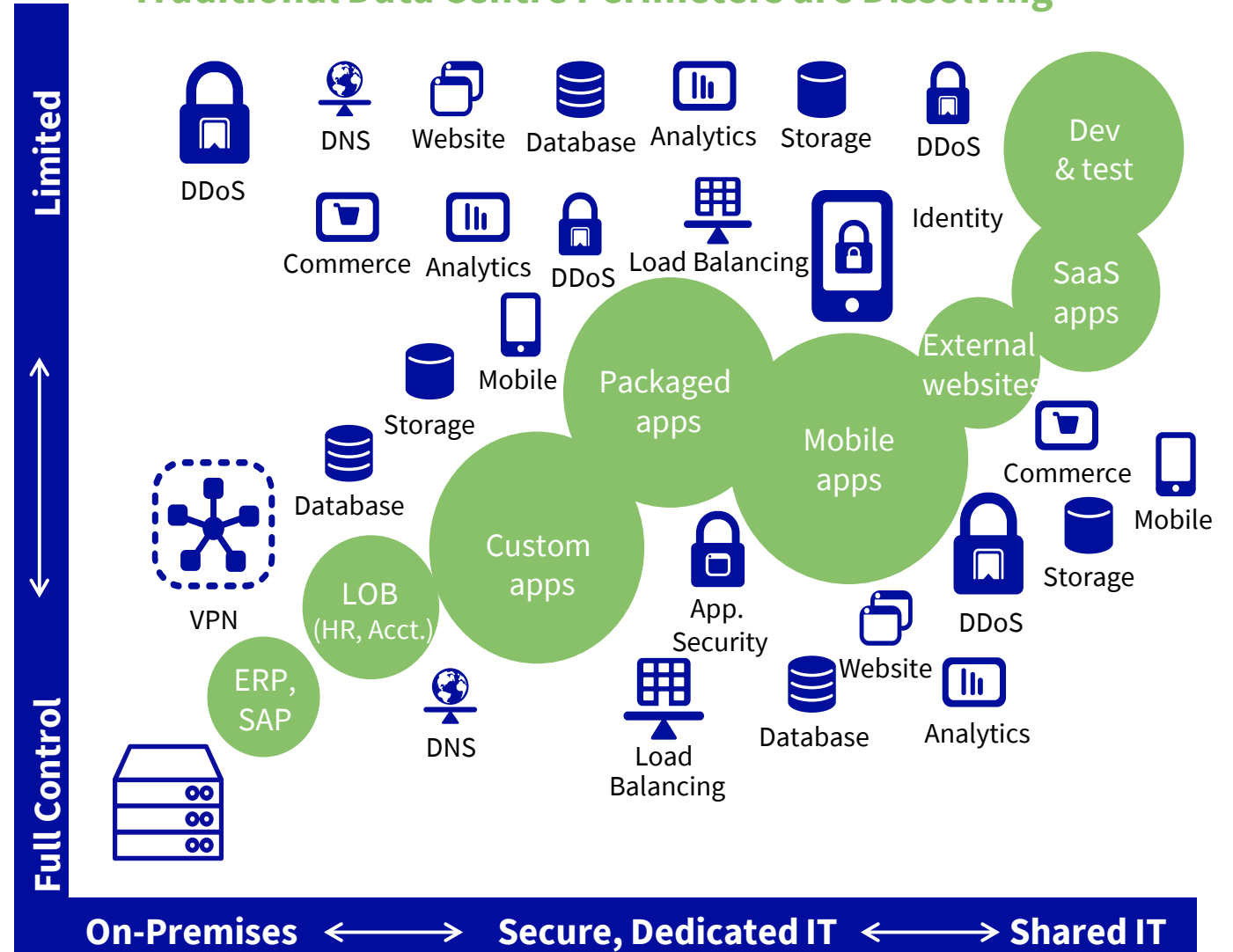
Technical Expertise

Ecommerce

Line of Business Applications

Production workloads

Mobility

Compute

Storage

Multi-cloud management and monitoring

Data Sovereignty

Scalability

Data Centre

Data Privacy

Extension | Replacement | Modernisation

**The Challenge:
Cloud is redefining business models**

SDN

GDPR

Automation

Digital Transformation

Business Resilience

Security

Business Continuity

Disaster Recovery

App refactoring

Migration Strategy

IoT

OpEx vs Cap Ex

Data analytics

Edge computing

Compliance

AI/ML/DL

Where are customers on their cloud journey?

Learn and experiment	Begin the journey	Mix of public & private	"Hybrid" solution

- Evaluate cloud providers & tools
- Mission- and business-critical apps in a traditional data center or colocation environment

- Assess application portfolio for cloud-readiness
- Define IT service model
- Cloud 1st for new applications

- Fully define a cloud strategy, including traditional, private, & public
- Pick tools and standards

- Manage portfolio of multiple clouds
- Integrate through management tools, processes and standards

Most customers are here

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Option 1:
How do you protect existing revenues?

Option 2:
What changes are required commercially?

Option 3:
What new services are viable for the business to launch?
Build, buy or partner?

Multi-cloud
complexity

Option 4:
What deployment models are needed?

Build on existing infrastructure, new or embrace cloud-native?

Option 5:
How do you integrate third-party solutions into product management, operations applications, service delivery?

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Seizing the opportunity

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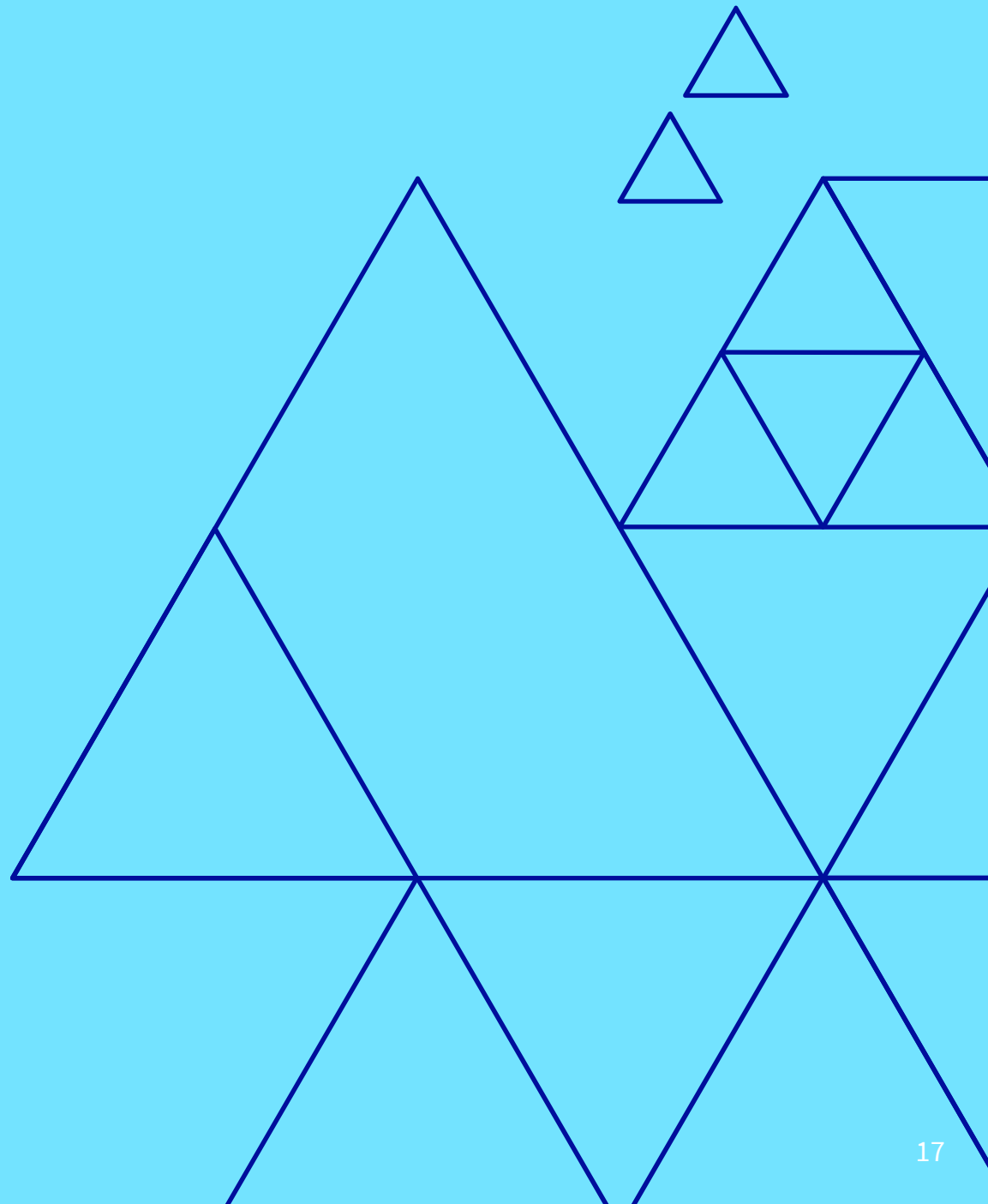
Options no matter where you are in the journey

ONE CLOUD PROVIDER?

HYBRID CLOUD

START

SCALE

OPTIMIZE

Hosted Private Cloud

Public Cloud

Bare metal Cloud
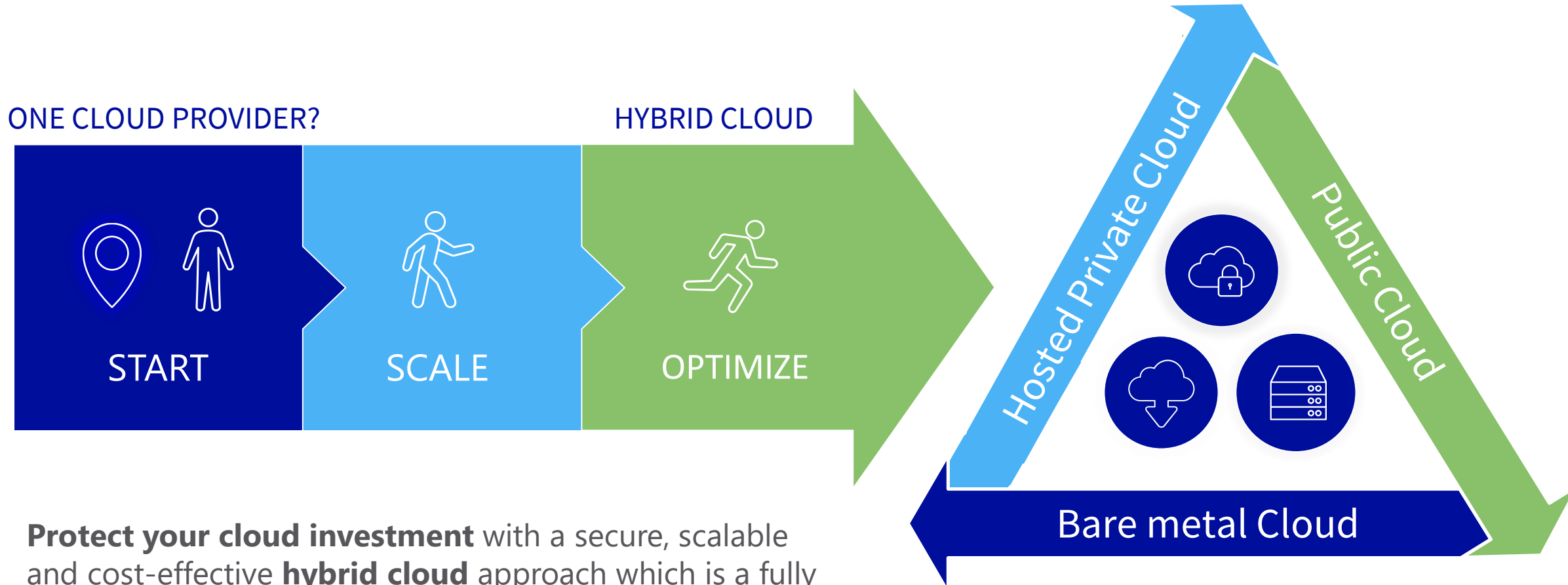
Protect your cloud investment with a secure, scalable and cost-effective **hybrid cloud** approach which is a fully **reversible** technology solution.

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Recommendations for Success

Cost

▶ Reduce it or increase ROI

▶ Flexibility of your infrastructure and systems

▶ Predictability of price

▶ Services synergy

Innovation and growth

▶ Time-to-market & time-to-value

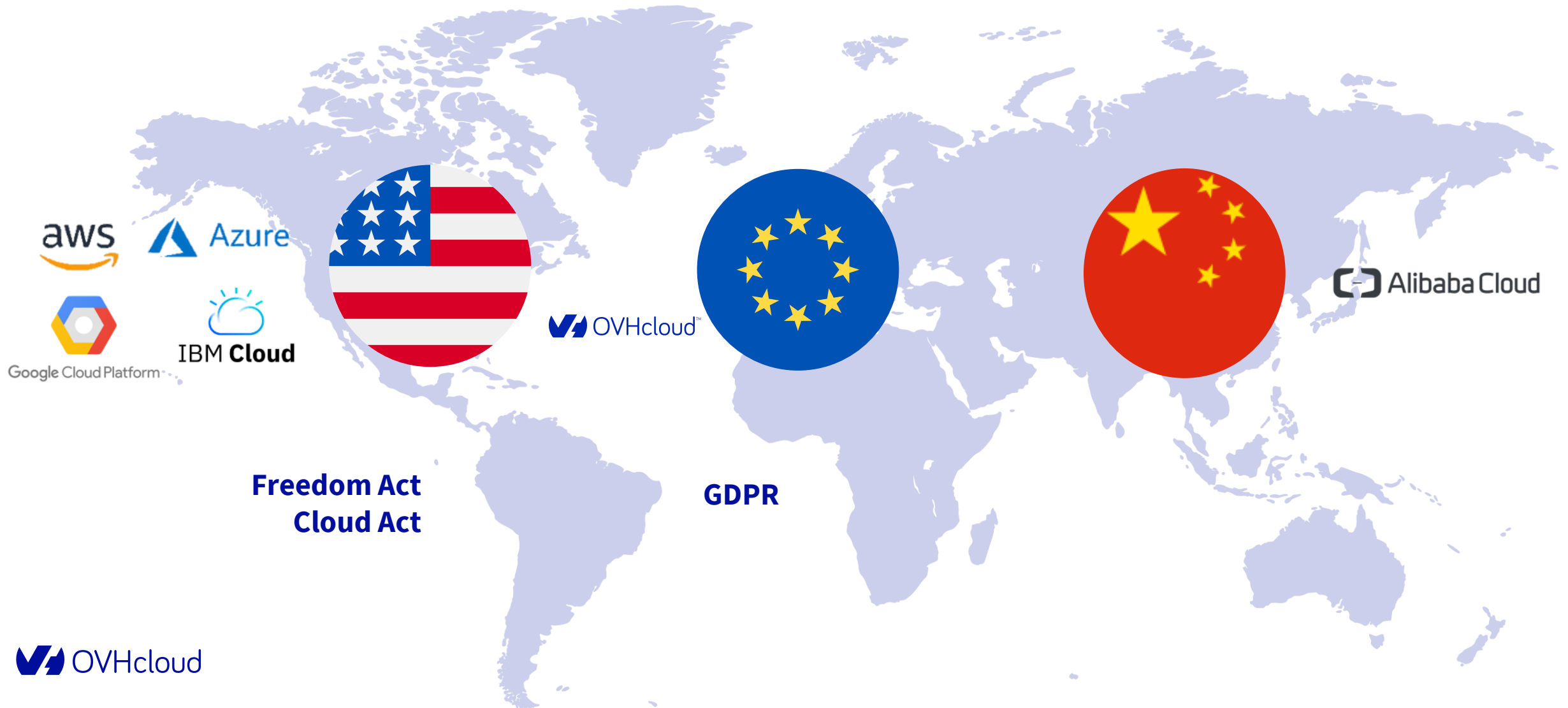▶ Integration & interoperability

▶ Simplicity, transparency, visibility

Security

▶ Data sovereignty

▶ Compliance

▶ Data protection

▶ Security controls, encryption, VPN

▶ Simplicity & ease of use

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Data Sovereignty

Your cloud provider's location dictates your data sovereignty options

aws | Azure

Google Cloud Platform | IBM Cloud

OVHcloud™

Alibaba Cloud

**Freedom Act
Cloud Act**

GDPR

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Manage your resources and business goals

Start fast, without capex	Scale easily	Minimise risk
▶ Simplicity and ease of use	**▶ Integration & interoperability**	**▶ Data protection & security**
Access to billing information	Avoid vendor lock-in	Secure by design
Single interface and portal	Standard interfaces and APIs	Identity Access Management
Predictable costs	Automation	Granular rights
Clear solutions and services		

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Our Ecosystem

Our Ecosystem

Our ecosystem collaboration is vital to digital innovation and problem-solving.

As a result, our customers benefit from a valuable end-to-end experience.

Technology

vmware® kubernetes
veeAM
plesk Zertø
THE LINUX FOUNDATION CISCO AMD
(intel)
Red Hat
Microsoft NVIDIA

Business

Capgemini
serco
accenture
Deloitte.
claranet
Saagie sopra steria

Community

SYSTRAN beyond language cegid PAYLEAD
JALGOS Shift
LUCINE NAOR INNOV CISPE.cloud
CLOUD NATIVE COMPUTING FOUNDATION deepomatic NEONN
Bodyguard openstack.

Customers Around the Globe

You Need Solutions

OVHcloud accelerates your Digital Transformation and Cloud Journey

Datacentre Solutions

Helping with datacentres modernisation

Certified Solutions for Government, Health and Finance

Helping Public Sector and regulated industries

Big Data, AI & Grid Computing Solutions

Helping to jumpstart Big Data, Machine Learning for A.I and Grd computing

End-user Workspace Solutions

Helping with workspace virtualisation and collaborative solutions

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You Need Solutions

OVHcloud accelerates your Digital Transformation and Cloud Journey

Datacentre Solutions

Helping with datacentres modernisation

Example 1: DC modernisation and extension

Customer Needs

Availability   Clear objectives
Scale   Reduced operational costs
IT Flexibility   Time sensitive

Our Solution

Controlled Methodology

Multi-site   Simple   Secure

Infrastructure as Code

Our Products

DCaaS	IaaS
	Bare metal / Hosted Private Cloud
Private network	

Example 2: Disaster recovery

High Availability   Safe migration
Resilience
Scalability   Cloud mobility

Multi-site   Simple   Secure

Minimum RTO , Maximum RPO.

| IaaS |
| Bare metal / Hosted Private Cloud |

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You Need Solutions

OVHcloud accelerates your Digital Transformation and Cloud Journey

Certified Solutions for Government, Health and Finance

Helping Public Sector and regulated industries

Example: Healthcare data hosting

Customer Needs

Compliance   Regulation

Scalability   Performance

Our Solution

Data Protection

Monitoring   Traceability

Reporting
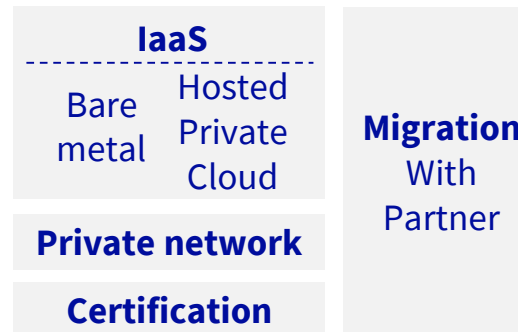
Our Products

IaaS
- - - - - - - - - - - - - - - -
Bare metal   Hosted Private Cloud

Private network

Certification

Migration With Partner

You Need Solutions

OVHcloud accelerates your Digital Transformation and Cloud Journey
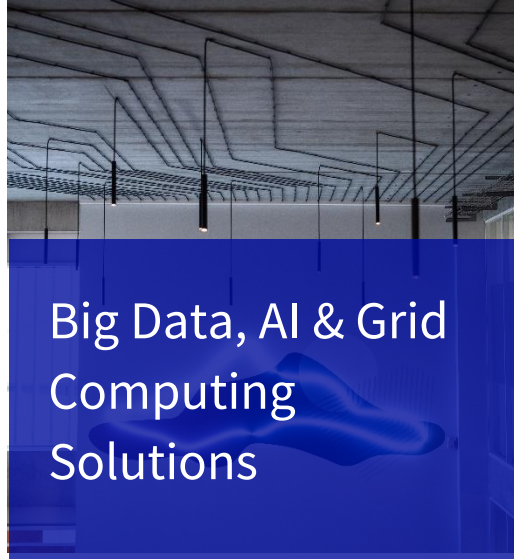
Big Data, AI & Grid Computing Solutions

Helping to jumpstart Big Data, Machine Learning for A.I and Grd computing

Example: Big data solution

Customer Needs

Performance

Security

Data governance

Predictability

Our Solution

Access control

Transparency

Monitoring

Auditability

Our Products

IaaS	PaaS
Bare metal Hosted Private Cloud	Hadoop Spark
GPU hosts	

Private network
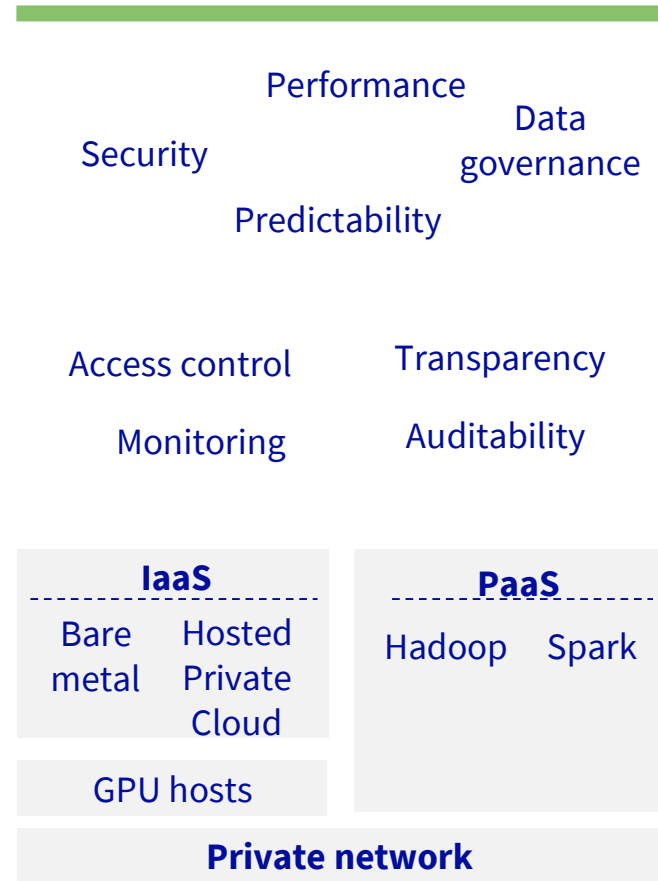
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Options no matter where you are in your Cloud journey
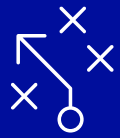
OVHcloud Connect, vRack , 20 Tbps, Anti-DDoS protection
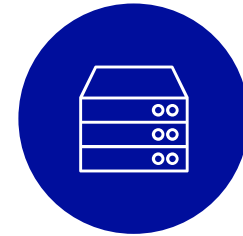
Hosted Private Cloud

based on VMware's
Software-Defined Datacentre for
lift & shift secure workloads

Public Cloud

based on OpenStack
Compute, Storage, PaaS

Cloud native workloads

Dedicated/
Bare Metal Servers

Compute-intensive
workloads

Customer Support & Professional Services
Different support levels available, depending on your needs.

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Choose the best support option for your business

Standard
Included with any product and self-service support level for all our customers including incident management.

Premium
Paid service
SLA response times
Business hours support
Personalised priority assistance

Business
Paid service
Dedicated phone number
Full access to incidents
Root cause analysis reports
On-boarding and advice
Professional services available

Enterprise
Paid service
Technical account manager
Dedicated support management
Dedicated expert resources for the most demanding needs. 365/7/24 global coverage.

Included with any product & any support level.

Hardware management. Operational maintenance 24/7 x 365.
Online assistance | Proactive incident management
Billing, invoicing and requests management.

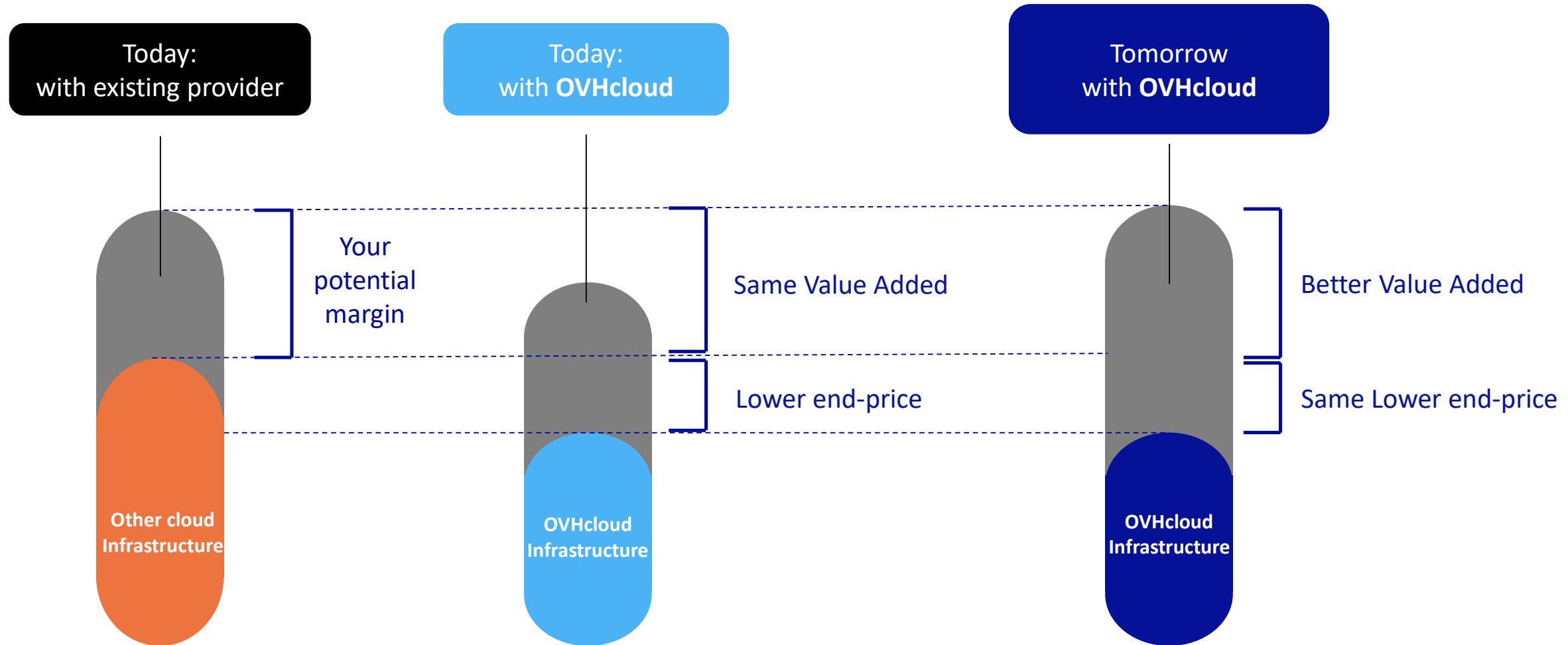OVHcloud

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Partner Program

Maximise performance and value to your business

OVHcloud provides the right price, tools and technology to help partners differentiate their services and generate profit, targeting big market demands with high growth projections.

1 Benefit directly from our **competitive pricing**

2 Easily extend with your own services to **create added-value**

3 More room to manoeuvre and **differentiate** in the market

4 **Simple to integrate** and develop services for customers

5 **Scale and adapt** to changing demands faster

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A different approach is possible with OVHcloud

Today:
with existing provider

Today:
with OVHcloud

Tomorrow
with OVHcloud

Your potential margin

Same Value Added

Better Value Added

Lower end-price

Same Lower end-price

Other cloud Infrastructure

OVHcloud Infrastructure

OVHcloud Infrastructure

The OVHcloud Partner Academy

Do business with total freedom.

Our goal is to empower you with **added autonomy,** able to build the right infrastructure and generate your own added-value.

1 We deliver a tailored 'Discover OVHcloud' workshop

Different levels of training:

2
- **Sales/Presales**
- **Support/TAM**
- **Solution Architects**

3 Gain a new competencies, increase business together

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Key Takeaways

Leverage the multi-cloud opportunity in the right way

Keep control, save time and avoid unpleasant surprises. We bring our partners what they expect.

Maximise your performance and business value with the right partners such as OVHcloud Partner Program.

S — **Simple**
Easy and quick to set up, saving a lot of time and resources.

M — **Multi-local**
Worldwide datacentres and local teams.

A — **Accessible**
Competitive and predictable pricing, with No surprises

R — **Reversible**
Robust and reliable. It is a cloud that does not lock people in.

T — **Transparent**
A cloud that says what it does, and does what it says.

Answer customer needs faster, freeing yourself to focus on your core business!

Choose your datacentre and maintain complete control of your data at all times. Trust the European cloud leader. Let's differentiate!

Create your own added value, predict your costs and improve your margins!

Our open-source commitment is technology-agnostic, so you can offer more flexibility to your customers such as cutting-edge hybrid solutions.

With OVHcloud, your infrastructure is managed and supervised 24/7. Build trust with your customers!

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Thank You!

Get started

See us on Stand C1270

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We are hiring! Check **careers.ovh.com**

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