

A flexible multi-cloud strategy to accelerate your business

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**Business
Services**



Multi-cloud, a strategic reality



It's already a multi-cloud world



5

Average number of clouds
used by enterprises.*

It's already a multi-cloud world



94%

one public or private already using at least e cloud.*

**It's already a
multi-cloud
world**



84%

**of enterprises are
Multi-cloud.***

Moving from cost/version/model optimization to business transformation

1 Digital Business Optimization

Customers usually

- **know exactly what to ask for**
- are looking to reduce their own risk or cost
- use existing resources to optimize existing business

Customers are looking for:
an implementation project with
well-defined managed services



Marathon mode



2 Digital Business Transformation

Customers usually

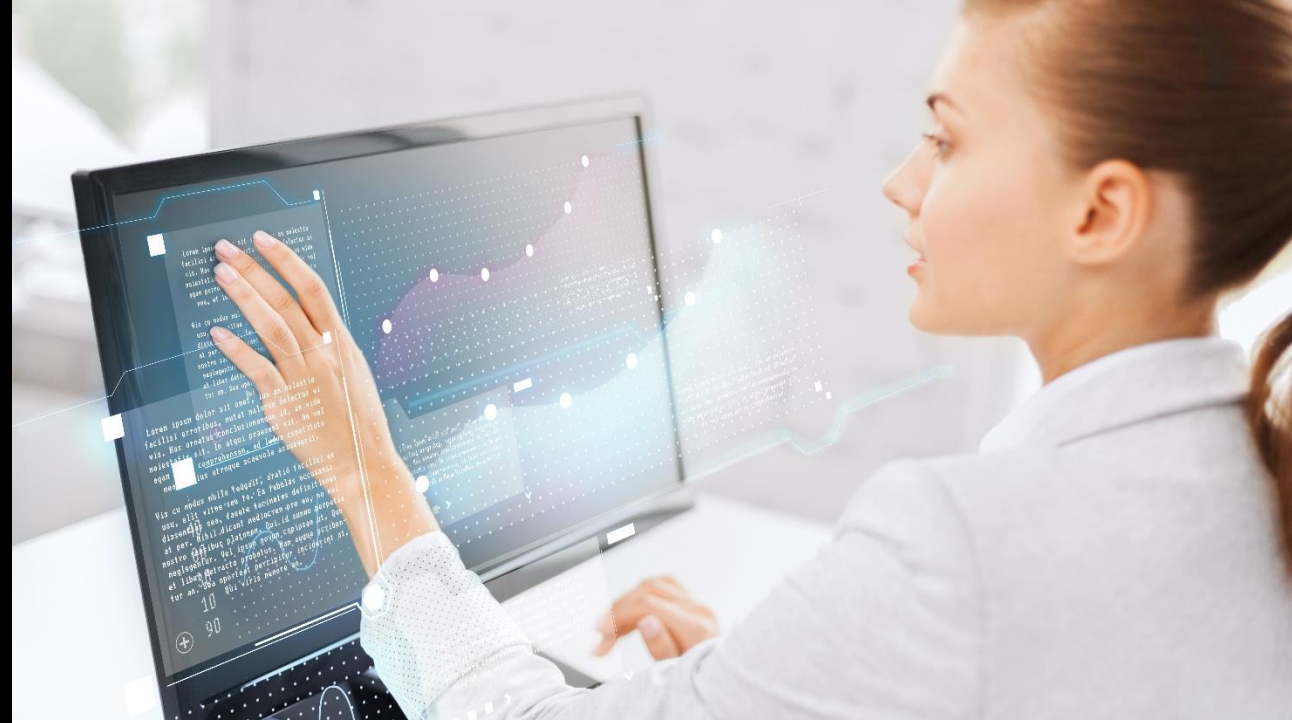
- don't know exactly what to ask for
- are looking for enabling growth as first priority
- want to achieve digital business transformation

Customers are looking for:
ideation, advisory, consulting and a multi
tiered managed services model

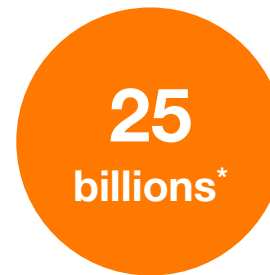


Sprinter mode

Multi-cloud is the future of cloud computing opening up new opportunities for innovation such as Edge Computing and Edge AI.



Drivers for large scale projects are rising



IoT



5G



Data

- (1) Microsoft/Julia White 2018, MS will invest \$5 billion in the IoT over the next 4 years.
(2) HPE 2018, \$4 billion over the next 4 years.



**Our vision is
driven by customers.**

**We work with
customers to
achieve their
ambitions**



E-Commerce Services Business

▶ **Develop innovative
customer centric
services**

Entertainment Business

▶ **Significantly speed
up development
process**



**We work with
customers to
achieve their
ambitions**



**Global Brewing
Company**

▶ **Consolidate
applications**

**Payment Services
Business**

▶ **Penetrate
new markets**



**We work with
customers to
achieve their
ambitions**



Public Company

▶ **Integrate mission
critical and legacy
infrastructure**

World Distribution Group

▶ **High bandwidth
capacity and
availability**



Multi-cloud can provide challenges

- Migration
- Interoperability
- Managing cloud spending
- Broader needs of specialized skills
- Compliance
- Security
- Tools to manage the use of multiple clouds

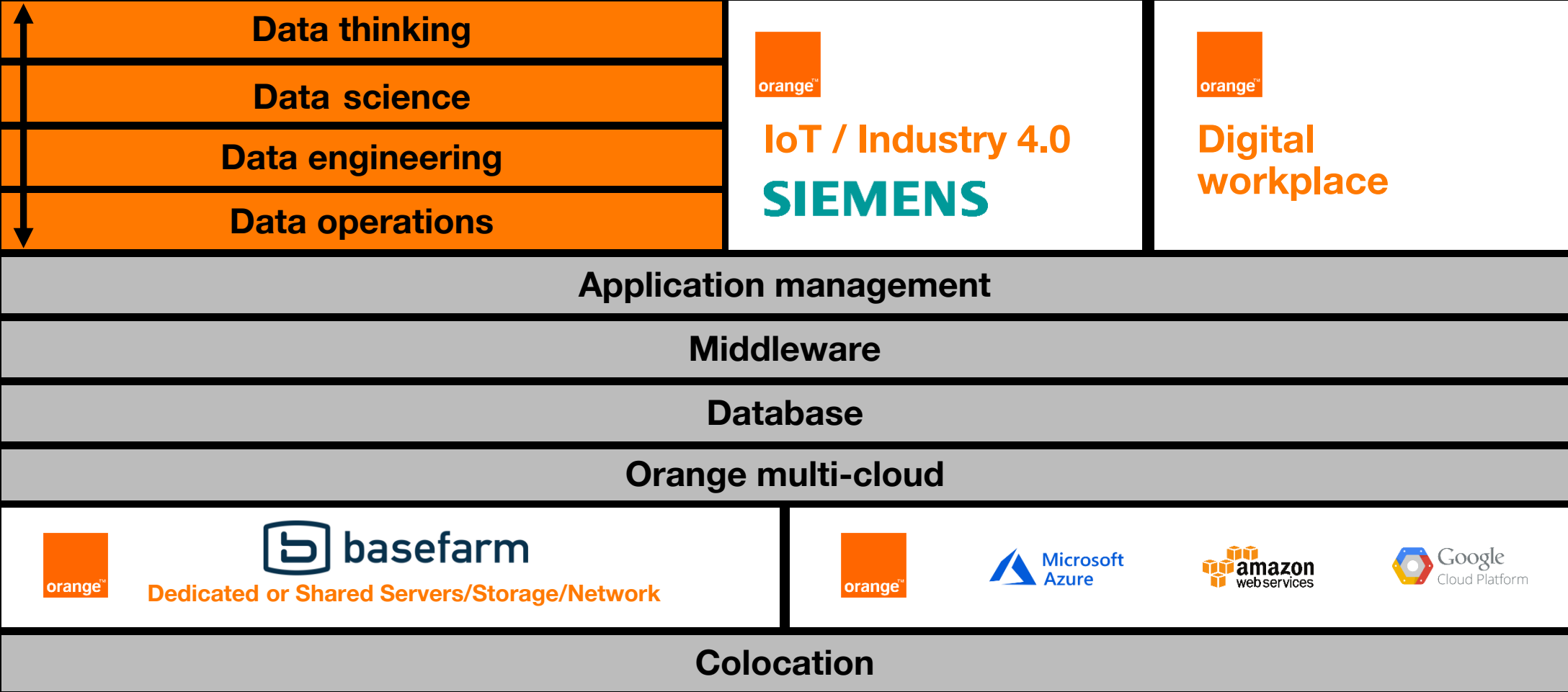


By 2021, **75%** of enterprise customers will be using cloud managed infrastructure as a service (IaaS) and platform as a service (PaaS) solutions will require multicloud capabilities from a cloud managed service provider, up from **30%** in 2018

Client's mission-critical solutions

Security services

Big data artificial intelligence



4 key recommendations to implement a successful multi-cloud strategy



1

**Business
strategy**

2

**Capabilities and
competencies**

3

Cost control

4

Governance

**Multi-cloud:
a winning
strategy for
our customers**





Expertise to migrate and automate applications to AWS reference platform.

Accelerate customers international deployment in any geographical area and regardless of the infrastructure.

Facilitate international deployment



Overcome the various existing technologies on infrastructures.



Design and build of the cloud architecture to support the cloud native application.

Two dedicated experts to migrate and automate the application onto Amazon Web Services

Expert support in the implementation of a pilot for version 2 of the platform.

Facilitate international deployment





Speed of deployment in any geographical area and regardless of infrastructure.

Optimization of underlying cloud infrastructures through the implementation of DevOps and Cloud Native Application best practices.

Deployment of infrastructures to the nearest customer while respecting their hosting constraints.

**Facilitate
international
deployment**



**Dealing with an annual average
of 371 million public transport trips.**

**Create a big data platform to deliver
innovative transportation services
on cutting edge technologies.**

**One of the fastest growing
metropolitan areas in Europe.**



#RUTER

**Next generation
transportation
experience**

Ruter#

Accelerated the innovation to production cycle through DevOps consulting.

Managed Multi-cloud platform including Private, AWS, Google – connecting 1,200 vehicles.

Analysis of solution, proposal of architecture to ensure non proprietary and cost effective operation.



#RUTER

**Next generation
transportation
experience**

Ruter#

Complexity hidden and managed by our multi-tiered hybrid services.

Solution is highly scalable and combines leading edge technology with legacy systems.

No vendor lock-in – services designed to support multiple third party vendors.



#RUTER

**Next generation
transportation
experience**

Ruter#

Benefits of multi-cloud

1

**Avoid vendor
lock-in**

2

Flexibility

3

Risk mitigation

4

**Reduce
shadow-IT**

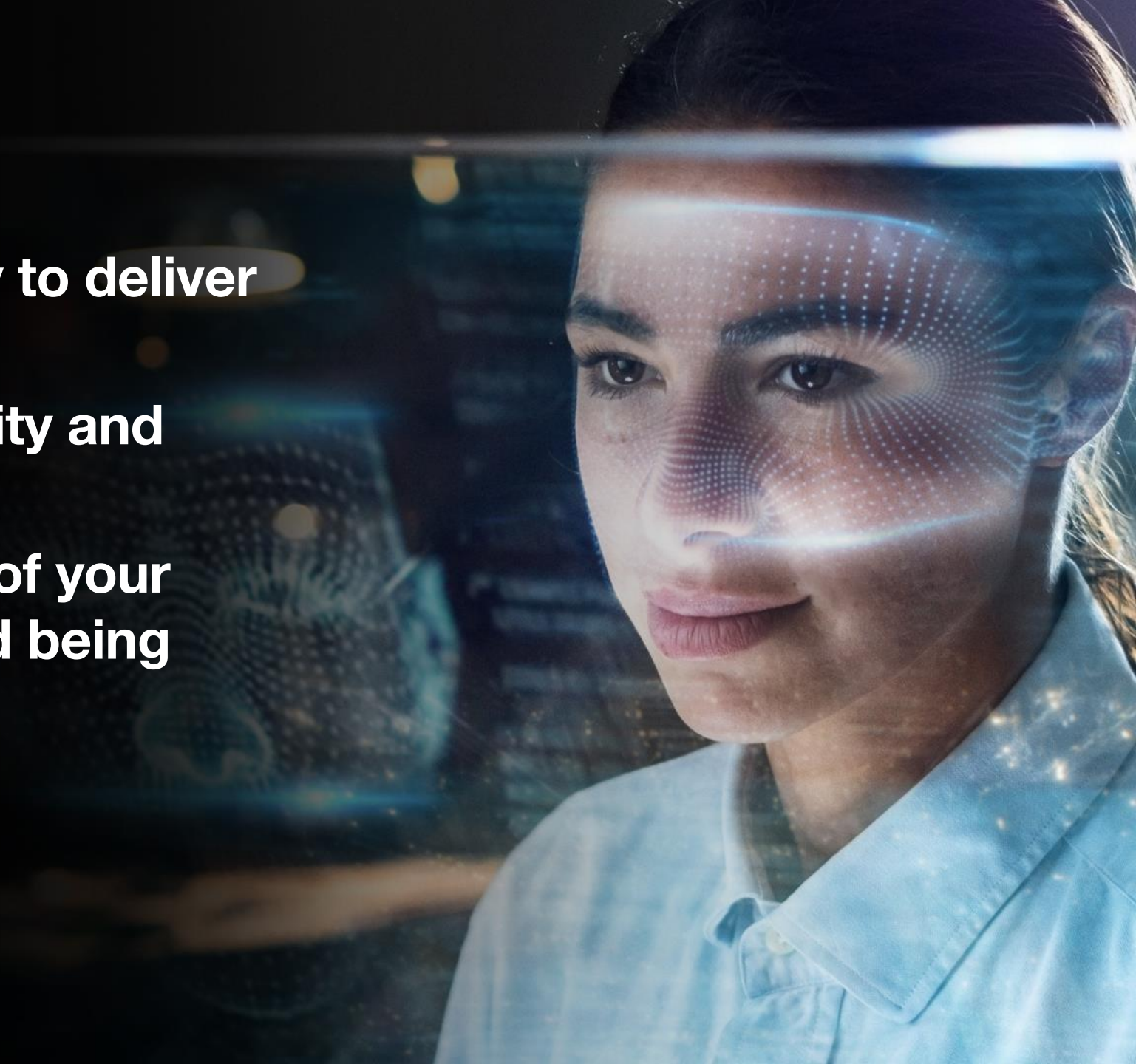


Questions?

Key Takeaway

Multi-cloud is the best way to deliver business benefits...

- **through flexibility, velocity and efficiency**
- **while staying in control of your security compliance and being future proof**



Come and see us:

Demo booths:

The benefits of the cloud are not limited to storage! Discover Vizua's solution powered by Orange Public Cloud Flexible Engine and find out how you can manage large data file and rely on Cloud GPU for 3D visualization computing.

Join us, put on the 3D glasses and start a live session.

Partner Talks:



HUAWEI

12:30 Balcony Room





Thank you...
we're listening

**Companies thrive
on innovation.**
**We work to
shape yours.**

