



ECOFED

Matchmaking presentation for ECOFED: *European Cloud services in an Open FEDerated ecosystem*



Our ECOFED proposal targets a key feature in the IPCEI-CIS stack...

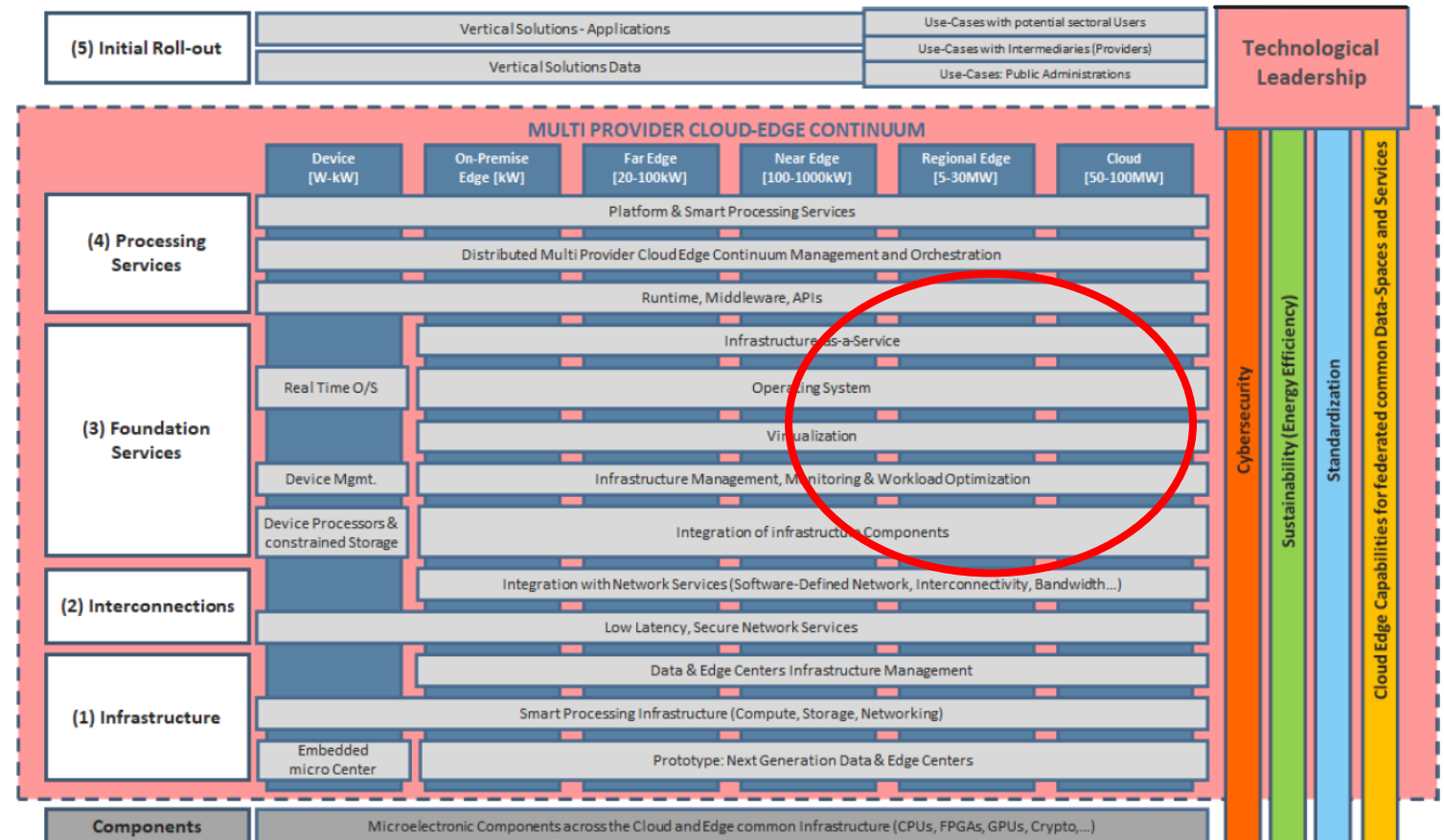
- Our coalition proposal targets the following parts:

- (3) Foundation Services
- Cloud-Edge Capabilities

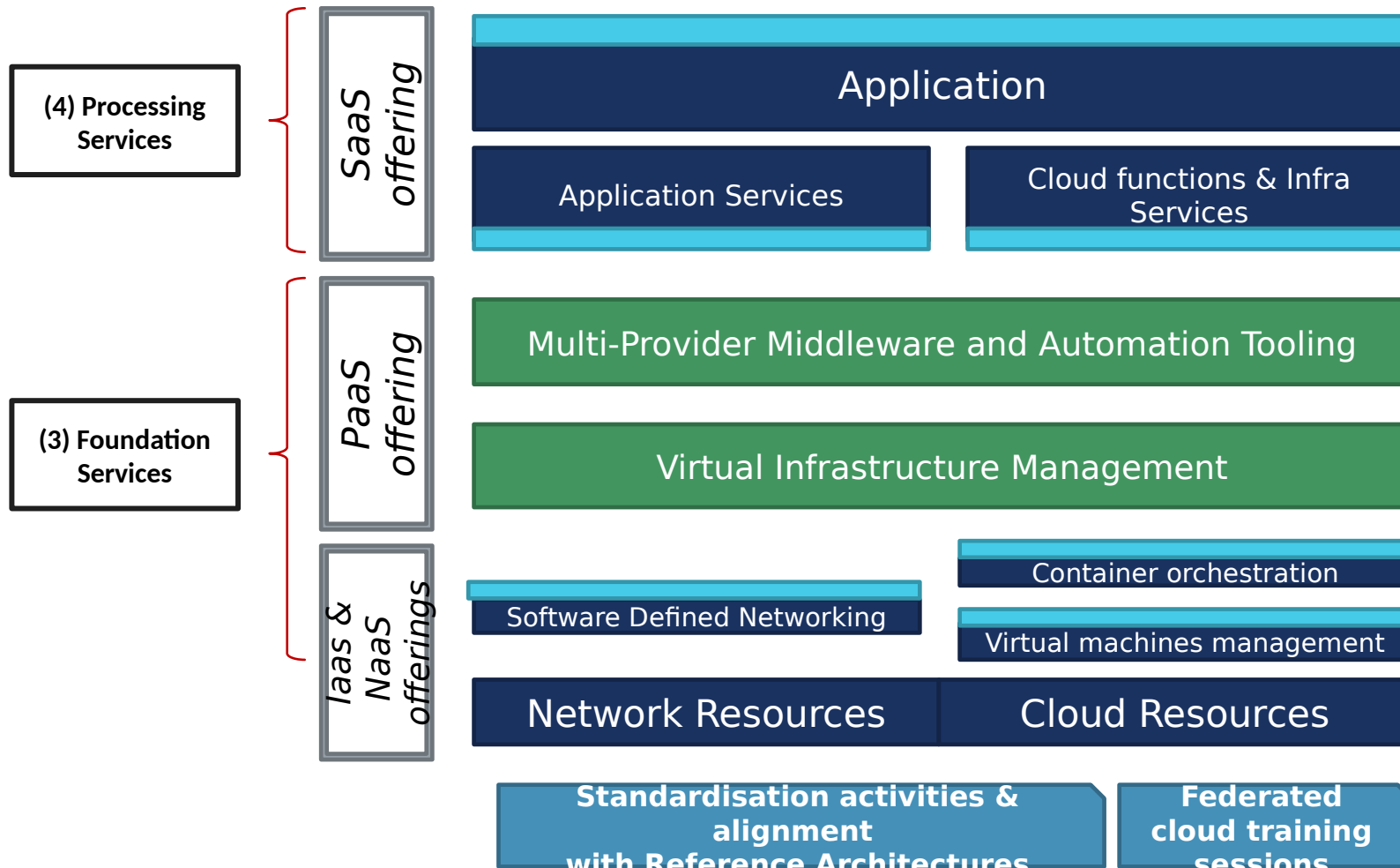
- The proposal covers these areas:

- R&D for new standards
- R&D for new software
- R&D for trials, tests and use cases
- First Industrial Deployment (FID) of these developed feature

- We especially target cloud-SMEs.

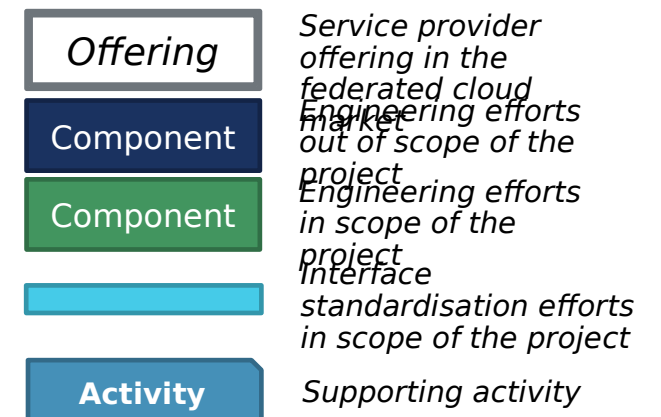


...with this idea and scope of our ECOFED proposal:



Key deliverables:

- A federated multi-provider software layer based on open standards
- A well-recognized label for “reduced vertical coupling”
- A first industrial deployment



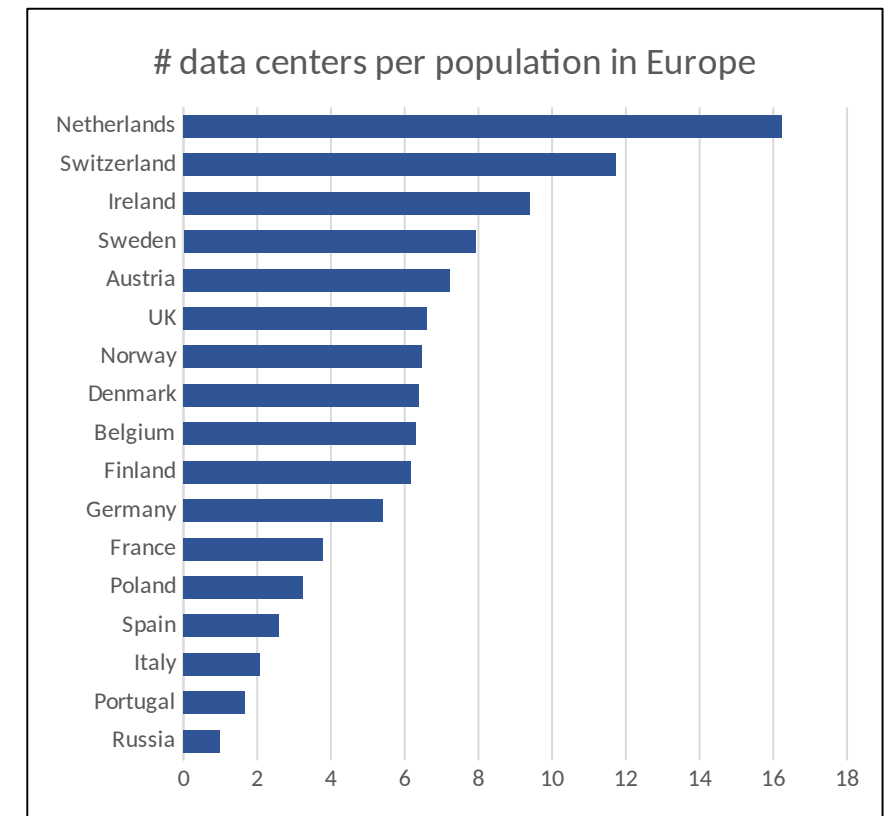
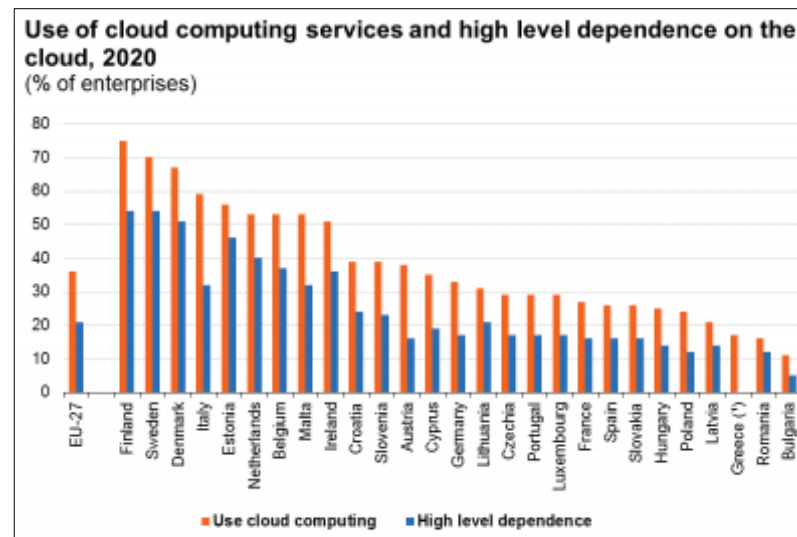
What is innovative with our ECOFED proposal?

- These Next-Generation features developed will enable things that are not yet possible:

| Current situation <i>before</i> R&D&I | New Next-Gen situation <i>after</i> R&D&I |
|--|--|
| Cloud services in a closed proprietary environment | Innovative cloud-edge services from federated cloud providers to create hyperscale functionality |
| Uncertainties on where and how data is stored | Tools that will enable European data sovereignty |
| Strong vertical integration of infrastructure and applications | Standards-based open ecosystems that enables switchability between Cloud Service Providers |

We offer a suitable country for data and cloud deployment!

- The Netherlands is #1 in Europe when it comes to the number of data centers per population.
- Netherlands also ranks high (4th) in Europe when it comes to high level dependence on cloud usage among enterprises.
- The Netherlands has with AMS-IX also the third largest Internet Exchange in the world.
- We offer a solid digital infrastructure for deployment of truly European solutions for cloud!



We offer a strong team to partner with for IPCEI-CIS!

- We have gathered a strong team of Dutch cloud infrastructure players in a coalition that want to develop the features necessary to enable cloud federation on large scale in an EU-wide deployment. Many are SMEs.

Multiple innovative cloud providers in the SME segment.

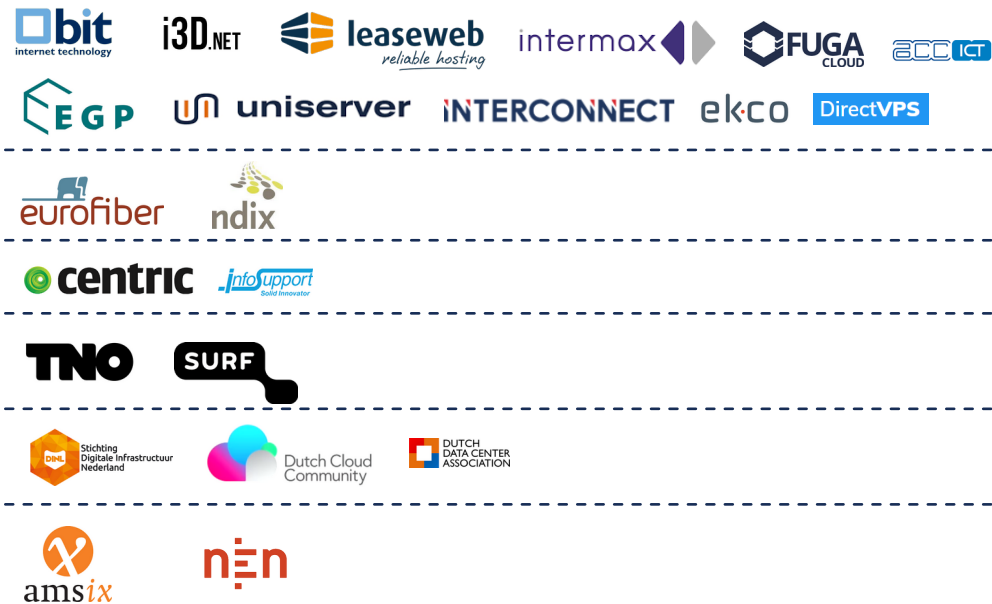
Multiple connectivity partners.

Multiple software developers.

Leading research organisations.

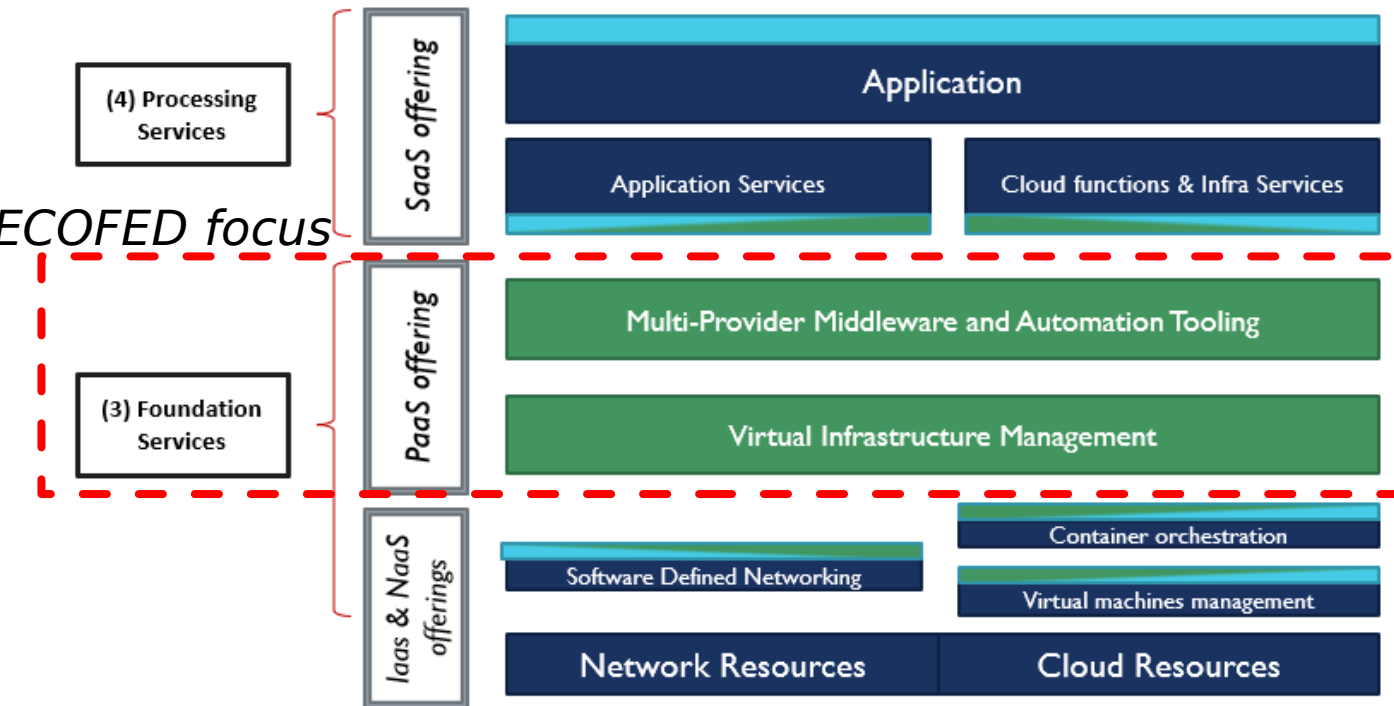
The relevant business associations.

The Amsterdam Internet Exchange and standards body NEN.



Request for additional partners for ECOFED

- We are looking for R&D and FID partners to establish a **cross border First Industrial Deployment (FID)**



We are looking for R&D partners for **Software Development**, partners dealing with **protocols** and **standards**, and **Cloud Service Providers** as trial partners from multiple member states.

We are looking for FID partners in the other parts of the value chain for the deployment phase, e.g. offering multi cloud **connectivity** etc.

In wrapping up...

- We are looking for partners that would have strengths that complement our own ones.
- We hope to join forces with likeminded parties to work on the European cloud-edge federation capabilities.
- How to contact the ECOFED team:
 - Bjorn Hakansson, TNO: bjorn.hakansson@tno.nl
 - Wido Potters, BIT: wido@bit.nl

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