

Rackspace Technology becomes a leader for the European Open Science Cloud marketplace

Empowering research and education through OCRE

As of January 2021, Rackspace Technology™ will provide AWS cloud services to research institutions, universities and NREN members in Europe through the Open Clouds for Research Environments (OCRE) framework. By working with OCRE, we aim to accelerate cloud adoption and enhance capabilities in the education and research communities.

What is GÉANT OCRE Framework?

GÉANT is a pan-European network for scientific excellence, research, education (R&E) and innovation. Through interconnections with its 39 national research and education network (NREN) partners, the GÉANT network is the largest and most advanced R&E network in the world, connecting over 50 million users at 10,000 institutions across Europe and supporting all scientific disciplines.

In 2020, GÉANT initiated a tender for providing AWS products, services and support to its members for a period of four years under the OCRE Framework. This tender has been awarded to Rackspace Technology for all 38 countries, except for the UK, as of January 2021.

What is OCRE?

OCRE aims to accelerate cloud adoption and enhance research capabilities in the European research and education community. By bringing together cloud providers, education and research institutions, and Earth Observation (EO) organisations, the OCRE project has created a framework that makes cloud technology more accessible to this community. The framework includes discounted and ready-to-use service agreements and adoption funding.

Rackspace Technology has been appointed as the exclusive partner to provide AWS cloud services to OCRE. This will make Rackspace Technology an integral part of the EOSC service catalogue and be connected to the GÉANT data network and the community's single sign-on (SSO) systems, bringing them into the heart of this community's ICT ecosystem.

Who is Rackspace Technology?

As an AWS Premier Consulting Partner, Rackspace Technology has deep AWS expertise and considerable experience helping customers implement AWS solutions. Rackspace Technology has more than 2,700+ AWS certifications and 7,500 total cloud certifications. Rackspace Technology is also one of the leading AWS consulting partners with 15 corecompetencies, including education and machine learning.

The Rackspace Technology™ Edge

Rackspace Technology is your trusted partner across cloud, applications, security, data and infrastructure.

- A leader in the 2020 Gartner Magic Quadrant for Public Cloud Infrastructure Professional and Managed Services, Worldwide
- 2,700+ AWS Certifications
- 2,500+ cloud engineers
- Hosting provider for more than half of the Fortune 100
- 20+ years of hosting experience
- Customers in 120+ countries

What can you buy through it?

All AWS consumption and services can be bought through the framework and all programs and price programs — reserved and on-demand — can be used. Rackspace Technology also provides support and professional services to enable the client's cloud journey.

What are the benefits?

- It's an EU-compliant procurement process
- Easy contracting via call off contract
- Base discount of 6%
- Complimentary access to CloudHealth is included in all contracts
- All pricing, promotional, services and professional services programs are available via the OCRE framework
- A full range of professional and operational support services are available from Rackspace Technology. (more info: <https://www.rackspace.com/cloud/public/service-blocks>)
- All AWS consumption includes Rackspace Optimizer, which provides state-of-the-art cost optimization tooling

Can partners use Rackspace Technology to reach the EDU & R market?

Yes, please engage your Rackspace Technology sales contact for this dialogue – Partner will need to accept full flow down of terms and cannot provide the resale element of the deal.

Where can I get more info?

More info is available at the AWS wiki, Rackspace Technology OCRE website: <https://ocre.rackspace.com> or follow the LinkedIn Group GÉANT OCRE AWS Community – Europe: <https://www.linkedin.com/groups/13940754/>

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