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INVITATION



Don't miss our  
**Cloud Exclusive Seminar**

**30 April 2013**

Crown Plaza Brussels Airport

Facebook



<http://eucloud.dimensiondata.com>

 Cisco  
**Connect**  
Braine l'Alleud, Belgium  
Thu April 18, 2013  
Your Vision Made Possible



**dimension  
data** 

# The time for Tiered Hybrid Cloud is Now!

19 April 2013

**Stéphane Münster**

Business Development Manager

Data Center & Cloud Business Unit

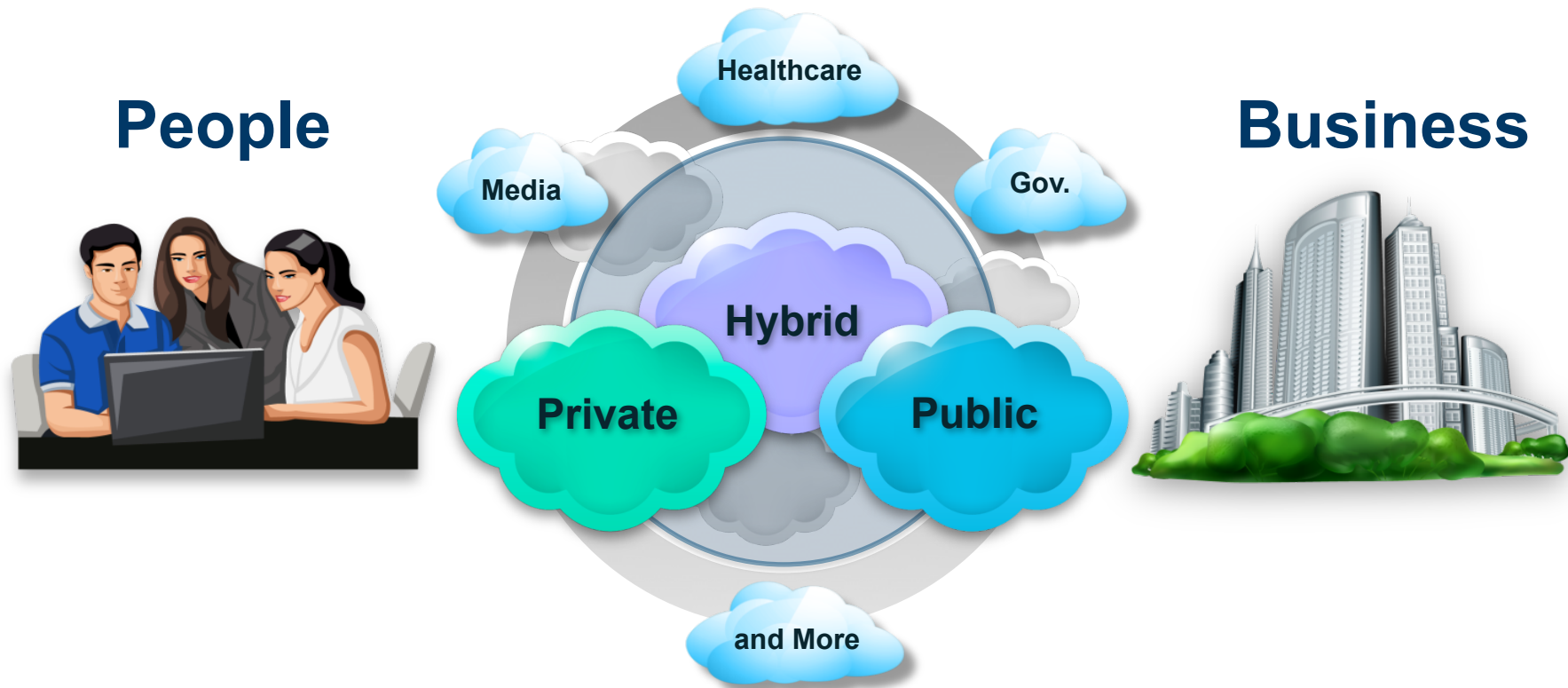


**Connecting People and Businesses with the World of Many Clouds**

Dimension Data positioned as a Leader  
in **Gartner's Magic Quadrant for Cloud IaaS**

[learn more](#)

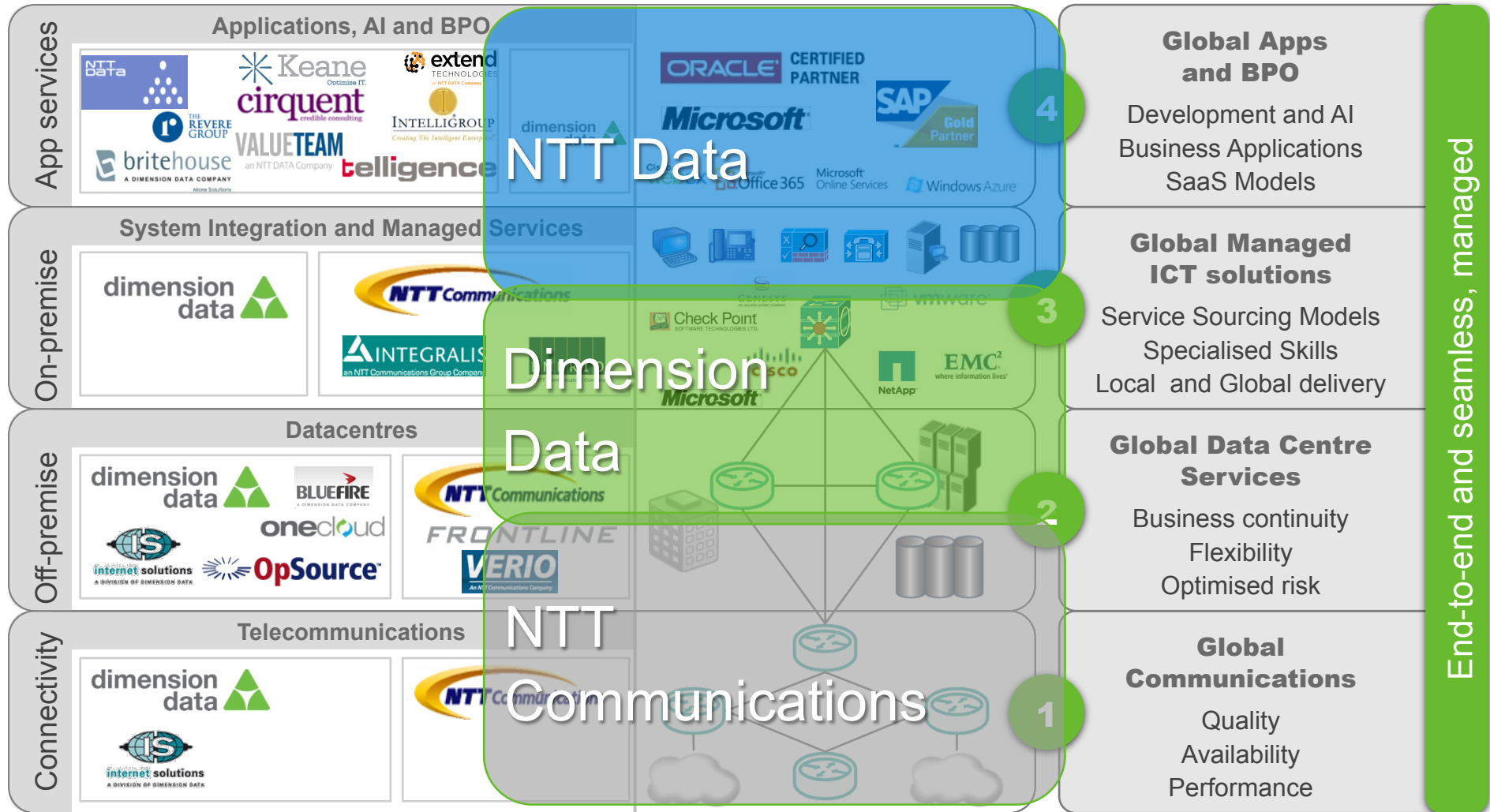
# The World of Many Clouds



**Connecting People and Businesses with the World of Many Clouds**

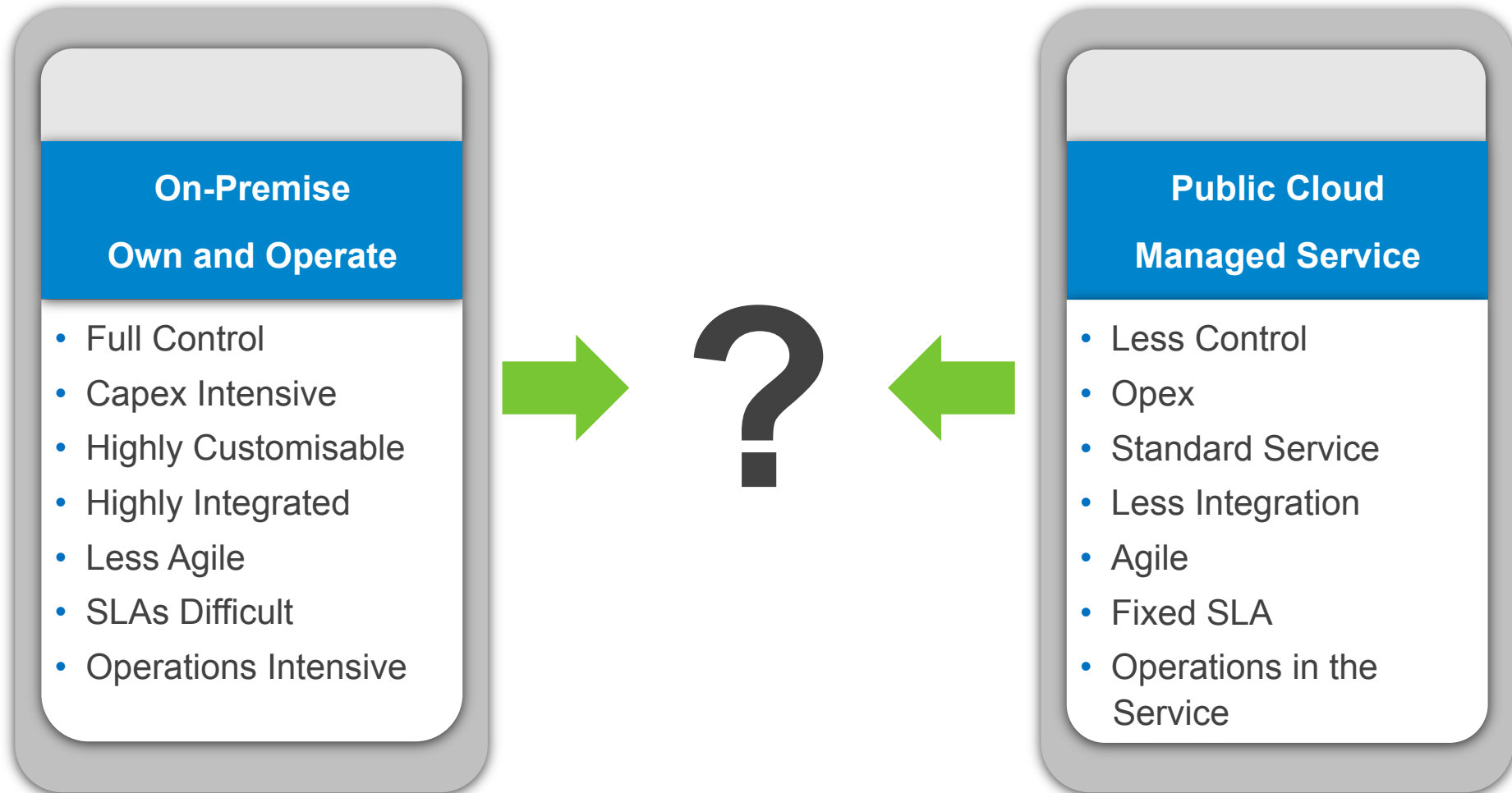
# NTT Vision

- "Be the World's Leading Global ICT Services Provider"



# Cloud Options to Date

## Mind the Gap



### On-Premise Own and Operate

- Full Control
- Capex Intensive
- Highly Customisable
- Highly Integrated
- Less Agile
- SLAs Difficult
- Operations Intensive

### Private Cloud Managed Service

- On-Prem and Hosted
- In-country for data sovereignty
- Opex
- Single tenanted apps
- Customisation ability
- Integration ability
- SLAs and Support

### Public Cloud Managed Service

- Less Control
- Opex
- Standard Service
- Less Integration
- Agile
- Fixed SLA
- Operations in the Service

# Dimension Data OneCloud Channel Programme

Cloud services are offered for re-sale purposes to select partners who have qualified for the Dimension Data OneCloud Channel Programme



## Service Provider Programme

Designed for Telecom Operators & Internet Service Operators; primarily Tier 2 &/or domestic operators, Market “Challengers” that compliment Dimension Data & NTT strategy

## Community Provider Programme

Designed for Community or Shared Services Providers; primarily from the Public & Education sectors

## Distributor Programme

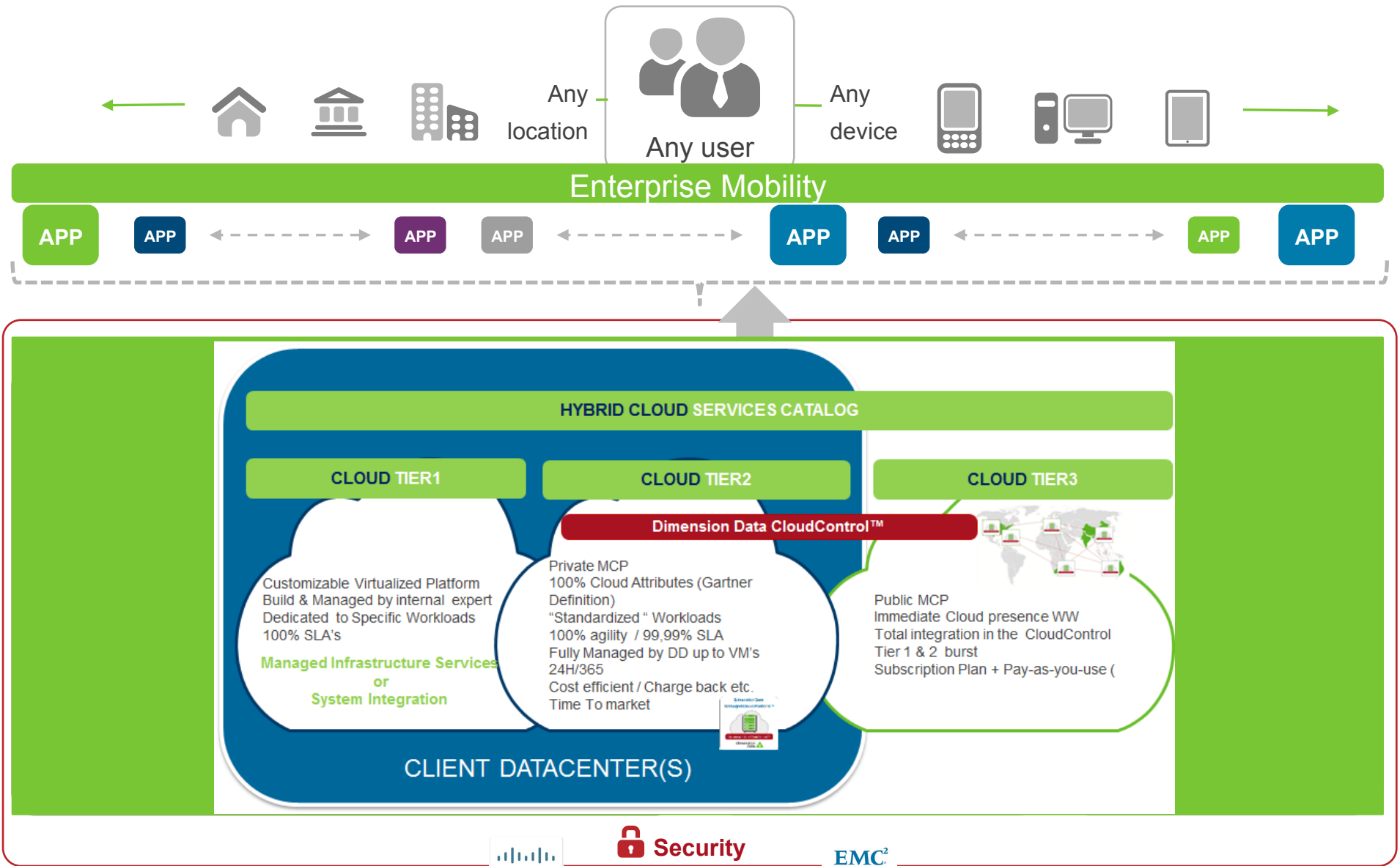
Designed for resale to SMBs via select distributors

## Referral Programme

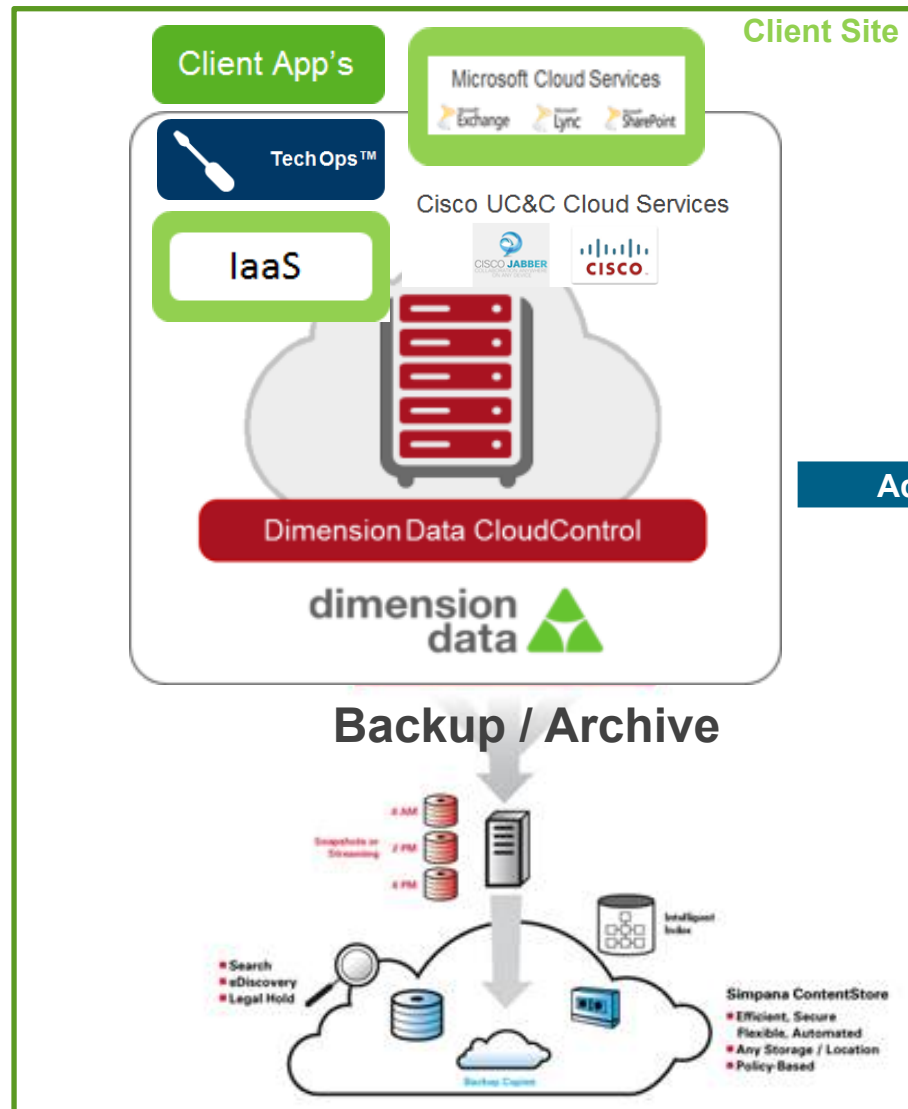
Designed for ISVs, Data Centre Operators & Consultancies

*Dimension Data's OneCloud Channel Ecosystem*

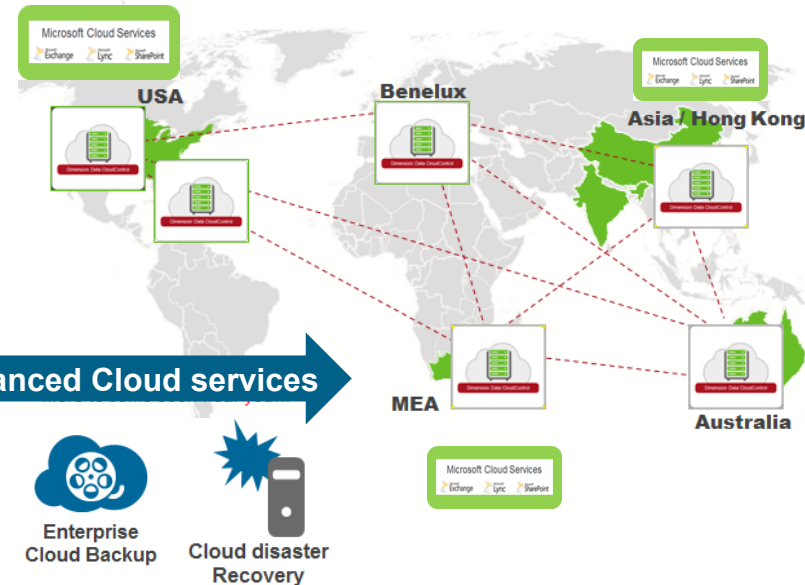
# Dimension Data DCS / Hybrid Cloud Global Offering



# Converged Private Cloud IaaS & Collaboration Secured Private MCP



Advanced Cloud services

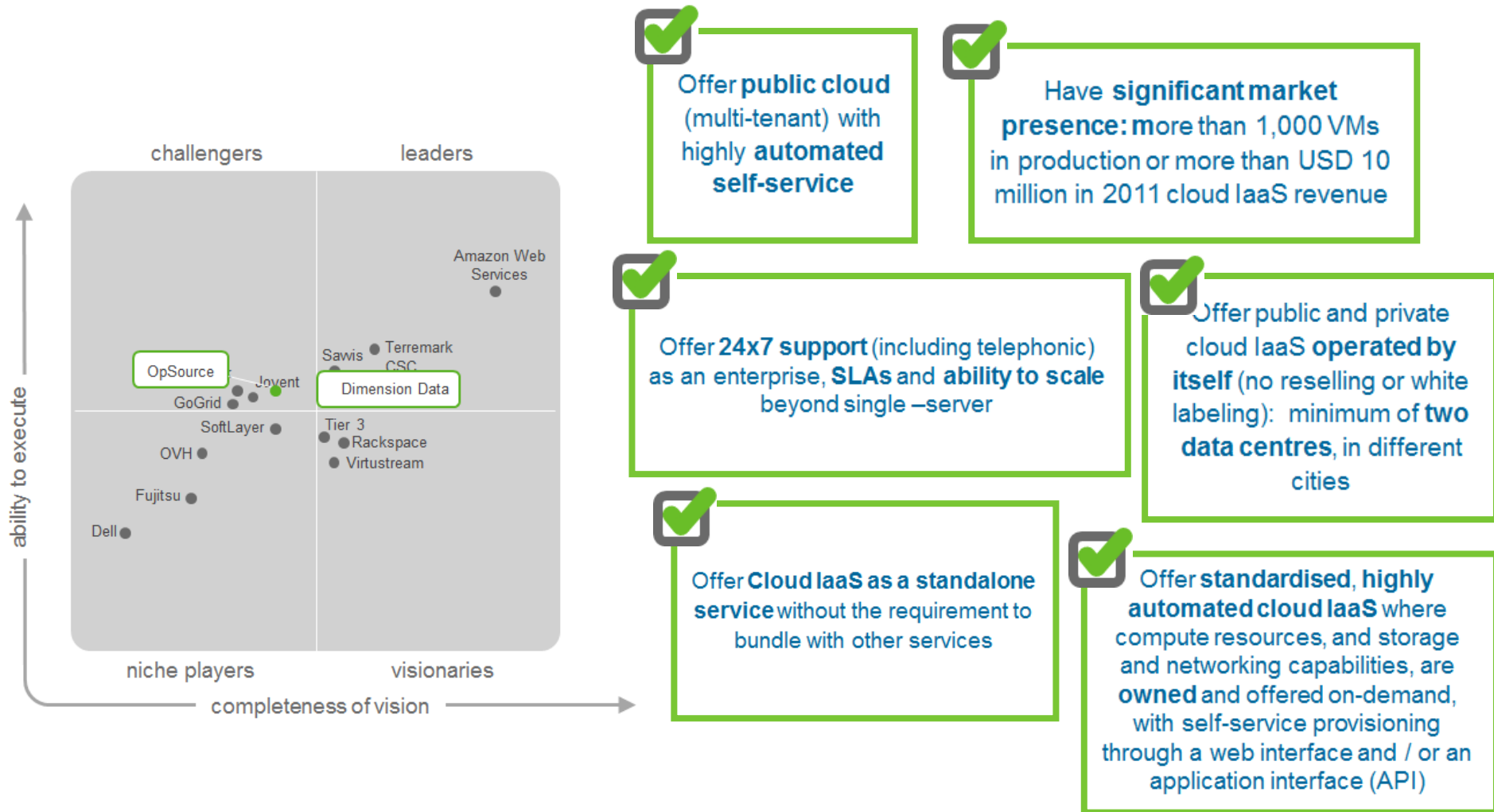


## Optional Services

- Bursting in the CLOUD
- Private MCP Backup / Archive (DCS or Managed)
- Tech Opp's
- Cloud UC&C & IaaS Multi Geo
- Cloud Backup (1<sup>st</sup> & or 2<sup>nd</sup> copy)
- Cloud Archiving (legal, retention,...)
- Cloud Base DRP

# 2012 Cloud IaaS MQ

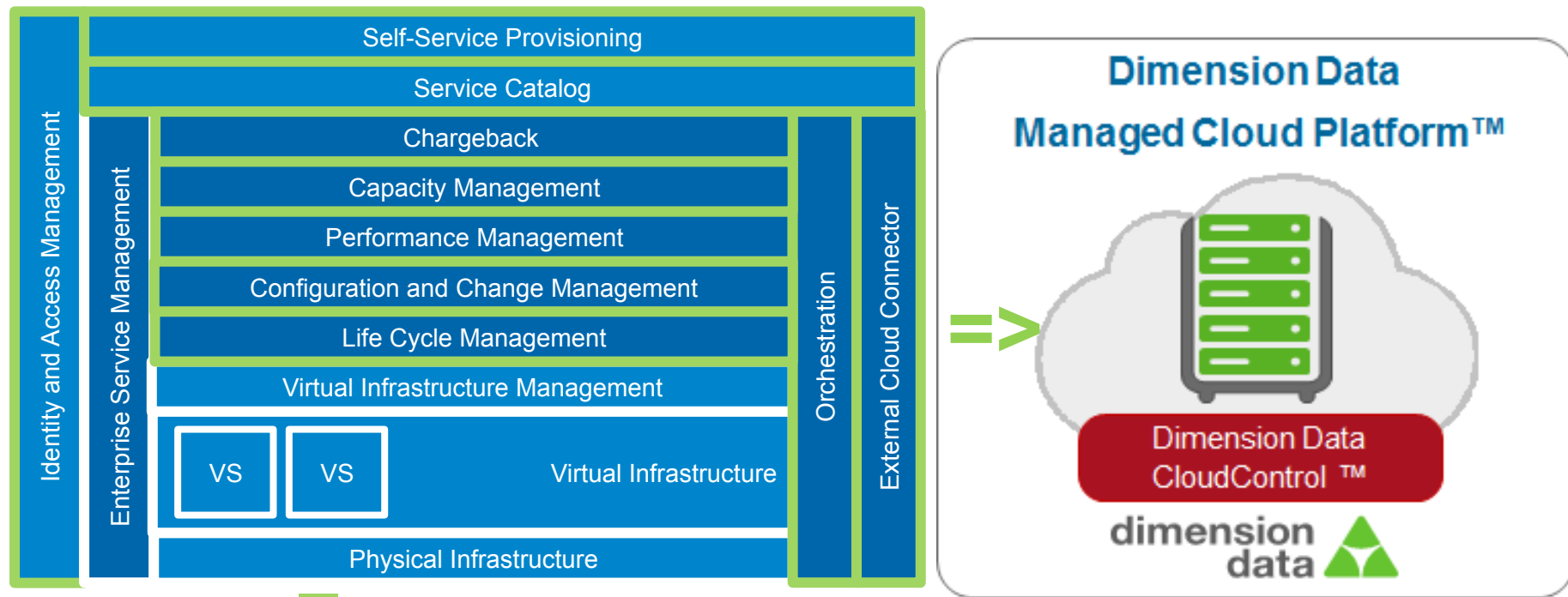
## Dimension Data is a Leader



Source: Gartner

# Cloud attributes & Gartner description of CMP (Cloud Managed Platform)

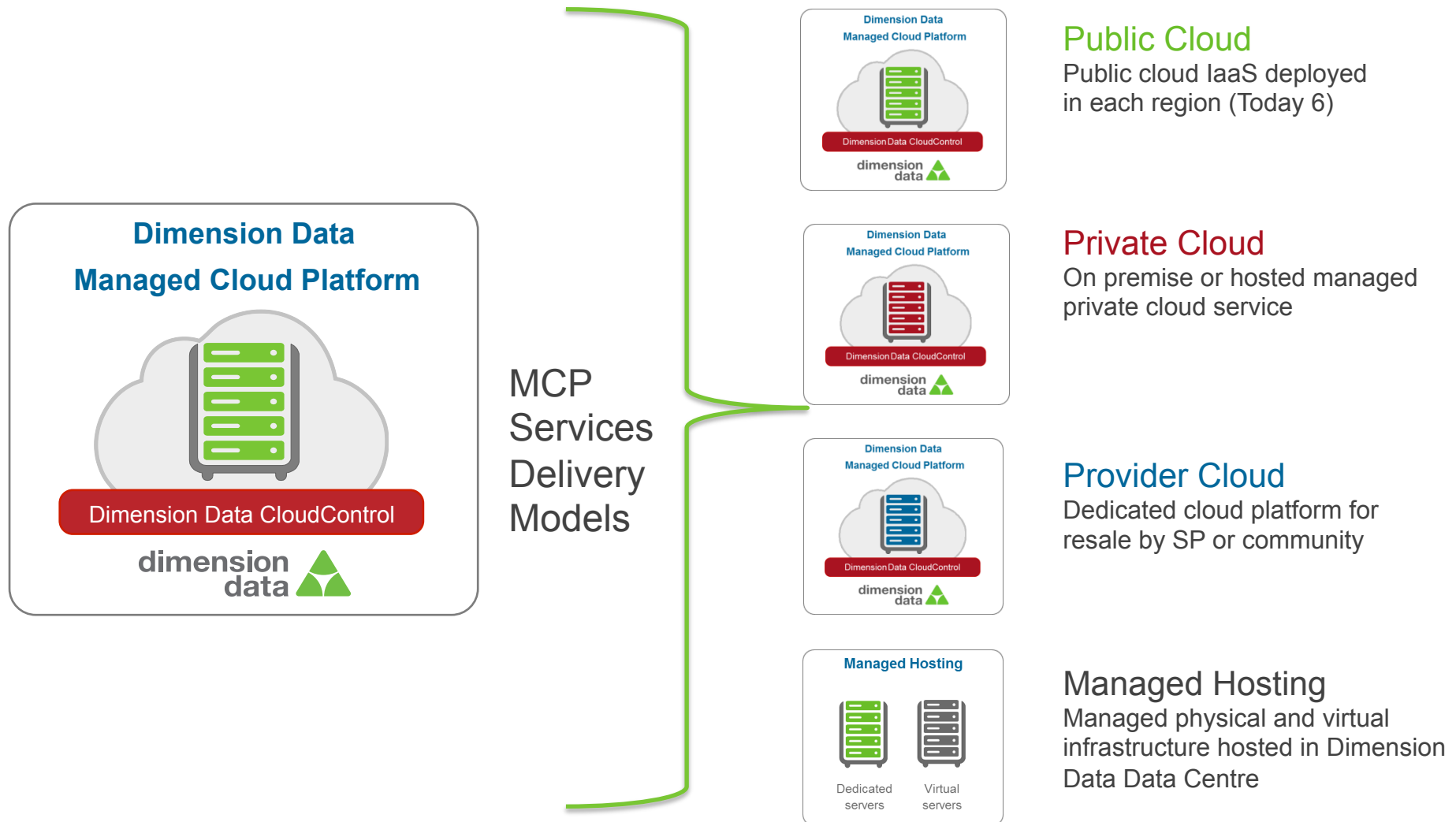
**Gartner** describes the logical components of an IaaS cloud in "Infrastructure as a Service." The Figure shows the Gartner reference architecture for IaaS and the role of CMP solutions.



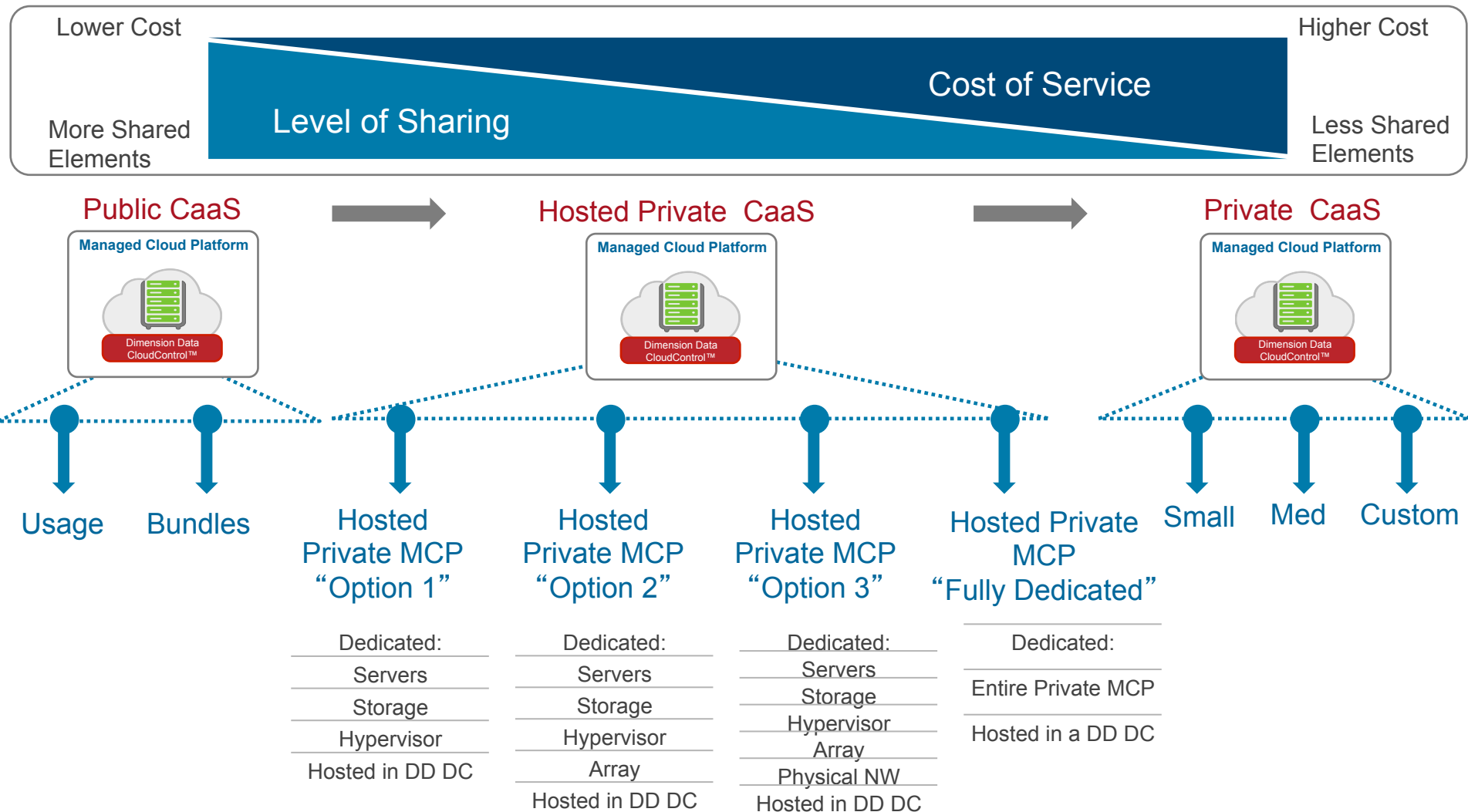
Source: Gartner (July 2012)

 Cloud Management Platform

# Our Managed Cloud Platform (MCP)



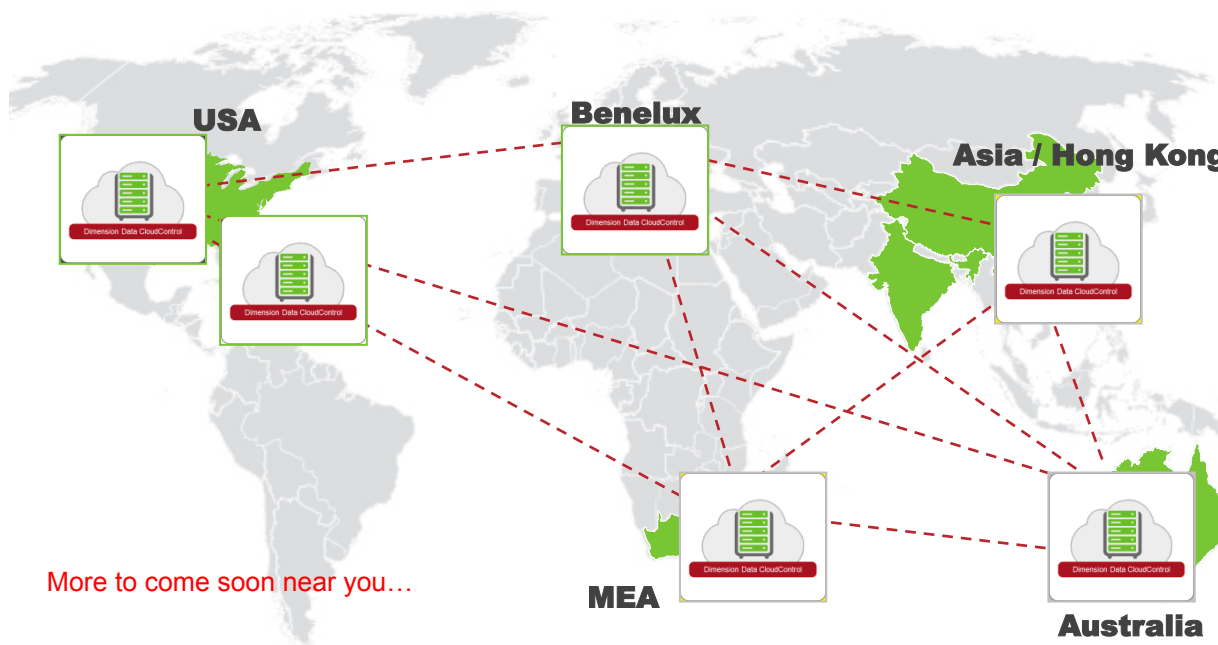
# Product Families and Cost Principles for CaaS



# A Global Cloud Exchange...increasing flexibility

## Global Dimension Data Cloud Exchange :

Providing organisations with the flexibility to expand into new markets, over night without capital and skill investment and able to respond to market changes without over investing in capacity

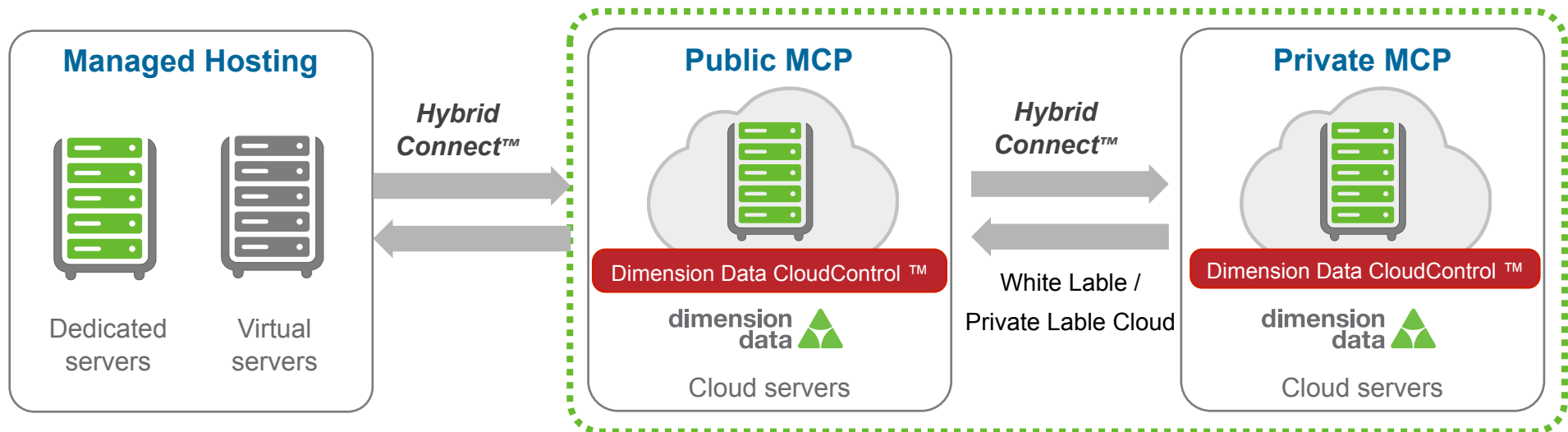
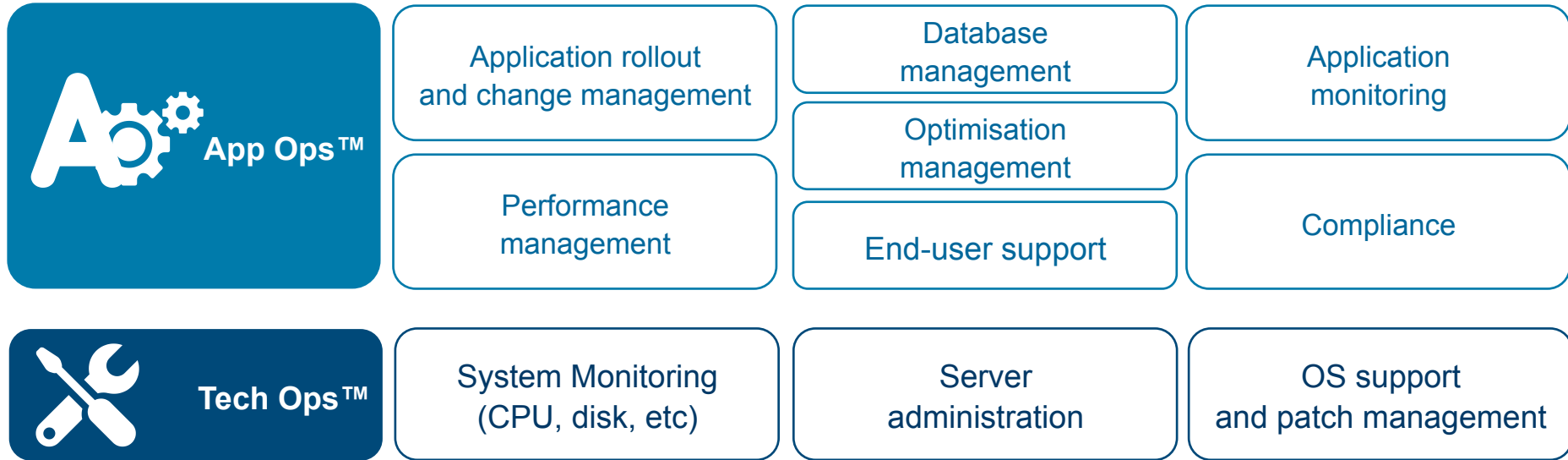


### Dimension Data Cloud Exchange – Benefits:

- Enable clients to deploy compute resources on a global scale
- Performance & latency can be optimised
- Data sovereignty requirements can be satisfied
- On your premise MCPs can participate

- Dimension Data global public cloud architecture for Compute Services
- DC IaaS offerings provided on a multi-tenanted architecture, hosted in Dimension Data or third-party data centres around the globe
- Fully managed

# Broad portfolio of Managed Cloud Solutions



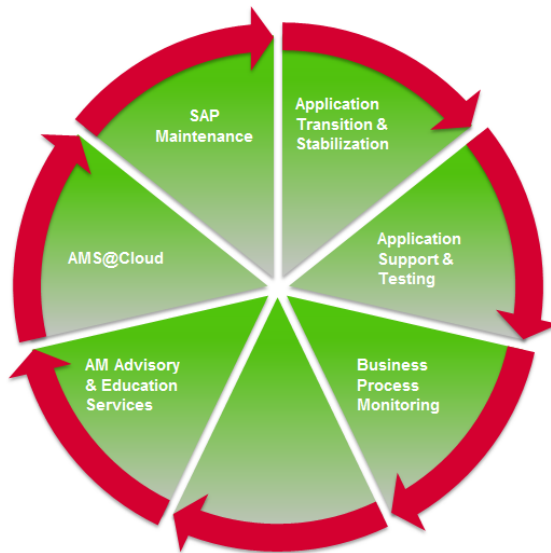
# Application & infrastructure Management Services

## Hosting Technologies

Web Servers	IIS	Apache	Squid / Varnish
Application Servers	.NET	Tomcat / JBoss	PHP / Python
Databases	SQL Server	Oracle	MySQL
Operating Systems	Windows	RedHat	Debian / Ubuntu
Hypervisors	HyperV	vSphere	XenServer

## ICT Technologies

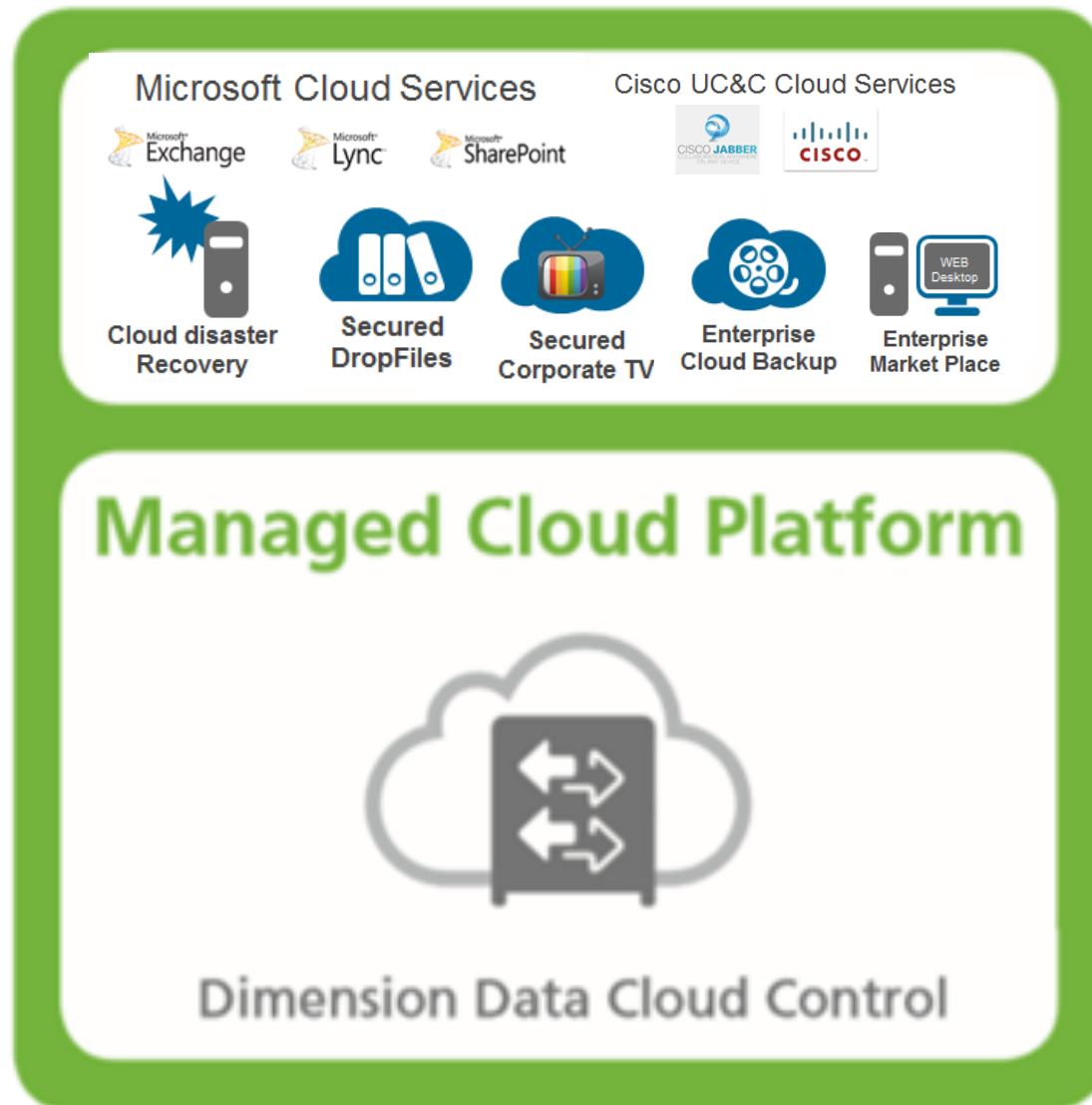
Messaging Collaboration	VDI	Line of Business
Microsoft Exchange	XenDesktop	Navision
Microsoft Sharepoint	XenApp	Dynamics AX
Zimbra	VMView	Oracle EBS



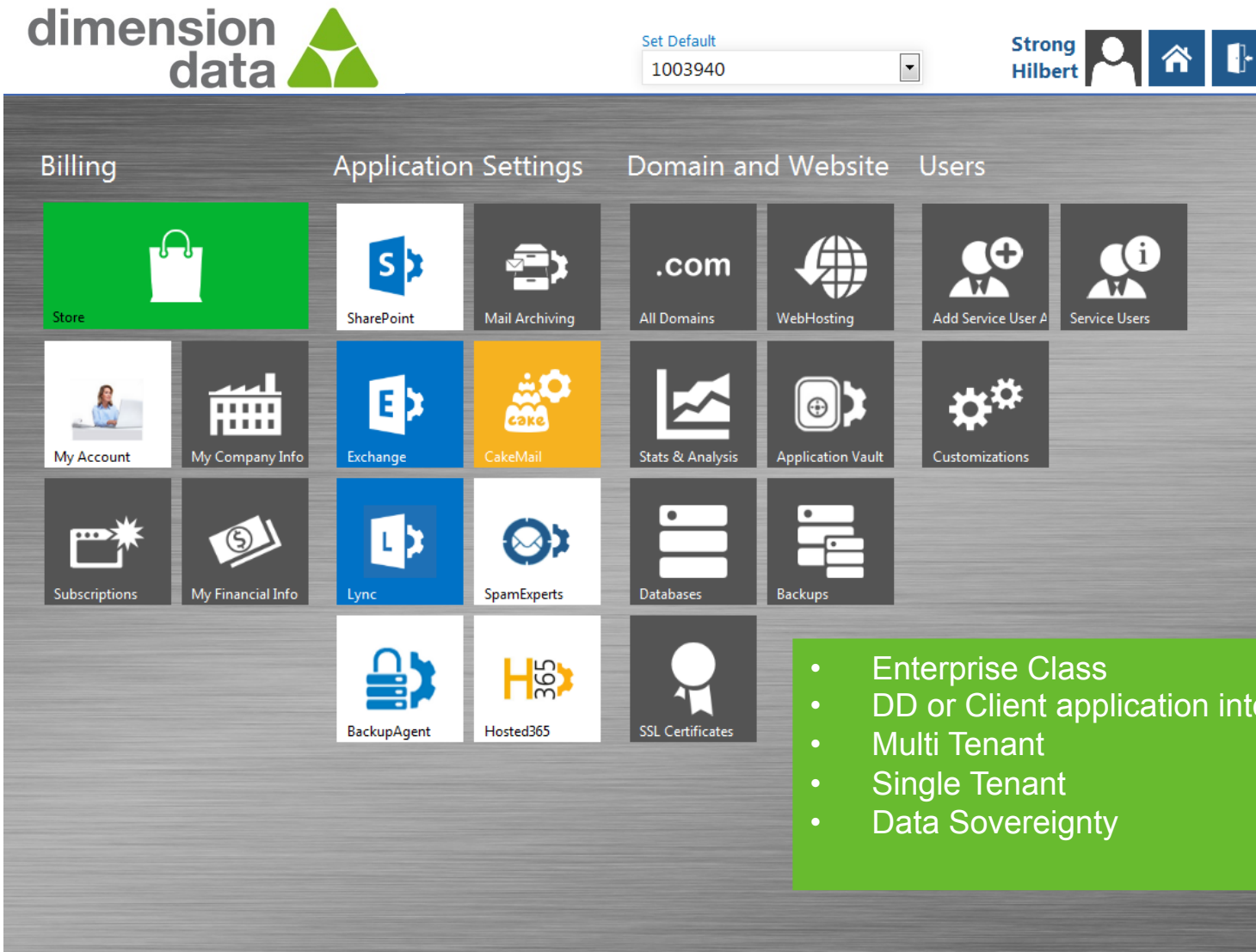
## Cloud / Infrastructure


Firewalls	Cisco ASA	Fortinet	Juniper	PaloAlto
Load Balancers	NetScaler	F5 BigIP	Cisco ACE	Riverbed
Network / Switching	Cisco	Riverbed	Ipanema	HP
Servers	HP	IBM	Cisco	Dell
Storage / Backup	NetApp	IBM	EMC	Hitachi
Hypervisors	VMWare	HyperV	Xen	KVM

# Advanced Cloud Services – Pay per Use - SaaS






# Product Pre-View – Web Desktop – Admin



dimension data 

Set Default  
1003940

Strong Hilbert   

**Billing**      **Application Settings**      **Domain and Website**      **Users**

Store      SharePoint      Mail Archiving      .com      WebHosting      Add Service User A      Service Users

My Account      My Company Info      Exchange      CakeMail      Stats & Analysis      Application Vault      Customizations

Subscriptions      My Financial Info      Lync      SpamExperts      Databases      Backups

BackupAgent      Hosted365      SSL Certificates

- Enterprise Class
- DD or Client application integration
- Multi Tenant
- Single Tenant
- Data Sovereignty

# Public Cloud Comparisons

	Features & Services	Dimension data	GoGrid	Terremark	Rackspace	Amazon	Savvis
Enterprise Security and Performance	VLAN Segmentation	YES	YES	NO	NO	Optional	Premier
	Customizable Firewalls	YES	YES	YES	NO	NO	Varies
	VPN Administration	YES	YES	YES	NO	Optional	YES
	99,99% Availability and <1 ms Latency SLA	YES	NO	NO	NO	NO	3-Tier SLA
Control	Role-based User Permissions	YES	Limited	NO	NO	NO	YES
	Track Usage by Dept.	YES	NO	NO	NO	NO	YES
Support	24x7 Phone Support	YES	YES	NO	YES	Optional	YES
Flexibility	Programmable API	YES	YES	YES	YES	YES	N/A
	Configurable CPU, RAM, DISK	YES	NO	YES	NO	NO	NO
	MS or Red Hat OS at no additional charge	YES	YES	NO	NO	NO	N/A
	Pay-by-the-hour	YES	YES	YES	YES	YES	NO
Managed Services	Systems and Application Mgmt	YES	NO	NO	YES	NO	NO
Monthly Price	1 CPU, 2GB RAM, 80 GB Storage	\$79.00	\$273.60	\$106.40	\$86.40	\$61.20	N/A

# Public CaaS Pricing Options

## Pay as You Go and Bundled Pricing Plans

Pay as you go list pricing	North America (EUR)	Europe (EUR)	Australia (EUR)	Africa Geo (EUR)
CPU hours	€ 0,031	€ 0,034	€ 0,034	€ 0,034
RAM hours	€ 0,019	€ 0,021	€ 0,021	€ 0,021
Storage hours	€ 0,000	€ 0,000	€ 0,000	€ 0,000
Network hours	€ 0,154	€ 0,154	€ 0,154	€ 0,154
Additional public IP addresses (per IP/hr)	€ 0,002	€ 0,002	€ 0,003	€ 0,003
Inbound bandwidth (per GB)	€ -	€ -	€ -	€ -
Outgoing bandwidth (per GB) 0-10 TB	€ 0,115	€ 0,115	€ 0,346	€ 1,500
Outgoing bandwidth 10-50 TB	€ 0,085	€ 0,085	€ 0,254	€ 1,346
Outgoing bandwidth 50+ TB	€ 0,069	€ 0,069	€ 0,208	€ 1,192
Sub-administrator hours	€ 0,005	€ 0,005	€ 0,005	€ 0,005
Cloud files (GB/day) 0-50 TB	€ 0,004	€ -	€ -	€ -
Cloud files 50-100 TB	€ 0,004	€ -	€ -	€ -
Cloud files 100+ TB	€ 0,003	€ -	€ -	€ -
Cloud files PUT, LIST, POST, COPY, GET requests	€ -	€ -	€ -	€ -
Software units	€ 0,001	€ 0,001	€ 0,001	€ 0,001

Sign up now!


**€49**

/Month!\*

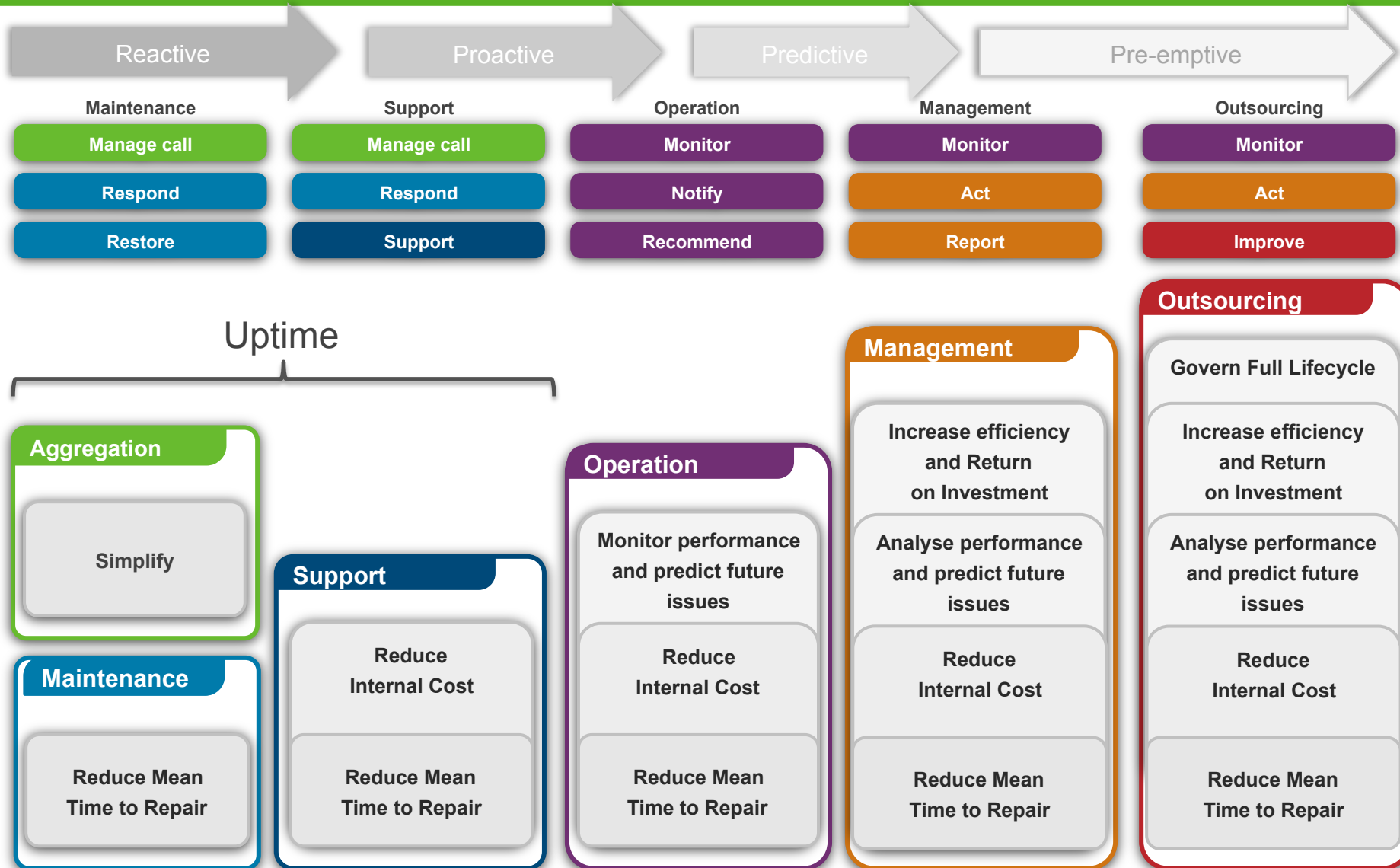
\*1vCPU - 1GB RAM - 30GB Storage - 1VLAN - 99,95% SLA - 24h Support

Dimension Data positioned as Leaders in Gartner's Magic Quadrant for Cloud IaaS

Discover our Cloud Solutions - Free trial account on <http://eucloud.dimensiondata.com>



# Services portfolio structure



# Continuum Cloud Infrastructure Services

## Cloud Infrastructure Services

We work with you to build a roadmap and architecture for your journey to the cloud. We deliver managed private cloud services on your premises or ours, with migration services to create an optimised cloud model.

plan

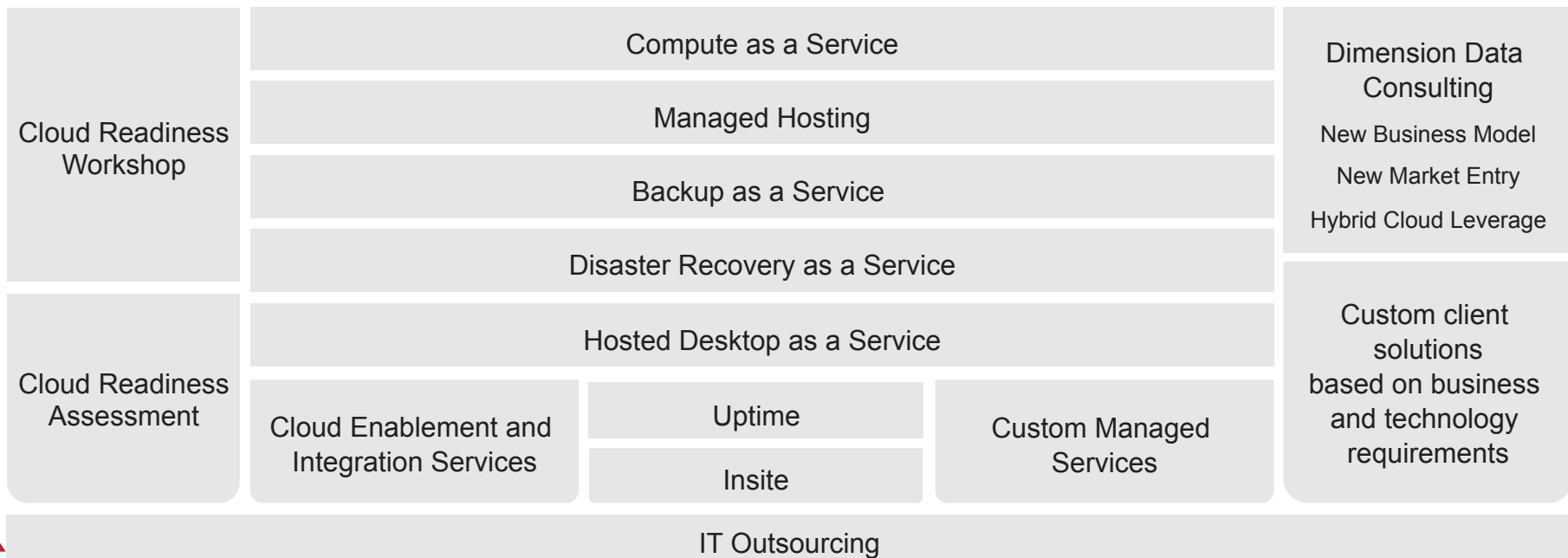
build

support

manage

improve

innovate



**CLOUD DEMO today at 12h30 on Didata Booth !**

<http://eucloud.dimensiondata.com>

- ✓ 14 Days Trial Account request
- ✓ Online Cloud Readiness Self Assessment
- ✓ Online Subscription
- ✓ Price estimator
- ✓ White Papers , Case Studies
  
- ✓ Cloud Assessment Services
- ✓ Cloud TCO / ROI services



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Let's move  
to the  
Cloud  
safely  
now !

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## AGENDA :

- 09h00 – 09h30 **Welcome**
- 09h30 – 10h00 **Time for Multi-Tier Hybrid Cloud is Now!**  
Dimension Data Position as Leader in Gartner's Magic  
Quadrant for Cloud IaaS
- 10h00 – 11h00 **Dimension Data Managed Cloud Platform  
presentation & Demo** (Private & Public Enterprise Class Cloud)
- 11h00 – 11h15 **Coffee break**
- 11h15 – 11h45 **Secured Access to the Dimension Data Public Cloud**
- 11h45 – 12h30 **Announce Introducing Cloud Services for Microsoft - Private  
Cloud for Business Productivity**
- 12h30 – 14h30 **Lunch** – Meet our experts



**REGISTRATION** : via Email to [catherine.vanhove@dimensiondata.com](mailto:catherine.vanhove@dimensiondata.com) or fax +32 2 705 04 45

First name :

Last name :

Company :

e-mail :

phone :