

**OCRE** | Open Clouds  
for Research  
Environments



**restena**

**BECHTLE**

# **Bechtle & Azure Cloud Platform**

# Team in Luxembourg

**Wouter Breban**  
Bechtle BE  
Business Development  
External Sales



**Elianne Raets**  
Bechtle BE



**Benjamin Nizet**  
Microsoft Specialist



**Jean-François Saint-Pierre**  
Bechtle - Business Development  
Manager Microsoft



**Frank Schouwaerts**  
Bechtle  
Germany



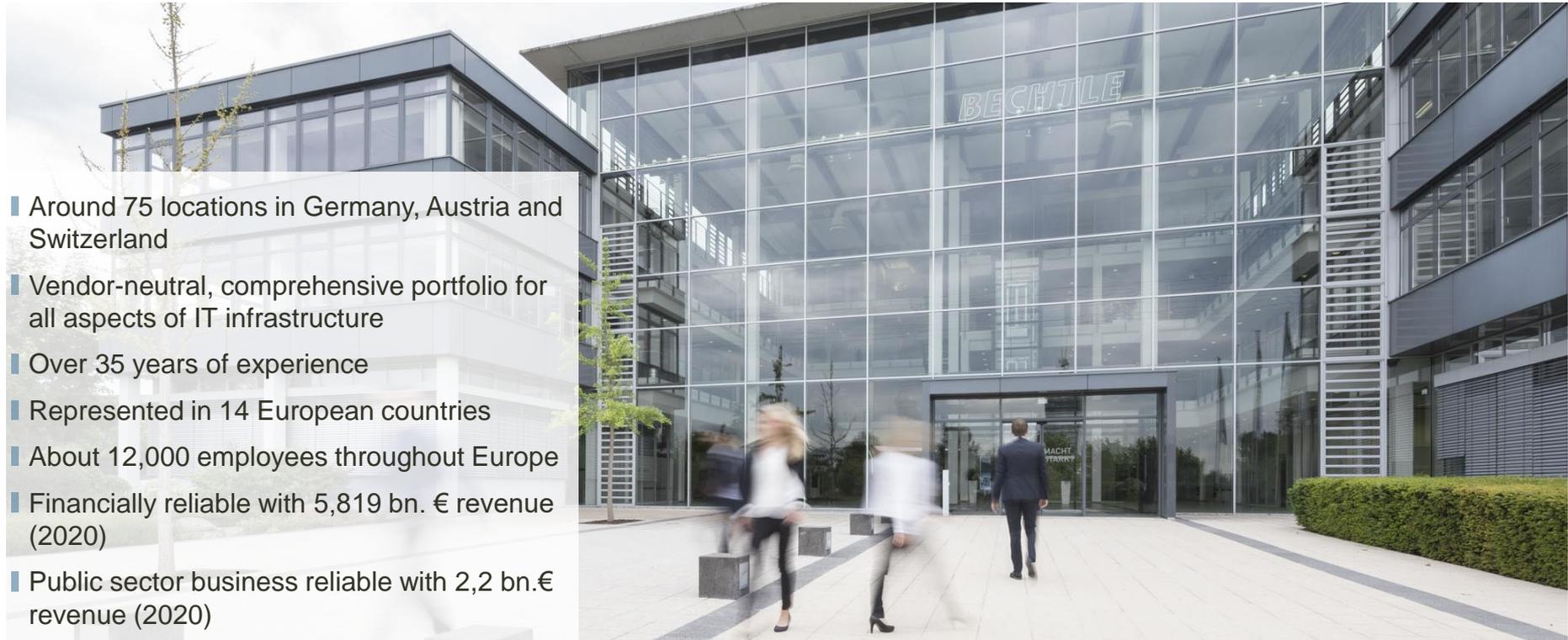
**Katharina Schmietow**  
Bechtle  
Germany



**Arthur Schneider**  
Bechtle  
Germany

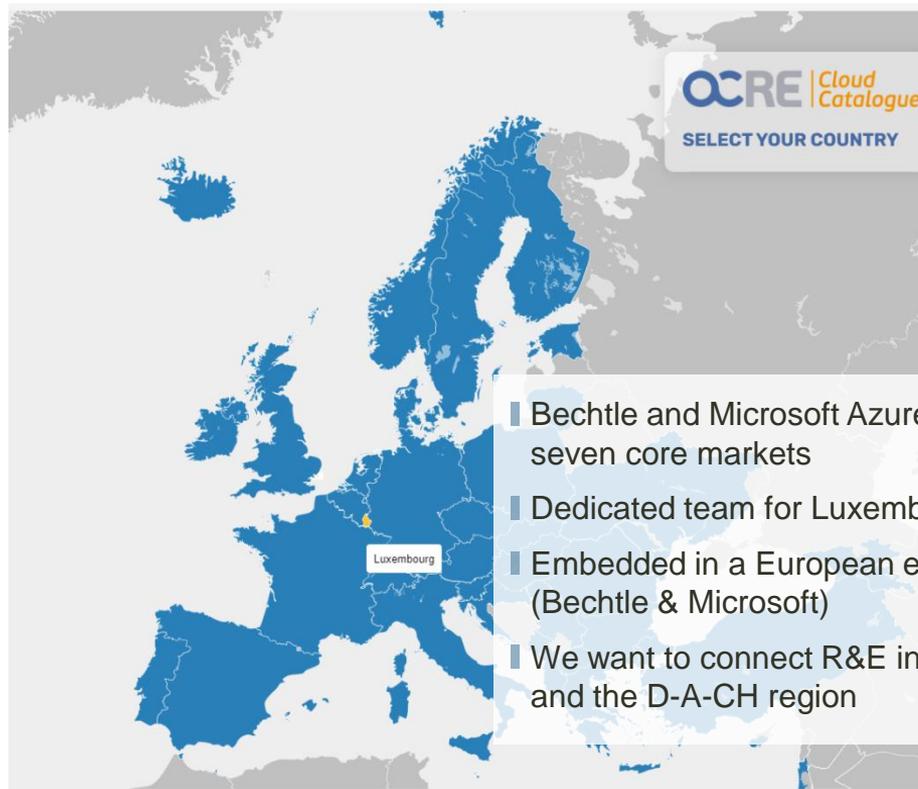


# Bechtle Group: The European Powerhouse



- Around 75 locations in Germany, Austria and Switzerland
- Vendor-neutral, comprehensive portfolio for all aspects of IT infrastructure
- Over 35 years of experience
- Represented in 14 European countries
- About 12,000 employees throughout Europe
- Financially reliable with 5,819 bn. € revenue (2020)
- Public sector business reliable with 2,2 bn.€ revenue (2020)

# Your strategic Cloud partner across Europe



- Bechtle and Microsoft Azure present in seven core markets
- Dedicated team for Luxembourg
- Embedded in a European expert team (Bechtle & Microsoft)
- We want to connect R&E in the BeNeLux and the D-A-CH region

Countries	
Germany	
Austria	
Switzerland	
Spain	
Belgium	
Luxembourg	
Netherlands	

# Want to get in touch with us? OCRE Landing Page

**Find out more.**

Get in touch with your questions.



Your Commercial specialist:

**Frank Schouwaerts**

SEND E-MAIL (BE)

SEND E-MAIL (LUX)



Your Solutions specialist:

**Elianne Raets**

SEND E-MAIL (BE)

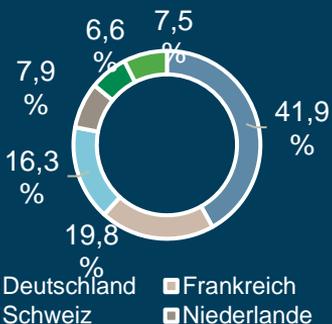
SEND E-MAIL (LUX)

Link: <https://www.bechtle.com/be/about-bechtle/public-sector/ocre-azure>

# Microsoft @ Bechtle

More than  
**215**

M365 Certified Pros



**\$ 77 Mio. Surface**

Surface Turnover FY20

**>560**

Specialists

**18,6%**

Growth in FY20



AI INNER CIRCLE PARTNER

Windows Virtual  
Desktop  
Adv. Specialization

**16**

GOLD PARTNER  
STATUS



Azure  
Expert  
MSP

**1,1 Bln. \$**

Turnover in CY20

Welcome to the Microsoft AI

**Inner Circle Partner  
Program**

Amplifying human ingenuity

Microsoft's AI Inner Circle Partner Program provides its members with exclusive benefits including tools, technical training resources, marketing and sales collateral.

**188**

Azure Certifications

**Most certified  
Surface Master  
Seller Worldwide**

Member of  
Microsoft Intelligent  
Security Association

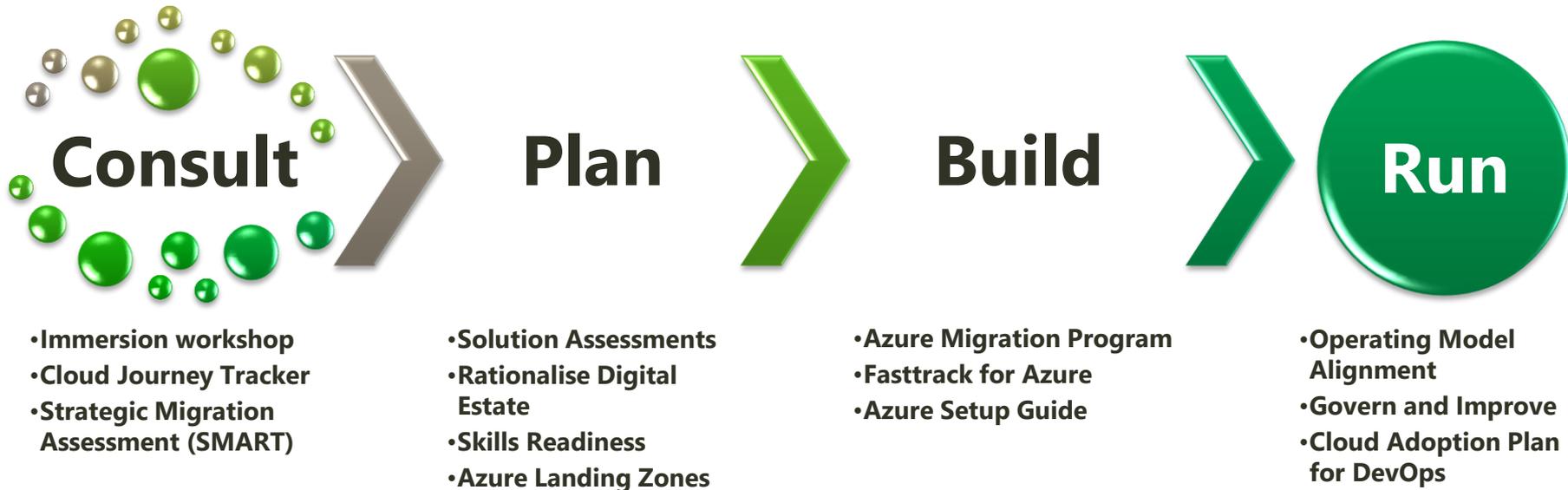


**HoloLens  
Distribution  
Partner in  
Europa**



# A Continuum of Bechtle Services

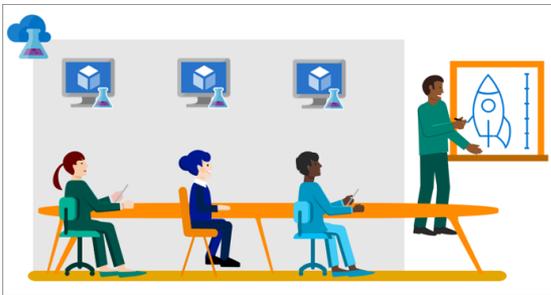
– Supported by the Microsoft Cloud Framework



Microsoft Cloud Adoption Framework / Governance Benchmark

# Bechtle & Microsoft @ Education

## – *Sample projects*

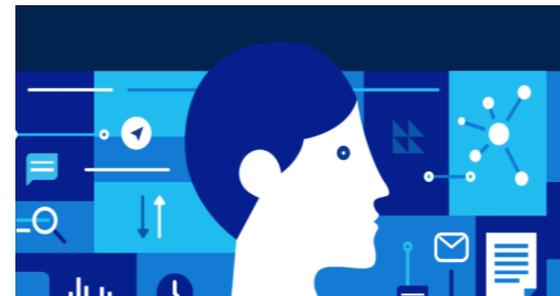


### Create On-Demand Classroom Labs with Azure Lab Services

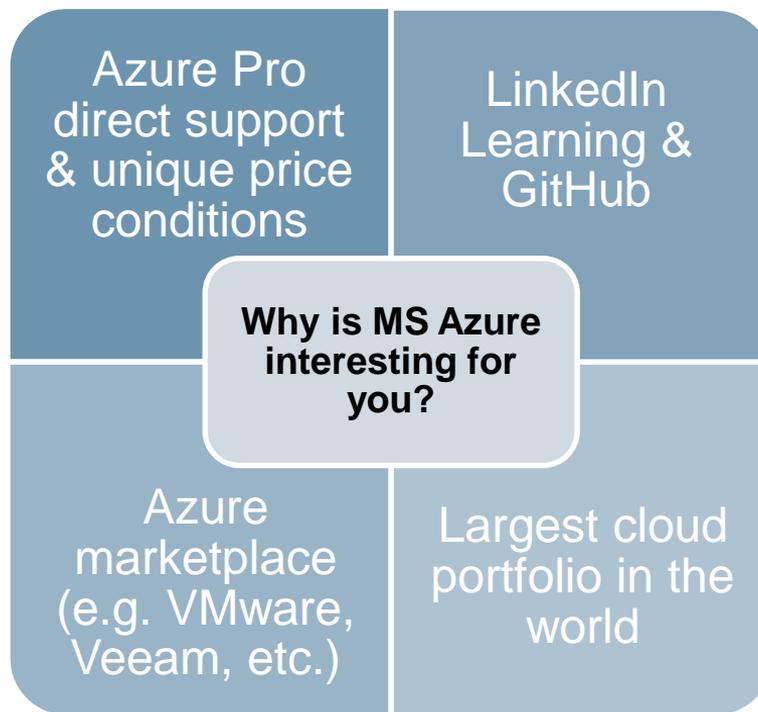
With the Azure Lab Services, Edu customer can quickly set up classroom labs for its students or researchers to gain practical experience not only with the latest technologies, but also with their internal and external applications. Classroom labs can also be used for hosting hackathons as it applies to any workload that needs on-demand temporary environments.

### Answer students questions with an always-on AI Chatbot

University students today expect more. As a generation raised with digital devices and connectivity at their fingertips, they come to campuses expecting the same speed and ease they're used to when gathering information in every other aspect of their lives. A chatbot's role, as part of the University Service Desk staff, could be to hang out online and answer student questions about courses, class schedules, university facilities, and much more – imagination is the limit.

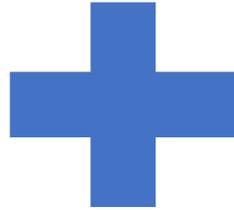


# Why is MS Azure interesting for you?





**Microsoft Azure**



# Agenda

1. What is Azure in OCRE framework?
2. How to reduce your costs and optimize your management?
3. What are the initiatives to help you?

# Microsoft OCRE Approach



MCS Digital Advisory Services



Azure Marketplace



Azure Professional Direct

# Deal Concessions

## AC4



Sign an enrolment up to month 48

Concessions will cease at expiry or December 2025 or whichever comes earlier



Double digit % discount on all Azure PAYG metered SKU prices



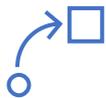
Double digit % data egress waiver – zones 1, 2 & 3



Double digit % discount on Azure Professional Direct Support SKU prices

Includes Step-up from Azure Standard Support

## AC5



Double digit % discount on ExpressRoute Unlimited SKU prices (zone 1)

For 12 months from official framework commencement date



# Azure Pro Direct Support

## Our Tiered Support Offerings

For Complex Or  
Business Critical  
Applications

### Premier

Developer Mentoring &  
Proactive Services

Assigned TAM or ADM  
Full Advisory Service

Unlimited Phone Support  
Unique Phone Line  
Exec Escalations

Response Time  
Fastest: <15 mins  
Priority Routing  
Designated support team

Unlimited Break/Fix  
Support (24X7)

Priority Handling,  
Skill building

### Pro-Direct

Pooled Escalation Mgr  
Basic Advisory Service

Unlimited Support  
Escalation Services

Response Time  
Fastest: <1 hr  
Priority Routing

Unlimited Break/Fix  
Support (24X7)

For Fast  
Response

### Standard

1:1 Phone Support  
(call-back, up to 3x  
month)

Response Time  
Fastest: <2 hrs

Unlimited Break/Fix  
Support (24X7)

Find details on our support offerings page  
<http://azure.microsoft.com/en-us/support/plans/>

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Customers with an existing Premier Support contract with Microsoft do not need to consider Azure Pro Direct support you are covered for all Azure support requirements.

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Customers wishing to order the Azure Professional Direct Support with OCRE Concessions need to order via your reseller DO NOT order directly via the Azure portal.

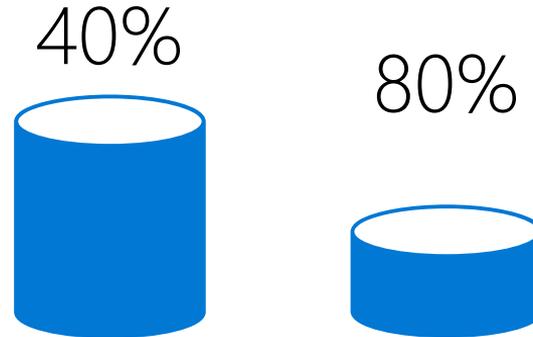
# Save with Azure Hybrid Benefit

Re-use Windows Server and SQL Server licenses with Software Assurance in Azure

- ✓ Azure Virtual Machines
- ✓ Azure SQL Database
- ✓ Azure Dedicated Host
- ✓ Azure VMware Solutions

Save 40% with Azure Hybrid Benefit

Save 80% with Azure Hybrid Benefit + Reserved Instances



# Save money when you reserve resources in advance

Select 1- or 3-year terms,  
monthly payment options  
at no extra cost

Capacity  
prioritization

Virtual Machines,  
Azure SQL, Azure Cosmos DB,  
Synapse, Storage and more



**Significant cost savings** up to 80%  
versus PAYG models



**Budget predictability**  
pay upfront  
or monthly



**Flexibility** to modify  
reservations and  
simplicity of purchase

# Get deep discounts with Azure Spot VMs

Access unused Azure compute capacity at deep discounts (90%) to run non-time-critical workloads that can handle interruptions



## **Capped prices**

Pay up to the price you agree to in advance



## **Deployment options**

Run interruptible workloads at scale on VMs and VMSS



## **Cost savings**

Unique Azure pricing and benefits with Windows Server workloads

# Get free Extended Security Updates only on Azure

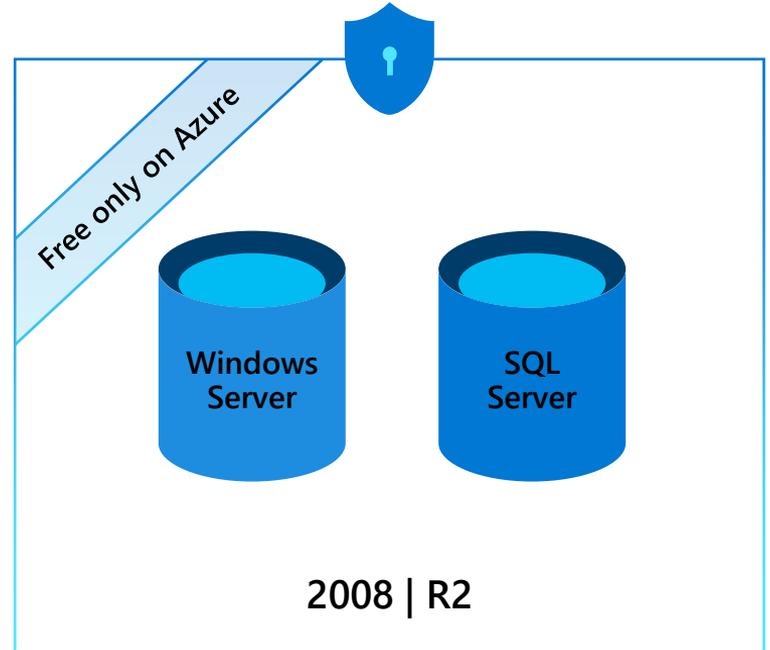
**THREE  
YEARS**

of security updates for your 2008/R2 workloads from date of end of support\*

**75%**

of the Server license cost to buy Extended Security Updates on-premises or on other clouds

**Save even more with  
Azure Hybrid Benefit**



\* July 2019 for SQL Server 2008/R2 and January 2020 for Windows Server 2008/R2

# Microsoft Cloud Adoption Framework for Azure

Proven guidance to accelerate your cloud adoption journey



## Define strategy

Define business justification and expected outcomes



## Plan

Align actionable cloud adoption plan to business outcomes



## Ready

Prepare people, process and environment for change



## Adopt

### **Migrate** or **Innovate**

Implement desired changes across IT and business processes



## Govern

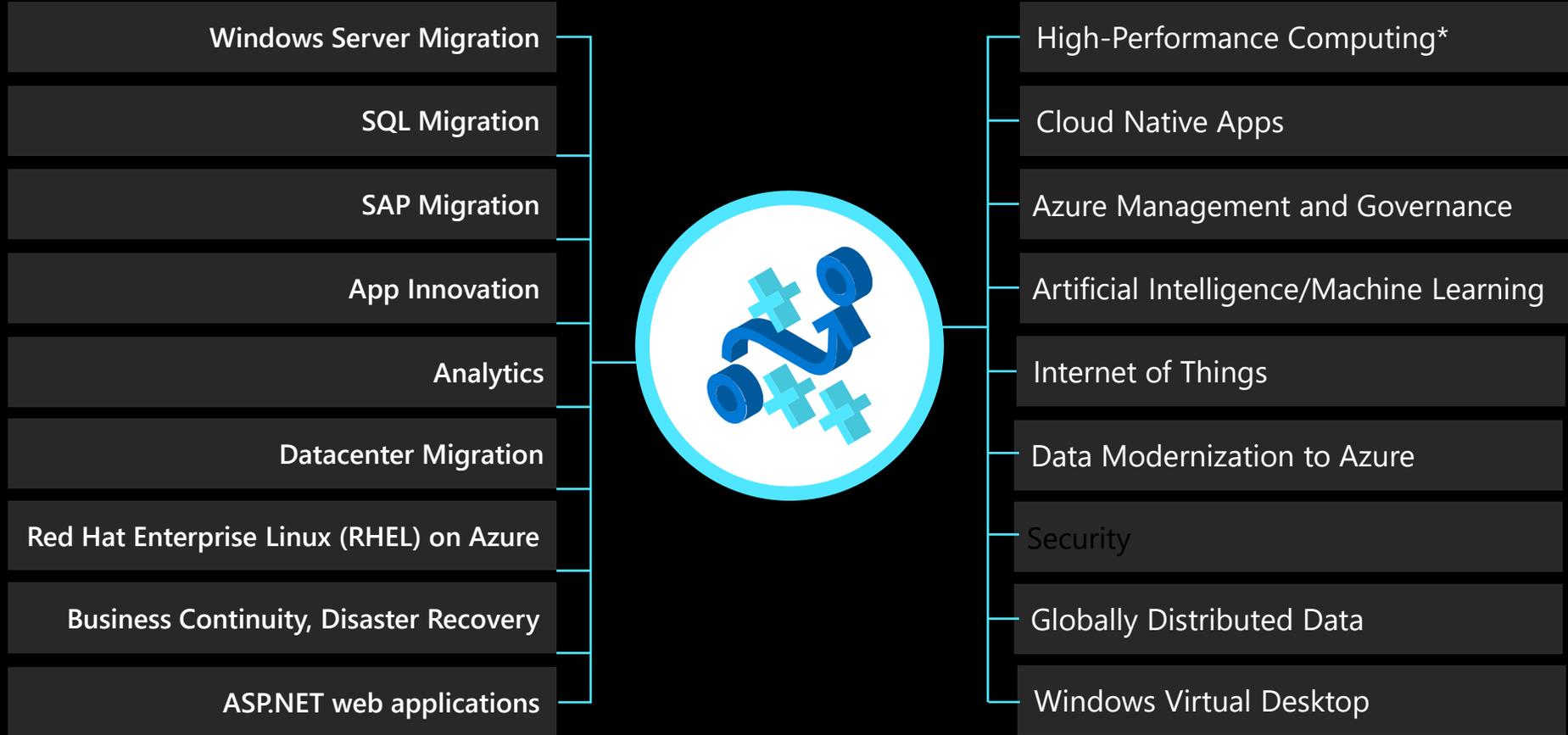
Comply, control and secure



## Manage

Operate and optimize

# What scenarios does FastTrack for Azure support?



# Azure Migration Program

Microsoft Azure

Home > Azure Migrate

## Azure Migrate

Get started Explore more

### Migrate your on-premises datacenter to Azure

Discover, assess and migrate your on-premises applications using Microsoft or third-party tools, or find an expert to help with your migration. [Learn more](#)

#### Windows and Linux servers

Discover, assess and migrate your on-premises VMware and Hyper-V virtual machines or Physical servers to Azure.

[Assess and migrate servers](#)

#### SQL and other databases

Assess and migrate your on-premises databases to Azure SQL Database Managed Instance or Azure SQL Database.

[Assess and migrate databases](#)

#### Explore more scenarios

Assess and migrate web apps, migrate data and assess virtual desktop infrastructure (VDI). Find guidance on various migration activities

[Explore more](#)

# Microsoft Learn

Microsoft | Docs | Documentation | Learn | Q&A | Code Samples

Search 

Learn | Products | Roles | Learn TV | Certifications | FAQ & Help

LEVEL 11  12125/71899 XP

## Welcome back, bnizet

Some items for you since your last visit:



1100 XP

LEARNING PATH

### Get started with artificial intelligence on Azure

Next module: [Get started with AI on Azure](#)

 52%

[Dismiss](#) [Resume](#)



7200 XP

LEARNING PATH

### Manage identity and access in Azure Active Directory

Next module: [Manage users and groups in Azure Active Directory](#)

 12%

[Dismiss](#) [Resume](#)



900 XP

MODULE

### Extend Power Apps portals

 24%

[Dismiss](#) [Resume](#)

[Help us customize your path](#) [See all activity](#)

## Popular learning paths and modules







# Webinars : <https://aka.ms/OCRE>



## Innovate with confidence using HPC

Wednesday, 5. May 2021 | 12:30 PM - 1:30PM

Take your institution to new heights with the power of high-performance computing and hear first-hand from our experts about how it can help you shape a better future for your faculty, students and researchers.

[Register now](#)



## Grant students anytime access to resources with Azure Lab Services

Wednesday, 12. May 2021 | 12:30 PM - 1:30 PM (GMT+01:00) Amsterdam, Berlin, Bern, Rome, Stockholm, Vienna

Discover ways to provide your students with access to online classes, training labs and hackathons to ensure they can experience uninterrupted and immersive learning experiences anywhere, anytime.

[Register Now](#)



## Hybrid services with Azure

Wednesday, 19. May 2021 | 12:30 PM - 1:30 PM (GMT+01:00) Amsterdam, Berlin, Bern, Rome, Stockholm, Vienna

Extend your cloud capabilities with the OCRE framework and learn from our experts how you can take advantage of the benefits from a wide range of hybrid cloud services.

[Register now](#)



## Introduction to Azure on the OCRE Framework

On-demand

Learn about the benefits of Microsoft Azure and how the OCRE framework makes onboarding quicker and easier.

[Register now](#)

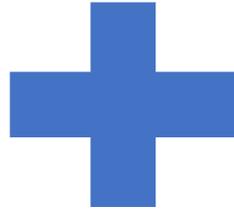


## Building a scalable cloud architecture

On-demand



Microsoft Azure



# Resources

[Microsoft Learn](#)

[Microsoft Azure Docs](#)

[Azure Architecture Guides](#)

[Microsoft Azure Cloud Adoption Framework \(CAF\)](#)

[Microsoft Azure Migration](#)

[Microsoft Azure Pricing Calculator](#)

[Azure Enterprise Portal](#)

[OCRE Webinar Series](#)

# Do you have any Questions?

Please join us on Menti for an interactive questionnaire using the following link:  
[www.menti.com](http://www.menti.com)

**CODE: 6581 2651**

Further information:  
[bechtle.com](http://bechtle.com)

