

# Atea + Microsoft + ACOnet

TP2B  
THE PLACE  
TO BE





## YOUR STRATEGIC TURNKEY PARTNER IN GÉANT FRAMEWORK AGREEMENT

Agneta Vornikoglo – GÉANT Channel Coordinator – Atea Global Services

**2<sup>nd</sup>**

*largest SI in Europe*

**TP2B**

*The Place to Be  
For ACOnet and members*

**22**

*Countries in GEANT deal*

**6 800**

*employees*

**8**

*Years of ISO 20000 and  
ISO27001*

**350+**

*Azure managed services  
resources*

**Microsoft**

*Key partner*

**4**

*Years of contract*

## ATEA AND EUROPEAN COVERAGE



# BACKGROUND IN MICROSOFT CLOUD OFFICE 365 AND AZURE



One of 7 first  
syndication partners  
in the world

Office 365 Service  
Desk from 2011

Experienced in both  
custom  
development and  
products in Azure

Microsoft Partner of  
the Year 2016 Cloud  
Productivity

Azure Expert  
Center model  
since 2014

# TAKING THE JOURNEY FROM TRANSACTIONAL TO SUBSCRIPTION BASED BUSINESS MODEL



FROM:



TO:



# GEANT IAAS ACCELERATION SERVICES



We provide a Full Turnkey Solution for the NREN's or as a direct model



\*including ISV resellers

# GÉANT IAAS FRAMEWORK ENABLEMENT



Turnkey solution for ACOnet to enable GÉANT IaaS framework agreement

## Support Services

- Onboarding Services
- Azure Support Services
- Enablement and Billing Services
- Migration Assistance
- Architecture Design



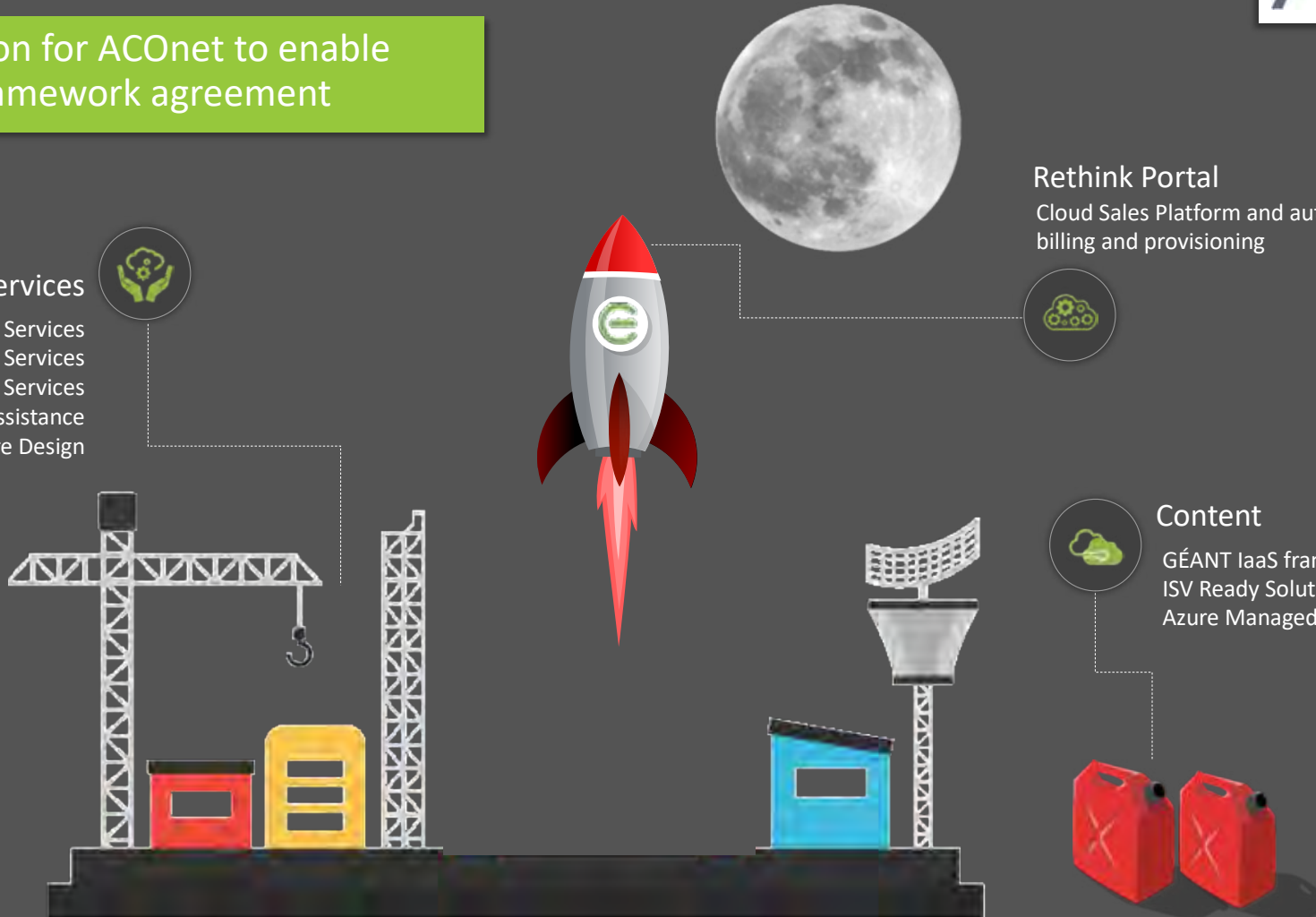
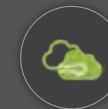
## Rethink Portal

Cloud Sales Platform and automation for billing and provisioning



## Content

GÉANT IaaS framework Azure SKUs  
ISV Ready Solutions  
Azure Managed Services



# RETHINK PORTAL\* & MARKETPLACE



- Highly scalable
- User sign in Windows Live ID, Azure AD, SAML2 and EduGAIN
- White label page with UI color & logo branding
- Service catalog (all content) stored in Azure DB/Blob (data driven)
- All content texts stored in DB for multi languages
- Customization of all marketing texts
- Iframe integration into reseller's site
- Branded Sign Up forms
- Unified Sign Up process for all solutions

Publish your own Cloud Services and reselling services from other partners	No platform fee	Less investment of time and cash
GEANT/ISV solution bundling with managed value add services		
Local SaaS partner integration		
Multi-language and multi-currency support	Global reach with local focus	Easy and fast onboarding
Born and natively built in Azure		
Automation		

\*100% IP by Atea Global Services





# EDUGAIN SUPPORT



The screenshot shows the ATEA product catalog with the following details:

- Azure Active Directory:** Microsoft. Azure Active Directory (Azure AD) is Microsoft's multi-tenant cloud-based directory and identity management service. Price: from £91 NOK / Month. Button: Get Solution >
- Azure Information Protection:** Microsoft. Control and help secure email, documents and sensitive data that you share outside your company walls. Price: from 17.82 NOK / Month. Button: Get Solution >

This page contains the following information:

- Information to be Provided to Service:**

azure@ateafederation.org.uk	atl@ateafederation.org.uk
atl@ateafederation.org.uk	atl@ateafederation.org.uk
atl@ateafederation.org.uk	atl@ateafederation.org.uk
atl@ateafederation.org.uk	atl@ateafederation.org.uk
- Select an information release consent option:**
  - Ask me again at next login:
    - I agree to send my information this time.
    - I ask me again if information to be provided to the service changes.
    - I agree that the same information will be sent automatically to this service in the future.
  - Do not ask me again:
    - I agree that all of my information will be released to any service.

The login page includes the following elements:

- The UK Access Management Federation logo**
- Login to Rethink**
- Username:** Input field with a "Forgot your password?" link.
- Password:** Input field with a "Forgot login?" link.
- Don't remember login
- Clear your granting of permission for release of your information to this service.
- Login** button
- ATEA logo**
- ATEA Services is a marketplace for your offers.

This page shows the organization selection process:

- ATEA logo**
- Which organisation would you like to sign in with?**
- Search bar: "Select the address of your organisation (e.g. MyCollege) in the search box, and options will appear below:"
- Select:** dropdown menu with a "Continue" button.
- Options list:**
  - Abertay University
  - Abertay University
  - Abertay Business School
  - Abertay School of Business and Technical Engineering
  - Abertay University
  - Abertay University
  - Abertay - Agence Biologique de Développement Supérieur
  - Abertay University College
  - Academy of Arts, Architecture and Design in Practice
  - Academy of Performing Arts in Practice
  - Academy of Sciences Library
  - Academy & Research Centre
  - ACDnet staff
  - ACS School
  - Active Learning
  - Adventus University of Health Sciences
  - ADAM
  - AFB: Agri-Food Business Institute

# SERVICE OFFERINGS



# THE ROAD AHEAD...



**Agneta Vornikoglo**  
Channel Coordinator

**Atea Global Services**

Mobile: +371 27739059

e-mail: [Agneta.Vornikoglo@Atea.com](mailto:Agneta.Vornikoglo@Atea.com)

Web: [www.ateaglobal.com](http://www.ateaglobal.com)