



Media Release

SoftwareONE makes IBM Cloud accessible to Dutch research and educational institutions, thanks to OCRE

Amsterdam, The Netherlands | 22 February 2021 – **The abundance of cloud services and possibilities often makes it difficult for research and educational institutions to make a choice for a cloud provider. The fear for vendor lock-in strengthens the restraint of many institutions.**

To offer them the benefits of the cloud without being tied up to one provider, the European OCRE project was established. This project offers institutions multi-cloud solutions beyond different providers. In the Netherlands, SoftwareONE won one of the tenders within this project. Within the granted framework agreement, SoftwareONE makes IBM Cloud accessible to these institutions.

The OCRE project enhances being future proof and freedom of choice for research institutions

The Open Clouds for Research Environments (OCRE) project was initiated by GÉANT. This pan-European network is the biggest and most advanced network in the world, with more than 50 million users at 10.000 institutions. The connections run via 39 joined national research and educational network partners (NREN).

Cloud Service Providers could register by tender for framework agreements within the project. Each agreement covers access to a cloud provider per country, for a total of 40 countries. SoftwareONE was granted 68 framework agreements: 19 IBM lots, 24 Microsoft Azure lots and 25 Oracle lots. For the Netherlands the company won the framework agreement for IBM Cloud.

Value for your money

The license structure of cloud providers makes it expensive for educational and research institutions to optimize their purchases, while they have a need for the scalability, flexibility and mobility that the cloud can provide. Now, with the OCRE project, they can purchase services from different cloud providers, without having to purchase expensive, separate licenses or the need to put up separate tenders. All licenses will be consolidated.

IT budget is an issue, especially for educational institutions, because unlike businesses they have access to a fixed amount per student. They won't recoup the IT investment by more efficient business processes or selling more. Indirect, the right IT investments determine the future student count. For that, it is extremely important to spend the budget in a way that the

institution can grow the coming years to accommodate to the student's and employee's wishes and market developments.

Benefits of IBM Cloud

SoftwareONE is proud that, by winning the tender of the OCRE project, they can contribute to the future of research and education in the Netherlands and Europe.

With the granted framework agreement for IBM Cloud, they offer education a proper alternative to the established cloud providers. Especially concerning privacy, IBM Cloud offers extra security. This can be of importance when sharing sensitive research information.

"Because of our long experience with educational organizations in all of Europe, we know what is happening. Winning this OCRE tender makes us exceptionally proud and we are convinced that we, as SoftwareONE, can contribute to the future of research and education in the Netherlands and Europe, thanks to our knowledge, experience and (Managed) services for educational institutions," according to Sancho Latumahina, Sales Director SoftwareONE Nederland.

Save money long-term by a proper start

To help research and educational institutions with a proper start with IBM cloud, SoftwareONE can assist them on request with the provisioning of the platform, for example:

- Cost monitoring;
- Security;
- Onboarding of students and employees;
- Access to an online catalogue of cloud services, via SoftwareONE's own ADADCloud portal.

Rikkert van Nispen, Sales Lead Public/Education SoftwareONE: *"We recognize a need for assistance and advice at research and educational institutions when they migrate to the cloud. SoftwareONE can deliver added value at that point, within the OCRE agreement. Because they work with a fixed budget, it is important for them to do the provisioning right. In this way the budget will be spend on services they want and need, and there won't be any surprises later on."*

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ABOUT SOFTWAREONE

SoftwareONE is a leading global provider of end-to-end software and cloud technology solutions, headquartered in Switzerland. With capabilities across the entire value chain, it helps companies design and implement their technology strategy, buy the right software and cloud solutions at the right price, and manage and optimize their software estate. Its offerings are connected by PyraCloud, SoftwareONE's proprietary digital platform, that provides customers with data-driven, actionable intelligence. With around 5,800 employees and sales and service delivery capabilities in 90 countries, SoftwareONE provides around 65,000 business customers with software and cloud solutions from over 7,500 publishers. SoftwareONE's shares (SWON) are listed on SIX Swiss Exchange. For more information, please visit [SoftwareONE.com](https://www.softwareone.com).

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