



OCRE Overview &  
Microsoft (Bechtle) –  
Webinar

Jean-Pierre Aerts – Product Management

# Agenda



Start	END	Topic	Who	Function
10.00	10.15	Belnet & OCRE Géant	Jean Pierre Aerts	Product Manager Belnet
10.15	10.30	Bechtle & OCRE	Manuel Liesenfeld	Head of Sales Development Europe Public Sector
10.30		Bechtle Belgium OCRE team	Frank Schouwaerts	Sales Manager Belux Public Sector
		Azure in the OCRE framework	Mark Fitzsimons	Senior Education Specialist
			Lien Deleenheer	Education Lead Belux
	11.30		Benjamin Nizet	Account Manager Education
11.30	11.45	LinkedIn Learning	Andrée-Anne LeBlanc	OCRE lead Benelux
			Nicola Doherty	OCRE lead EMEA
11.45	12.00	Q&A	ALL	
			Gino van Essen	Cloud Consultant
			Jean-François Saint-Pierre	Business Development Manager Microsoft

# OCRE @ Belnet
















- Belnet acts as a referrer but will guide you in making the right decisions and getting in contact with the right people.
- Contracts are signed between the customer (institute) and the partner/provider itself.
- Huge offer for IaaS, SaaS, PaaS. There will also be a “Earth Observation” tender for Copernicus satellite data processing services built on the DIAS platform.



# OCRE @ Belnet



 Orange	 VSHN	 T-Systems	 CloudFerro
 Safespring	 Sparkle	 Bechtle	 Bechtle
 CloudSigma	 Quistor Enterprises	 Rackspace	 Setcor
 SoftwareONE	<a href="https://www.ocre-project.eu/services/cloud-suppliers/country/belgium">https://www.ocre-project.eu/services/cloud-suppliers/country/belgium</a>		



# OCRE Partners & Benefits: What is important to you?



Consultancy

Cloud migration services

Earth Observation data

Traffic costs

Discounts / Other Benefits

Free Credits

GDPR

Identity & Access Management

Storage (Schrems II) Customized Solutions

Cloud Credits for students

Analytics and Intelligence capabilities

Security

Scalability

Easy learning curve

...