

Deloitte.



Empowering Education with AWS Cloud: Deloitte & Vodafone for GRNET

AWS Services for Education & Public Organizations

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AGENDA

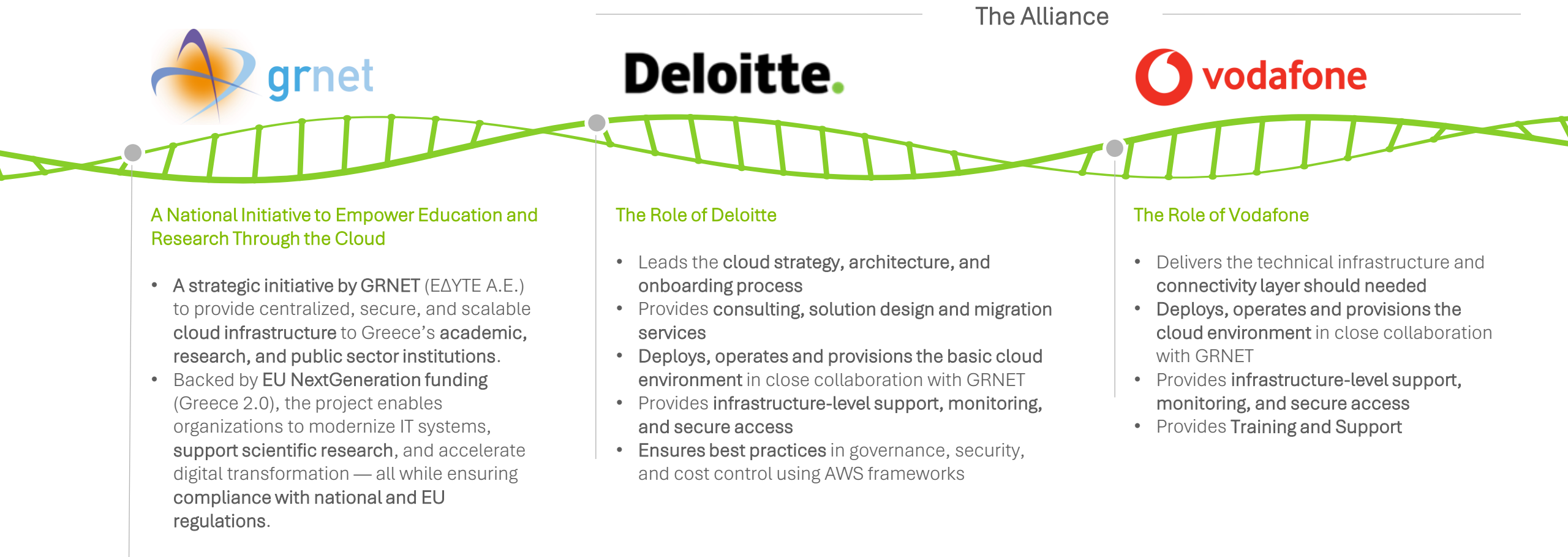
- 1 What is the GRNET AWS Cloud Framework
- 2 About Deloitte
- 3 How can we help?
- 4 Where do you start?
- 5 Onboarding Process
- 6 Q&A



From Datasets To Breakthroughs — Enabling Research Excellence
Through Next-generation Cloud Services.

What is the GRNET AWS Cloud Framework

A unified cloud framework delivering modern, secure, and scalable services to Greece's education and research community — with Deloitte and Vodafone as trusted partners.



About Deloitte

The Team, Certifications and Geo Distribution

DELOITTE CENTRAL MEDITERRANEAN INFRASTRUCTURE & CLOUD PRACTICE

DCM Infrastructure & Cloud Head Count: 60+ 
Greek & Italian Practitioners

- AWS Certifications: 550+ out of 17000 globally
- AWS Competencies: 21
- Team ITIL & Service MGMT Certifications: 30+
- Global AWS Customer Launches: 3000+
- Years in partnership with AWS: 7+



Delivery Locations: 6 
• Milan, Rome, Naples, Bari, Athens, Thessaloniki

Global leader in professional services.

- 415,000+ professionals, 150+ countries
- Expertise in public sector and education transformations.
- Premier AWS Partner with deep experience in cloud strategy and execution



Leader:

- Worldwide **cloud security services** in the AI area 2024-2025 vendor assessment
- Worldwide industry **cloud professional services** 2024 vendor assessment



Leader:

- in the 2024 Gartner magic quadrant for **custom software development services worldwide**
- in magic quadrant for **public cloud IT transformation services** by Gartner with the furthest completeness of vision



We Are Here to Help - Every Step of Your Cloud Journey.

From first questions to full implementation, we guide you with expert support, tailored solutions, and a deep understanding of education and research needs.



How can we help?

At Deloitte, we help educational institutions unlock the power of the cloud to support teaching, learning, and research. By understanding your unique goals, we design secure, flexible solutions that enhance collaboration, improve access to resources, and enable innovation. Whether you're modernizing your IT or supporting groundbreaking research, we're here to guide you every step of the way. Let's shape the future of education — together.



Cloud Architecture Design

Leverage proven best practices to build a secure, scalable, and cost-efficient AWS environment tailored to your academic and research needs.



Deploy & Provision

We support you through every stage — from setting up your cloud environment, to running your services smoothly, and managing resources effectively — so you can stay focused on your goals.



Monitoring, Access & Billing

We make it easy to keep track of your cloud usage, manage who has access, and understand your costs — giving you clarity, and control.



Project Sizing & Cost Estimation

Utilize the AWS Pricing Calculator to provide accurate workload sizing and transparent cost projections, ensuring budget confidence from day one.



Comprehensive Consulting Services

Partner with our AWS-certified experts for strategy workshops, migration planning, staff training, and custom roadmap development - every step of the way.



Ongoing Support & Training

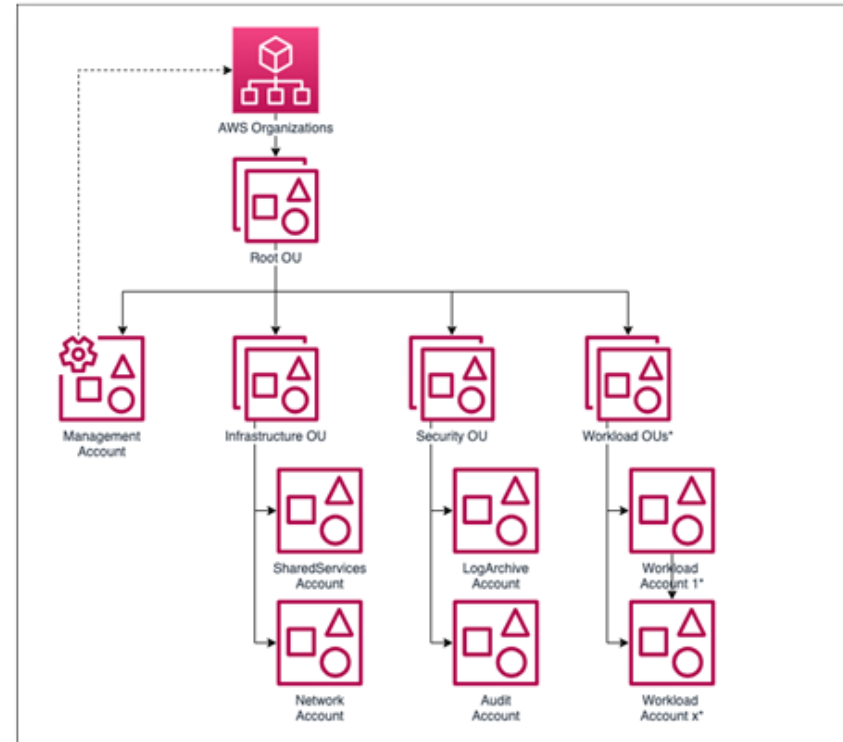
We provide researchers with ongoing guidance and training, making it easier to use the cloud for projects, data, and collaboration — with support always available when needed.

What do we deploy?

We deploy a secure, scalable AWS environment tailored to your institution's needs — so you can start building with confidence.

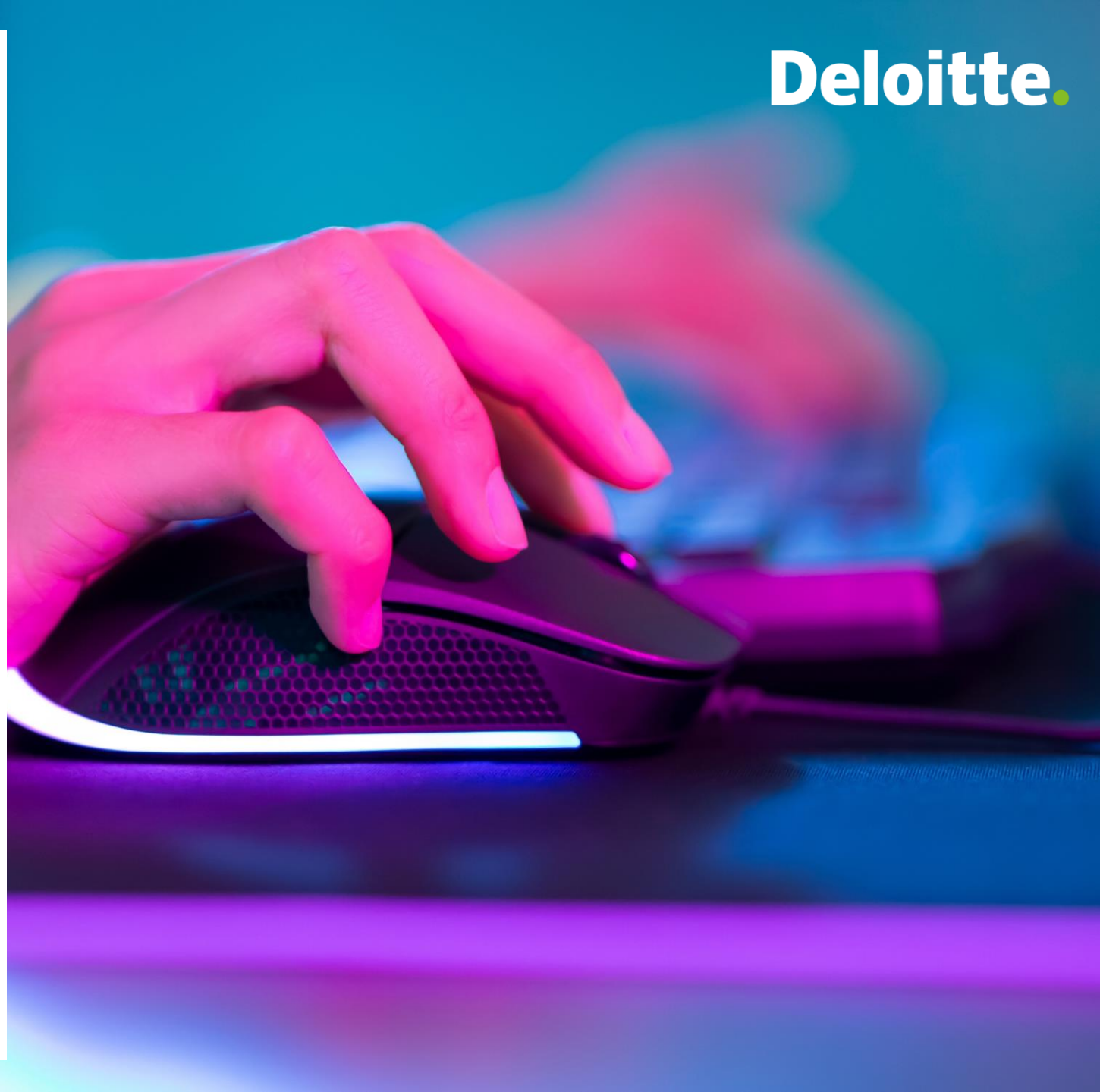
A Ready-to-Use Cloud Foundation

- **Dedicated AWS Account**
 - Set up a secure multi-account structure.
- **Security & Governance**
 - Predefined policies and guardrails to ensure safe usage.
- **Network Foundation**
 - Ready-to-use VPC with secure internet and hybrid connectivity.
- **User Access Control**
 - Managed roles and permissions with IAM and SSO.
- **Monitoring & Logs**
 - Centralized activity tracking for visibility and audits.
- **Cost Tracking**
 - Tools to monitor usage and stay within budget.



Your Cloud Journey, Clearly Mapped - and Never Alone

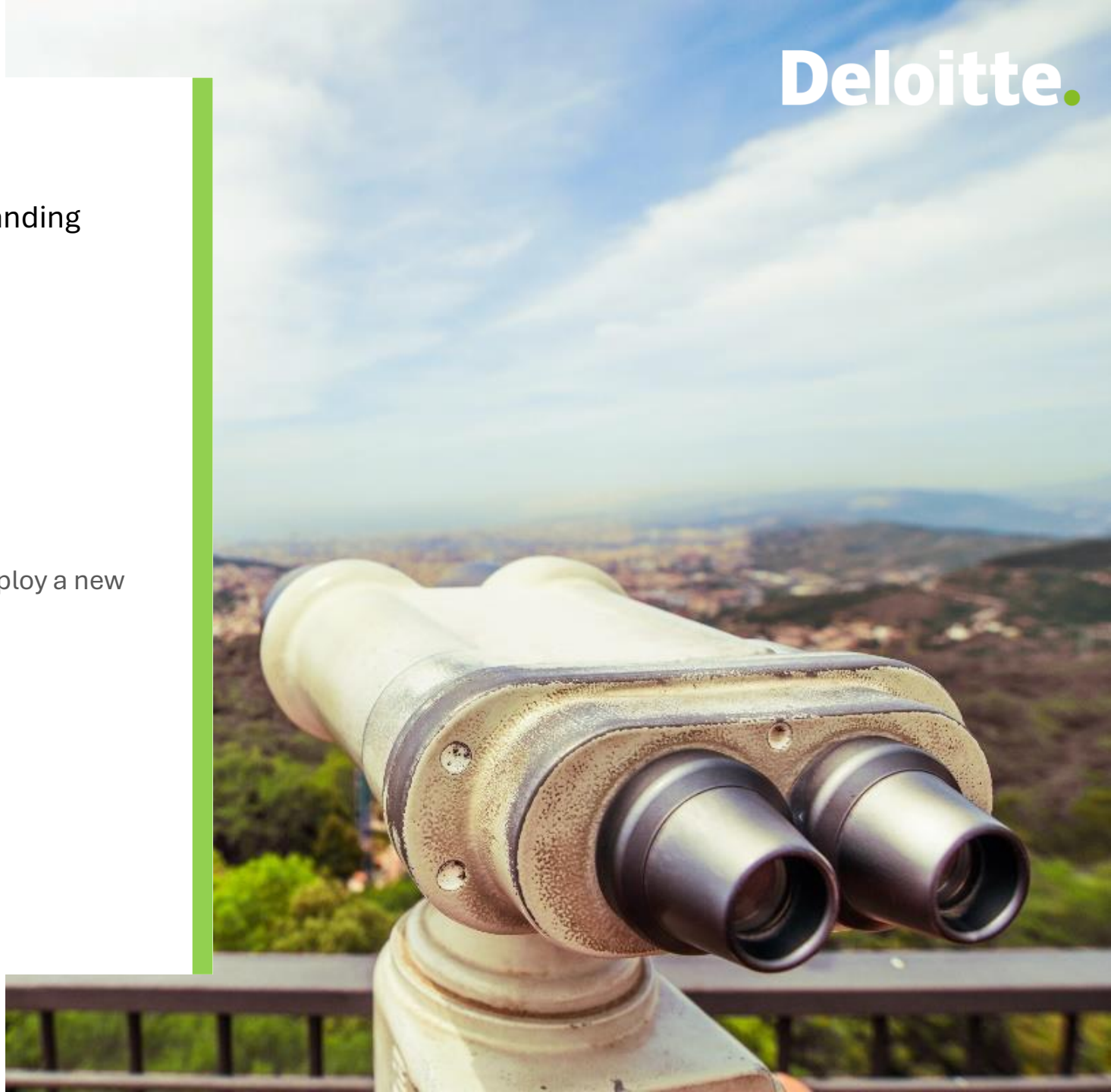
From onboarding to optimization, we guide you step-by-step and connect you with the right experts whenever you need support.



Where do you start?

How does my organization get access to a new Landing Zone.

- If you want to deploy a new Project.
- If you do not have an AWS Organization Account.
- Do you already have an autonomous AWS account?
- Contact GRNET to mobilize Deloitte & Vodafone to deploy a new Organization/Landing Zone for you!



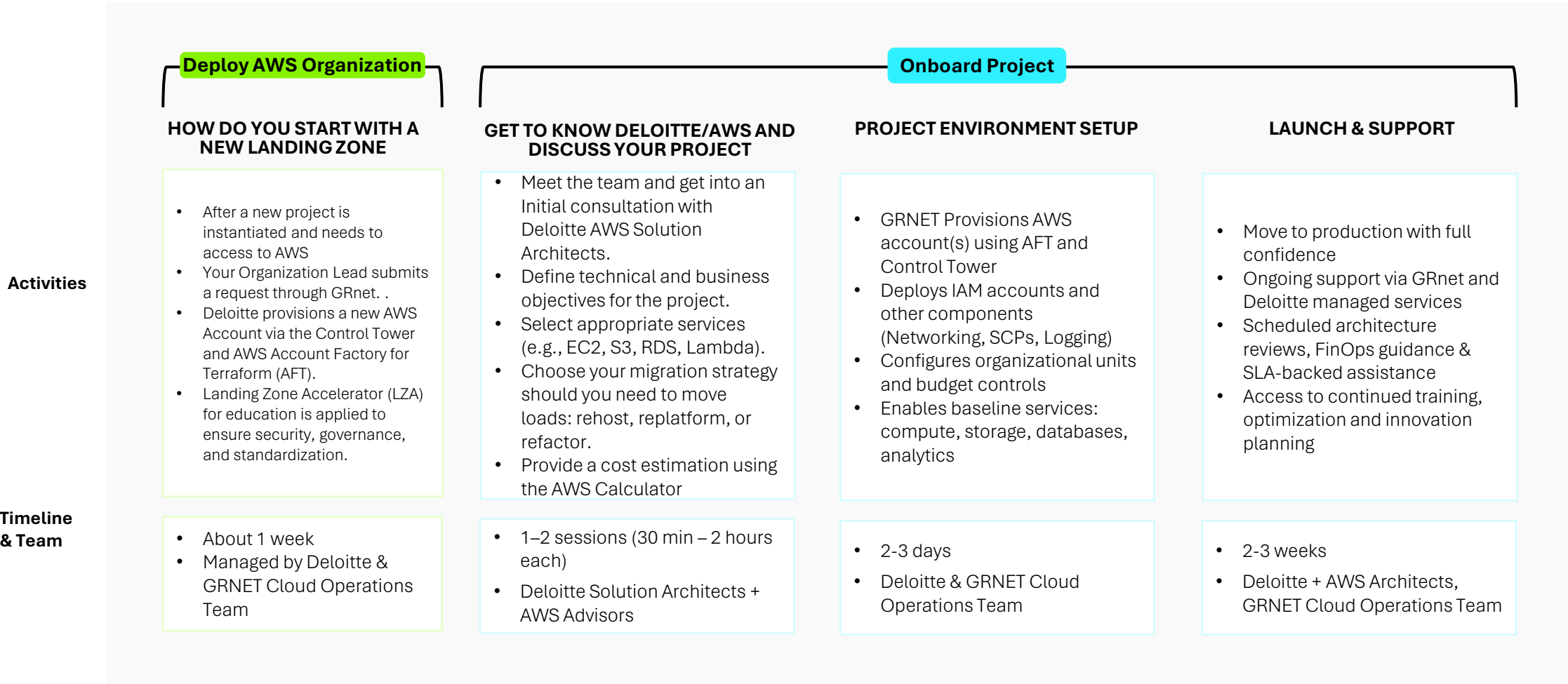
We Design Your Cloud, Together - from Vision to Deployment.

We work hand-in-hand with your institution to co-create secure, scalable, and purpose-built cloud solutions that empower education and research



Onboarding Process

Accelerate your move to the cloud with a structured onboarding path from Deloitte — designed for the needs of educators and researchers



Q&A



Deloitte.



THANK YOU

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