## 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
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- 5 Onboarding Process
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### 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.



### **Deloitte**



### A National Initiative to Empower Education and Research Through the Cloud

- A strategic initiative by GRNET (ΕΔΥΤΕ Α.Ε.)
  to provide centralized, secure, and scalable
  cloud infrastructure to Greece's academic,
  research, and public sector institutions.
- Backed by EU NextGeneration funding (Greece 2.0), the project enables organizations to modernize IT systems, support scientific research, and accelerate digital transformation — all while ensuring compliance with national and EU regulations.

#### The Role of Deloitte

- Leads the cloud strategy, architecture, and onboarding process
- Provides consulting, solution design and migration services
- Deploys, operates and provisions the basic cloud environment in close collaboration with GRNET
- Provides infrastructure-level support, monitoring, and secure access
- Ensures best practices in governance, security, and cost control using AWS frameworks

#### The Role of Vodafone

The Alliance

- Delivers the technical infrastructure and connectivity layer should needed
- Deploys, operates and provisions the cloud environment in close collaboration with GRNET
- Provides infrastructure-level support, monitoring, and secure access
- Provides Training and Support



### **About Deloitte**

The Team, Certifications and Geo Distribution

#### DELOITTE CENTRAL MEDITERRANEAN INFRASTRUCTURE & CLOUD PRACTICE

DCM Infrastructure & Cloud Head Count: 60+

Greek & Italian Practitioners



- **AWS Competencies: 21**
- Team ITIL & Service MGMT Certifications: 30+
- Global AWS Customer Launches: 3000+
- Years in partnership with AWS: 7+



#### **Delivery Locations:**

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 Al 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



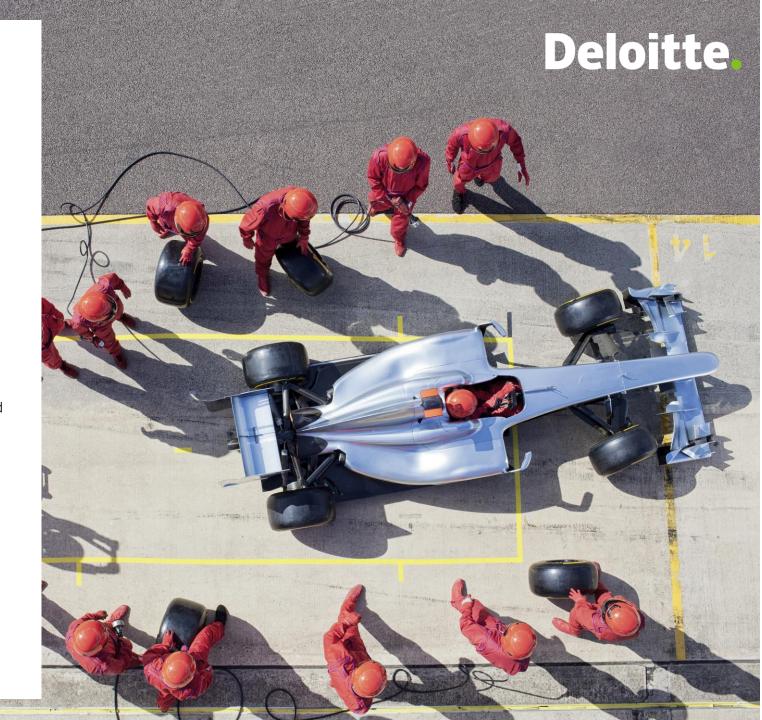






### We Are Here to Help - Every Step of Your Cloud Journey.

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

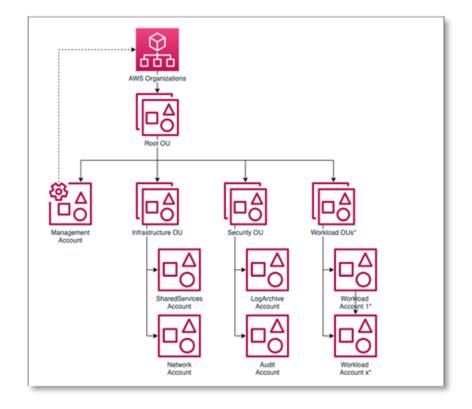
Managed roles and permissions with IAM and SSO.

#### 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

#### -Deploy AWS Organization -

#### HOW DO YOU START WITH A NEW LANDING ZONE

- After a new project is instantiated and needs to access to AWS
- Your Organization Lead submits a request through GRnet. .
- Deloitte provisions a new AWS Account via the Control Tower and AWS Account Factory for Terraform (AFT).
- Landing Zone Accelerator (LZA) for education is applied to ensure security, governance, and standardization.
- About 1 week
- Managed by Deloitte & GRNET Cloud Operations Team

#### GET TO KNOW DELOITTE/AWS AND DISCUSS YOUR PROJECT

- Meet the team and get into an Initial consultation with Deloitte AWS Solution Architects.
- Define technical and business objectives for the project.
- Select appropriate services (e.g., EC2, S3, RDS, Lambda).
- Choose your migration strategy should you need to move loads: rehost, replatform, or refactor.
- Provide a cost estimation using the AWS Calculator
- 1–2 sessions (30 min 2 hours each)
- Deloitte Solution Architects + AWS Advisors

### PROJECT ENVIRONMENT SETUP

**Onboard Project** 

- GRNET Provisions AWS account(s) using AFT and Control Tower
- Deploys IAM accounts and other components (Networking, SCPs, Logging)
- Configures organizational units and budget controls
- Enables baseline services: compute, storage, databases, analytics
- 2-3 days
- Deloitte & GRNET Cloud Operations Team

#### **LAUNCH & SUPPORT**

- Move to production with full confidence
- Ongoing support via GRnet and Deloitte managed services
- Scheduled architecture reviews, FinOps guidance & SLA-backed assistance
- Access to continued training, optimization and innovation planning
- 2-3 weeks
- Deloitte + AWS Architects, GRNET Cloud Operations Team



**Activities** 



# Q&A





# THANK YOU

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