



Think Cloud Services for Government,  
Business & Research

# CloudWATCH2 Concertation Meeting

## Clusters, collaboration and creating impact in the market

**Nicholas Ferguson, Trust-IT Services & Coordinator, CloudWATCH2**

25 March 2015, Brussels, Belgium



# Concertation meetings: Future WPs, Clusters & Services

## EU Interoperable cloud services & solutions – March 2014

- Break-outs addressing common challenges
- Calls for clustering & re-use of results



## Shaping & Preparing the H2020 LEIT ICT WP2016 -2017 – Sept 2014

- Recommendations on for future WP
- More thematic break-outs and collaboration

 **Silvana Muscella**  
@silvanamuscella · 11 Sep 2014  
.  
@CloudWatchHub winners of position papers @RiscossProject @asceticproject @ARTISTeu well done!  
pic.twitter.com/Rgg3EuHKps



## Turning cloud research into innovative software & services March 2015

### Call for action: Set up of four EC Clusters

72 Service offers  
Customer pain points & solutions



The perfect pitch  
EU R&I Success stories  
OSS results



# Concertation = Cluster, collaborate and create impact



❖ 09:00 – 09:30 - Thinking Cloud Services for Government, Business and Research

- ❖ Roadmap to a cloud market structure encouraging pricing transparency
- ❖ Technology mapping for collaboration

❖ 09:30 - 10:40 – Identifying topics for the Horizon 2020 ICT Work Programme 2018 – 2020

- ❖ Achievements & recommendations from all four EC Clusters

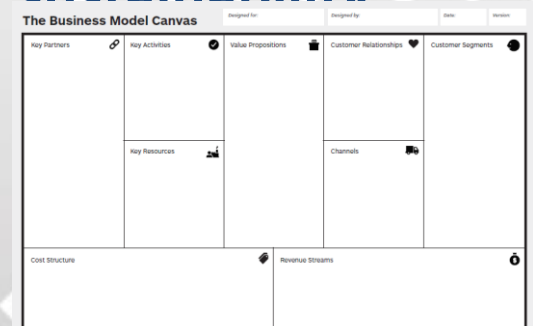
❖ 10:40 - 11:10 - Break

❖ 11:00 – 12:20 – The path to exploitation and sustainability

- ❖ ARTIST, S-CASE, APPHub, ClouT, ECIM
- ❖ Business model canvas

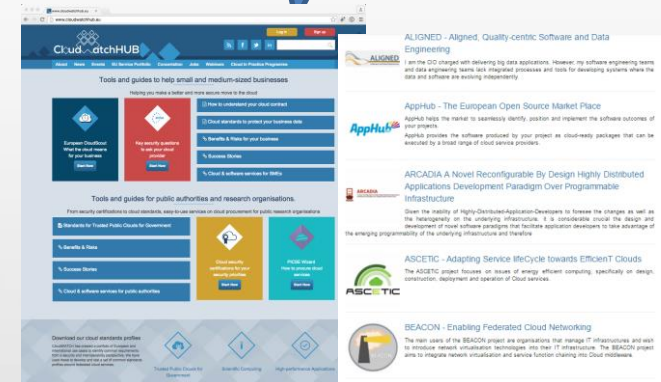
❖ 12:20 – 12:30 – Closing remarks

❖ 12:30 Lunch



# Concertation in numbers

- ◆ 50+ participants
- ◆ 37 project insights on results, exploitation and targets
- ◆ 4 EC Clusters one year on
- ◆ 3 New EU-Brazil collaboration projects



# Outputs

Initial mapping to stakeholders

Cluster application  
launched @  
Concertation

Mapping of services  
& solutions to  
market

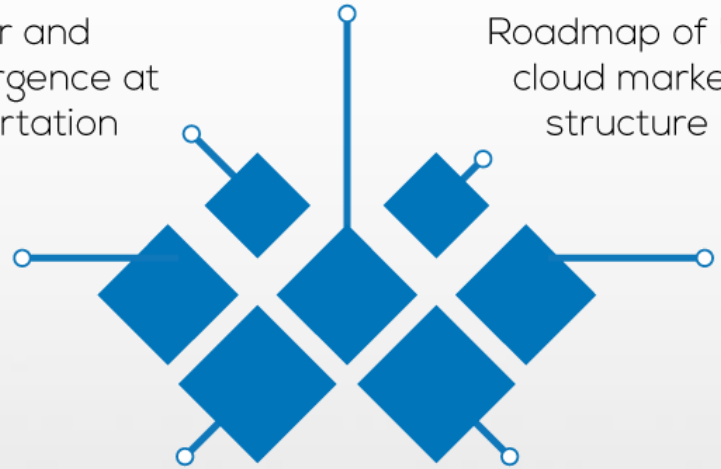
Cluster and  
convergence at  
Concertation

Roadmap of EU  
cloud market  
structure



Adoption deep  
dive @  
Cloudscape  
2016

Evolved  
standards  
portfolio



interoperability  
testing

F2F &  
online  
plugfest  
design

Updated service  
offers online

Supporting market  
uptake of EU R&I  
cloud services

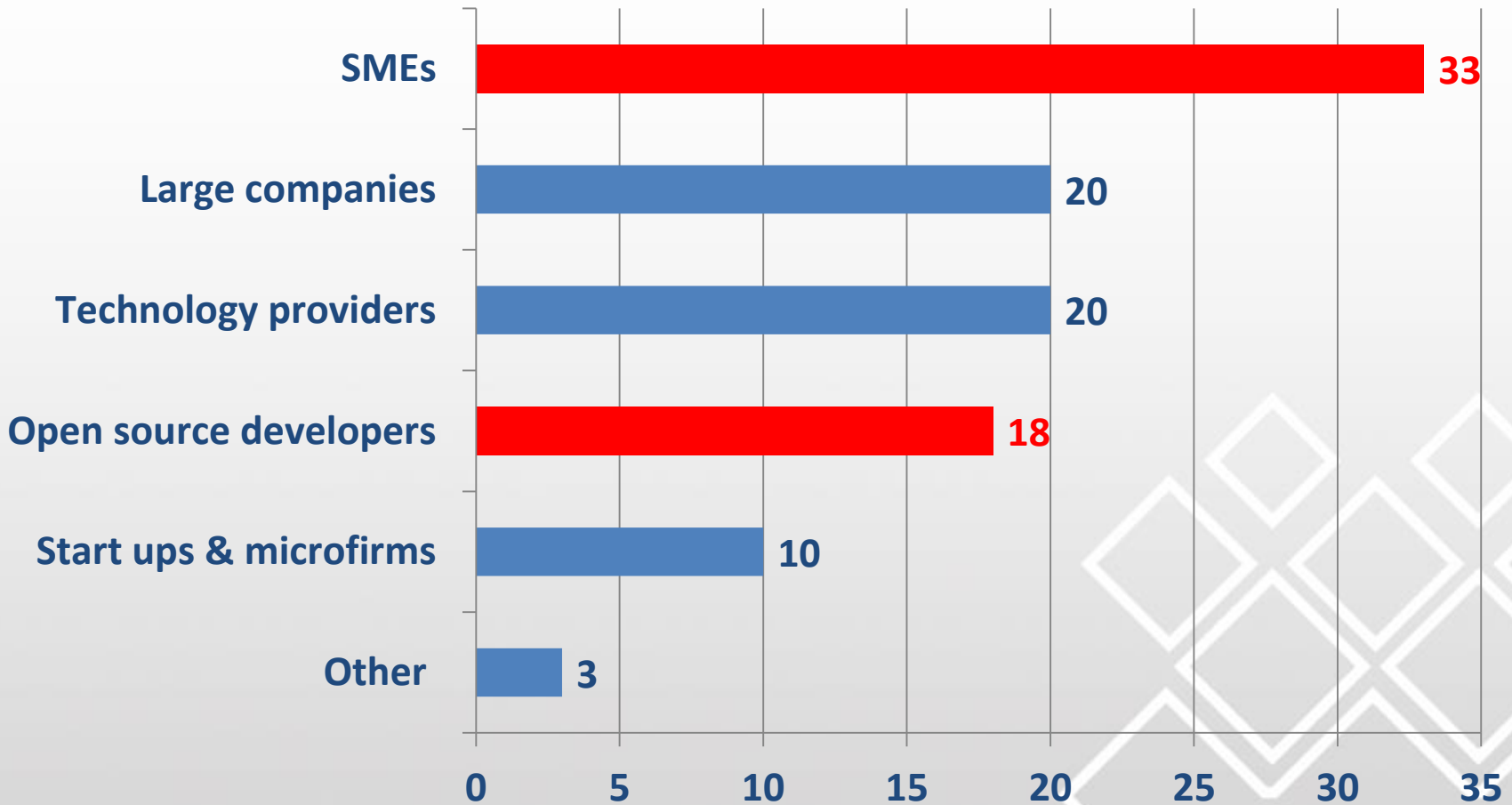
Recommendations  
on legal issues and  
risk management

Legal FAQ  
online & Legal  
Week

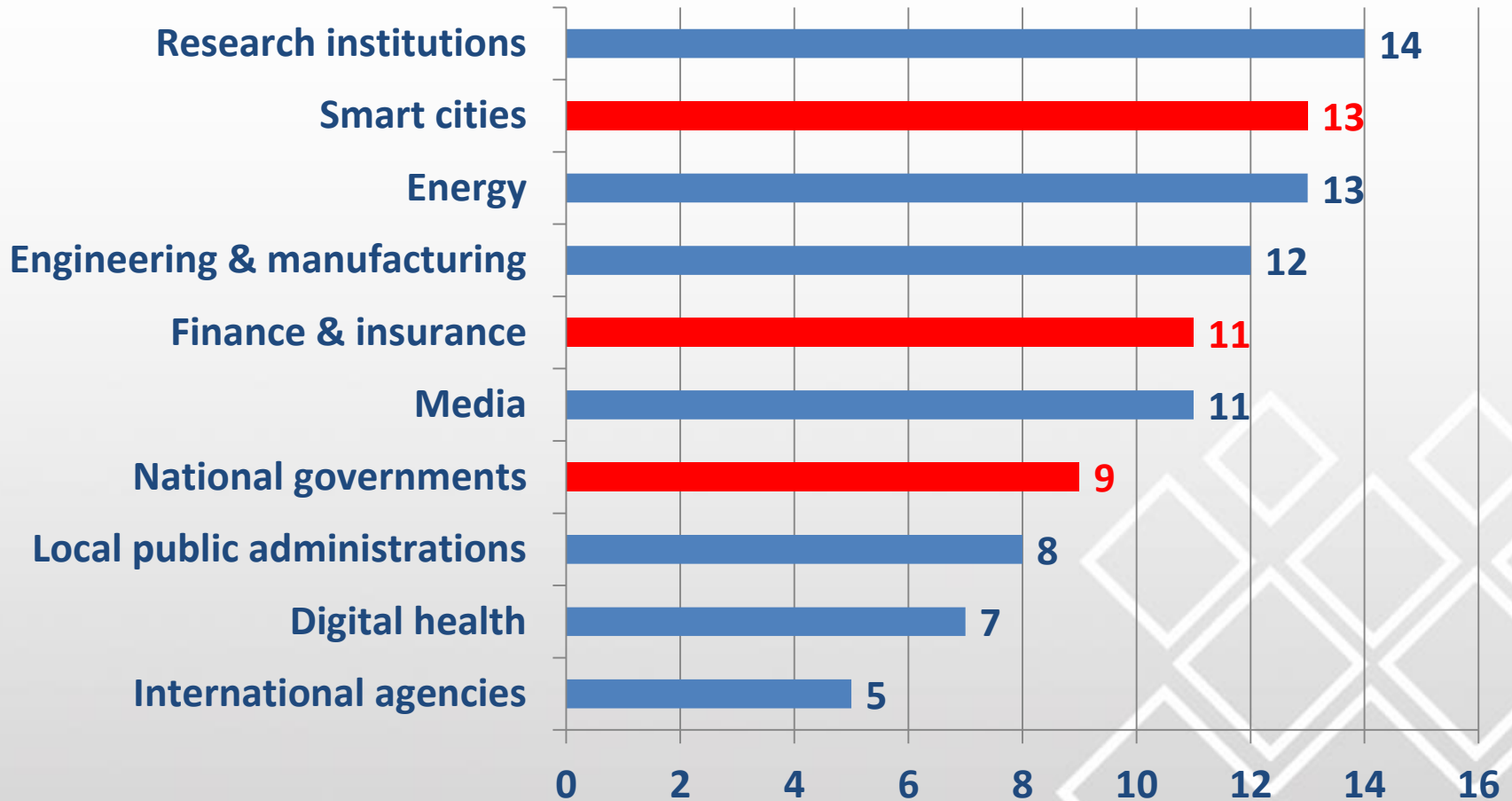
## Our Consortium



# Who are your services for?



# Which vertical markets are you targetting?



# A snapshot of potential commonalities

## ❖ SMEs & Finance and Insurance

- ❖ HEADS, MUSA, RePhrase, CloudTeams, CloudSocket, CoherentPaaS, SLA-Ready, AppHub, EUBrasilCloudFORUM

## ❖ SMEs & Smart cities

- ❖ ECIM, ClouT, HEADS, MUSA, RePhrase, CloudTeams, CloudSocket, RAPID, CoherentPaaS, AppHub, EUBrasilCloudFORUM,

## ❖ OSS developers & national governments

- ❖ MIKELANGELO, AppHub, PaaSage, CloudLightning, MONDO

*Do you already collaborate? Do you know anyone from the consortium?*

*Now's your chance!*



# Net Futures 2016



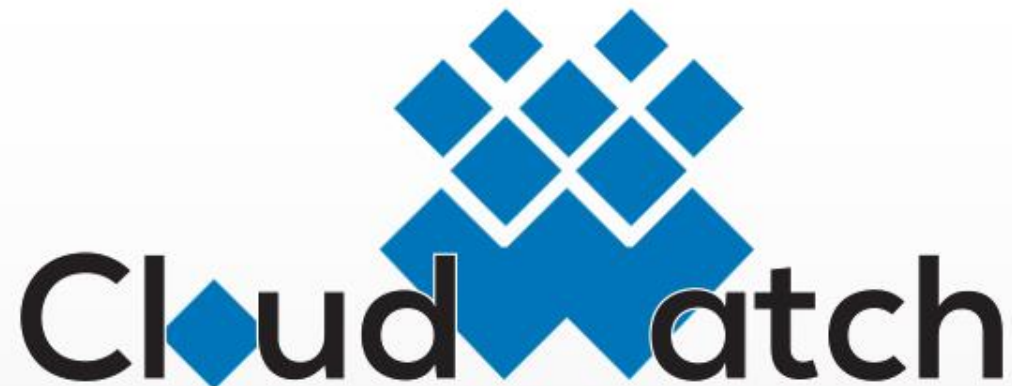
## Exhibition Area



### Clusters

- Software Engineering for Services and Applications
- NATRES
- Data Protection, Security & Privacy
- Inter-cloud challenges, expectations and issues





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**Thank you!**

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