

Case study Fokker Aerostructures & PROACT

How can you gradually move your mission-critical infrastructure into a private enterprise cloud service?

- **Introduction to Fokker**
- **Challenges and Demands & wishes**
- **Partnership and Business benefits**
- **Private Enterprise Cloud Solution**
- **Future**
- **Q&A and Statements**



Introduction to Fokker

Hans Kuiper – Director ICT Fokker Technologies Holding B.V.

- Working for more than 30 years in IT
- Manager IT&M of the Stork Engineering & Contracting Group and member of the Management Team
- Director ICT of Fokker Services and member of the Management Team
- Chief Technology Officer (CTO) Stork N.V.
- Director ICT Fokker Aerostructures B.V.
- Director Risk Management Fokker Aerostructures B.V.
- Director ICT Fokker Technologies Holding B.V.



Introduction to Fokker

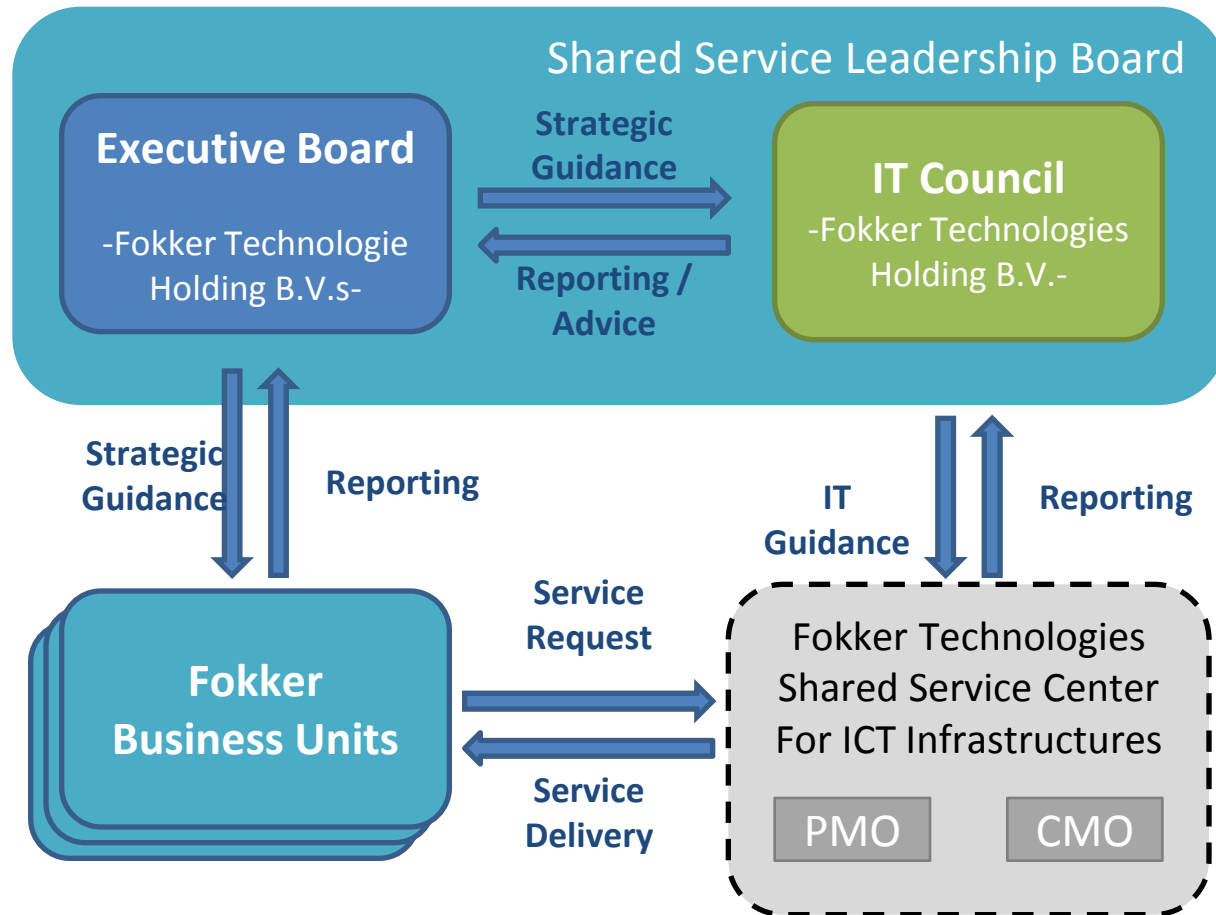
The organization

Movie

Introduction to Fokker

IT organization Fokker Technology Holding B.V.

IT organization Fokker Technology Holding B.V.:



Challenges

‘Why do I need to start the journey?’

Challenges IT

- Different solutions: DAS, NAS, SAN
- Backup on tapes
- Data growth per year: 100% - 120%

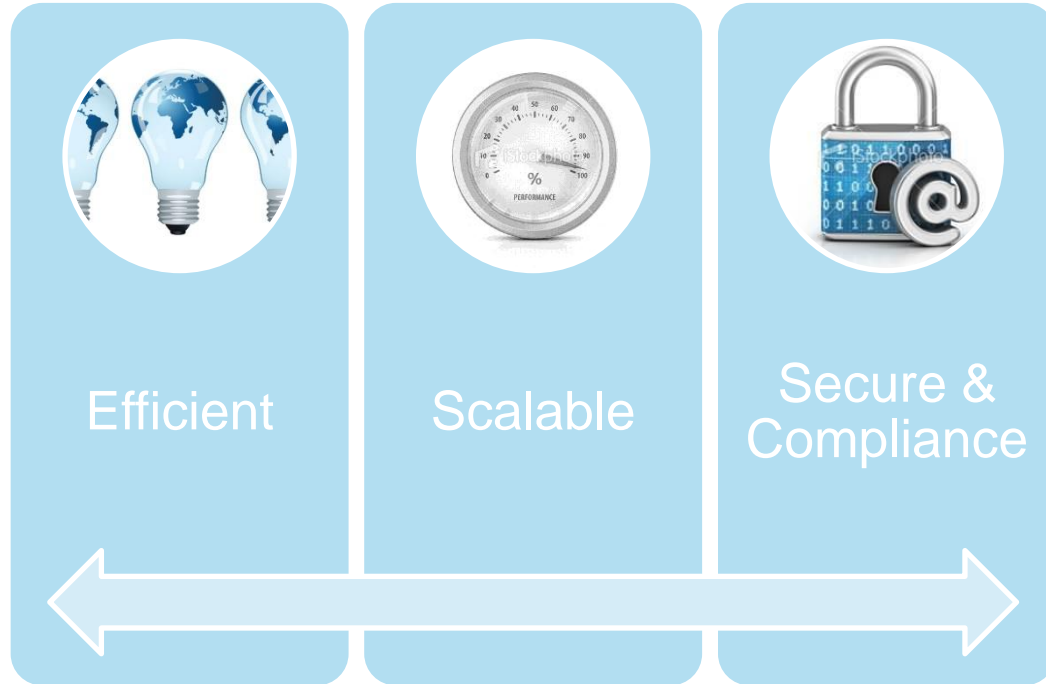
Challenges Business

- Agility to the business
- Centralization & decentralization
- From CAPEX to OPEX



Demand & Wishes

‘What do I want to reach with the journey?’



Solution that takes over management and disaster recovery of data and is always up-to-date.

Solution 'high level'

'Start of the journey to Private Enterprise Cloud'

Private Enterprise Managed Cloud Solution in a hybrid form

- Private cloud? In 2006 it was better known as a Managed Service
- Mix of internal IT infrastructure and Private Enterprise Managed Cloud Services
- Innovative Solution introduced gradually and without disruption for the business
- Scalability, availability and performance guaranteed in Enterprise SLAs



The Partnership

‘Is PROACT the right guide to our destination?’

- Risk & Reflection - No knowledge composition within Fokker
- Compliancy & security - ‘Can PROACT (Database) handle this?’
- Not the right ‘guide’ - Mismatch? Financial stability?



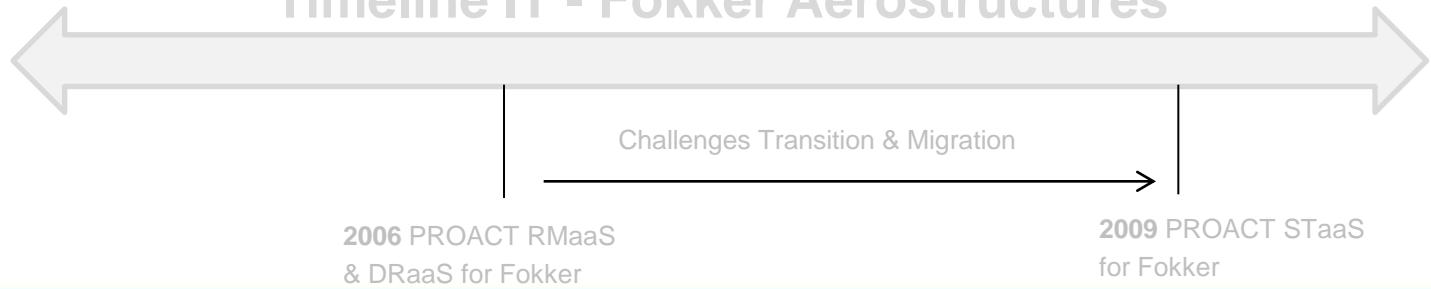
Aligning business with IT

‘A journey without disruption for the business’

Timeline Business - Fokker Aerostructures



Timeline IT - Fokker Aerostructures



The Partnership

‘PROACT is the right guide to our destination’

- Niche player with focus & specialism
- Grow proces in partnership
- Succesfull transition to the private Enterprise Cloud
- ‘Ontzorgd’ on the level of storage



Business Advantages

'Reaching business goals by innovating with IT'

Business advantages

- **From investment budgets to simple billing by use**
- **Focus on core business:** PROACT keeps up with developments in the area of storage and takes care of 'technology refresh'.
- **24/7 entrance to information** - 'Any place, Any time, Any where, Any device'
- **High availability of data ensured by SLAs which guarantee business processes**
- **Gradual growth at a pace set by Fokker Aerostructures within the cloud portfolio** – no disruption for the business
- **1 global location independent & secure private cloud concept**

Fokker Technologies general ICT approach

‘One journey, one destination’

FT general ICT approach is based on the following principles

- **Primary systems:** Per BU organized/optimized unless in case of strong conformity of more BU's.
- **Secondary and Tertiary Systems:** Systems for Social Media, CRM and Collaboration. Uniform standard as basic principle unless a strong case shows different.
- **ICT infrastructure:** One FT standard for ICT infrastructures architecture, hardware, software and service management.
 - Economies of scale
 - Cost-effective management

Introduction to PROACT

Rob Christ – VP Managed Cloud Services

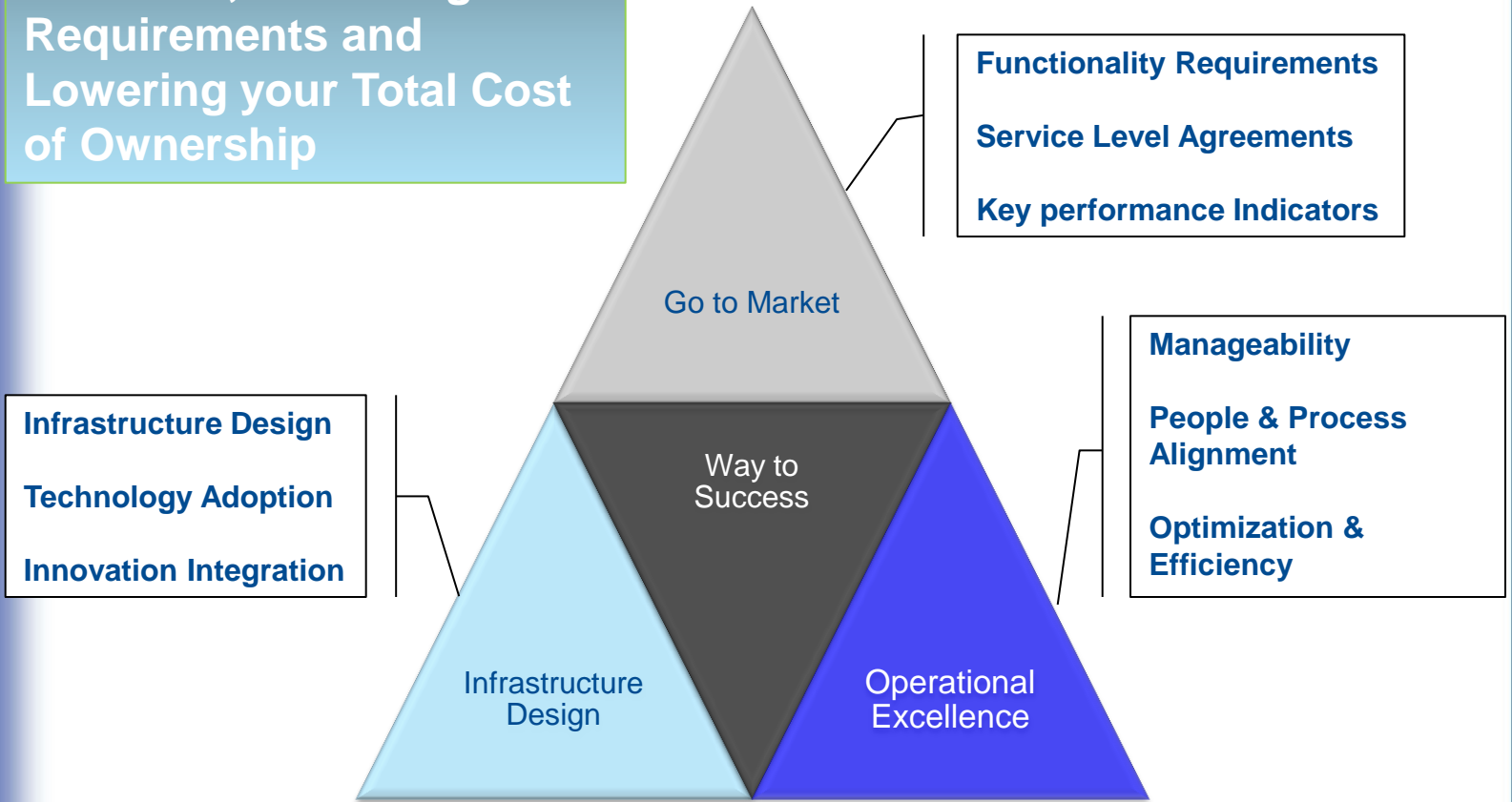
- Working for more than 20 years in IT
- Founder Databasement – 2002 ‘Pioneer Managed Services’
- January 2011 - Databasement acquired by PROACT IT Group AB
- Largest European storage integrator - Listed on the Stockholm Exchange
- VP Managed Cloud Services PROACT



Private Enterprise Cloud Solution

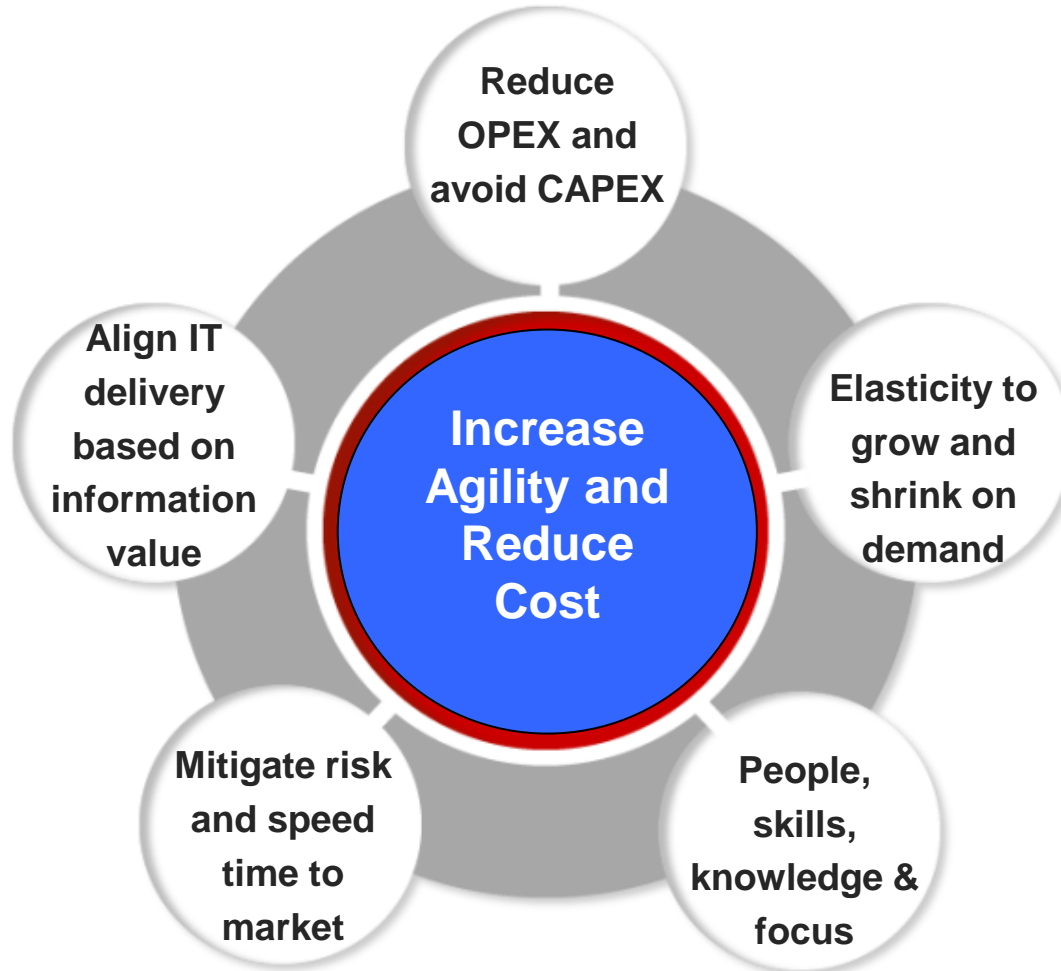
‘Business impact with secure data storage in a private cloud’

Aligning with the Business, Delivering their Requirements and Lowering your Total Cost of Ownership



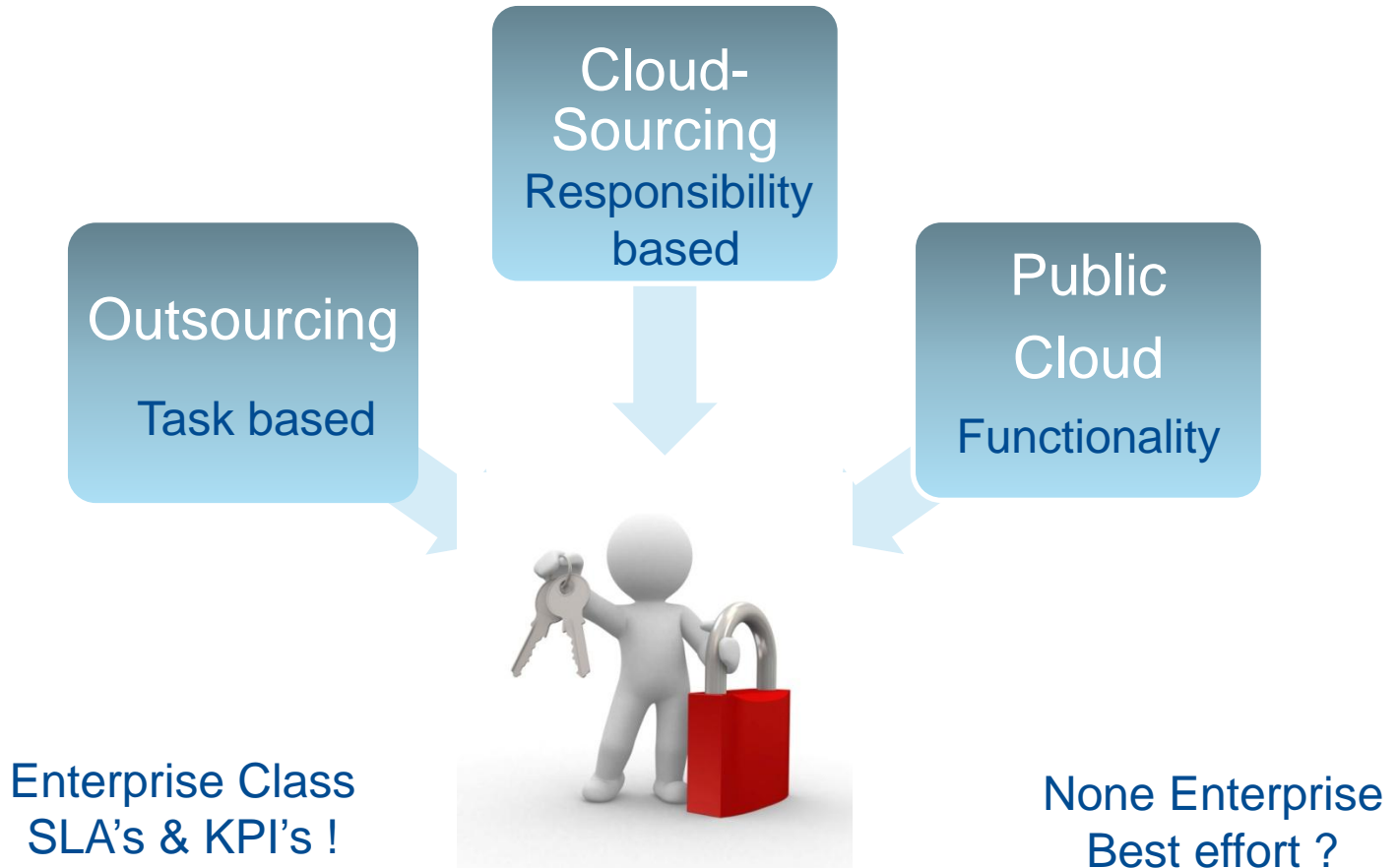
Private Enterprise Cloud Solution

Why cloud?



Positioning within the Cloud

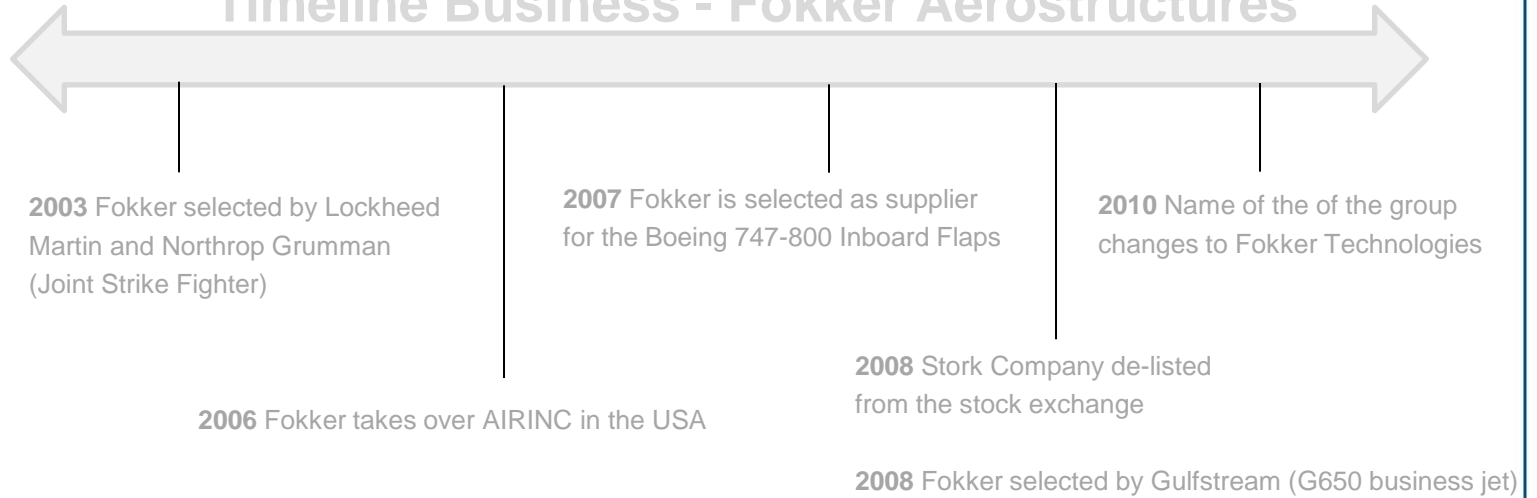
Choose your battles



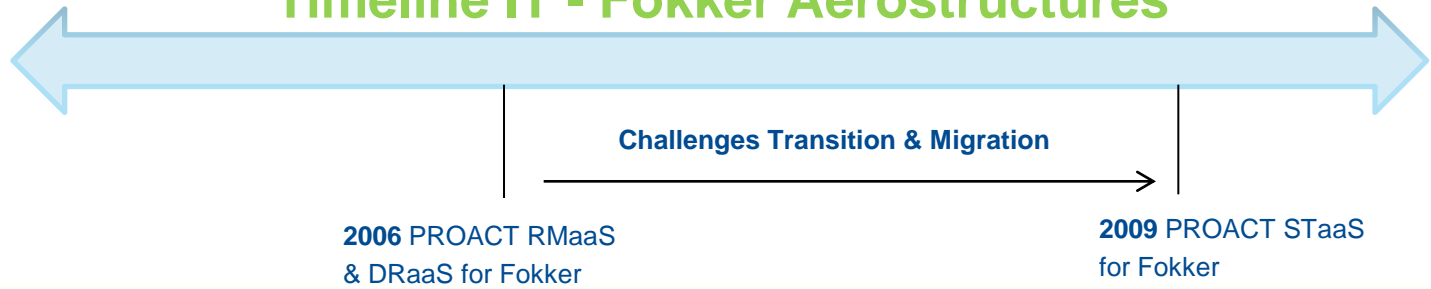
Aligning business with IT

‘A journey without disruption for the business’

Timeline Business - Fokker Aerostructures

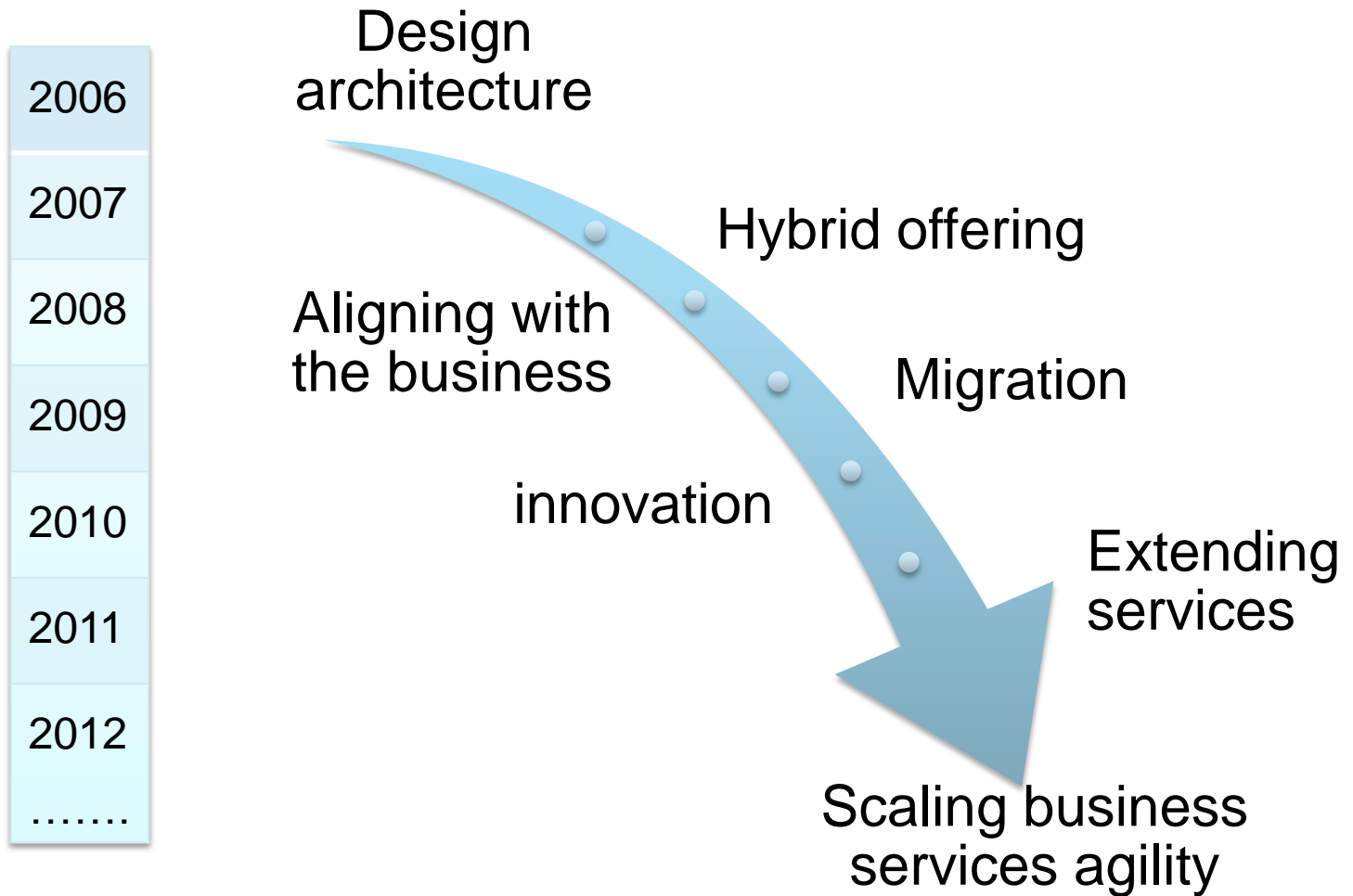


Timeline IT - Fokker Aerostructures



Fokker Aerostructures in cloud portfolio

‘Enterprise Class Services in a Hybrid Business model’

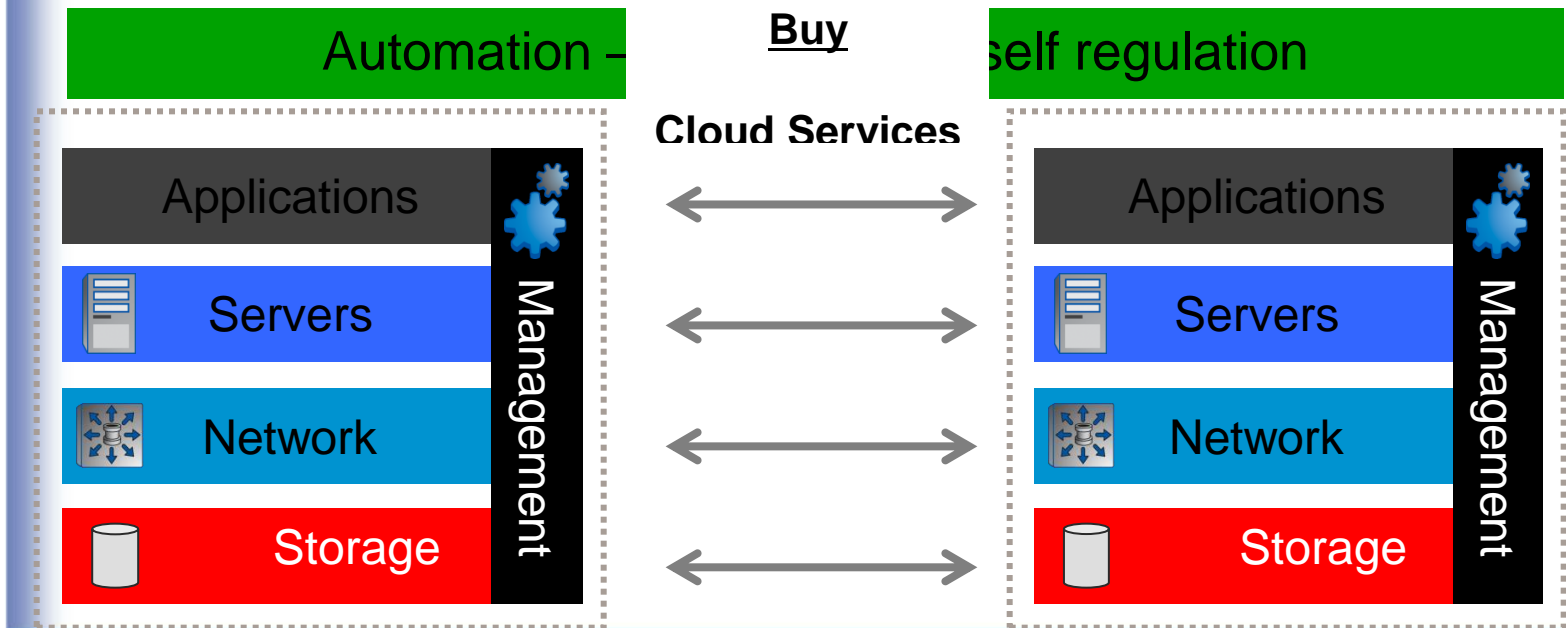


Cloud beyond the hype

'Transition is key for Cloud adoption in the Enterprise'

Private Enterprise Cloud

Consumerization – Public to Private Cloud – Dropbox, ...



Private Enterprise Cloud Solution

'Gradual transition into the private Enterprise Cloud'

Transition into the private Enterprise Cloud



Fokker decides when, how and how-fast

Future

‘New goals, new journeys, new destinations’

‘Fokker spreads it’s wings to new destinations’

- Destination **Private cloud**

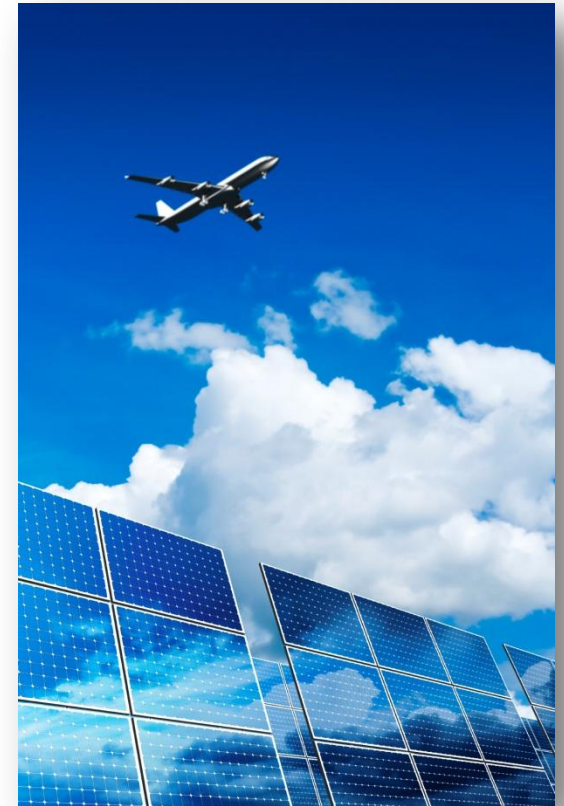
Increasing amount of services in the private cloud

- Destination **New Global Offices**

Further ‘connection’ of global Fokker locations

- Destination **New Technologies**

Step by step guidance to new technologies



Statements

- **Is cloud a hype or just a name?**
- **Chief Information Officer or Chief Cloud Officer?**
- **Is transition a requisite for a successful cloud strategy?**

Contact information

- PROACT Netherlands
- Tel: +31(0)79-3619765
- Email: info@proact.nl

Thank you!

Questions?