SOVEREIGN CLOUD DRIVING FORCES

Country and Industry-specific data residency, security, privacy, and governance regulations are driving new cloud models in the market, impacting several industries

The **European Union** is promoting, funding, incentivizing & sponsoring **policies and initiatives for the sovereignty** on data and cloud services

To develop trusted platforms for our data

To reduce strategic dependencies on technology

To foster the rise of a Data Economy

In the European countries this is generating **effects on the market of cloud services** for regulated companies

EU institution, governments and Privacy & Security Agencies are drafting and publishing **revised set of regulations** about **data protection**, **data classification** rules **qualification of cloud services** for higher data protection levels

Clients belonging to regulated industries are **rethinking and challenging** their **approach on commercial cloud providers** adoption

New players are emerging as **Sovereign Providers** to connect the new type of **demand of trusted services** with the **best technology** available
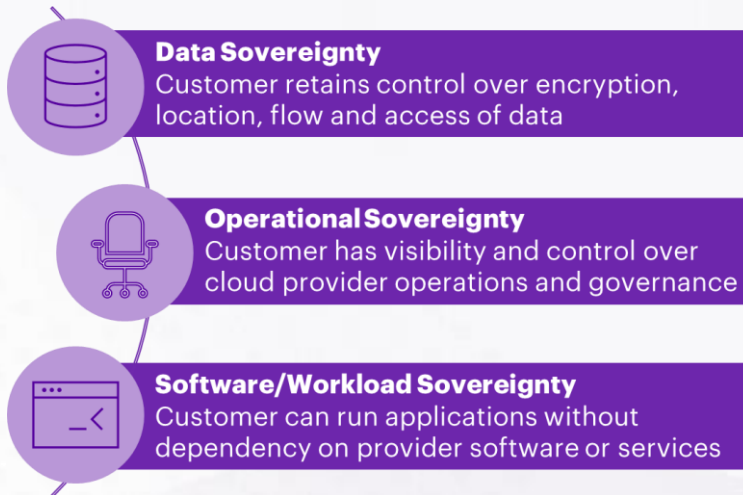
Companies are starting to **cooperate by sharing their data** in collaborative **Data Spaces** which rely on Sovereign Providers trusted platforms
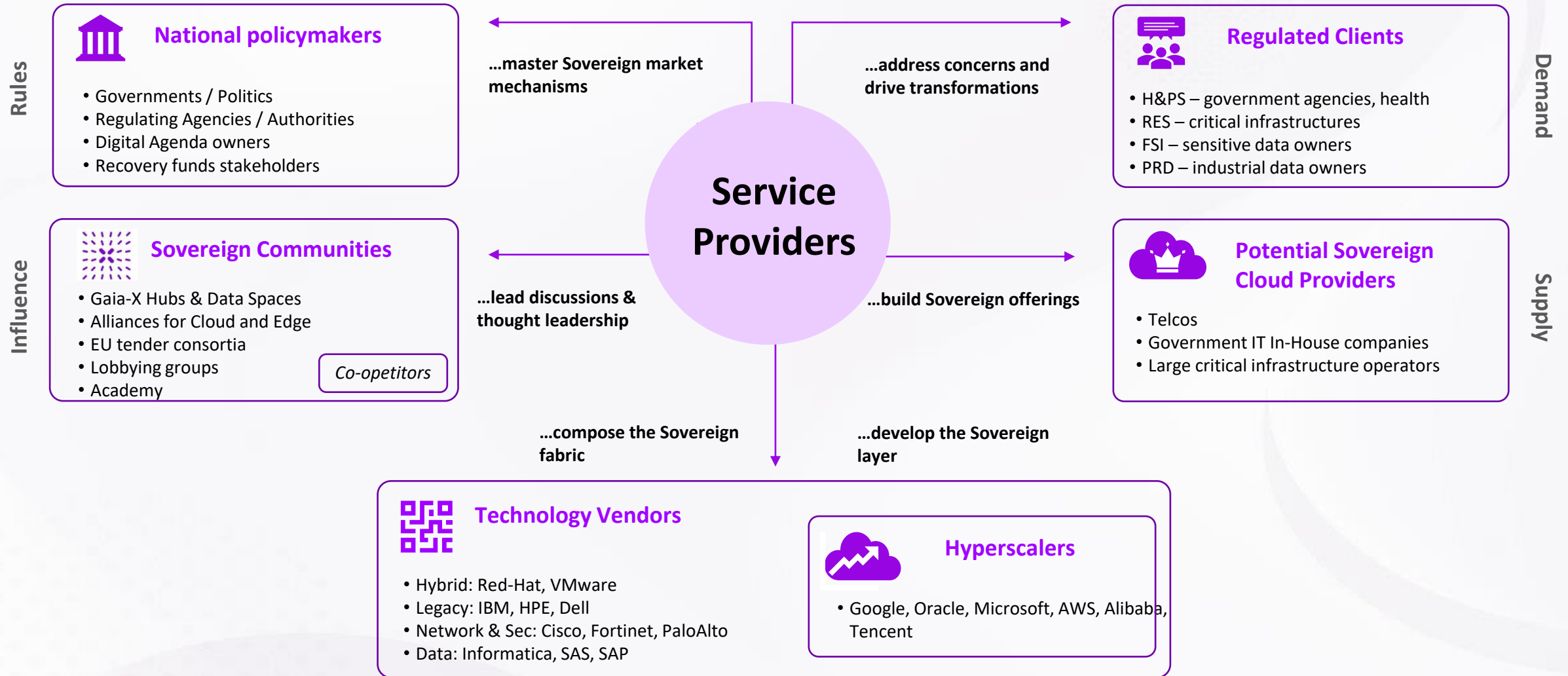
SOVEREIGNTY DEFINITION AND REQUIREMENTS

'Sovereign Cloud' is an approach that provides customers with control over the location, access to and processing of their data in a Cloud environment, in response to compliance requirements in specific countries or industry sectors

Data Sovereignty
Customer retains control over encryption, location, flow and access of data

Operational Sovereignty
Customer has visibility and control over cloud provider operations and governance

Software/Workload Sovereignty
Customer can run applications without dependency on provider software or services

A regulated organization may look for a cloud solution that….

1. Provides **immunity** from foreign jurisdiction access to data

2. Keeps all personal data within a **geographic area**

3. Discloses the **location** of all customers and personal data

4. Complies with prescriptive **national requirements** for **data handling** and **personnel clearance**

5. Has **support operations** performed within a geographic area

6. Enables sustained operations even in **autonomous mode**

7. Ensures the **portability and recoverability** of services

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SOVEREIGN ECOSYSTEM TO MANAGE

Rules

National policymakers

- Governments / Politics
- Regulating Agencies / Authorities
- Digital Agenda owners
- Recovery funds stakeholders

Influence

Sovereign Communities

- Gaia-X Hubs & Data Spaces
- Alliances for Cloud and Edge
- EU tender consortia
- Lobbying groups
- Academy

Co-opetitors

...master Sovereign market mechanisms

...lead discussions & thought leadership

Service Providers

...address concerns and drive transformations

...build Sovereign offerings

...compose the Sovereign fabric

...develop the Sovereign layer

Demand

Regulated Clients

- H&PS – government agencies, health
- RES – critical infrastructures
- FSI – sensitive data owners
- PRD – industrial data owners

Supply

Potential Sovereign Cloud Providers

- Telcos
- Government IT In-House companies
- Large critical infrastructure operators

Technology Vendors

- Hybrid: Red-Hat, VMware
- Legacy: IBM, HPE, Dell
- Network & Sec: Cisco, Fortinet, PaloAlto
- Data: Informatica, SAS, SAP

Hyperscalers

- Google, Oracle, Microsoft, AWS, Alibaba, Tencent

Components

Solutions

SOVEREIGN PROVIDERS ARCHETYPES

Cloud players are setting up to offer different trust models to host and compute all levels of sensitive data

On-Prem
- **Dedicated On-Prem Data Center**
- Leveraging dedicated or virtualized hardware
- In-Country
- Limited Data Interoperability
- **Lacks innovation**

Licensed Provider
- **Dedicated On-Prem Data Center**
- Leveraging Hyperscalers software
- **Tethered cloud (Stack, Anthos, Outpost, C@C)**
- Operate isolated from shared public cloud
- Risk of obsolescence

Encrypted Public
- **Commercial public cloud construct**
- National standard endorsed
- Dynamic number of data centers
- **Services and encryption provided from within country**
- Region often «ringfenced» or virtually isolated

Sovereign Public
- Located & **Operated regionally**
- Protected from Extraterritorial Data Requests
- **Isolated from shared public cloud**
- Same services (IaaS/PaaS/SaaS), value & innovation as commercial public cloud
- **National standards endorsed**

Compliant Public
- **Commercial public cloud** construct
- National standard endorsed
- **Specialized T&Cs**
- Dynamic number of data centers
- Services offered as «compliant»

LEVEL OF PERCEIVED TRUST

LEVEL OF PERCEIVED INNOVATION

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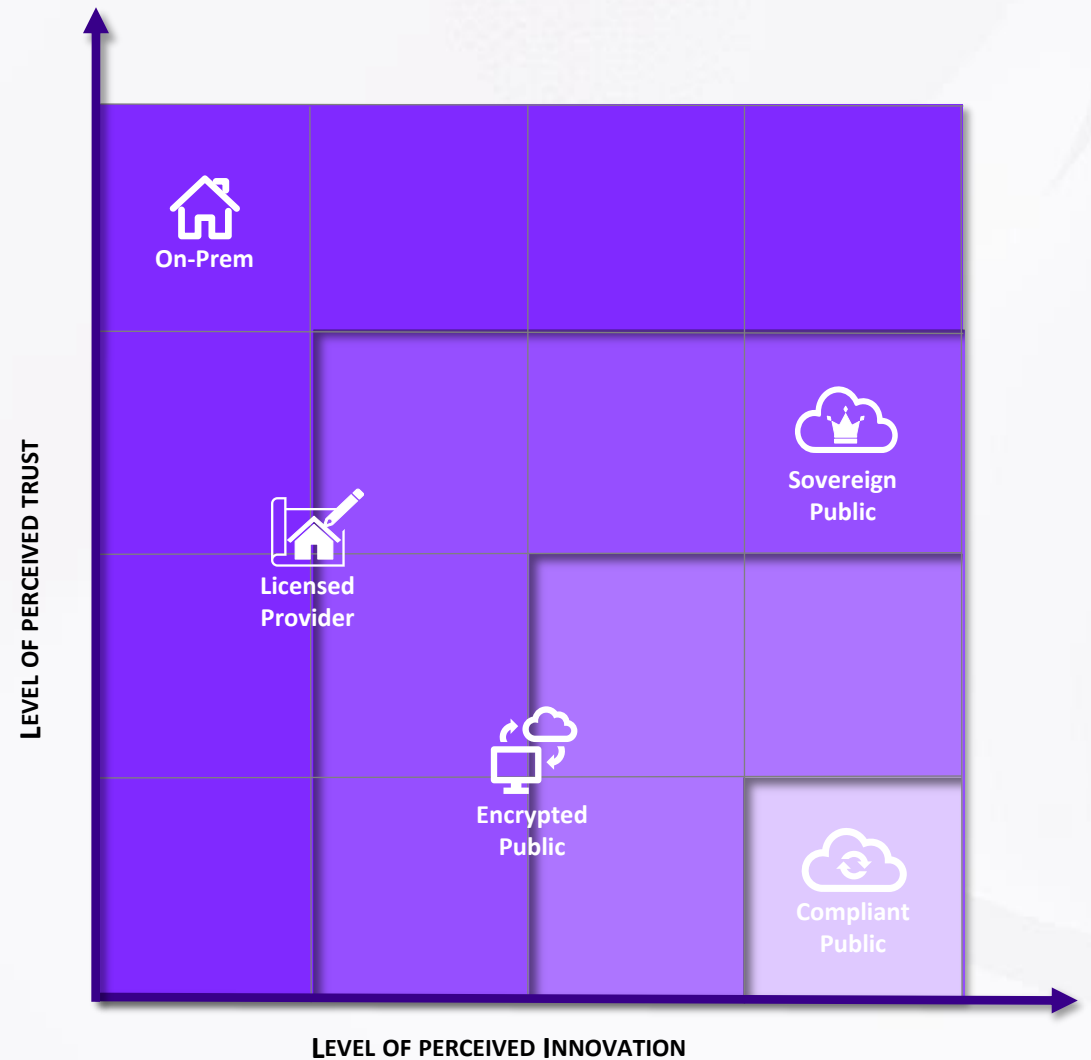
CLIENT CLUSTERS AS PER OUR ENGAGEMENTS

Illustrative - and reserved - examples

Providers

The investment seekers

- Go for the fast way
- Strong on residency
- Announcement driven
- Low engineering

The strategic providers

- Build on policy making
- Clear TAM
- Expanded offering
- Highly engineered

The maybe wannabe

- Look for differentiation
- Leverage the asset
- Friends but not family to politics
- GTM and BC as entry points

Users

The «*I want it all*»

- Understand and use cloud
- Push for innovation
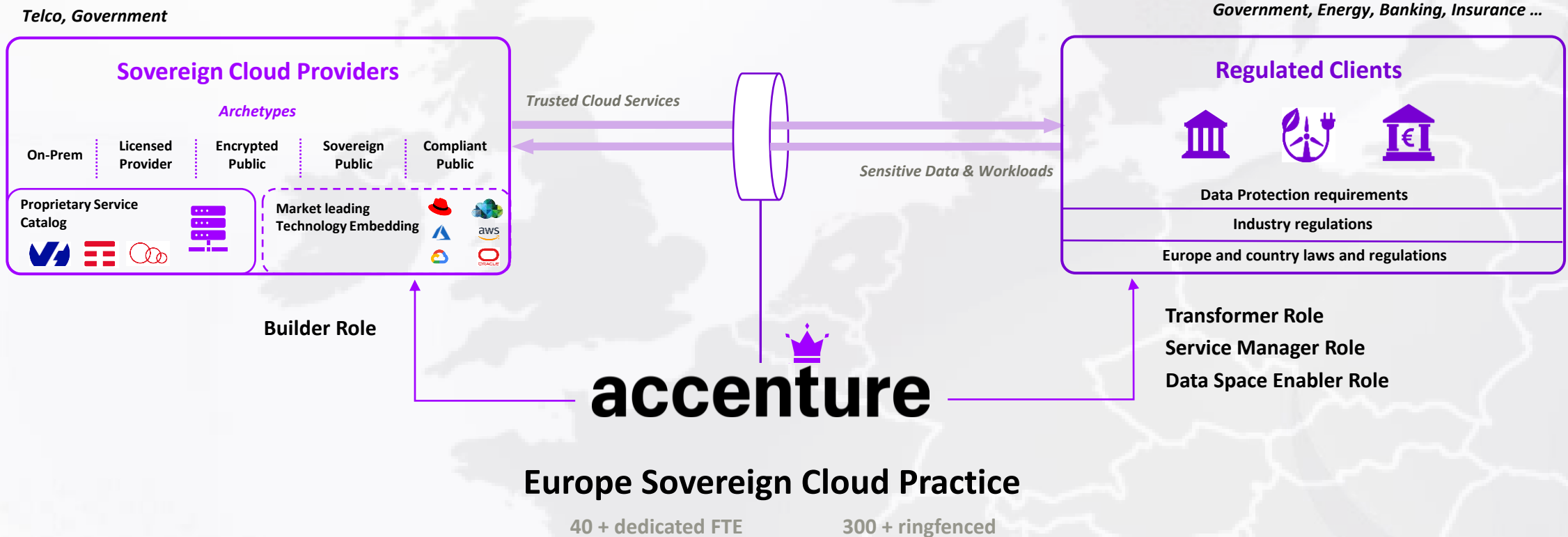- Look for new balance with protection

The «Safty first»

- Security First
- Innovation Second
- Enough slow to be rearchitected
- Data Classification

The Let the Data Speak

- Industry champions
- Cross border
- Ecosystem oriented
- Use case driven

ACCENTURE SOVEREIGN POSITIONING

Telco, Government

Government, Energy, Banking, Insurance ...

Sovereign Cloud Providers

Archetypes

On-Prem	Licensed Provider	Encrypted Public	Sovereign Public	Compliant Public

Proprietary Service Catalog

Market leading Technology Embedding

Builder Role

Trusted Cloud Services

Sensitive Data & Workloads

Regulated Clients

Data Protection requirements

Industry regulations

Europe and country laws and regulations

Transformer Role

Service Manager Role

Data Space Enabler Role

accenture

Europe Sovereign Cloud Practice

40 + dedicated FTE   **300 + ringfenced**

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SOVEREIGN CLOUD CENTERS OF EXCELLENCE

Modernization with Cloud

Data Governance

Security Data Protection

ADVICE

PROTOTYPE

AGGREGATE

DESIGN

DRIVE

Trondheim

Kronberg

Zurich ACIC

Paris

Rome ACIC

The Hub

Common asset development to arm the Spokes

Tackling encryption and compliance issues

Co-funded with ecosystem

Platform Factory model

EUROPE MARKET

The Spokes

Consulting/security/technology advisory

Deep into national requirements

Close to regulators to localize Hub's assets

Internal to Data Space communities

Driving client's transformation roadmaps

EU COUNTRIES

THANK YOU
let's stay connected

Upcoming useful Sovereign Cloud material & events:

1 **European Sovereign Cloud PoV**
expected to be published by May 18th, 2023

2 **Live Demo Sovereign Cloud @ Red Hat Summit**
May 24th, 2023 10:30 AM EDT

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Thank You