

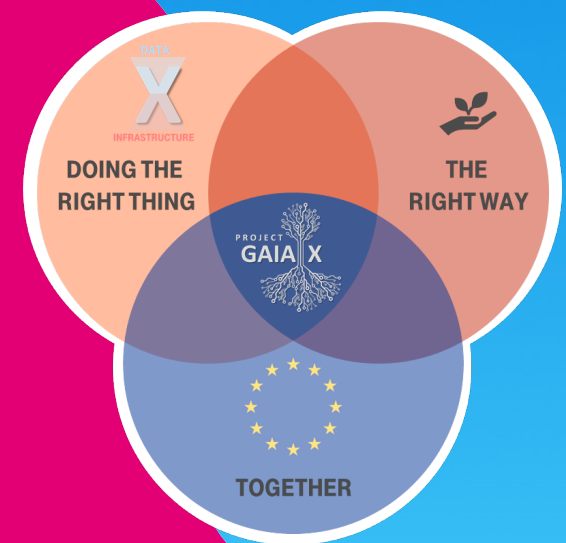
HYPERSCALER & DIGITAL SOVEREIGNTY

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LIFE IS FOR SHARING.



DETECON
CONSULTING

Something to think about...

74%

21%

4%

1%

3

Sustainable digital value creation requires 2 things



*>> The ability of the original owner
to **control and** thus **gain** the **value** of the data. <<*

&



*>> The possibility to build digital products and
keep a significant part of the value chain. <<*

A balanced strategy is key for Europe

Innovation power

Hyperscale Cloud Platforms are the default and easiest way to digitize and to source innovation.



Privacy & Compliance

Europe is not fully convinced of their privacy and controllability. Overdue digitalization is stalling.

- We believe, Europe needs both: a scaling, innovation-boosting cloud platform at a European level of controllability and privacy.
- Move from “perimeter security” to “zero trust principle”, where key control points are managed in the EU (identity management, EKM*, code audits, ...)

Our key thoughts on designing a sovereign platform



Do **not** build an isolated island!
Clouds core value is seamless global integration.



Do **not** build a fork of a native platform!
These would need to be evolved individually.



Sovereignty is not a binary switch!
Different customer types need different sovereignty levels.



Do provide a low financial entry barrier!
Do not require a major one-time invest.



Retain the platform as cloud-native as possible!
Customize sovereign measures as little as necessary.



**Europe needs a platform designed to ensure flexibility
and future-proofness from the very beginning.**

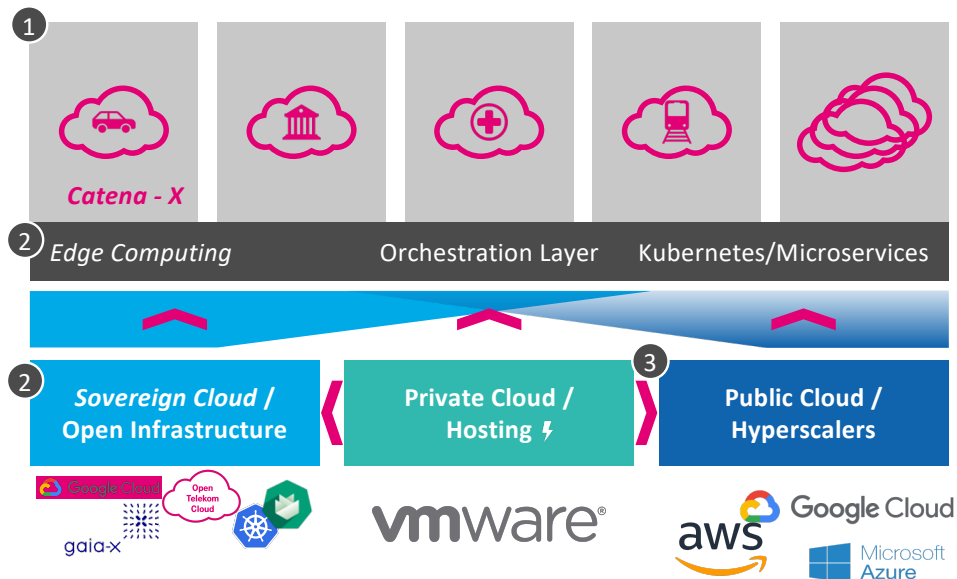


Our experience
from recent years.



Multi-Cloud Ecosystem & DT's active contribution to major EU initiatives

We embrace disruption of platform market, transforming to be Europe's leading, vertically integrated Multi-Cloud provider.



- 1 Specialize in vertical clouds**
we complement our industry insights with our DNA for integration business. We meet industries' increasing demand for specific platform forks. **Catena -X**
- 2 Settle in Digital Sovereignty and Edge computing**
In these emerging areas, we can fully leverage our strengths of client centric, trustworthy value-add. We have a natural right to play for us here. **European IPCEI-CIS initiative**
- 3 Partner with leading platform players, retaining customer intimacy**
Hyperscalers rearrange dynamics in soaring platform market. We are Managed Services partner, facilitating the services of all three hyperscalers, for our clients. Our Cloud migration Framework systematically brings our customers into Public