

serco

Brussels, 07 February 2018

#### Presentation outline

- DIAS Team
- Service Overview
- Services Offer
- Data Offer
- Use Cases
- User Uptake
- Timeline
- Q&A



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# **DIAS** Team

Each partner brings dedicated expertise and value to the respective DIAS Service Elements



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# serco

Founded in 1987, Serco Italy is a specialist in providing managed services in the Space sector.

ITALY

Founded in 1999, specialist of cloud and Internet infrastructures, OVH offers innovative products and services revolving around Cloud solution technologies.

FRANCE

OVH.com Innovation is Freedom

> Innovative company developing software solutions for the space industry, with strong experience in Earth Observation data access, data mining and quality control.

FRANCE

🌀 SINERGISE

Company with extensive expertise in developing information systems, largely built on advanced applications for web-based management, distribution and editing of geospatial data.

**SLOVENIA** 





# Serco in Europe



We employ a growing workforce of more than 1,000 people in Space and IT business

# **OVH Global Provider**



serco

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# OVH Europe Data Centres



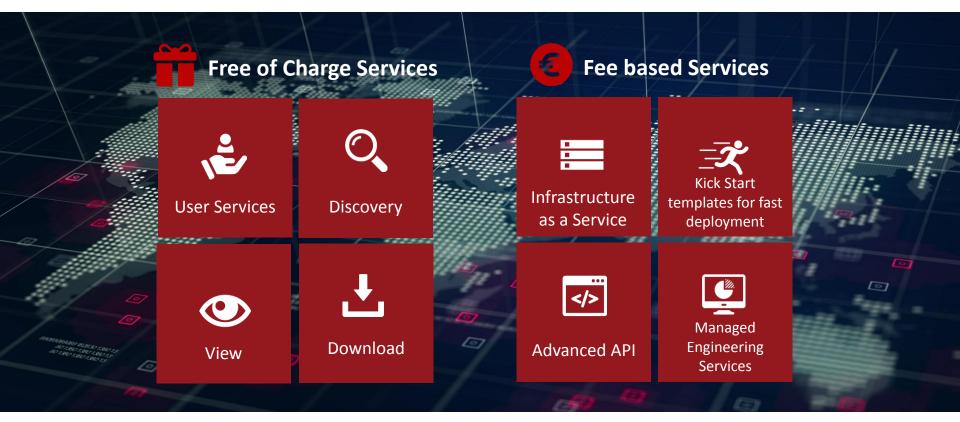


- Simple Business Model: fast to market and cost predictable solutions for Third Party Users
- **Utility** service aiming at helping users to access and exploit geo information data and delivering benefits and services to citizens
- Service Enabler: providing horizontal services for Third Party users to enable and develop new solutions for the geo information market (no vertical segmentation of the market)

# Addressable Users



#### Services Offer



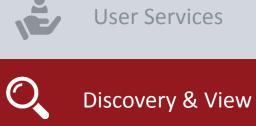






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# Free of charge services

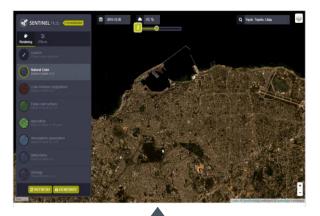


Download

#### Discovery



#### View



Standard catalogue interface with dedicated features (e.g. nodes discovery, etc.) Planned Acquisition View
Standard WMS service based on Sinergise technology

# Free of charge services



User Services

### Discovery & view

Download

The DISCOVERY service includes the products DOWNLOAD available for any user (free and open)



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### Services Offer





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Infrastructure as a Service

Kick Start templates for fast deployment

Advanced API

**Engineering Services** 

Managed



- Large range of cloud services with geo information services natively available
  - Computing resources
  - Storage resources
  - All services included by design:
    - Anti-DDoS, Data Replication x 3, Backup & Restore, Data Centres selection



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Infrastructure as a Service

**\_**,

Kick Start templates for fast deployment

Advanced API



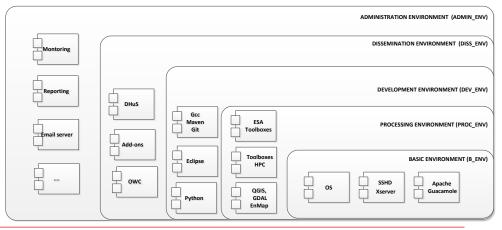
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Managed Engineering Services

- Customised templates:
  - Basic

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- Processing
- Development
- Dissemination
- Admin
- Providing tools supporting the development and management of the front-end services.
- No additional cost on top of IaaS







Infrastructure as a Service



Kick Start templates for fast deployment



#### Advanced API

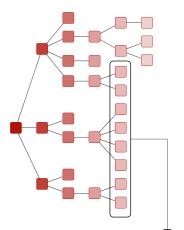


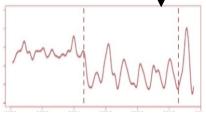
Managed Engineering Services

## Elastic Node Service (ENS) API:

- Provides advanced products navigation to get a selected subset of the products without downloading the full product
- Extends traditional access by exposing the products as a **discoverable tree of nodes** presenting it like a File System
- Manages the underlying complexities of using heterogeneous datasets and libraries from different sources, e.g. straightforward integration into Jupyter scripts

In-depth exploration of the heterogeneous data structure and extraction of values from product nodes









Infrastructure as a Service



Kick Start templates for fast deployment



Advanced API

Managed Engineering Services

#### Optional Engineering Services for Third Party Users



Web Presence



Service Support



Monitoring & Dashboard



Training & Webinars



**Customer Service** 



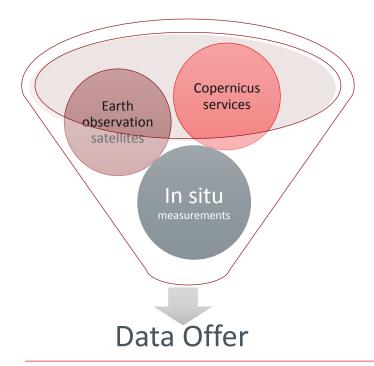
Analytics

Archive as a Service



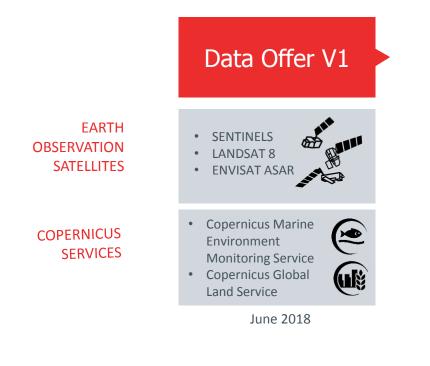


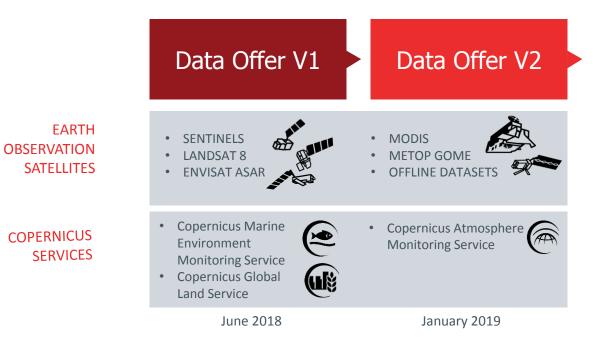
Our Data Offer integrates data collections from different sources

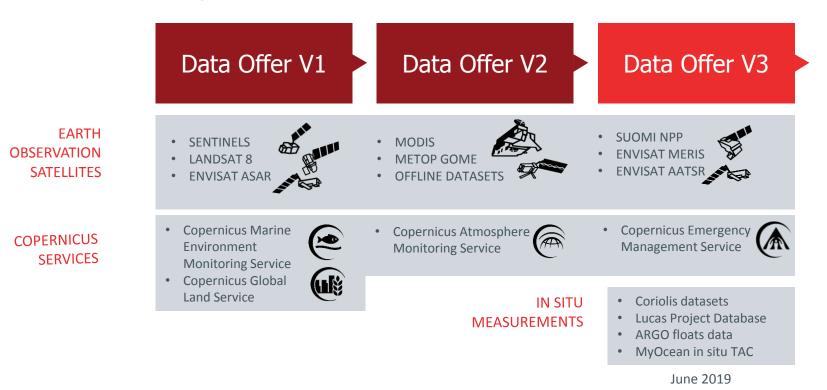


**Committed offer:** 2 years of Sentinels online

**Our ambition**: no rolling archive thanks to our Innovation Funding Programme

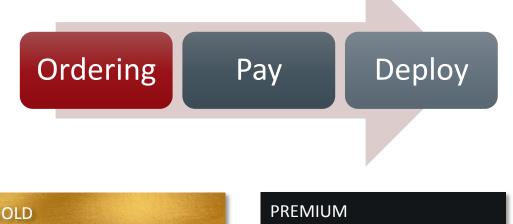


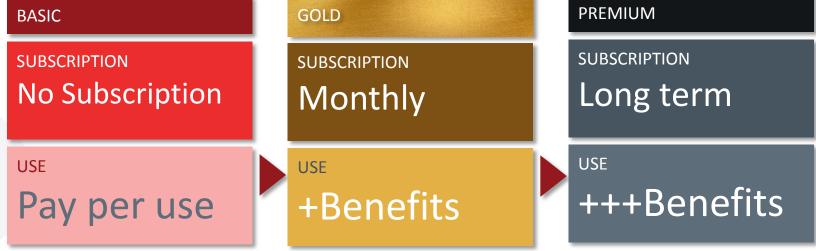




# Billing

- Pay as you go
- Subscription Models





#### Use cases

#### From free to minimal cost per month:

- Access to huge products volume
- Easy integration of scripts (e.g. Jupyter) fitting academic needs
- Ready to use environment

#### From medium up to very large scale project:

- Automation of dataflow through advanced APIs
- Large economies of scale for storage and computing
- Ad hoc Engineering Services (e.g. Archive as a Service)





# Marketing Strategy

Understand and Engage

Educate and Excite

#### Gain Commitment

Sustain and Attract

Initial steps:

- Web presence (April 2018)
- Early Adopter Programme (May 2018)
  - Objective: 50 accounts made available to selected users (e.g. Universities) to access the Services









### Thank you for your attention!

#### Point of Contact: Guido Vingione

guido.vingione@serco.com

