"In 2019, OVH celebrated its 20th anniversary. 20 years of contact with our customers, of continuous technical and industrial innovation, of collaboration with partners, and of worldwide expansion to become the European Cloud leader. 20 years of joy and fear, risk and success, expansion and growth, and always with a clear long term vision: in a world where data is at the heart of all aspects of our private, social, and professional lives, innovation must work for the people, not against them, and not to control them. It's our responsibility. It's our DNA.

This is what drives the people at OVH: to work hard and with passion, to constantly innovate, to place OVH as the trusted cloud provider that enables each and every one of its customers to create and to do business freely. Our cloud is a human cloud, an open cloud, that's reversible and inter-operable. A fair and responsible alternative cloud.

That's why we put innovation to work for the empowerment of everyone, every single day. It's also the reason why, as OVH Founder, Chairman and owner, independence matters to me. A collaborative Independence, where we work closely with an ecosystem of partners to offer the best products and the best services to our clients, and to do so fairly, to ensure we share the value created together with the best interests of each of us in mind: OVH and our partners alike.

In this 20th year, to better express who we are and what we do today, it's time to adopt a new name: OVHcloud. But my vision for the next 20 years remains the same: "Innovation For Freedom". And thanks to our teams, our customers and our partners who share this vision, OVHcloud is here to stay for a very, very long time to come."

Octave Klaba, Founder and Chairman

"Offering a S.M.A.R.T. experience to our millions of customers is our core focus within OVHcloud. To provide them with the best solutions that help them succeed in the cloud and grow their business, we defined our approach of a S.M.A.R.T. cloud. This unique positioning allows us to develop 4 experience paths, our universes, which help our customers find the best way to adopt and use OVHcloud products."

Michel Paulin, CEO

▶ **WE ARE OVHcloud**

▶ **THE OVHcloud DIFFERENCE**

▶ **OUR CUSTOMERS & OUR OFFERINGS**

OVHcloud

Company Overview

We are OVHcloud

A European Leader with **Global Presence**

This leadership position has allowed us to invest and expand internationally, and to develop an alternative approach within the cloud market. This approach is based on honoring our commitments, empowering our customers and providing them with a S.M.A.R.T. cloud, wherever they may be located.

In this context, with our 2,200 talented employees worldwide, our 31 data centers in 12 locations, our 380,000 operating physical servers and the availability of our solu-tions in over 130 countries across the globe, we are confident in our ability to contin-ue our growth and to succeed in building alternative cloud solutions, turning the data revolution into an opportunity for everyone.

Digital technology is an important force that is reshaping how we do business, how we interact, how we make decisions, and how we organize our society.

OVHcloud is right in the midst of this data revolution, standing apart from the competition with its strong commitment to making this transformation an opportunity for everyone to migrate to the cloud and make the most of this new digital world.

Data lies at the heart of what we do. It is the raw material, the base that — with some intelligence — can be transformed into something remarkable. This new, precious resource presents both tremendous opportunities and challenges for technologists and entrepreneurs to navigate as they challenge the status quo.

At OVHcloud, we believe an open cloud is the key to building this new data-based world. Thanks to open standards, our open community, and the expertise we have within our vibrant ecosystem, we can provide better, stronger outcomes, where more people are leveraging the technology, and everyone benefits from a better system.

For 20 years, we have been innovating to ensure that our cloud infrastructure aligns with the architectures that will help our customers attain their digital technology goals. From cloud web hosting to hybrid-cloud strategy solutions, with its collabo-rative tools, OVHcloud is the right choice for a wide range of companies, from small businesses to the largest corporations.

As a leading global cloud provider, we manufacture our own servers, build our own data centers and maintain strong, long-term relationships with other technological partners within our ecosystem to deliver the most innovative solutions with the best price/performance balance.

This unique position has made us a leader in the European cloud market, and we intend to remain number one for the distant future.

Our **History**

OVHcloud has established its global footprint and is now focusing on growth and product innovation.

STARTUP

1999
OVH founded by Octave Klaba, one of Europe's first Internet hosting companies.

2000
First .fr and .be accreditations. Activity takes off.

2002
Start of "*made in OVH*" servers for economies of scale, to reduce delivery times and reduce dependence on suppliers.
Paris (FR)

2003
Water cooling deployed in the new data center rented by OVH, a groundbreaking and highly effective process on an industrial scale for cooling servers using water.

EUROPEAN EXPANSION

2004
Foundations of the multi-local approach.
First European subsidiaries in Poland and Spain.
Poland, Spain

2005
Birth of "*Roubaix Valley*", the company's current HQ in the north of France.
OVH builds its first data center in Roubaix.
Roubaix (FR)

2006
OVH deploys its own fiber optic network, starting with the Paris-Roubaix trunk.
Germany

2008
OVH becomes a telephony operator, and will soon become an Internet access provider.
Italy, Portugal, United Kingdom
Roubaix (FR)

2009
Continued European development.
Netherlands, Ireland, Finland, Lithuania, the Czech Republic

DIVERSIFICATION SCALING

2010
Start of the Cloud era, with new services offered including Private Cloud, a disruptive private cloud offer which can be controlled directly online.
Design of a data center with record energy performances in Roubaix (RBX4).
Roubaix (FR)

2011
OVH becomes Europe's no. 1 web hoster, and is rewarded by VMware for its Private Cloud.
The teams develop the Public Cloud based on OpenStack.
Roubaix (FR)

2012
Next stop: North America, with the opening of offices and a data center in Canada.
Canada, USA
Beauharnois (CA), Strasbourg (FR)

2013
Europe's biggest data center with a capacity for 400,000 servers, built by OVH in Gravelines (France).
Free Anti-DDoS protection extended to all customers.
Gravelines (FR), Strasbourg (FR), Roubaix (FR), Beauharnois (CA)

2015
Launch of the Startup Program.
Strasbourg (FR), Beauharnois (CA)

INTERNATIONAL EXPANSION SCALING

2016
Increase in capital of 250 million euros with KKR and Towerbrook, with a view to accelerating international development.
Roubaix (FR), Beauharnois (CA)

2017
Acquisition of vCloudAir, the VMware cloud activity in the United States.
VintHill (US), Hillsboro (US), London (UK), Frankfurt (DE), Warsaw (PL), Singapore (SG), Sydney (AU), Strasbourg (FR), Roubaix (FR), Gravelines (FR), Beauharnois (CA)

2018
Michel Paulin joins Octave Klaba as CEO.
OVH becomes OVHcloud, structuring its offer around 4 markets representing its customers' various needs.
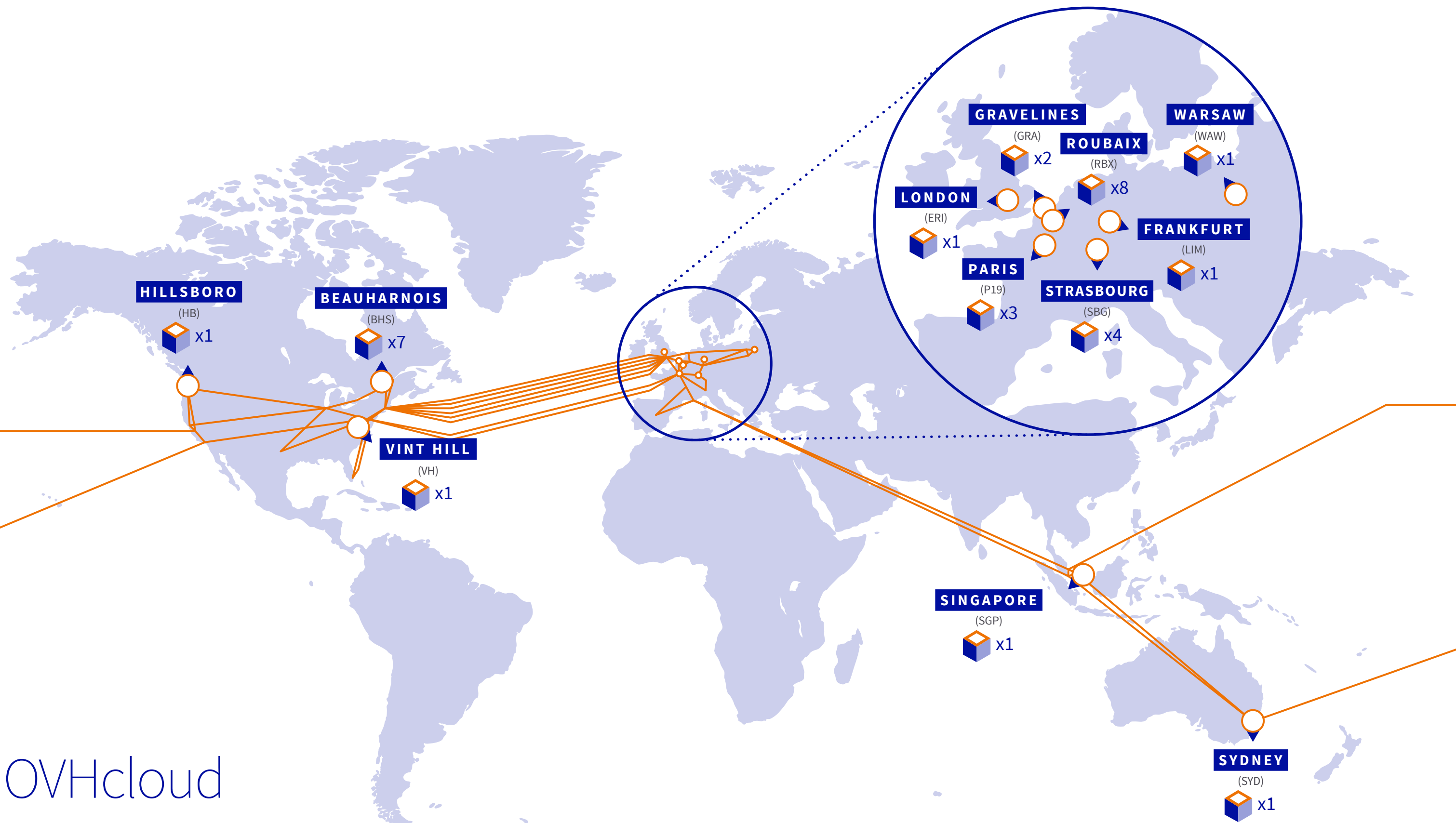India

2019
OVHcloud turns 20, and serves more than 1.5 million customers around the world.

Office opening
Data center opening

OVHcloud
Around the World

HILLSBORO
(HB)
x1

BEAUHARNOIS
(BHS)
x7

VINT HILL
(VH)
x1

GRAVELINES
(GRA)
x2

ROUBAIX
(RBX)
x8

WARSAW
(WAW)
x1

LONDON
(ERI)
x1

FRANKFURT
(LIM)
x1

PARIS
(P19)
x3

STRASBOURG
(SBG)
x4

SINGAPORE
(SGP)
x1

SYDNEY
(SYD)
x1

**31 DATA CENTERS
AND 4 UNDER CONSTRUCTION**

**PROPRIETARY NETWORK:
20 TBPS TOTAL NETWORK CAPACITY**

OVHcloud Today:
Facts & Figures

31 data centers
IN 12 LOCATIONS

34 PoPs
(POINTS OF PRESENCE) ON AN 20 TBPS BANDWIDTH NETWORK

2200 employees
WORLDWIDE

115k private cloud
VMS RUNNING

300k public cloud
INSTANCES RUNNING

380k physical servers
RUNNING IN OUR DATA CENTERS

+1 million servers produced
SINCE 1999

1.5 million customers
ACROSS 132 COUNTRIES

3.8 million websites
HOSTING

1.5 billion euros invested
BETWEEN 2016 AND 2020

P.U.E **1.09**
(ENERGY EFFICIENCY INDICATOR)

OVHcloud Business **Units** & Executive **Team**

OVHcloud Croix

Each day, at OVHcloud we reinvent the rules, we question ourselves, and we disrupt what is established, in order to invent our own way. Our diversity is our strength. Our international talent and know-how is our foundation. Rather than just a technical challenge, OVHcloud is a human adventure, a story of men and women who share the same values, the same working atmosphere, the desire to share a common goal, and the pleasure of working together.

OCTAVE KLABA
Founder and Chairman

MICHEL PAULIN
CEO

Born in Poland in 1975, Octave Klaba arrived in France at the age of 16, not speaking a word of French. Passionate about computer science, he earned a computer science degree from ICAM Lille in 1999, and at the same time, created OVH for one simple reason: no provider was able to meet his expectations!

18 years later, Octave is still working on growing his business. From hosting websites to building its own data centers and worldwide network, OVHcloud is the current European cloud leader, with 30 data centers across 12 locations around the globe and over 2,200 employees.

As Founder and Chairman of the Group, Octave is responsible for the company's vision and corporate culture. Not only does he promote openness and collaboration within his company, these ideals are also part of his vision for an open and reversible cloud.

Michel Paulin has spent most of his career in the IT, Telecom and Internet sectors. He was Chief Executive Officer of Neuf Cegetel, for which he oversaw the initial public offering, Méditel (now Orange Morocco) and SFR. His appointment is part of a new phase in the development of OVHcloud. Michel Paulin will oversee the implementation of the "*S.M.A.R.T. Cloud*" strategic plan, aimed at consolidating the position of OVHcloud as an alternative leader in the cloud sector.

SYLVAIN ROURI
Chief Sales Officer

Sylvain Rouri is Chief Sales Officer at OVHcloud, responsible for successfully driving the company's growth since he joined in December 2017. Focusing on meeting the needs of the OVHcloud universes (business segments), Sylvain leads both direct and indirect sales forces to implement global sales strategies. Previous to OVHcloud, Sylvain worked 22 years in Sales at both SMB's and at large companies, including Survey Sampling International where he held the position of SVP of Global Sales.

LUDIVINE BOUTRY
Chief Digital Marketing Officer

Ludivine Boutry arrived at OVHcloud in February 2020 as Chief Digital Marketing Officer, responsible for elevating the brand and developing digital assets to promote the company's solutions. Prior to OVHcloud, Ludivine worked for fifteen years in global marketing agencies Publicis & Havas Group, as well as 3 years in the international retail sector where she held the role of Chief Customer Activation Officer.

COMMERCE BUSINESS UNIT

The Commerce Business Unit is at the forefront of OVHCloud's profitable growth. It promotes its unique offerings and characteristics. The team analyses market evolutions and anticipates emerging needs and behaviors. Then, they provide OVHCloud's 1.5 million customers with the best experiences across their journey, whether it is digital or through the enterprise channel:

▶ Acquisition: The team manages the different sales channel and interacts with our ecosystem to acquire new customers and onboard them;

▶ Growth: They support our customers in their growth, advise them on OVHcloud offerings and ensure the best use of our products;

▶ Retention: They ensure customer needs are met, identify potential issues and solve them.

Furthermore, to conquer new territories, the Commerce team implements our go-to-market in new geographies – including adapting websites in local languages and prices in local currencies.

PRODUCTS BUSINESS UNIT

The OVHcloud Products team brings to life the OVHcloud offering. Beginning with the design phase, this group builds the platforms and automates the infrastructures that are the hallmark of OVHcloud innovation. Driven by our Products team, OVHcloud is evolving as an industrial software company, at the forefront of developing, automating and operating a distinctly different approach to the cloud:

▶ Relying on efficient industrial standards that enable us to achieve the best price/performance ratio.

▶ Proposing open or hybrid solutions that make a truly integrated ecosystem possible.

▶ Launching tested products in market, offering true quality assurance for our customers.

▶ Anticipating future needs by listening to customer and market feedback in order to develop the right product at the right time.

ALAIN FIOCCO
Chief Technology Officer

Alain Fiocco is Chief Technology Officer (CTO) at OVHcloud. He joined OVHcloud at the beginning of 2018 to manage the Products unit, the Research & Development unit, as well as the roll-out of all OVHcloud products and solutions across our four universes: Web Cloud, Server, Public Cloud and Enterprise.

OVHcloud Ozarow

OVHcloud Milan

PRIVATE CLOUD

▶ The Private Cloud team provides a VMware-based private cloud that gives a performant, flexible and resilient solution to help customers in their digital transformation journey. The team leverages our close relationship with VMware to release new features - some of them related to vSAN technologies and others related to VMware ecosystem – in order to address critical Enterprise needs. The next series of innovations will be driven by the new server ranges, datastore technologies releases and software innovations.

PUBLIC CLOUD

▶ The Public Cloud Infrastructure unit powers the whole OpenStack-based ecosystem of OVHcloud. The team provides a wide range of instances corresponding to RAM-,CPU-, IOPS or GPU-focused use-cases as well as Object Storage for hot and cold data and Block Storage. The team currently works hands-in-hands with the Baremetal unit to integrate Baremetal servers provisioning in OpenStack through the use of the OpenStack program Ironic.

BAREMETAL

▶ The Baremetal team is in charge of the delivery and management of dedicated server. The unit operated a full refresh over the last 12 months, releasing the Infra, Advance and Rise ranges. The team currently works on the integration of the latest Intel & AMD chipsets, as well as on FPGA/GPU/TPU options and dedicated ranges for specific use-cases. The next challenges will be to propose several advanced solution platforms for AI & Inference, storage use cases (especially for Software Defined Storage solutions), clustering solution for Hyperconverged infrastructures and advanced gaming platforms for the game market.

PLATFORM

▶ The Platform team builds managed services to accompany cloud-native use cases and exposing reversible opensource standards. This includes containerized software management and orchestration (Private registry and Kubernetes Service) along with Observability solutions allowing customers to reliably store and exploit their various Logs and Metrics. The unit also released recently the beta of ioStream, its first service dedicated to micro-services architectures and messaging.

DATA

▶ The Data team is in charge of developing and maintaining the various data-centric products of OVHcloud. As such, it produces various managed databases offers, with a current focus on developing Enterprise-grades databases with high-availability, resiliency and scalability. Alongside this activity, the unit also delivers ADP (Analytics Data Platform), a pre-deployed and fully secured Hadoop Platform aimed at customers looking for a Big Data solution. Furthermore, the Data unit is currently a wide array of AI-oriented services such as Prescience (currently in Beta), an auto-Machine Learning product handling the data pre-processing, model selection and training, and industrial model deployment for Machine Learning projects or an AI marketplace allowing anyone to query standard pre-trained models. Meanwhile, the unit also works with partners such as Systran or Deepomatic to deploy their product on OVHcloud infrastructure.

STORAGE

▶ The Storage unit builds, deploys and maintains OVHcloud Storage solutions and makes it grow on worldwide market design. The unit, guided by OVHcloud vision, provides additional added value by integrating innovative storage technologies on products such as datastore, nasha and ftpbackup. The unit increases customer productivity, confidence and perceived value.

WEB

▶ The Web unit is responsible for the Web Hosting and Domain Name activities. The unit teams keep on developing new solutions such as Cloubweb which offers a simple and flexible configuration tool, based on an isolated server, to manage hosting. Both WebHosting and Domain Name activities aim to develop customers journeys worldwide by providing cutting edge technologies and a full set of features.

NETWORK

▶ The Network team is in charge of the design, scaling/deployment and operation of the worldwide OVHcloud network that provides end-to-end connectivity, from the users to the servers located in our datacenters. The unit aims at offering a cost effective network infrastructure with high capacity and reliable connectivity to all OVHcloud products. We are inter-connected to all major services and content providers, bringing the content closer to our customers for a better user experience. Among other things, the unit is currently working on new approaches in network design, enabling dramatic cost reduction, reach extension, higher capacity and scability.

FRÉDÉRIC ETHEVE
Chief Operations Officer

Frederic Etheve is Chief Operations Officer of OVHcloud since August 2017. After 17 years in the tech industry in Europe, North America and Africa, Frederic now leads the development and management of OVHcloud's Operations activities to support and accelerate our overall growth and drive OVHcloud transformation.

OPERATIONS BUSINESS UNIT

The Operations Business Unit is at the heart of the business transformation of OVHcloud. Its purpose is to ensure that the company's resources match its objectives by finding the optimal balance of agility, speed and alignment across our other teams. By creating a smooth-running organization — automating processes via lean management and providing effective tools and information systems — they ensure full resource multi-functionality and arbitrate timely implementation of strategies. Coordinating amongst the other OVHcloud teams, this Ops group encourages the transformation and enables the growth of OVHcloud.

FRANÇOIS STERIN
Chief Industrial Officer

Francois Sterin is Chief Industrial Officer at OVHcloud. In this role, Francois leads the technical infrastructure of OVHcloud from the server assembly lines to the design, construction and operation of the data centers globally. Francois joined the OVHcloud adventure in July 2017 after 15 years of experience in developing global infrastructure for Telecom and Internet companies.

DOMINIQUE MICHIELS
Chief Service Delivery Officer

Dominique Michiels arrived at OVHcloud in March 2017 as Chief Service Delivery Officer, which involves overseeing all services delivered to our customers. An IT enthusiast for 40 years, he has considerable experience in IT production and development, working in various roles at Worldline (Atos subsidiary), working to manage large cost centers & profit centers of large, as well as complex international projects. In a multicultural landscape, he was also a key contributor to the various M&A and transformation programs.

MIROSLAW KLABA
Chief Information Officer

Miroslaw Klaba is Chief Information Officer of OVHcloud. After earning an engineer degree from ICAM Lille, he joined the OVHcloud family adventure in 2004, holding different positions on project development, and he took the position of CIO from 2018. As part of his mission, Miroslaw leads the teams who encourage transformation and participate in the maturity of businesses by providing tools and an information system which are increasingly effective.

INDUSTRY BUSINESS UNIT

The Industry team is the infrastructure architect and operator whose main mission is to ensure the quality and availability of infrastructure and adapted services expected by OVHcloud customers. At the heart of the unique OVHcloud business model, the Industry group drives our vertically integrated model, from engineering to server manufacturing, from infrastructure design to data center management, aiming to be a price a leader by design.

OVHcloud Beauharnois

With its Finance, Human Resources and Legal expert teams, the Corporate Business Unit provides all of the internal support functions for OVHcloud. They are facilitators that provide the company essential services in accounting, finance, payroll, purchasing and legal, working side-by-side to collaborate with all other business units.

YANN LECA
Chief Financial Officer

Yann Leca is Chief Financial Officer of OVHcloud. He is responsible for the company's corporate functions and manages all aspects of the financial scope, from accounting to corporate finance, real estate, procurement and pricing. Yann joined OVHcloud in January 2019, after 30 years in corporate financial functions, including 23 years as a CFO at various large, international, fast-growing companies.

LINE CADEL
Chief Human Resources Officer

Line Cadel is Chief Human Resources Officer at OVHcloud. In her role, Line is in charge of all HR activities, from recruitment, training, talent management & development, to benefits and payroll operations at the global level. Line joined the OVHcloud adventure in January 2017 as an HR Business Partner and became Chief Human Resources Officer in November 2018. She has 12 years of experience in HR in various environments, including IT & Digital technology, and retail companies.

ADAM SMITH
Chief Legal Officer

Adam Smith is Chief Legal Officer at OVHcloud. Adam leads our Legal and Compliance teams and is also Secretary of the Board. A lawyer at the Bar of England and Wales, and Franco British, he joined OVHcloud in May 2018, after an early career in London in practice and in investment banking, followed by 20 years in major aerospace and defense groups in France and Germany. He holds a degree in law, an MBA, a Master's degree in History and a Master's degree in Politics.

OVHcloud, A FRENCH COMPANY CONTROLLED BY THE KLABA FAMILY AND SUPPORTED BY TWO FINANCIAL SPONSORS

The history of OVHcloud is also that of a Polish family who migrated to France in 1991. Henryk and Haline Klaba, the parents, are both engineers from Warsaw Polytechnic University (Poland). Back then, the family had very few financial means, but was driven by their will to succeed.
A few years later, in 1999, their two sons, Octave and Miroslaw, began engineering studies in France (at ICAM, in Lille). Internet was a burgeoning powerhouse, so Octave, the eldest brother, decided to put his natural gift for information technology to work.
Aware that demand for hosting was booming, he founded OVHcloud. Building on innovation, and with the support of his family, OVHcloud grew rapidly. Each member of the family contributed their skills; the growth of the company was instantaneous. To keep pace with the development of the OVHcloud business, the Klaba family soon acquired a dilapidated industrial site in Roubaix, in the north of France, to host the company's head office and its first data centers. The business grew rapidly, and profits were systematically reinvested to expand the business.
In 2016, in order to meet the growing global demand for cloud infrastructure, OVHcloud finalized a partnership with KKR and TowerBrook Capital Partners (TowerBrook), two leading global investment firms. KKR and TowerBrook acquired a minority stake in OVH for €250 million of funding, with the Klaba family retaining its majority stake in the company and continuing, together with the OVHcloud management team, to lead the company, its strategy and its operations.

KKR

KKR is one of the world's largest and most reputable investment firms and is active across a range of asset categories, including private equity, energy, infrastructure, credit and hedge funds. KKR has a patient and disciplined investment approach, recruiting international experts, boosting growth and ensuring asset value. The firm has recognized expertise in partnership with family-owned companies and European entrepreneurs, offering strong financial and advisory support to their growth, international expansion and value creation. In addition, KKR has a strong background in supporting fast-growing technology companies.

TOWERBROOK

TowerBrook Capital Partners is based in Europe and the United States and invests in companies with a view to allow them to seize the opportunities available at all stages of a company's development. The firm invests mainly in medium and large companies, working in partnership with highly-skilled management teams to provide support in complex situations, creating value through internal growth, acquisition or redeployment strategies. This concept of a partnership is perfectly suited to companies led by their founder, such as OVHcloud.

Our Culture,
Our Values:
Inventing
a **21st Century**
Company

At OVHcloud, being an industrial provider means creating a solid company culture that drives innovation.

Our culture shapes us and is, in turn, shaped by our actions. OVHcloud is an open company. An ecosystem in which members trust each other, interact, communicate and improve each other constantly, like living, interdependent organisms, helping each other to grow. Just as in the human body, each member, each organ, each cell, contributes to the balance of the system as a whole.

OVHcloud is a social body within which all senses, all organs and members work together to pursue a shared vision, with shared priorities and a common culture.

We are the very embodiment of "*Innovation For Freedom*". That's our wish, and it's contagious. Our vision, our ambition, our dream, these are the treasures we want to share. We are not afraid of going faster. We do not fear the unknown, or failure, and we are certainly not scared to be inventive and follow our own path.

Our culture should help us to go further, faster. Making the data revolution a means of progress for everyone. Allowing everyone to manage their data, to innovate, to work with complete freedom. Offering a genuine European alternative for cloud users around the world.

Our
Company
Values

▶ 3 PASSION

We have a passion for life, technology and adventures that we experience together. We love sharing our enthusiasm. We are constantly innovating, creating, discovering and learning. We go one step further, bettering ourselves time and time again. We never give up, we follow things through to the very end. With our partners and all those who share our way of thinking, we are always looking for new solutions, better solutions. We offer our customers all our expertise. We listen to them, we understand them, and we integrate their feedback. We strive to always do our best, to always go one step further.

▶ 1 TRUST

Trust makes it possible to work and succeed together. We turn our commitments into actions. We are humble enough to understand that we always need help from others. We don't hesitate to call on others to help us achieve goals that we would never achieve alone. We give everyone the chance to prove themselves and to learn from their mistakes. We allow everyone into our circle of trust, including customers and partners. We establish a collective trust.

▶ 4 DISRUPTION

We believe that disruption should be a source of liberation, simplifying what once was complex, making life easier. We identify, transpose and adapt what works elsewhere, allowing us to innovate and create our own solutions. We constantly look to simplify our processes and our organizational structures in order to increase efficiency and reduce costs. We don't hesitate to think outside the box, to be inventive, to find our own path. However, whatever the circumstances, we are always disciplined in our execution, following things through to the very end. We always strive, in everything we do, to create additional value for our customers.

▶ 2 WORKING TOGETHER

Working together helps us to grow and live together. For us, being ourselves means being united. We automatically look to work together, helping each other to develop, growing as a result of our differences. We firmly believe that individual success comes only as a contribution to a collective success. We identify skills in order to allocate responsibilities. We make compromises, without ever compromising ourselves. We never forget that we are part of a team, which is greater than the sum of its parts.

▶ 5 RESPONSIBILITY

We consider the effects of our choices and our actions, knowing that we are responsible for them. We know that any innovation can be positive or negative, depending on how it is used. We know the impact of our actions, we are aware of our social and corporate responsibility, which we fully endorse. We accept no compromises when it comes to protecting our customers' data. We always strive to act ethically, and this creates additional value for ourselves, our partners and our customers.

The
OVHcloud
Difference

Our Integrated
Model

OVHcloud aligns its production chain in conjunction with its values, which sets it apart from other providers. This value-based management allows us with the proven ability to provide our customers cutting-edge solutions at a competitive market price, which makes us a "*price leader by design*".

For last 20 years, we have been building our own servers in either of our two OVHcloud factories, Canada and France respectively. Our production facility in Croix has 14,000 m² dedicated solely to manufacturing, logistics and R&D. This unique blend of production coupled with innovation allows us to remain focused on our core competencies, while other activities such as our specific machining needs are performed by on-site partners. Our annual production rate has increase from 120,000 servers to 400,000 by levarging the benefits of lean management principles.

The factory is supported by five laboratories, dedicated to our key strengths that being, hardware, software, and our custom proven methods of server stress validation and testing. We also invent and test new servers prototypes, cooling solutions, and innovative storage options.

Within the heart of the data centers , the teams are tirelessly striving for operational excellence. Easily visible looking at our internal methods of optimizing our deployment logic, the Industry Team successfully launched this summer a major program called "*License to Progress*" in order to fine tune the predictability of the operational maintenance systems throughout our 30 data centers worldwide. This program has already reaped benefits: the number of major incidents dropped measurably, the availability of the global servers parc improved, and work place accidents decreased.

With the willingness of an integrated model, from R&D to deployment in data center, we can innovate continuously in short cycles, cut down significantly the amount of time between prototyping and large-scale deployment. As a result, we are able to release new products to the market at a more rapid pace, at the best quality to price ratio, and the customers directly benefit from our wide range of servers deliverable in 120 seconds.

"This highly vertically integrated industrial process of innovation, design, test, build, deploy and recycle/re-purpose is the key to OVH's consistently high ratings in price/performance benchmarks from organizations such as Cloud Spectator. Those benchmarks are particularly stark when turned into actual costs customers pay when compared to the likes of AWS and Microsoft Azure. OVHcloud come out clear winners here."

Paul Bevan, Bloor Research, 2019

"The business model that OVH has adopted is based on reusing old industrial properties and being able to transform them to fully working data centers quickly, and using "open source" software to reduce costs to the customer. The key principle behind this approach is the adherence to a standard design methodology that is based on a water-cooled horizontal rack of compute and storage. OVH not only designs the infrastructure, but has built an impressive manufacturing capability that can scale to 400,000 units per year. By having full control of the supply chain, OVH can ensure quality, performance, and predictability of supply."

Roy Illsley, OVUM, 2019

Innovation
is our DNA

One of the keys to the success of OVHcloud lies in the company's ability to develop and promote innovation, both in IT itself and in industrial practices. This is part of our DNA. We are constantly researching and developing technologies to optimize the performance of the services we offer our users.

The most obvious example, and one closely connected to the development of OVHcloud, is the idea of using water to cool our servers. This technology, discovered in 2003, though it went against current practices at the time, allows us to increase server performance without using more energy or resources. The challenge was not only to find the right dosage between pressure, flow rate, temperature and the diameter of the pipes, but above all to manufacture the solution on a mass scale.

This idea is one of many concepts that lies behind the success of OVHcloud: starting with constraints, the ingenuity of our teams allows an effective solution to be put in place.

For OVHcloud, innovation is synonymous with continuous iteration. The vRack was designed internally and rolled out in 2009 to allow the private interconnection of servers, whether located in the same data center or in different OVHcloud data centers. Version 1.0 was already innovative when it was created, but the vRack has evolved over the years as different teams have made improvements. The vRack 3.0 is the culmination of a progressive evolution. Initially based on a somewhat monolithic infrastructure, it has become a genuine "*full mesh*" network, fully decentralized.

"Our technology is not rocket science. But the way we have applied it to an operation of such large scale is where we see the future. We have been doing it for 15 years and have learned. We have operational experience, and that's where we have an edge. We have teams that know exactly how this works."

Francois Sterin, Chief Industrial Officer of OVHcloud

Innovation at OVHcloud is also driven by our many partnerships with the biggest players in the IT field. Our close relationship with VMware did not start with the acquisition of vCloudAir. In 2011, OVHcloud was already a pioneer, launching a Hosted Private Cloud product based on vSphere and vCenter. This privileged relationship allowed us, and continues to allow us, to test and integrate the latest VMware technologies in our solutions. OVHcloud collaborates too with lots of enterprises and academics to create synergies and unify strengths and expertise to propose PaaS or keyturn solutions to final customers.

For OVHcloud, innovation must support and help the community of users. Few years ago, OVHcloud highly contributes to develop a software to secure and speed up the transfer of small objects within Swift. This code is regularly updated, improved and offered to the global Openstack community.

Innovation for us also means anticipating new usages, which could not have been imagined, even only a few years ago, such as the instantaneous migration of data centers. Our privileged connection with VMware, however, allows us to offer our customers instant workload transfers, using HCX (Hybrid Cloud Extension) technology, towards the Hosted Private Cloud platform via a "*stretched*" network connection between 2 data centers. A virtual machine which is sent instantaneously to Hosted Private Cloud does not therefore lose any connectivity with the other machines it works with under nominal conditions. To give an example, a customer needed 5 weeks to move 300 TB of VMs, including the planning, installation, replication and switchover. In one day, this customer transferred 23 TB of data, or 1 TB/hour, between two data centers in Germany.

Today, anticipating new usages means bringing more value to the Infrastructure services we historically offer to our customers. Early 2019, OVHcloud develops a Managed Kubernetes® solution for OVHcloud Public Cloud instances. The internal components of this solution are deployed, hosted, monitored and maintained in optimal working conditions by our teams, and updated for free. By this way, customers can focus on their core business, while enjoying all the advantages of the Kubernetes® ecosystem.

We cannot speak about innovation without talking about Artificial Intelligence. Many development projects at OVHcloud integrate Artificial Intelligence. Last in date, Prescience project: this platform pre-processes the data, select the best machine learning algorithm and packages the model into a standard service ready to be queried (API). This new software, downloadable on OVHcloud Labs, allows customers to go much faster by avoid testing manually several Machine Learning models and monitoring the model performance.

The effort we put into constant innovation allows OVHcloud to offer solutions that continuously meet customers and market's needs.

VRACK INNOVATION PROCESSING

The needs of our customers for this type of interconnection have increased and diversified, as anticipated when this technology was launched. Now at version 3.0, the vRack is much more than a simple next step. Its architecture and technologies have been reviewed in depth to allows customers to create a private network of 4000 VLANs to partition their products within their private network.

Furthermore, since the frames pass directly to level 2 in UDP, this technology makes VLAN segmentation possible outside of a unique Ethernet domain, thus avoiding the need for this domain. As part of a virtual data center, the VxLAN also considerably extends the layer 2 networks, offering greater leeway and flexibility.

vRack 3.0 stays true to the values of OVHcloud, respecting the operation of private networks implemented as native in OpenStack Neutron. As a result, the vRack 3.0 private networks among OVHcloud Public Cloud instances can be controlled using the OpenStack native API. A degree of integration and transparency making it easier to manage what is a complex infrastructure. And unlike the standards on the market, OVHcloud Public Cloud customers are not billed for traffic between data centers.

At OVHcloud, we file dozens of patents every year at the European Patent Office: 49 patent families in FY19.

ENVIRONMENTAL RESPONSIBILITY

Here at OVHcloud, the environmental challenges associated with digital services are a real concern, especially for our datacenters.

Since 2003 we have developed our own water-cooling system for our servers, and we have also developed cooling hubs behind our servers to create autonomous racks, which OVHcloud can deploy anywhere and keep fully-isolated from external temperature conditions. We are thus able to achieve a Power Usage Effectiveness (PUE) of 1.09.

Through designing our data centers to run without air conditioning, recycling our components, improving their energy efficiency and prolonging their life cycles, we maintain an environmentally friendly approach in all of our design, manufacturing and operational processes.

We also focus on renewable energy: In France and in Canada we have an energy procurement policy including a target of renewable energy rate with energy providers. And regarding the heat emanating from the data centers, OVHcloud has a smart solution: we recover it to heat all the buildings of the head office, the gym as well as the nursery.

Thanks to all these actions, OVHcloud is conscious of its own impact and works to reduce it on a daily basis.

Giving Customers
Freedom & Control

We all know that the future of IT lies in the cloud. For some of our customers, migration to the cloud still represents a significant technical challenge, but most companies will make this move in the short- to medium-term. The question is no longer "*Do we have to move to the cloud?*", but rather "*What type of cloud do we want?*" Do we want a cloud where companies always have control over their decisions? Or are we willing to accept technical constraints that result in strong dependencies?

At OVHcloud, we strongly believe that companies must retain freedom of choice when it comes to the digital world. They must be free to choose their cloud providers, free to change them, free to divide up their applications among several providers, and free to choose where their data is stored. We have to protect and preserve this freedom. This belief can be summed up in two words: open cloud. What do we mean by an "*open*" cloud?

The 4 aspects of an open cloud:

REVERSIBILITY

▶ The first, crucial, point, is what we call **reversibility: can I leave the cloud easily** or does each new service that I use lock me in a little bit more? How much time does it take me to make a migration? Do I have to build my infrastructure again from scratch? Can I export my applications from one cloud provider to another?

INTEROPERABILITY

▶ The second point is **interoperability: will the technical choices that I make now limit me in the future** when I integrate other applications? Can I get technological building blocks from different providers to communicate with each other? Can I carry on using my legacy system and build a hybrid cloud?

On these two points, reversibility and interoperability, solutions exist. We have to follow and promote technological standards. This is what we are doing at OVHcloud, but other providers offer building blocks that only work on their own platforms. This creates dependencies and makes reversibility and interoperability more difficult.

DATA PROTECTION

▶ The third aspect of the open cloud is **data protection**. The customer must be able to choose where their data is stored and be informed about the legal framework the data will be subject to. It has to be said that not all countries provide the same level of protection. This can be seen in the analysis by CNIL, the French Data Protection Authority, on protection levels by country. Again, solutions exist. But they only partly meet our needs.

Europe is leading the way in developing a regulatory framework that embraces both data protection and reversibility. The GDPR (General Data Protection Regulation), which came into force in May 2018, changed the rules of data protection worldwide, not only in Europe. The Free Flow of Non-Personal Data Regulation adopted in 2018 opens also the way to "*Data Portability*" for non-personal data and will impact our market far beyond Europe. Other European regulatory initiatives are making progress, confirming Europe as an area where data protection, security or reversibility are taken seriously in the interest of citizens and customers.

INTELLECTUAL PROPERTY RIGHTS

▶ There is a fourth important aspect to the open cloud. This is **respect for intellectual property rights**, in particular over the algorithms used in artificial intelligence.

We are **Open**

Today, the answer is simple: nothing can be retrieved. You have to start over. That is why at OVHcloud we are working on "*open*" solutions, that allow you to retain intellectual property rights over your work and over your investment.

Let's not pretend otherwise: building and promoting an open cloud is a big challenge. But it can be done. And OVHcloud has been on this path for quite some time. This means OVHcloud does not make tech choices for you.

WE OFFER A WIDE RANGE OF SOLUTIONS BASED 100% ON TECHNOLOGICAL STANDARDS.

Our solutions are built on open-source technologies, from OpenStack, which is behind our Public Cloud solution, to Ceph, which helps support Public Cloud Storage. Or take the Harbo-based Private Docker registry solution offered in OVHcloud Labs, and of course the Linux operating systems that we offer pre-installed on our servers. On the same way, we have released last year one of the purest Kubernetes flavor in the market.

But for us, being "*open*" is not limited to working with open-source technologies. Openness is about being able to offer the technologies customers need, whether they are open-source or industry standards. They also need to use existing standards already deployed in their company. VMware is the perfect example of this openness to existing standards. Our Private Cloud is based on VMware technologies. This provides easy migration and hybridization, plus reversibility and interoperability. In the same way, we offer standards including Veeam for backup, Zerto for disaster recovery plans or Plesk for managing web projects.

Our commitment to an open cloud is, however, not limited to providing open-source technological building blocks.

OVHcloud IS ALSO IN FAVOR OF REGULATING THE SECTOR.

For us, openness is also about working with competitors and partners every day to help decision-makers adopt a regulatory framework adapted to our customers' needs. For 3 years, alongside other infrastructure providers, we have been part of the CISPE (Cloud Infrastructure Service Providers in Europe) trade association. OVH chairs CISPE, which already has among 30 cloud infrastructure provider members. What is CISPE for? Let's take a concrete example: the European General Data Protection Regulation (GDPR). Who published the first industry code of conduct designed for the GDPR? Finance? Healthcare? No: the IaaS cloud sector. In September 2016, CISPE published the first code of conduct to help cloud providers conform to the GDPR, and as a result help their customers comply as well.

Since April 2018, together with EuroCIO (the European association of CIOs), CISPE, represented by OVH, is also co-chairing the European Commission Working Group (SWIPO) to develop the first industry Code of Conduct for Data Portability of IaaS Cloud services. This Code will help customers to have more transparency on the market and switch more easily their workloads from one IaaS providers to another. It will as well answer the regulatory expectations introduced by the Article 6 of the European Free Flow of non-personal Data Regulation.

Things are moving forward in terms of Infrastructure as a Service (IaaS), but we also need to address the cloud's other layers: PaaS, service applications (containerization in particular), cognitive services (on-demand AI engines, for example) and intermediation (the increasingly frequent use of intermediaries for accessing and discovering services: search engines, marketplaces...). All these elements in the cloud ecosystem can create dependencies, which are basically locks or barriers against which we believe we must act.

Security:
Our Priority

The trust placed in us by our customers and partners is vital. We are fully focused on security, at all levels of our organization and our infrastructure. Security provides support against an increasingly sophisticated and dangerous global threat. For that reason, it is an OVHcloud priority in all of its 30 data centers, and for all of our customers across 132 countries.

This security, the result of a combination of a team of experts and cutting-edge automation based on artificial intelligence, is built upon 3 firm foundations.

First of all, we ensure we have expertise. A team of more than 20 people is constantly analyzing and processing any information and alerts, ensuring we always remain active and reactive, whatever the alerts and threats that may affect our infrastructure or our customers.

The second security foundation at OVHcloud is resilience. For 20 years, we have dealt with threats through constant innovation in this domain, through hardware and software protection such as OVHcloud Anti-DDoS, which is included standard with all products.

Lastly, security is much more than just an IT issue. It is an end-to-end value chain protecting the customer, protecting the OVHcloud infrastructure, and securing the path between the two.

At OVHcloud, security is in our DNA. There is no compromise when it comes to security. That's why our teams are working on 3 complementary activities.

▶ The Cyber CSIRT (Computer Security Incident Response Team) analyzes and intervenes when a threat is identified, remaining in close contact with the CSIRTs of other players in the IT field.

▶ The tools and infrastructure security division ensures the security of the OVHcloud Information System and new tools, as well as optimum maintenance on three levels: infrastructure, hardware, software.

▶ The Quality and Certifications division assesses infrastructure protections to gauge their level of security. Working to obtain these certificates shows our desire to ensure that our customers' data is protected and we have a long-term strategy to maintain these certifications, through regular and increasingly advanced checks.

Security at OVHcloud means dealing with the following every year:

▶ **500 malware programs**

▶ **3,000 phishing campaigns**

▶ **300,000 attempts to hack customer accounts**

▶ **1 billion attempts to steal passwords**

▶ **2.8 million of DDoS attacks in 2018**

Based on solid foundations, the security of the Hosted Private Cloud offering is designed for the most critical processing operations: personal Healthcare Data Hosting (HDS certification) or bank card data (PCI DSS). The offering is also in the process of obtaining SecNumCloud certification, which will strengthen OVHcloud's position in the highly-secure Infrastructure as a Service market, in particular with government contracts.

ISO 27001

Private Cloud
Dedicated Servers
DC RBX2/3/4/5/6/7, SGB,
P19, ERI, BHS, LIM

ISO 27017

Private Cloud
Dedicated Servers
DC RBX2/3/4/5/6/7, SGB,
P19, ERI, BHS, LIM

SOC 1-2

Private Cloud
DC RBX2/3/5/6/7,
SBG1/2/3/4, P19, BHS

PCI DSS

Private Cloud
DC RBX2/3/4/5/6/7,
SBG1/2/3/4, WAW1, P19,
SYD1, SGP1, ERI

CSA STAR

Private Cloud

HDS CERTIFICATION

Private Cloud
Healthcare
Dedicated Servers

SecNumCloud

Private Cloud
(in progress)

CISPE CODE CERTIFIED

Private Cloud
Private Cloud Healthcare
Private Cloud Payment Infra
Dedicated Servers

Ecosystem
& Community

Entering the digital world means becoming part of a volatile and changing universe. As a key player in the cloud market, open working methods have always been at the forefront of our culture: we do not resist change, we embrace it wherever it occurs. For us, success comes from working together, and we thrive on change along with the wisdom of our vibrant ecosystem of partners.

This approach allows us to leverage a wide range of technical and business experts to deliver even more value to those who matter most: our customers. Working with a diverse ecosystem means being focused on a single priority: technology should be an asset, freeing up entrepreneurs and technologists to allow them to profit from their data.

Being deeply committed to open source communities allows us to speed up the development of our solutions, remaining on top of our customers' expectations. Our network of partners and integrators also improves the accessibility of our solutions. Our continuous dialog with our community of customers enables us to design and rethink our products to ensure consistency between technology updates and market expectations. We established a reliable link between OVHcloud and key component suppliers to relentlessly improve our time to market by benefiting from their latest innovations.

Building the ecosystem, we anticipate the need of the future world.

As the European alternative cloud provider, it is our duty to actively encourage this ecosystem of players to Collaborate, Contribute, Deliver to the communities, and encourage Innovation.

COLLABORATE ▶ We partner with the best hardware and software players on the market to build our solutions and offer the best end-to-end experience to our customers. This means working together on the development, marketing, evolution and support for the solution.

CONTRIBUTE ▶ The concept of Open Source has been very dear to OVHcloud since the beginning. Not only are we extensively using Open Source solutions to ensure transparency and reversibility, but we also make sure we give something back to the community by submitting code or providing infrastructure.

DELIVER ▶ To ensure the success of cloud projects, our partner program engages with Resellers, System Integrators and managed services partners to deliver the solution to our joint customers. These partners bring the proximity, solution or vertical competencies and services required in Cloud projects.

INNOVATE ▶ A wide range of startups and Software Vendors developing on the OVHcloud infrastructure and able to address all markets and usages is key. With our Startup Program and our Marketplace, we will help them to grow and be successful.

The OVHcloud Ecosystem aims to combine all of this expertise to deliver our S.M.A.R.T. Cloud. With this ecosystem we can offer the best solutions and the best end-to-end customer experience, from their first cloud project to daily operation, on a massive scale.

OVHcloud STARTUP PROGRAM

The OVHcloud Startup Program is a key part of our ecosystem, helping to nurture and grow local entrepreneurs as they develop. By accompanying startups at the earliest stages of their development, OVHcloud and its startup program helps ensure the most innovative initiatives are nurtured as they emerge. This program provides financial and technical support for the implementation of new cloud technologies. It boosts the entire ecosystem of partners through the creation of new connections in an ever-expanding network, all within a single ecosystem, whose participants are freed from the constraints usually attached to startup programs, like lock-in agreements. In exchange, OVHcloud benefits from the feedback provided by startups, through their participation in our R&D, and their early access to new products as they are released. To keep pace with increasing demand, our Startup Program will expand internationally, in Europe, Canada and Asia.

OVHcloud PARTNER PROGRAM

OVHcloud Partner Program, now available internationally, is designed to better support the digital transformation of organisations. This program facilitates partner training, sales support and technical support around OVHcloud solutions. Aimed at Added Value Resellers and service providers, the Partner Program supports end-customers in their migration to OVHcloud solutions, in fields including integration, facility management and consulting. The program enables partners to bring their own value add to cloud infrastructure solutions designed and marketed by OVHcloud, and so to strengthen the ecosystem.

OVHcloud MARKETPLACE

The OVHcloud Marketplace is a platform for referencing solutions based on our infrastructures. It allows OVHcloud to expand and diversify its ecosystem by offering complementary solutions to its existing product lines, and in new business segments. It is a galaxy of offers from its customers, startups or partners, all selected for their quality, their innovation or their disruption. OVHcloud, focused on its core business, which remains the infrastructure layer, plays an accompanying role by allowing third-party solutions to benefit from the audience of its website, and by proposing them to its end customers. OVHcloud Marketplace is a great growth driver for the subscribers.

Why
OVHcloud

At OVHcloud, our business is to invent and manifest the kind of cloud that will make this data revolution a form of liberating progress. Today, the data revolution is taking place in the cloud. And yet, the different clouds that are available are not all the same: behind the products are values and a worldview. We need to be aware of this. The American Internet, the Chinese Internet and the European Internet are not all based on the same values.

At OVHcloud, we want to allow everyone to manage their data, innovate and work in complete freedom. A different kind of cloud, that allows us to grow and succeed together. And we know that a truly "*S.M.A.R.T.*" cloud is possible. A cloud that can be implemented quickly and easily. A multi-local cloud, close to everyone all over the world. A cloud at an accessible and predictable price. A cloud which is reversible, open and interoperable. A cloud that is transparent and responsible. Inventing this S.M.A.R.T. Cloud, that's what we are here to do.

▸ **S** | **SIMPLE**

S.M.A.R.T. because it's Simple. Its solutions can be implemented quickly and easily. It helps all those who use it save time.

▸ **M** | **MULTI-LOCAL**

S.M.A.R.T. because it's Multi-local. It is local to everyone, wherever they are in the world, adapting to the needs, requirements and constraints of our customers. We deploy our network and our data centers to be close to everyone, all over the world.

▸ **A** | **ACCESSIBLE**

S.M.A.R.T. because it's Accessible to everyone. There can be no debate about its price. You know what you are paying, there are no hidden costs. Everything is clear, with no surprises for the customer when it's time to pay. It is a cloud which everyone can afford.

▸ **R** | **REVERSIBLE**

S.M.A.R.T. because it's Reversible, open and interoperable. Its technologies are robust and reliable, and represent the market standard. You are not tied to this cloud, and you do not pay for bandwidth*.

Except in APAC region

▸ **T** | **TRANSPARENT**

S.M.A.R.T. because it's Transparent and responsible. A cloud that says what it does and does what it says. A cloud that treats all customers the same, that provides a solution for everyone. We are committed to clarity in our communication and choose to provide predictable prices.

Our
Customers
& Our
Offerings

Our Cloud
Segmentation

The cloud market is flourishing. Analysts estimated its worth at around $200 billion in 2018. It includes applications and software hosted in the cloud, as well as infrastructure services, data management tools, and development. This part of the cloud market generated $60 billion in revenue in 2018, with an average annual growth of 27% through 2022.

The cloud infrastructure market is largely dominated by three key players, all from the United States. The remaining market players have differentiation strategies that leave them with a few percentage points of market share. OVHCloud, one of the few European companies in the mix, has its sights set on disrupting the established order. The challenge is to meet the needs of increasingly complex customers amidst numerous trends, such as the accelerated adoption of the hosted private cloud and containers, the increasing number of Platform-as-a-Service offerings, the emergence of edge computing and its effect on telecommunications, and hardware innovations with an impact on the gaming sector.

In response, OVHCloud has a differentiated approach for each of its four business segments:

WEB CLOUD

▶ Provide cloud-based digital services to businesses to optimize their online presence and accelerate their growth.

SERVER

▶ Allow access to a scalable inventory of servers with the best value for the money, in minutes. Such clients include startups, sysadmins from various sized companies, and technological partners.

PUBLIC CLOUD

▶ Empower developers and devOps to access an alternative public cloud that is flexible, scalable, and directly available through an API.

ENTERPRISE

▶ Provide the means and support medium and large companies to succeed in their digital transformation by providing them with hybrid cloud-based solution that meet their business requirements both in quality and performances.

FROM OVH TO OVHcloud

The digital world around us is changing at an exponential rate — everyday. It is shaping and reimagining how people work, how businesses operate, how governments govern and how people connect. It all starts with data, the basic building block, the foundation, and when augmented with intelligence, data can be transformed into something remarkable. We believe an open cloud is the key to building this new data-based world. Thanks to open standards, our open community, and the expertise we have within our vibrant ecosystem, we can provide better, stronger outcomes, where more people are leveraging the technology, and everyone benefits from a better system.

OVH is thus evolving as a brand, highlighting the fundamental message we want to establish in the minds of our customers, prospects, partners and colleagues.

We believe OVHCloud puts complete freedom in the hands of technologists and entrepreneurs, for anyone to master right from the start. We understand customers are not all the same. They represent different industries, different stages of the digital revolution, in different parts of the world, facing diverse social and technology challenges. We aim to power our customers' ideas and dreams, whether they are big or small. For over 20 years, we have disrupted how infrastructure and software can come together. And we will continue to do so.

OUR VISION

Innovation for freedom.

At the heart of the data revolution, we believe each person must be allowed to keep control of her own data, so that each can innovate and do business as desired. OVHcloud strives to empower people with the freedom to achieve their ambition.

OUR MISSION

Open to power your data.

The role of technology is at work for us. In a world where data is at the heart of all aspects of our private, cultural, social and professional lives, we power our customers' ideas and imagination. We believe in innovation when it is disruptive and provides freedom for all. We will be where the growth is, enabling people and businesses to thrive. Afterall, it is our heritage to think differently, to do differently, and disrupt the status quo.

Web Cloud

The promise: "*We enable Professionals and Small businesses to become prosperous in a Digital World.*"

For our WEB CLOUD audience, we offer a digital toolbox for accelerating growth. It meets the needs of entrepreneurs and SMBs who wish to harness the power of digital technology to further develop their business.

Customers look for easy-to-use digital means that will make them visible to potential prospects as well as collaboration tools to keep in close relationship with their business environment over the web. They expect that OVHcloud delivers hassle-free solutions, easy-to-understand and -use. They often need expert advice for solution set-up with sometimes specialized local resellers, and they don't have time to deep-dive in the details. So simplicity and online subscription are must-have.

OVHcloud provides a large product offering that includes a range of web hosting services, communication and cloud solutions such as Voice over IP, Microsoft or web tools that are quick to implement, simple to use, competitively priced and supported by local OVHcloud partners.

Shared innovation at OVHcloud reflects how much we value openness and transparency. We promote also an ecosystem of major and smaller-scale tech players through various integration in our products and a marketplace.

WEB CLOUD AUDIENCE

For customers who seek to build or strengthen their web presence, to connect & communicate, or for those aiming to scale or grow a company.

If you're a startup owner or web developer, you might find this set of offerings right for you.

PRODUCTS & SOLUTIONS

WEB	COMMUNICATION	MARKETPLACE
Domain names	Collaboratives solutions	Ecosystem of SaaS apps
Hosting	Telephony	Managed Services
	Connectivity / Network	

DISTRIBUTION CHANNELS

OVHtelecom Website   OVHcloud Website   Partners

Server

The promise: "*We enable the freedom of sysadmin to build themselves the infrastructure they need for the best price and performance available today.*"

The way OVHcloud manages its own production chain is a key reflection of its values, and what sets it apart from other providers. It helps us provide our customers with cutting-edge technology at a competitive price. From the provisioning of hardware and isolated components to deployment in data centers, we have set up a full industrial process that provides our customers with servers to suit a wide range of uses, and they can be delivered in 120 seconds.

OVHcloud has a broad and comprehensive offering for its SERVER audience — those who are looking for the required infrastructure needed to build a cloud ready infrastructure. Hardware and network enthusiasts who want to build a cluster of servers for themselves or their customers can harness the power of a scalable, multi-local cloud infrastructure that is based on cutting-edge technologies designed for specific needs, and it offers unbeatable value for money.

We offer different ranges of highly-efficient dedicated servers, from basic virtual servers to the most advanced and fully customizable bare metal server and latest processors generations, adapted to the most demanding needs of any type of company.

Customers can host a website, deploy a highly-resilient infrastructure, or customize a machine to suit their Machine Learning projects, in just a few clicks.

When customers store their data on our secure infrastructure, they benefit from a highly-available server for the most critical uses, with all the necessary guarantees with for instance a private and dedicated network with anti-DDoS protection, free of charge.

SERVER AUDIENCE

At OVHcloud, we recognize that many customers — technologists and system administrators of IT companies, gamers, students — have essentially focused needs for development, pre-production and backup. Our infrastructures detailed below are suitable for e-commerce, web hosting and even application development.

logit.io   MDDV   YetiForce

PRODUCTS & SOLUTIONS

VIRTUAL PRIVATE SERVERS (VPS)

DEDICATED SERVERS

Business Uses	Specific Uses	Customization Options
Rise	Gaming	
Advance	Storage	
Infrastructure		
HG		

DISTRIBUTION CHANNELS

OVHcloud Website	Partners

Public Cloud

The promise: *"We enable developers to start instantly their devops activities with a simple and predictive pay-as-you go individual subscription."*

The PUBLIC CLOUD offering is a cloud platform based on open source standards. It is aimed at DevOps followers of the cloud-ready approach who need to develop scalable applications in the cloud. They get a public cloud that is deployed globally, yet integrates easily with their current ecosystem and remains reversible.

The services provided address a demanding market where the performance is as important as the flexibility and scalability. OVHcloud designs his offers to respond to those needs with guaranteed compute resources with the best price versus performance ratio.

As our PUBLIC CLOUD services are designed to protect reversibility and interoperability with other providers, we also bring confidence on the billing part by simplifying how on demand resources are billed. We have a predictable pricing without hidden cost. As an example we do not charge customers for compute traffic thus making their costs more predictable and often cheaper.

"At Saagie, we are editing an orchestrator for datalabs that uses Kubernetes in an advanced way, we have tested Kubernetes managed services at other providers. OVH's Managed Kubernetes Service solution is based on standards, it gave us a very good experience of portability!"
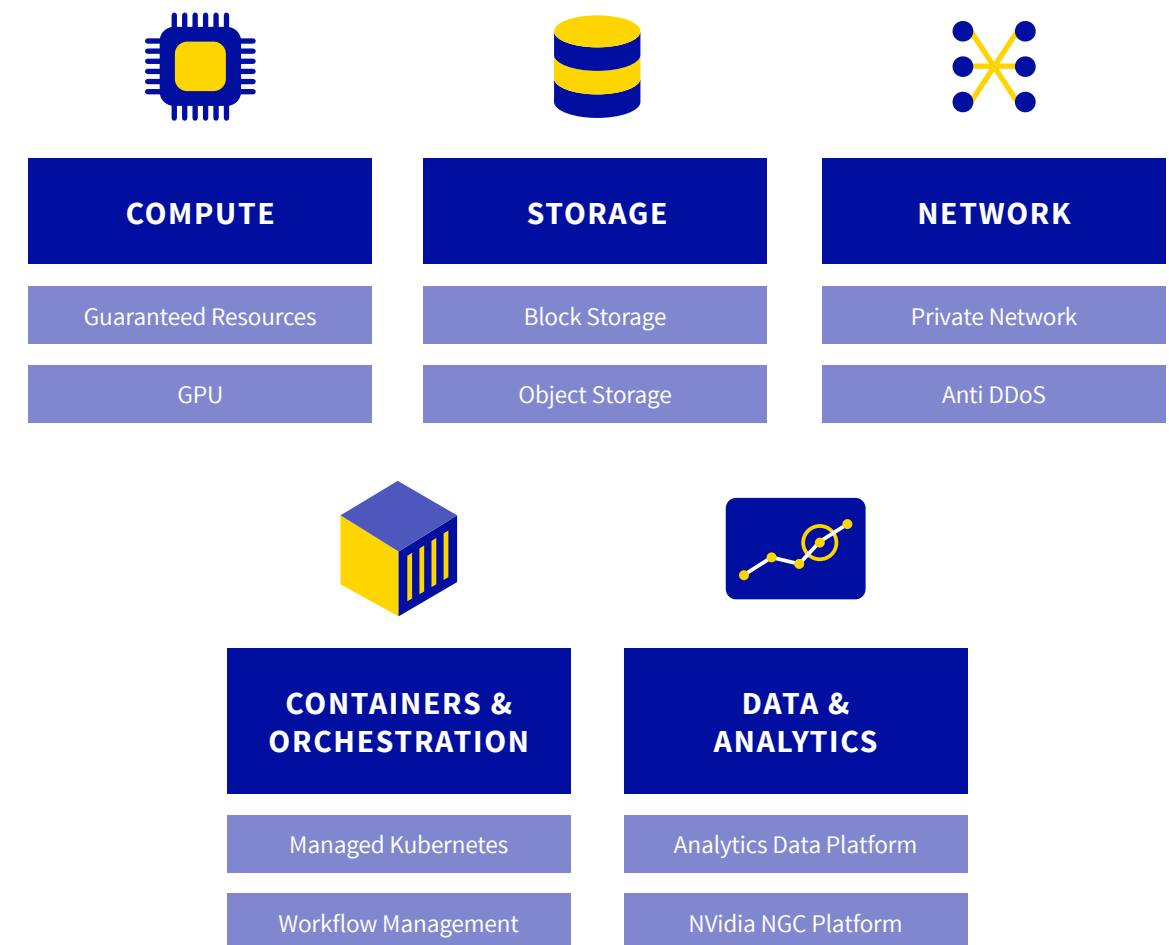
Youen Chéné, CTO Saagie.

PUBLIC CLOUD AUDIENCE

At OVHcloud, our PUBLIC CLOUD offering caters to developers and DevOps, along with SMBs and some companies involved in a digital transformation process.

By offering a flexible, scalable environment based on a pay-as-you-go cloud platform, our customers can code their own staging, sandbox, website, and Big Data solutions.

ciclano   edinet   THALES

PRODUCTS & SOLUTIONS

COMPUTE
Guaranteed Resources

GPU

STORAGE
Block Storage

Object Storage

NETWORK
Private Network

Anti DDoS

CONTAINERS & ORCHESTRATION
Managed Kubernetes

Workflow Management

DATA & ANALYTICS
Analytics Data Platform

NVidia NGC Platform

DISTRIBUTION CHANNELS

OVHcloud Website

Enterprise

The promise: "*We enable IT decision-makers to secure their hybrid cloud transition projects with a trustable, reversible, predictive and multi-local cloud.*"

We offer a wide range of Enterprise solutions leveraging all OVHcloud's know-how to offer all the essentials for a successful digital transformation. It is aimed at decision-makers who want to achieve their roadmap goals using an alternative cloud providers. We have designed a range of pre-configured and pre-packaged solutions, built with the most advanced OVHcloud products. Organizations can now move faster to the cloud, while utilizing cost-effective, high-performance solutions to solve their business problems.

From your on-premises to the cloud
As hardware and software obsolescence approaches, and you need to combine business agility and cost control, OVHcloud offers a range of mature and secure solutions, from multi-cloud connectivity to disaster recovery and temporary extension or permanent migration to our data centers leveraging our private cloud technologies including VMware on OVHcloud and our migration unique know-how.

Certifications and regulated industries
As new regulations become applicable to specific industries, established certification processes, enforced by independent organizations, are a key part of keeping their cloud infrastructure safe and secure. OVHcloud has created dedicated private cloud solutions for healthcare, banking, the public sector and more fully compliant with applicable regulations.

Big data and machine learning
If you need a fast, effective launch for your big data and machine learning projects, our preinstalled and preconfigured solutions will save both time and effort. Depending on your expertise and your requirements, you can simply inject your data into the clusters we designed for the most demanding requirements, or repurpose and extend them for your specific needs.

A trusted cloud provider
We ensure customers data residency and sovereignty requirements can be addressed. Cloud servers can be isolated to meet even the most stringent privacy requirements. We know how important it is to safeguard customers data, especially if it is sensible or critical and of national interest.

Launch of 2 service levels for ENTERPRISE customers
OVHcloud Professional Services gathers various internal expertise helping the customers at all stages of their projects. Whether they are experiencing an issue, they have questions concerning products or financials aspects or are looking for assistance in service optimization, our main goal is to provide the customers with the best, consistent and satisfactory experience.
For enterprises, we have 2 customer support offers with phased proactive technical support, visibility on our product roadmaps and response times. We have also a range of optional services to provide technical advice on products and architecture or to perform technical audits.

ENTERPRISE AUDIENCE

The ENTERPRISE offering is primarily for technology decision makers in mid- to large-sized companies. These customers are looking for scalable, interoperable, and secure cloud-based solutions to accelerate their digital transformation or optimize their data center.

Our ENTERPRISE grade products and solutions help today organizations of all size and from many industries, including public sector, with their transition to the cloud. We offer the increased agility and innovation some organizations need compared to on-premises and legacy IT environments. Organizations can move faster to the cloud while benefiting from cost effective cloud based solutions to solve their business problems.

Alcatel·Lucent Enterprise   Auchan|RETAIL   SOCIETE GENERALE

SOLUTIONS

DATA CENTER TRANSFORMATION	GOV & CERTIFIED SOLUTIONS	AI & HIGH PERFORMANCE COMPUTING	END-USER WORKSPACE SOLUTIONS
Hybrid & Multi-cloud	Data Hosting for Sovereignty	Managed Big Data Clusters	Virtual Desktop Infrastructure
Extension Migration & Recovery	Healthcare & Financial Data Hosting	High performance & AI	Hosted email & collaborative solutions

DISTRIBUTION CHANNELS

OVHcloud Website	Direct Sales	Partners

Contacts

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MEDIA press@ovhcloud.com

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