

A photograph of three people in a meeting, overlaid with a red tint. The image shows three individuals, two women and one man, looking at a document together. The background is blurred, suggesting an office or meeting room setting.

**Beck
et al.**

Beck et al. @RNUG

HCL Connections with AWS cloud native

Munich, December 2020 - Martin Schmidt

Beck et al.

Current Positioning

A professional, experienced consultancy and Digital Transformation service provider with a continuous start-up mentality.

Enable Digital Work
Human-centric transformation

Employees become corporate digital citizens



work.
together.

Form Data to Results
Data-driven transformation

Big Data becomes business value

Shape a flexible IT
Flexible & agile infrastructure & operations

Save corporate IT departments from becoming obsolete

Delivery models / Revenue streams

Projects based on T&M or fixed service fees
Managed services based on monthly service fees
Subscription based services
Provisions from software license sales & cloud commissions.

Services are delivered from our virtual teams from Germany, Romania & Brazil

Our Business Practices



Enable Digital Work

Creating the conditions for digital work, providing platforms, promoting sustainable use. Change Leadership, accompanying, organizational development.



Form Data to Results

Support data-driven decisions, AI-based analytics in the area of IT data and unstructured content AI driven solutions; social media analytics.

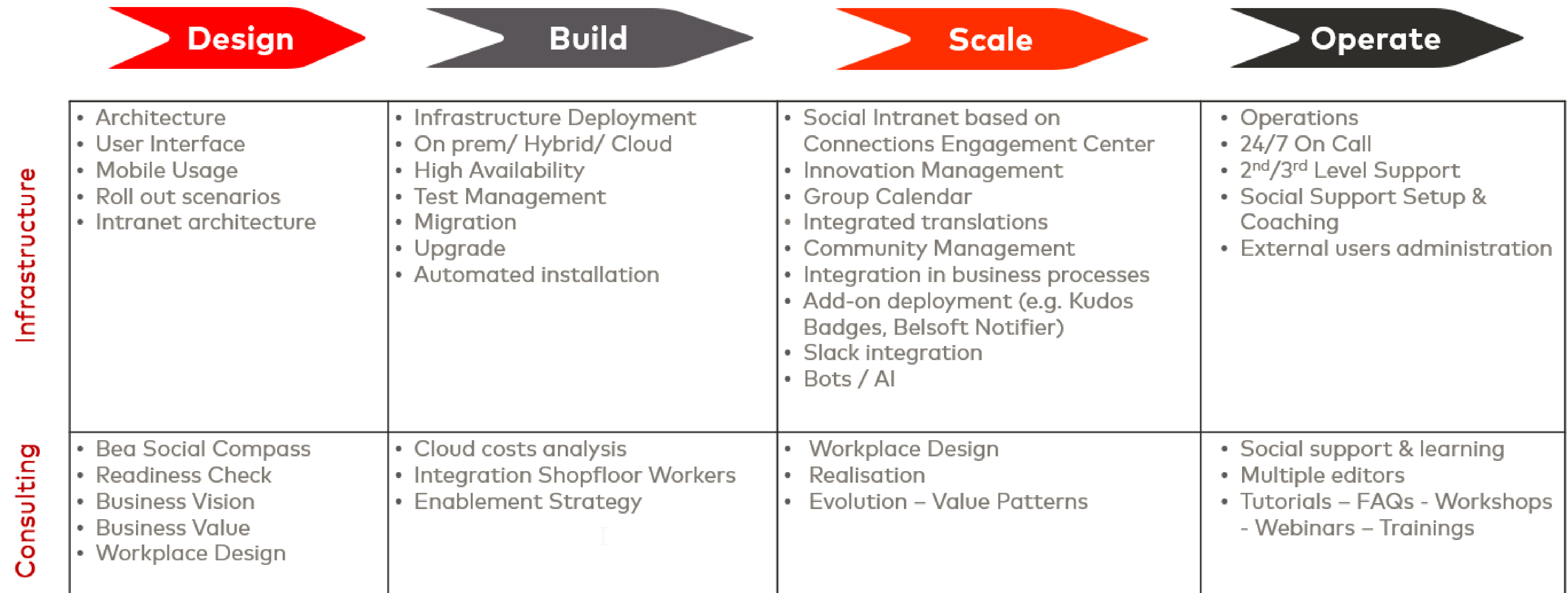


Shape a Flexible IT

We help corporate IT organizations transform their own IT into flexible, adaptive and robust IT services based on modern hybrid cloud environments.

Beck et al.'s HCL Connections Offering

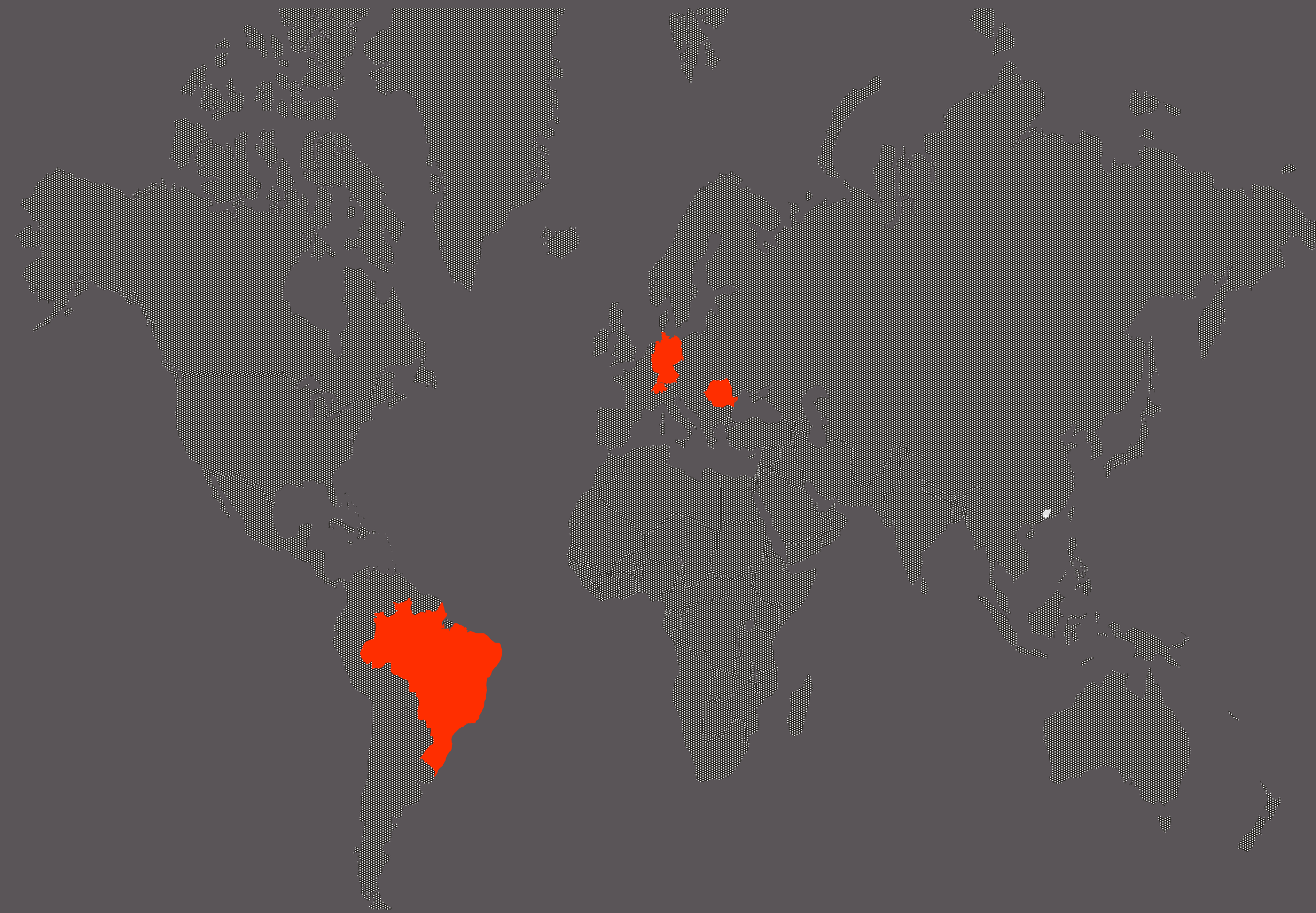
We cover the complete supply chain of HCL Connections



Facts & Figures

Locations	Munich (DE), Cluj (RO), Florianópolis (BR)
Employees	Total 103; DE 51 - RO 35 - BR 17 (Headcounts)
Certified Technicians	75% of all employees
Shareholder	Since spring 2020 Beck et al. together with binary, direktgruppe and infoWAN have been forming a new Digital Champion for D/A/CH.
Revenue DE	2018: € 9 Mio 2019: € 12 Mio
Revenue Share	45% recurring revenue, 45% projects, 10% licenses/ provisions
Equity (DE/Group)	€ 1.2 Mio/ 1.5 Mio (as of 1.1.2018)
Relevant customer segments	Automotive (Dräxlmaier, TRATON, Continental, Magna, Infineon,) Travel & Transport (Lufthansa Group, Amadeus) „Hidden champions“ (KWS SAAT SE, pfm medical, Viridium, ...) Public clients (BMVG, German Forces, EU agencies)
Technology partnerships	Microsoft, AWS, HCL, OKTA, Nexthink, CloudHealth, Splunk, Beezy, MangoApps, Coyo, ...

Beck et al. Subsidiaries



Beck et al. Romania, Cluj-Napoca, Transylvania
„Silicon Valley of Eastern Europe“
Set-up 2006; currently 35 employees (headcount).
Second largest university city in Romania
Very stable team with a strong management team

Beck et al. Brazil: Florianópolis
”Silicon Island of Latin America”
Set-up 2008; currently 17 employees (headcount).
Young, stable team with strong technical
background

Beck et al. Switzerland: Urdorf, Zürich area
representation only, no operational office

Amazon EC2

Amazon Elastic Container Registry

Amazon Elastic Container Service

AWS Lambda

Amazon Virtual Private Cloud

AWS Elastic Beanstalk

Auto Scaling

Elastic Load Balancing

Amazon S3

Amazon EBS

Amazon Glacier

AWS Storage Gateway

Amazon RDS

Amazon DynamoDB

Amazon ElastiCache

Amazon Redshift

Amazon CloudFront

AWS Direct Connect

AWS CodeDeploy

Amazon CloudWatch

Amazon EC2 Systems Manager

Amazon CloudFormation

AWS CloudTrail

AWS Config

AWS Partnership.



AWS Competency Program

- Microsoft Workloads on AWS
- DevOps Competency (coming soon)

AWS Advanced Consulting Partner

- AWS customer since 2008
- AWS Advanced Partner since 2013
- Founded in 1999
- Offices in Germany, Romania, Switzerland and Brazil
- 100+ employees

Service Delivery Program

- Certified Amazon EC2 for Windows Server Partner
- FSx for Windows File Server



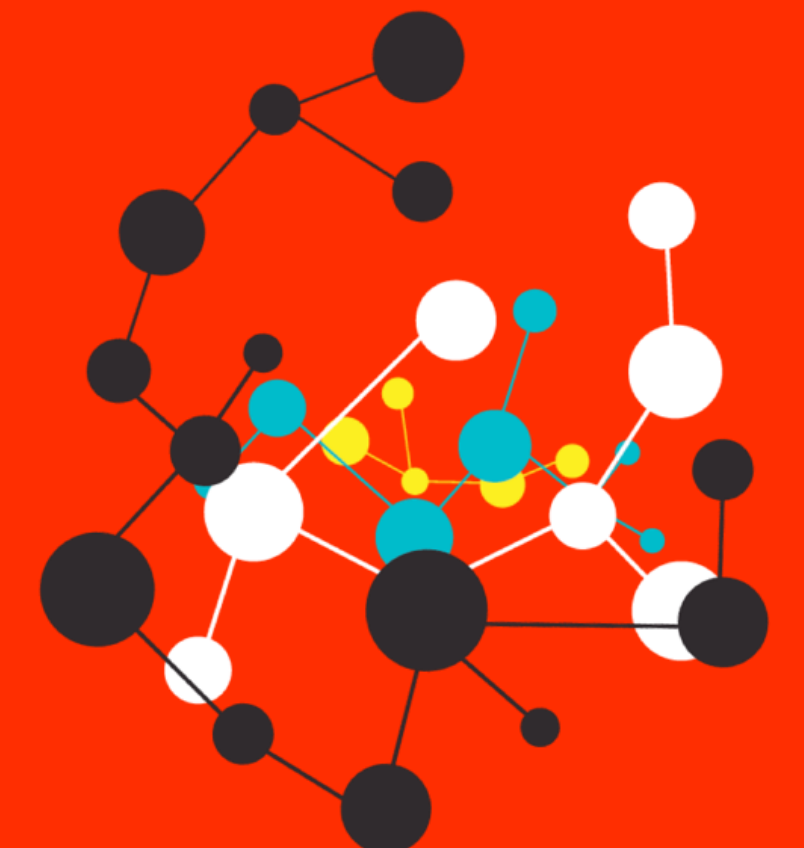
What we do

Beck et al. provides cloud consulting services ranging from strategy, design, build, implementation to managed services.

Our team of experienced certified experts is a trusted partner for all cloud initiatives and scenarios. Our focus is to hand over individual cloud solutions that will best solve our customers actual business challenges.

References

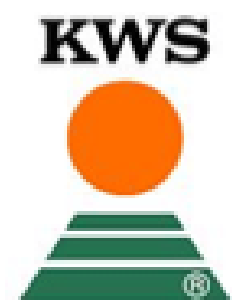
Fritz Dräxlmaier GmbH & Co. KG
 KWS SAAT SE
 European Food Safety Authority (EFSA)
 AXINOM GmbH
 ARDEX GmbH
 Infoscreen GmbH



Some of our technology partners.



Related customers.



HCL Connections with AWS cloud native

11.12.2020 RNUG Online Forum



Martin Schmidt



Martin Schmidt

Senior IT Architect

IBM / HCL Connections since 2007

Experience in

- Deployment, Migration, Operation and Customization
- Kubernetes EKS and AWS, Container

Focusing on

- enhancing with own containers
- make the most out of customizer

More and more

- DevOps, Automation

+49 89 538863 878

Martin.Schmidt@becketal.com

linkedin.com/in/
martin-schmidt-526267153

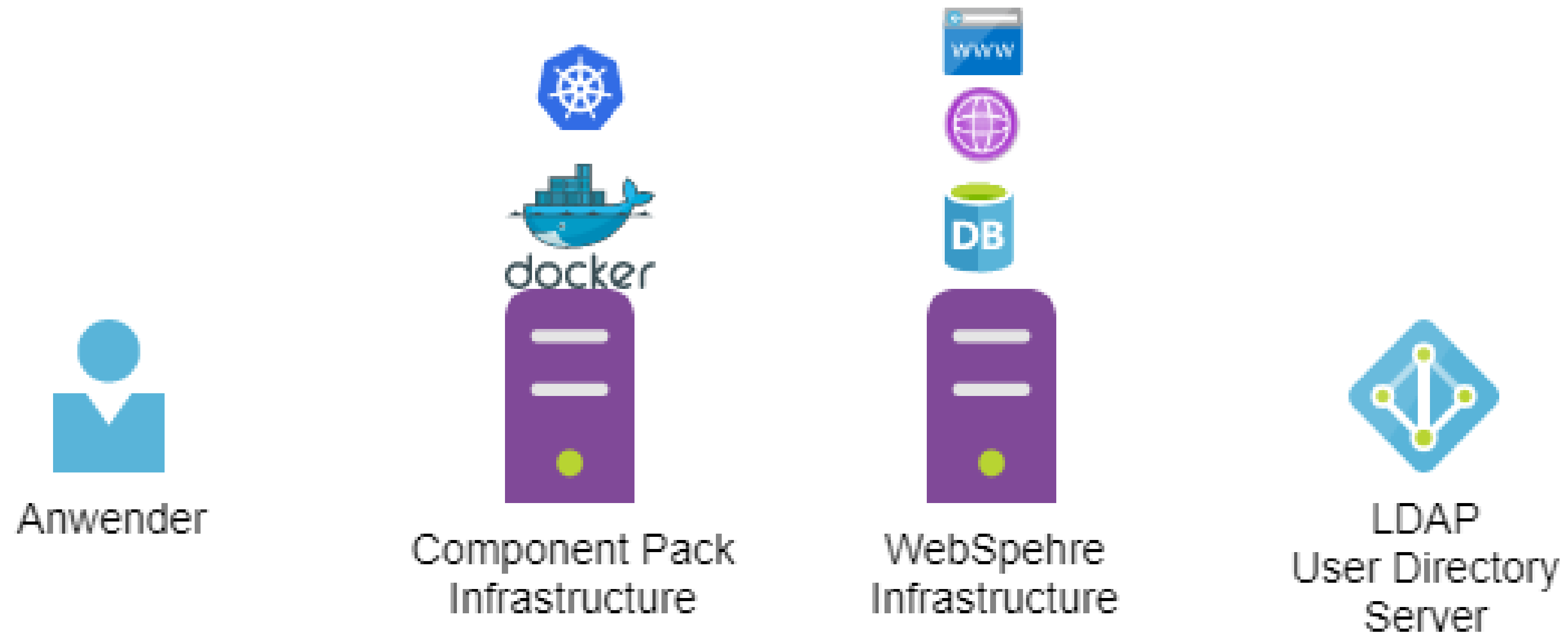
@MSSputnic

HCL Connections with AWS

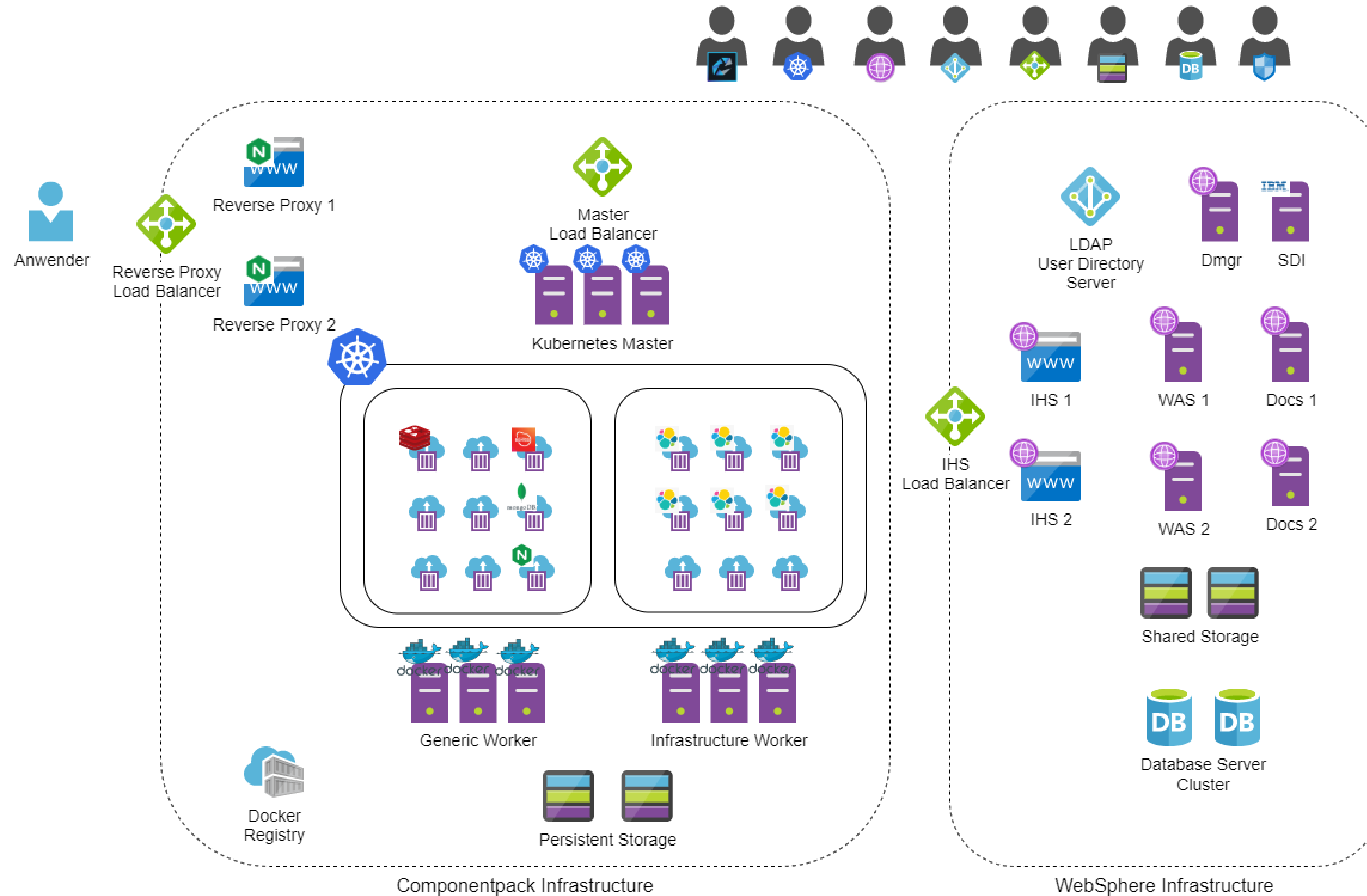
We will look at

- Infrastructure
- AWS Costs
- Why AWS cloud native?

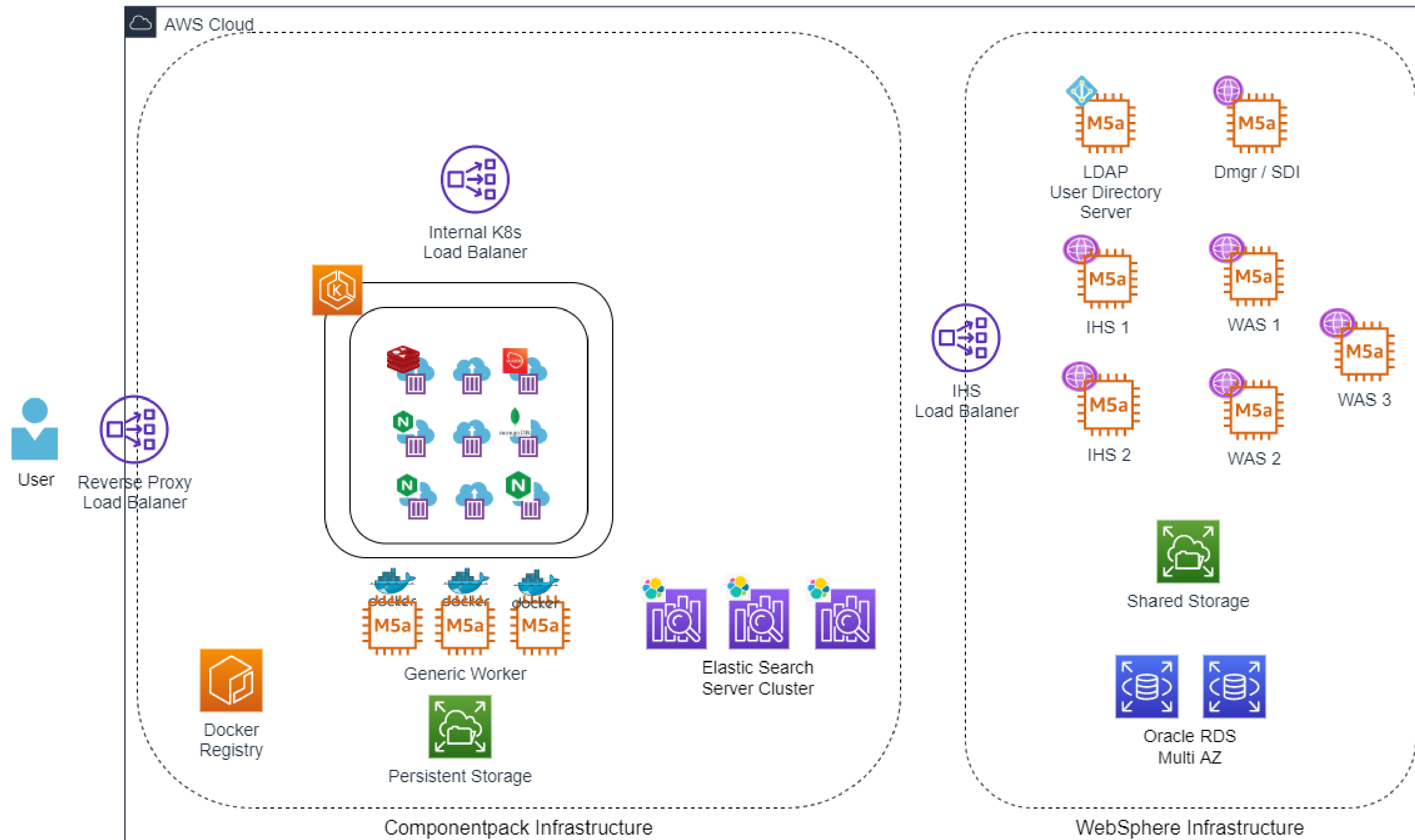
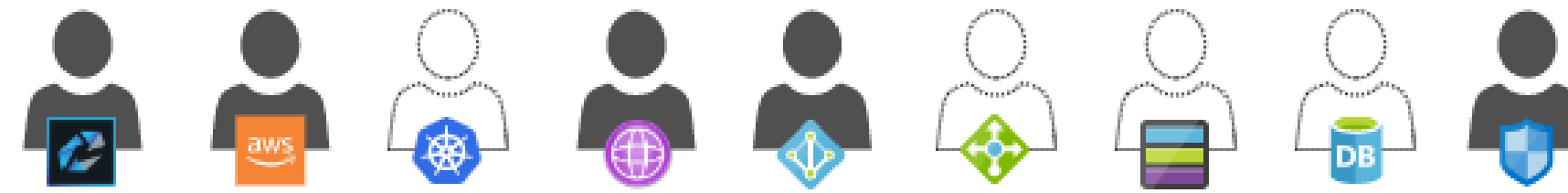
Proof of Concept Infrastructure – Minimum requirements



Full Redundant Connections Infrastructure



Full Redundant Connections Infrastructure on AWS



Cost Estimation on AWS

HCL Connections full redundant				
Cost estimation on AWS				
1 Year all upfront (cheapest)				
System	Number	Upfront Costs	Monthly Costs	Yearly Costs
Dmgr Linux RHEL m5a.large	1	1.013,79 €	0,00 €	0,00 €
Dmgr Disk Space (all)	180	0,00 €	20,47 €	245,60 €
IHS Node Linux RHEL m5a.large	2	2.027,57 €	0,00 €	0,00 €
IHS Node Disk Space (all)	260	0,00 €	29,56 €	354,76 €
WAS Node Linux RHEL m5a.2xlarge	3	7.773,95 €	0,00 €	0,00 €
WAS Nodes Disk Space (all)	480	0,00 €	54,58 €	654,94 €
Oracle RDS db.m5.xlarge BYOL	2	4.353,26 €	0,00 €	0,00 €
Oracle RDS Disk Space	200	0,00 €	26,18 €	314,16 €
EFS Data Shared (GB)	512	0,00 €	176,12 €	2.113,41 €
IHS LB	1	0,00 €	20,98 €	251,79 €
EKS Master	1	0,00 €	69,94 €	839,31 €
EKS Node Linux m5.xlarge	3	3.070,02 €	0,00 €	0,00 €
EKS Node Storage (GB)	300	0,00 €	34,11 €	409,34 €
EFS EKS Store (GB)	200	0,00 €	68,80 €	825,55 €
EKS LB	1	0,00 €	20,98 €	251,79 €
EKS Admin Server	0,3	0,00 €	21,65 €	259,85 €
Elastic Search Server m5.large.elasticsearch	3	2.774,77 €	0,00 €	0,00 €
Elastic Search Server Storage (GB)	150	0,00 €	23,08 €	276,90 €
Traffic (GB)	2048	0,00 €	15,65 €	187,86 €
Monitoring	16	0,00 €	0,00 €	0,00 €
Backup	16	0,00 €	0,00 €	0,00 €
Backup Storage EBS	2000	0,00 €	103,19 €	1.238,33 €
Backup Storage EFS	2000	0,00 €	687,96 €	8.255,52 €
Backup Storage RDS (storage > RDS Disk)	0	0,00 €	0,00 €	0,00 €
Backup Storage ES	50	0,00 €	4,78 €	57,33 €
AWS & OS Operations	10	0,00 €	0,00 €	0,00 €
RDS Operations	1	0,00 €	0,00 €	0,00 €
		21.013,36 €		16.536,45 €

Why AWS Cloud native?

Costs

- It depends ...



Security

- It depends ...



Available / Usable services

- It depends ...



Why AWS Cloud native?

Costs

When comparing costs, take also into account:

- On premises Costs
 - Energy
 - Cooling
 - Room
 - Hardware depreciation
 -
- How flexible is your internal IT / current provider?
- Add more Hardware / Investment ?

Why AWS Cloud native?

Security

When comparing security requirements, take this into account:

- Are you allowed to go into the cloud?
 - Corporate Security requirements
 - ...
- What are your security requirements for Kubernetes Cluster?
- Do you have the necessary competencies in cloud operations?
 - Security Groups
 - Network encryption
 - data-at-rest encryption

Why AWS Cloud native?

Available / Usable services

By using the cloud services,
the knowledge of the cloud provider can be used in regards of:

- Load Balancer
- Kubernetes
- Database
- Redundant Network File System (NFS)
- Elastic Search (in version 6.x with limitations)

Why using AWS cloud native?

By using the cloud services, the knowledge of the cloud provider can be used .

What do you think?

Costs - It depends

Security - It depends

Available / Usable Services !

Sources and Resources

- Documentation HCL Component Pack on managed Kubernetes:
<https://becketalservices.github.io/beas-cnx-cloud/>
- AWS Elastic Load Balancing
https://docs.aws.amazon.com/en_us/elasticloadbalancing/latest/userguide/what-is-load-balancing.html
- AWS EKS
https://docs.aws.amazon.com/en_us/eks/latest/userguide/what-is-eks.html
- AWS EFS
https://docs.aws.amazon.com/en_us/efs/latest/ug/whatisefs.html
- AWS RDS
https://docs.aws.amazon.com/en_us/AmazonRDS/latest/UserGuide/Welcome.html
- AWS Elastic Search
https://docs.aws.amazon.com/en_us/elasticsearch-service/latest/developerguide/what-is-amazon-elasticsearch-service.html

The way you get to the future is the future you get.

**Beck
et al.**



@beck_et_al



Martin.Schmidt@becketal.com