

DG CNECT
Virtual [REDACTED] Roundtable with the European cloud computing industry
16 December 2020, 16:00 -17:30 CET
“Shaping the next generation cloud supply for Europe”

BRIEFING NOTE

Scene setter/Context of the meeting:

The [REDACTED] Roundtable is a virtual high-level and restricted event hosted by you to prepare the launch of the European Alliance for Industrial Data and Cloud early next year. The launch of the Alliance will be the second milestone to deliver on the Commission’s cloud priorities after the signature by all Member States of the declaration on a European cloud at the margins of the informal Telecom Council on 15 October 2020.

The Roundtable will gather **26 industry representatives** [REDACTED] personal data [REDACTED] (mainly large companies) from across the data processing value chain. The participants cover eight Member States (FR, DE, IT, PL, FI, ES, SE, NL) and represent different sizes (from 20 to 230 000 employees) and sectors, including telecom, cloud infrastructure, software, edge computing, equipment, system integration (see list of participants & CVs below).

You could start the meeting with a short introduction (3 minutes), and close the meeting with operational conclusions (5 minutes). After your introduction, you invite participants to deliver short statements (3 minutes each = 78 minutes in total, if all take the floor). Given the high number of participants, the timing is obviously tight. Should you wish to react, we invite you to do so briefly after each cluster of companies (see options for running order below).

The following main topics to be discussed have been indicated to participants (see draft agenda attached):

- Fostering trustworthy, interoperable and secure data processing capacities
- State of the art cloud ecosystems on energy efficiency and sustainability
- An investment agenda in cloud, edge and data EU capacities

Objectives of the meeting:

- Highlight your intention to make Europe the data hub of the future with the world-best cloud and compute infrastructure and a competitive data and cloud supply industry. Invite participants to co-invest in a common initiative to build this infrastructure and support our industrial competitiveness across the data supply chain.
- Invite participants to join a sherpa group to prepare an outline/roadmap for an industrial project on post-cloud, towards low power and secure compute infrastructure at the edge with relevant platforms and software tools [REDACTED]

decision-making
process Art. 4(3)
1st subparagraph

Choreography


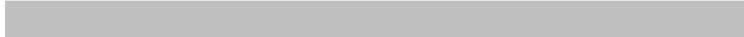
For the **running order** for speaking, you will find our suggestion below based on a balanced alternation of company size, sector and Member State. Should you prefer a running order according to company size or sector, please find two alternative options (2 and 3).

<u>Suggested Option</u> (balance size, nationality, sector, level of representation)	<u>Option 2</u> (company size and level of representation)	<u>Option 3</u> (by sector)
<ol style="list-style-type: none"> Orange Aruba OVH T-System Siemens Capgemini 1&1 Amadeus Nokia ATOS Indra TIM Ocom/Leaseweb German edge cloud CloudFerro Outscale Telefonica Schneider Retelit Nabiax Magic SAP Ericsson Irideos Gigas DE-CIX 	<ol style="list-style-type: none"> Capgemini Orange Siemens ATOS T-System Indra Amadeus Aruba Ocom/Leaseweb 1&1 OVH Irideos Schneider Electric Telefonica Ericsson Nokia TIM SAP Outscale DE-CIX Retelit Gigas CloudFerro German edge cloud Nabiax Magic cloud 	<p><i>Infrastructure/IaaS</i></p> <ol style="list-style-type: none"> OVH Aruba 1&1 Ocom/Leaseweb Irideos Outscale Retelit Gigas Nabiax Magic Cloud <p><i>PaaS/SaaS</i></p> <ol style="list-style-type: none"> Amadeus SAP CloudFerro German edge cloud <p><i>System integrator</i></p> <ol style="list-style-type: none"> ATOS Capgemini Indra Siemens <p><i>Telcos/edge connectivity</i></p> <ol style="list-style-type: none"> Orange T-Systems Telefonica TIM DE-CIX <p><i>Equipment provider</i></p> <ol style="list-style-type: none"> Ericsson Nokia Schneider Electric

Position of the Interlocutors

- The invited participants support the creation of a European Alliance for Industrial Data and Cloud under your political leadership, and have expressed interest to shape the process leading towards its launch.
- 18 out of 25 participants are founding or day-1 member of the Gaia-X Foundation, and

therefore support and might seek reassurance on strong synergies between the two initiatives. On the other hand, several players have voiced concerns over FR-DE dominance in Gaia-X and support a pan-European approach facilitated by the Commission.

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KEY messages

Introduction (5 minutes)

- Data is becoming a strategic asset for any organisation in its digital transformation. Therefore, it is vital that European industry builds an offering for data storage and processing, and enables EU industry and public sector data to be stored and processed in Europe, according to European rules and standards.
- The EU has a **unique opportunity to develop a competitive and secure smart computing offering** by addressing the need for more data sharing and decentralised data processing, closer to the user (at the edge). This is the vision the European Commission has laid down its vision in the European data strategy from 19 February 2020.
- We have also achieved an important milestone in October this year, with the signature by **all** Member States of the **Declaration on a European cloud** that underlined “the need to establish trusted, safe and secure European cloud services”.
- **It is now time that we act concretely.** This is why we have gathered you here today, to prepare the launch of the

European Alliance for Industrial Data and Cloud for early next year.

- The EU will invest up to **2 billion Euros as of 2021** as part of the Digital Europe Programme, Connecting Europe Facility 2, Horizon Europe and Next Generation EU. This effort could be complemented by **10 billion Euros** of Member States investment via the Resilience and Recovery Facility. And of course, I count on private investment from industry, including the key European players around this table.
- In this context, the European Alliance for Industrial Data and Cloud should **bring together all relevant actors of the data processing industrial value chain**, including both the demand and supply, the public and private sector.
- It will provide a forum to **establish strategic roadmaps and efficient cooperation on investment plans** for the research, development and deployment of next generation computing technologies, such as edge, mini-clouds, hybrid and multi-cloud approaches, adaptive, distributed, intelligent and swarm computing. It will provide a **unique platform for your company** to build effective partnerships and collaborations across sectors.
- Now the floor is yours. I am looking forward to hearing on how your company and sectors can contribute to a European's effort to shape the next generation cloud supply for Europe.

Possible reactions during the company statements

Fostering trustworthy, interoperable and secure data processing capacities

- When shaping Europe's next generation cloud supply, **the user should be at the centre of our concerns**. All businesses and the public sector in Europe should enjoy easy access to cutting-edge data processing and storage services **that are competitive and fit to their needs**.

- **This is not about creating a top-down European cloud**, but incentivizing the market towards investing in intelligent, highly distributed, secure and innovative data processing.
- This is why we want to **apply common requirements for cloud services**, which will ensure high standards in terms of data sovereignty, security, energy efficiency, interoperability, openness and performance.

State of the art cloud ecosystems on energy efficiency and sustainability

- With ever-larger data flows, the energy demand from data centres and data transmission networks is rising. Data centres accounted for 2.7% of electricity demand in 2018 in the EU and will reach 3.21% by 2030 unless we take action.
- The Digital Strategy announced ‘initiatives to achieve climate-neutral, highly energy-efficient and sustainable data centres by **no later than 2030**.
- To meet this goal, the Commission will ensure that its **funding programmes are directed towards the greening of data centres and energy efficient cloud services**. It is our goal to ensure that digital transition goes hand in hand with reaching our climate objectives.

An investment agenda in cloud, edge and data EU capacities

- The current **annual public investment gap** for Cloud in Europe is estimated at **11 billion Euros annually**. **By joining efforts, we can fill this gap**.
- Some of our investment priorities are:
 - The deployment of generic European, secure and interoperable cloud services needed to enable European data spaces across sectors.
 - New green, secure and highly distributed cloud to edge services and platforms for EU industry and public sector.

- Resilient European, interconnected, energy efficient, highly secured and distributed cloud to edge data centres and related nodes.
- Such investment projects will contribute to the digital transition of all sectors of the European economy and the public sectors.

Conclusion and Next Steps (5 minutes max.)

- Thank you very much for sharing your views and expressing your engagement.
- *[if point on Gaia-X is raised consistently]* Let me briefly react to the **cooperation with the Gaia-X initiative**. Let me reassure you that my aim is to seek strong synergies between the activities of the Alliance and of Gaia-X. Consistency between the two initiatives should be ensured by **continued and institutionalised cooperation**. Gaia-X Foundation could become member of the Alliance.
- *[if point on Gaia-X is raised consistently]* On the one hand, we see a strong role for a privately-led initiative like Gaia-X in terms of **technical requirements, standards and reference architecture for a European federated cloud**. On the other hand, setting rules for the European cloud market (e.g. via the EU Cloud Rulebook) would be better facilitated by the European Commission.
- *[if point on IPCEI is raised consistently]* Several Member States have indicated their support for an **Important Project of Common European Interest [IPCEI]**. The Commission stands ready to support interested Member States to shape this initiative and we encourage interested industry partners to engage in this project and come up with a concrete strategic roadmap. This leads to my next point:
- What we need to really focus on in the coming months is **mobilizing and strategizing investments** in next generation

cloud and data processing capacities at the edge. And we will only achieve this through a coordinated effort involving the Commission, Member States and industry. This will be the central role of the Alliance.

- I would like to conclude this meeting with three operational conclusions:
- First of all, I would like to ask for your commitment to work with our services to develop a **concrete outline and roadmap for an industrial project on post-cloud** by end of January 2021. This project skeleton should then serve to engage with the interested Member States.
- Following these discussions, the plan will have to be fully fleshed including investment by company and Member States. I would like to invite you then to **reconvene** [REDACTED] **in March next year**, to discuss the full industrial project draft.
- Furthermore, I ask for your support in **securing co-funding by Member State authorities**. The **national recovery and resilience plans** represent a huge additional investment opportunity.
 - Across Member States, **20% of the Resilience and Recovery Facility will be spent on digital**, this represents EUR 150 bn of investments!
 - Among the possible digital investment, the scale-up of cloud, edge and data capacities have been identified as a flagship area.
 - I strongly encourage you to engage with your national authorities to see how you could benefit from these investment, and which ones could be committed towards a European project.

personal data

- We intend to **launch the European Alliance for Industrial Data and Cloud** in February next year, and start its operational work after our next meeting in March.
- **This is only the beginning of our journey together** towards bringing Europe to the top of the race in the data economy.
- Once again, I thank you for your commitment and time for being here today. I look forward to continuing working together with you under the European Alliance for Industrial Data and Cloud.

Background information

[Redacted text block]

commercial
interests

[Redacted text block]

decision-making
process Art. 4(3)
1st subparagraph

[Redacted text block]

commercial
interests



commercial
interests

List of participants

Company	Headquarter / Country	Representative
1&1 / Ionos	Germany	[REDACTED]
Deutsche Telekom / T-Systems	Germany	[REDACTED]
DE-CIX	Germany	[REDACTED]
German Edge Cloud	Germany	[REDACTED]
SAP	Germany	[REDACTED]
Siemens	Germany	[REDACTED]
Nokia	Finland	[REDACTED]
Magic cloud	Finland	[REDACTED]
Ericsson	Sweden	[REDACTED]
Atos	France	[REDACTED]
Capgemini	France	[REDACTED]
Dassault Systèmes / 3DS Outscale	France	[REDACTED]
Orange	France	[REDACTED]
OVH	France	[REDACTED]
Schneider Electric	France	[REDACTED]
Aruba	Italy	[REDACTED]
Irideos	Italy	[REDACTED]
Retelit	Italy	[REDACTED]
Telecom Italia/TIM	Italy	[REDACTED]
Ocom / Leaseweb	Netherlands	[REDACTED]
CloudFerro	Poland	[REDACTED]
Amadeus	Spain	[REDACTED]
Gigas	Spain	[REDACTED]
Indra	Spain	[REDACTED]
Nabix	Spain	[REDACTED]
Telefonica	Spain	[REDACTED]

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CVs of the interlocutors

See separate attachment

Contacts:

[REDACTED], CNECT E.2, Tel. [REDACTED]

Name of Cabinet Member: Fabrice Comptour

Name of the Director who has cleared the briefing: Pearse O'Donohue [REDACTED]

Name of the Head of Unit in charge: [REDACTED]

Directorate/Unit: Unit E.2. Cloud and Software

BASIS request ID: N.A.

Room, time: Webex meeting, 16:00-17:30

Participants: See list above

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