

OVHcloud Startup Program

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<https://startup.ovhcloud.com/>



01

OVHcloud Overview





What we do

OVHcloud is a **global cloud provider** that specializes in delivering industry leading **performance and cost-effective** solutions to better **manage, secure and scale data**



PUBLIC CLOUD



PAAS



WEB CLOUD



PRIVATE CLOUD



BARE METAL CLOUD

OVHcloud in figures

1.6M

customers in
140 countries

1.1bn€

turnover in 2025

40.4%

adjusted EBITDA
margin

46

datacenters spanning 4
continents and 10 countries

500 000

servers in
our datacenters

2

server manufacturing
plants

3000+

employees
worldwide

28

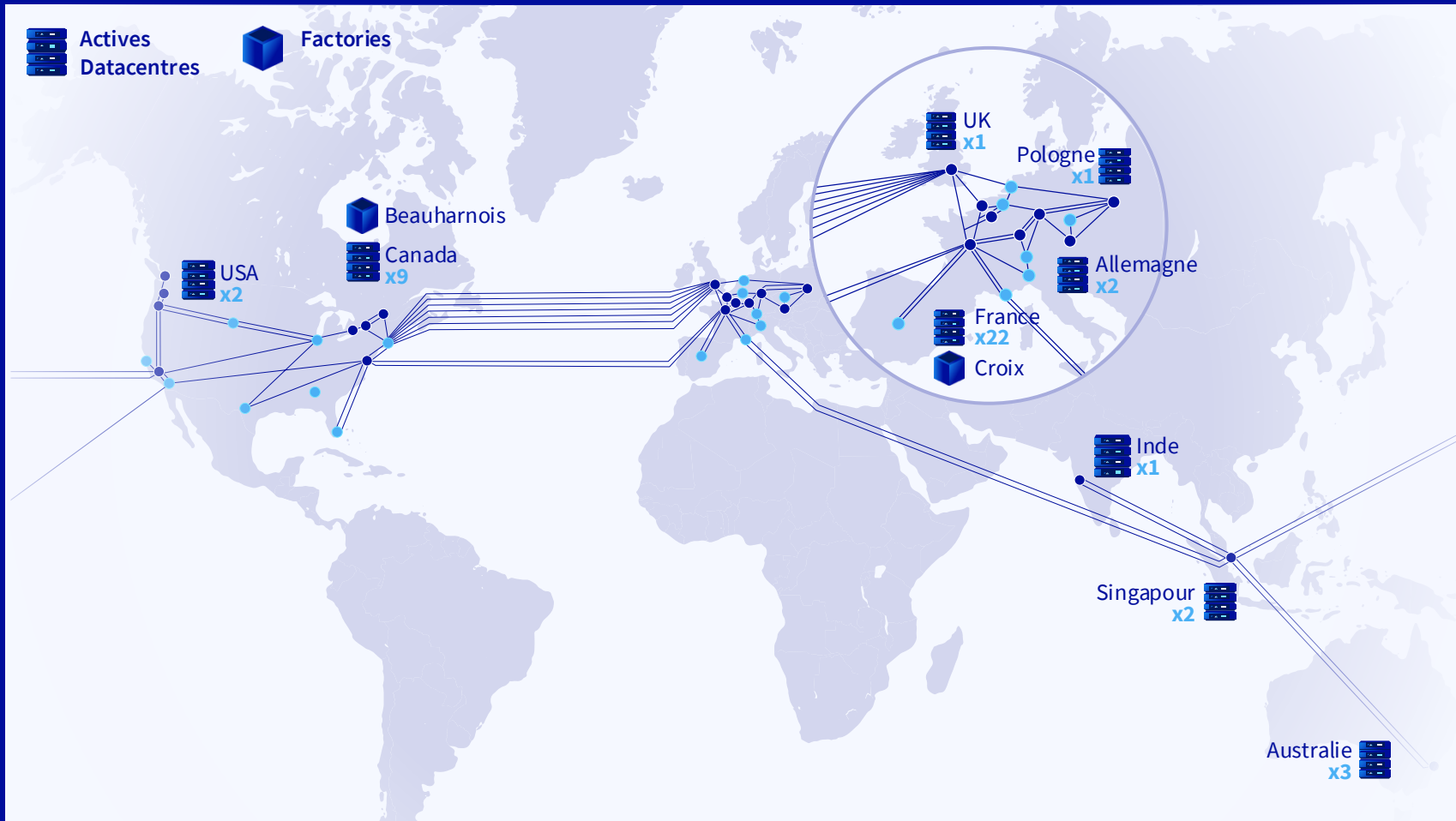
offices around
the world

81.3%

of OVHcloud is
owned by its
founders



A global presence closer to you



46

Datacenters in 19 locations,
across 10 countries

4

Continents connected
through OVHcloud

44

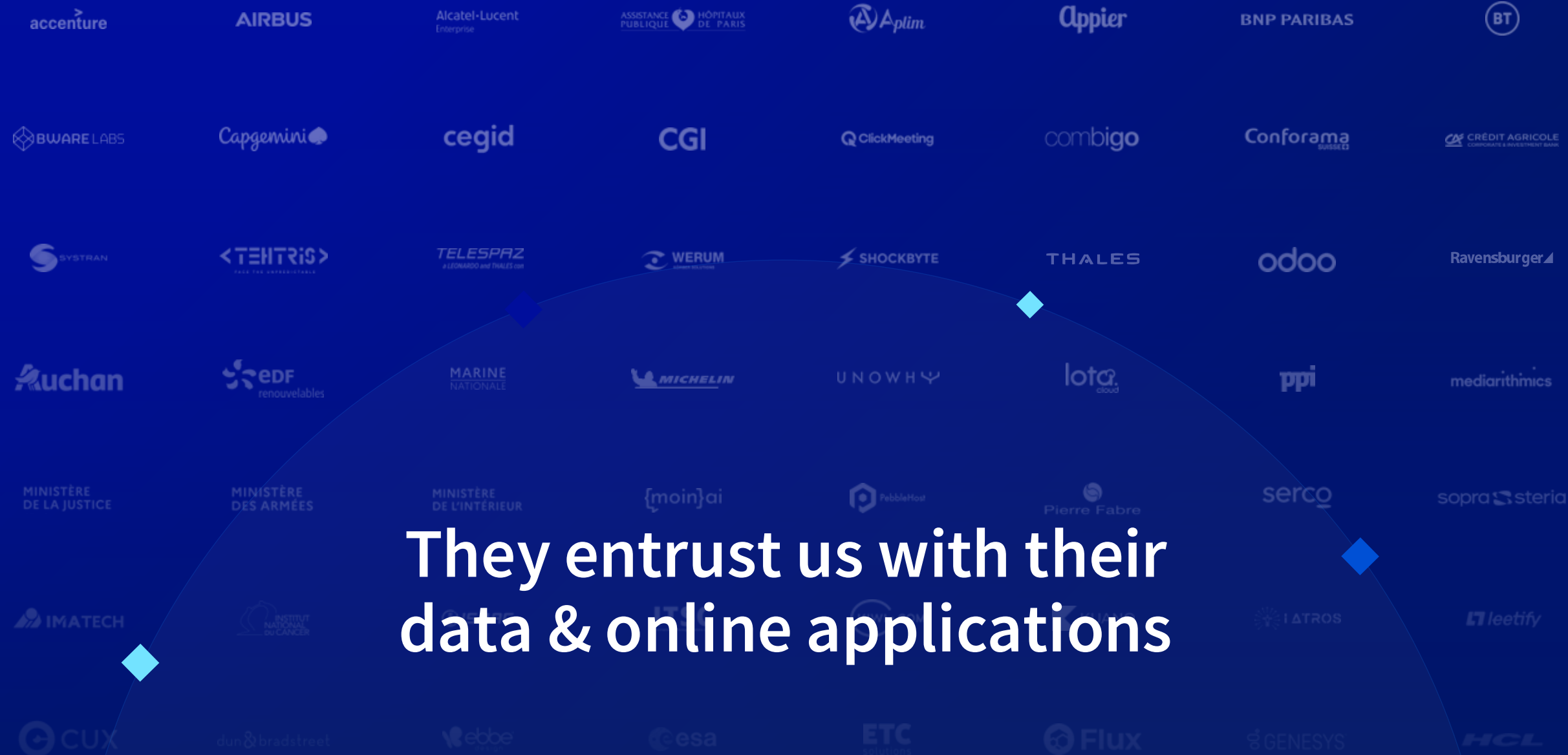
Points of presence¹
on a 100 Tbps²
Bandwidth Network

Local zones



Legend

- OVHcloud Datacenters
- OVHcloud Local Zones
- New Localizations Coming up



They entrust us with their data & online applications

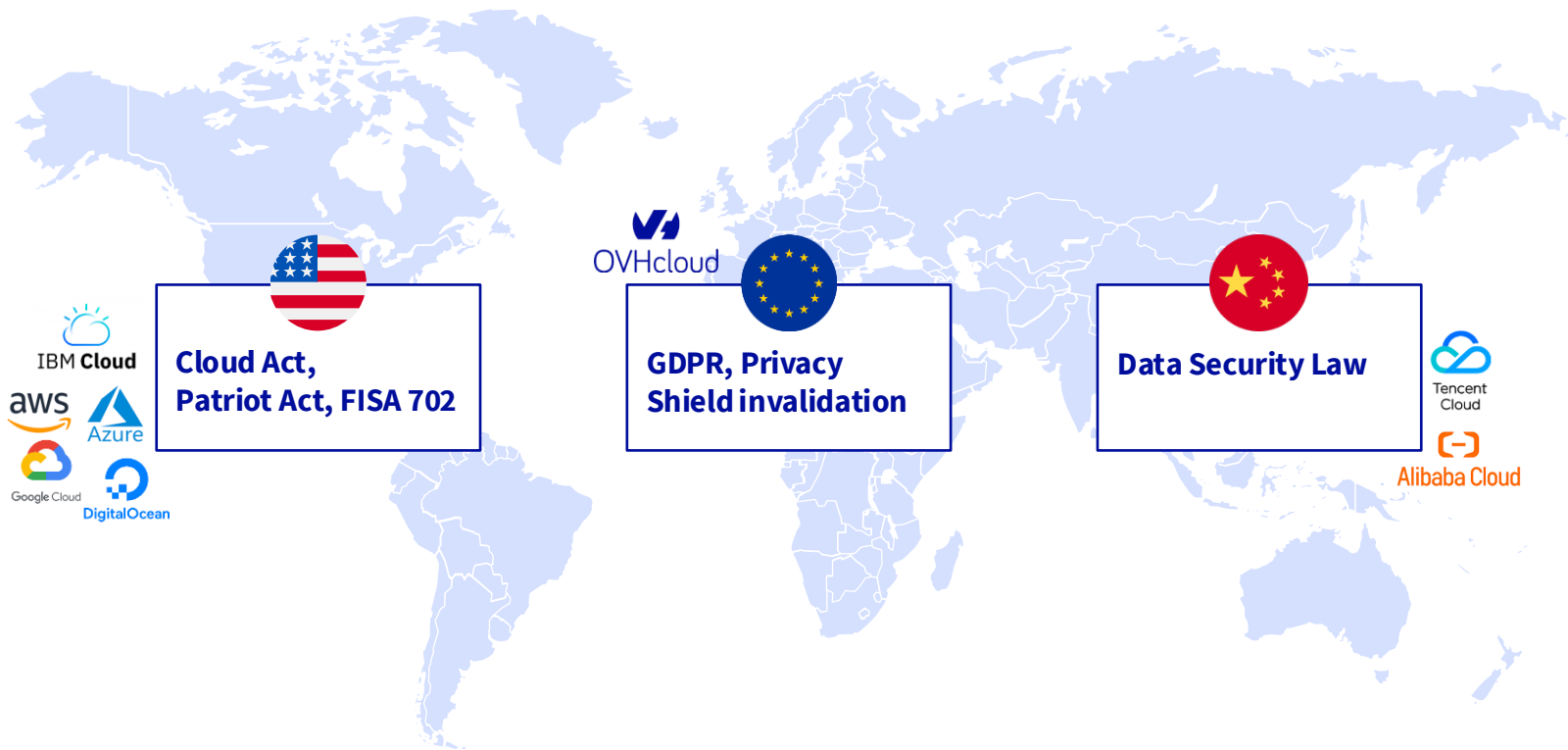
02

Data & Compliance

[∞ Learn more](#)

What regulations apply to your data in the cloud?

Our commitments



Your cloud provider's headquarters location as well as territories where your data can be transferred dictate your data privacy regulations.



► Trusted cloud

Leading global provider of trusted cloud services

Our commitments



LAW S

We protect you from non-domestic information requests

As a European Hosting Provider, access to data is protected against any request from third-party state authorities.



ETHICS

We do not use, sell or transfer your data

No competition with your business as a cloud pure player.



LOCATION OF YOUR DATA

Your data, your choice!

Choose where to store your data, and the laws that protect it, from our network of 44 datacenters, to keep it safe.



SECURITY

The highest standards to protect your data

ISO 27001, 27017, 27018, 27701, AICPA, CISPE, cloud, CSA, SecNumCloud, G-Cloud, C5, agID, HIPAA, etc.

We also meet the needs of specific sectors: the public sector, healthcare, financial services, aerospace and defence sectors.

Leading global provider of trusted cloud

An unrivalled SecNumCloud-qualified solution

AVAILABLE SINCE 21 SEPT 2021



IN LINE WITH EUROPEAN STANDARDS



An approach meeting the needs of sensitive sectors

PUBLIC SECTOR

FINANCIAL SERVICES

HEALTH

AEROSPACE & DEFENSE

HEALTHCARE DATA



FINANCIAL DATA



Compliant with the highest security standards



DCS CERTIFICATIONS



PERSONAL DATA PROTECTION



03

Sustainability & Vertical integration

[!\[\]\(70d2c6078ab65d8fee937ad46006682c_img.jpg\) Learn more](#)

Our unique vertically integrated model

OVHcloud manufactures its own servers



OVHcloud operates its datacenters



Having control over our value chain has enabled us to incorporate industrial innovation into our manufacturing processes for the past 20 years, making our cloud offering intrinsically sustainable, from server manufacturing to delivery to customer .

► Our customers get highly secure infrastructure and products at lower costs.

► Sustainable cloud

Our indicators underpin our ambitions

1,24 PUE

(vs. the market average of 1.56¹)

100%

renewable energy

0,34 WUE

17%

of reused components

0,13 CUE

We have been manufacturing our own servers since 2002, and we are the only company in the industry to do so.

100% of OVHcloud servers are dismantled after use and the components reused to give them up to three lives.

We only need one glass of water to cool one server for ten hours of use, which is seven times less than what our competitors offer.

We are the only cloud provider offering an Environmental Impact Tracker for measuring all scopes (1, 2 and 3).

Our **Environmental Impact Tracker** gives our customers better understanding of their scopes 1, 2 and 3 emissions



SCOPE 1
Operations



SCOPE 2
Electricity



SCOPE 3
Value chain

Available to all our customers

(Coming soon to the US)

A monthly reporting system

that sums up monthly emissions and generates an annual report

A dedicated page

in the OVHcloud Control Panel and via APIs

Related products

All Bare Metal, Public Cloud Compute, Hosted Private Cloud products (Advance, Rise, Game, Kimsufi, So you Start, etc.), Block & Object Storage
Coming soon: Web Hosting



Most comprehensive tool on the market

04

Performance-price ratio



► The best value for performance

Best performance-price ratio on the market

Fair, transparent and predictable pricing

Inbound and outbound data transfers included

(with no egress fees)

Fixed prices for storage and bandwidth

no matter how much and how often you use your data

No charge on API calls

With OVHcloud, you can take control of your cloud strategy

Cloud business spending trends:

47%

Higher cloud expenses
2024 forecast

23%

The average amount of cloud cost overruns, as reported by companies

► The best value for performance

No vendor lock-in means freedom to change your mind

Contractual

Our contracts ensure flexibility

Pricing policy

No exit fees charged for instances

Duration

Monthly contracts

Technical

Our technical infrastructure is designed to allow interoperability

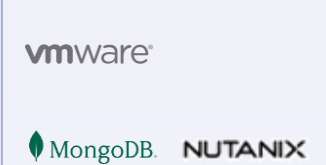
Open-source



APIs



Market standards



You don't have to rebuild your applications to run them outside the OVHcloud environment

Cutting Cloud Costs by 62%? Yes, It's Possible!



HOPSWORKS Product Solutions Pricing Blog Resources Company O'REILLY Book Benchmarks

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Jim Dowling CEO and Co-Founder
Mahmoud Ismail Software engineer
Ermias Gebremeskel Software Engineer
Raymond Cunningham Engineering Manager
Fabio Buso VP Engineering
Lex Avstreich Head of Strategy

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Hopsworks AI Lakehouse: The Power of Integrated MLOps Components
Unlocking the Power of AI in Government
Optimizing AI Costs

Migrating from AWS to a European Cloud - How We Cut Costs by 62%

Moving Hopsworks Serverless and its 8,000 Users to OVH

March 11, 2025 | 10min Read
[data engineering](#) [data science](#) [mlops](#)

Hopsworks
Moving from AWS Services and to OVHCloud Services

1. Managed Kubernetes
2. Network Egress
3. S3 Storage
4. Container Registry
5. Inter Availability Zone Data Transfers
6. EBS Instances

The Actual Migration
Summary

- ▶ If you're considering a European alternative for your AI and data workloads, this is a must-read!
- ▶ [Read the full story](#)

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OVHcloud Startup Program

[∞ Learn more](#)



∞ Startup Program Team



Philip Marais
Global Startup Leader
Global (London)



Filippo Sanesi
Global Marketing and Ops (London)



Christopher Apedo
Startup Program Leader
Africa & ME / FR (Roubaix)



Romain Morelle
Tech Ambassador
Global (Roubaix)



Natalia Swirska
Startup Program Leader
CE & East. Europe (Warsaw)



Cezary Skarzynski
Startup Program Leader
Norther EU - London



Ilaria Navoni
Startup Program Leader
Southern Europe (Milan)



Alexander Grau
Startup Program Leader
DACH (Koln)



Leonard Pommereau
Startup Program Leader
France & BeLux (Bordeaux)



Satyam Santosh
Startup Program Leader
Asia Pacific (India)



François Giraud
Startup Program Leader
USA (Atlanta)



Katya Guez
Startup Program Leader
Americas (Montreal)

Startup Program CORE offer



Program levels	
Start	Scale
<ul style="list-style-type: none">▶ €10k credits▶ 6 hrs tech consultation	<ul style="list-style-type: none">▶ €100k credits▶ 20 hrs tech consultation▶ Business Support

- ▶ 12-month program
- ▶ Full online
- ▶ Free
- ▶ No commitment



- ▶ Up to €100k of credits
- ▶ Up to 20h of tech consultations
- ▶ Com, marketing & business opportunities

Additional FAST FORWARD benefits



CORE offer



FAST FORWARD Benefits

Program levels	
Start	Scale
<ul style="list-style-type: none">▶ €10k credits▶ 6 hrs tech consultation	<ul style="list-style-type: none">▶ €100k credits▶ 20 hrs tech consultation▶ Business Support



- ▶ **12-month program**
- ▶ **Full online**
- ▶ **Free**
- ▶ **No commitment**

Visibility (*Shine On*)

We provide free personal visibility on social media to all new members

Content Hub

Access relevant content to solve cloud challenges and business growth needs. A central location to find all our helpful content

Access to market & funding

We know you need help finding funding and more customers. Our Showcase events get you in front of VCs and business partners

Application and Selection process



startup.ovhcloud.com

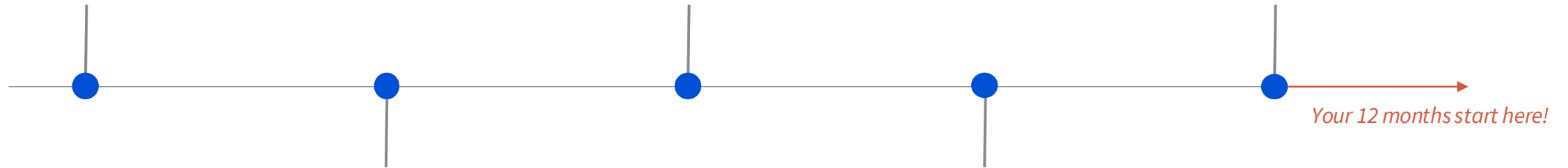
Visit our website

Due diligence and business review

Continuous process

Sign your contract and get your credits

Within 48 hours



Online application

- ▶ Create an OVHcloud account or use existing
- ▶ Fill in the application form **(it takes just 5min!)**
- ▶ This is a continuous process

Feedback

- ▶ We commit to give feedback within 7 days



Communication opportunities



Raise funds, amplify your announcements, meet our ecosystem...

- ▶ Startup Showcase
- ▶ OVHcloud EcoEx/Summit
- ▶ International tech events
- ▶ Webinars
- ▶ Tech labs
- ▶ Workshops
- ▶ Meet-ups
- ▶ Pitch competitions
- ▶ Partner events



Content Hub



Access [here](#) helpful content and contribute with your topics and interests

- ▶ Podcast
- ▶ Newsletter
- ▶ Tutorials
- ▶ Case studies
- ▶ etc.



This newsletter was prepared for you by the team

Secure your access management + enhance your productivity

OVHcloud IAM (Identity and Access Management) provides granular management for your OVHcloud products and strengthens the security of your management by leveraging a single pane of glass interface.

Securely manage the identities of your users and applications, as well as permissions through a single interface for all of your services!

You can easily **determine who can access which of your OVHcloud resources for which purpose**. OVHcloud's access management is based on a management system with a zero-trust model.

[Discover IAM](#)

News & Tips

🚀 How to design your app for maximum growth?

Here are highly valuable tips to help mobile apps optimize their entire user funnel. Anyone who works on a mobile app has something to gain from this list.

[Have a look →](#)

💰 The ultimate guide to navigating Series B Success

Every chapter of our Blueprint equips founders with tools, strategies, and insights critical for Series B success. This blueprint has been made by XAnge, key VC fund in Europe.

[Discover →](#)

😬 How to hire your first Finance Manager?

For founders without this trusted partner, hiring the right person is mission-critical for their business to weather this downturn.

[Learn more →](#)

SUPERCHARGE YOUR STARTUP

OVHcloud Startup Program

Supercharge your startup

startup.ovhcloud.com/en-ie/

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Podcast

06

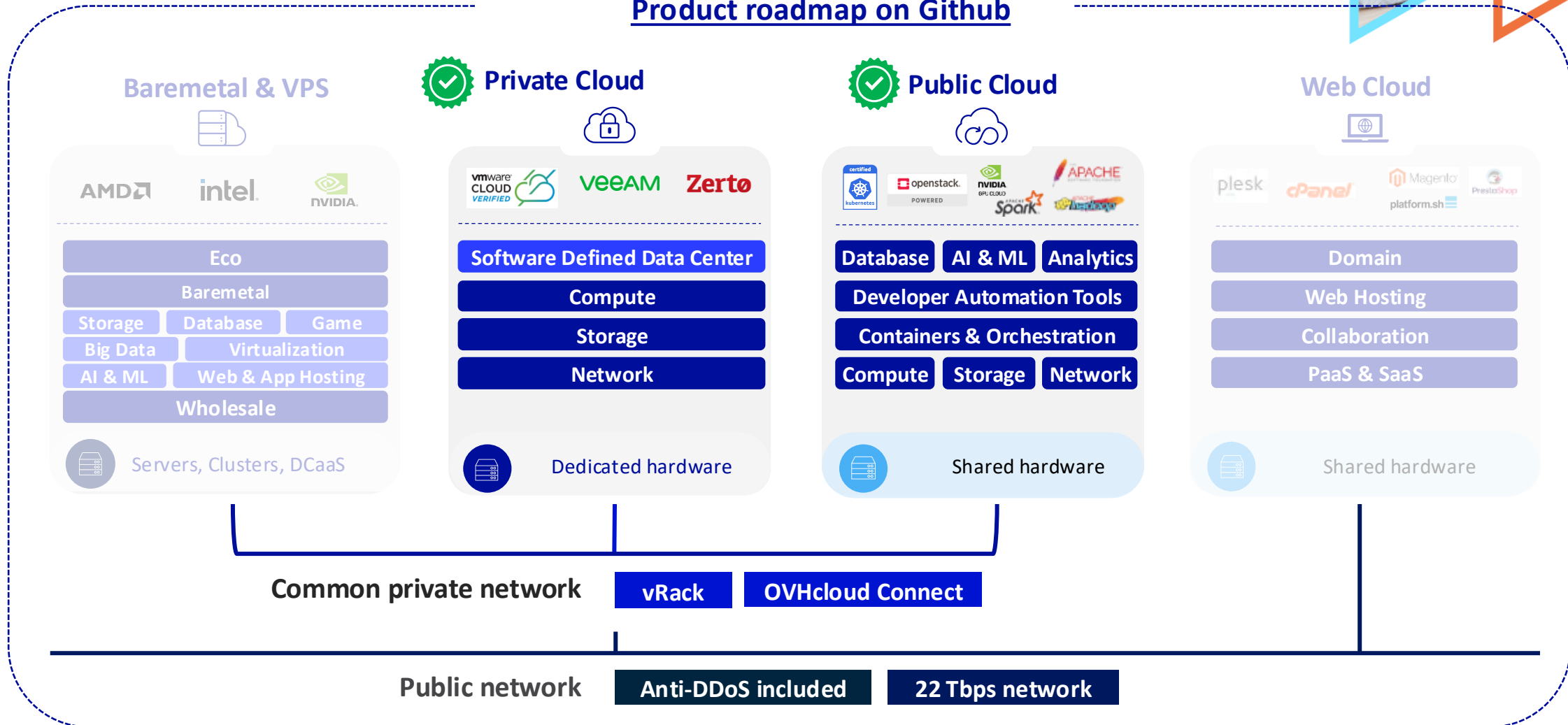
Products & Tech Support

[∞ Learn more](#)



Eligible products

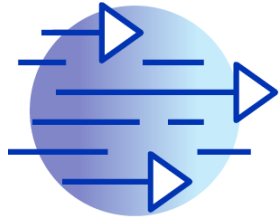
OVHcloud Product roadmap on Github



Artificial intelligence: developing new services within a trusted cloud environment for private datasets



4 essential pillars for Startups to benefit from AI



1

Compute, Storage & Network

- **GPU instances** to cover all use cases
- Powerful network
- High-performance storage solutions



2

Tools for exploiting data sets

- Data collection, preparation, labelling (OVHcloud **Data Platform**)
- Data and trustworthy environment



3

AI platform & Solutions

OVHcloud AI Solutions:

AI Notebooks

AI Training

AI Deploy

AI Endpoints



4

Expertise

- Ability to support customers with the implementation of major AI projects

Technical Support and Consultation



∞ **Support**

Consultation ∞

Included (free) for all



Dedicated sessions, **up to 20 hours for free** with your Startup Program

Standard Support

- ▶ Standard technical support
- ▶ Incident management
- ▶ Communicate via ticket

Presales Engineers

- ▶ Products and services overall knowledge
- ▶ Find the right fit

Professional Services

- ▶ Billable experts with targeted expertise
- ▶ Includes our AI team, data storage experts, cloud architects...
- ▶ Services portfolio:
 - ▶ Architecture and migrations (*cloud architecture assessment and design, assisted migration services, infra as code: automation, API*)
 - ▶ Audit services (*infrastructure audits: storage, performance, network; DRP strategy*)
 - ▶ Onboarding services and PoC (*tech partner and customer enablement*)



Marketplace



Collaboration Sécurité-Cybersécurité Marketing & Ventes Gestion d'entreprise Développement Solutions spécialisées

OVHcloud Marketplace

Les solutions numériques de confiance pour tous les besoins professionnels

Je recherche... | Je suis | **Rechercher**

Trouvez votre solution parmi nos catégories principales :

- Collaboration
- Cybersécurité
- Marketing & ventes
- Gestion d'entreprise
- Développement
- Infogérance

Voir toutes les solutions

Thank you!



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 [LinkedIn](#)

 [X - Startup Program](#)



Apply now

(it takes just 5min!)