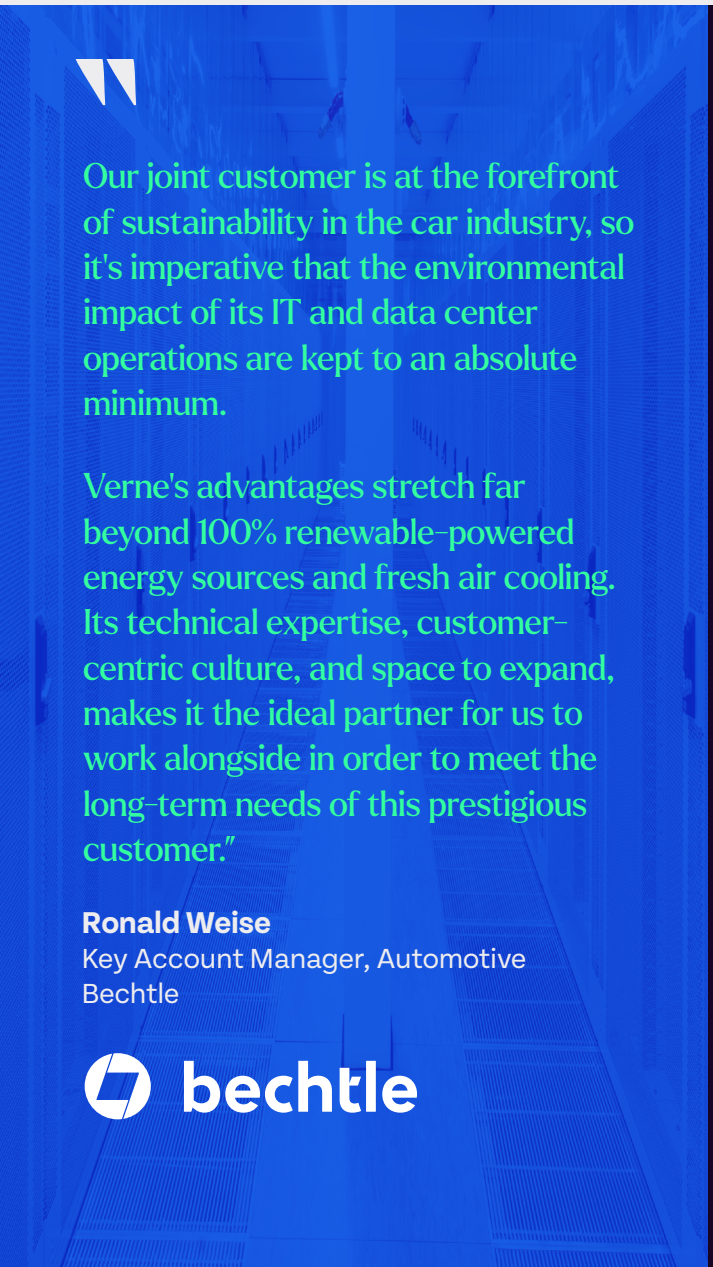
VERNE

CUSTOMER SUCCESS STUDY

Bechtle partners with Verne to deliver private cloud services that don't cost the Earth



> Our joint customer is at the forefront of sustainability in the car industry, so it's imperative that the environmental impact of its IT and data center operations are kept to an absolute minimum.
>
> Verne's advantages stretch far beyond 100% renewable-powered energy sources and fresh air cooling. Its technical expertise, customer-centric culture, and space to expand, makes it the ideal partner for us to work alongside in order to meet the long-term needs of this prestigious customer."

Ronald Weise
Key Account Manager, Automotive
Bechtle

bechtle

Bechtle is Germany's largest independent IT systems integrator. Founded in 1983, it has since expanded its operations into 14 other countries. With an extensive partner network, Bechtle delivers comprehensive IT solutions that fulfil the needs of its customers across the globe.

Today, Bechtle employees 15,000 people and serves more than 70,000 customer organisations operating in the industrial, manufacturing, finance, and public sectors. These customers include mid-sized organisations right up to some of the world's most recognisable multinational brands.

While these businesses vary in focus and size, they share a desire to transform their IT operations – leveraging advanced technologies such as AI, machine learning, and high performance computing (HPC) – to boost efficiency, innovation, commercial growth, and competitive advantage. The vast majority take advantage of Bechtle's private cloud services, which offer operational flexibility, without any of the compliance or security concerns associated with hosting commercially-sensitive operations in the public cloud.

Verne and Bechtle: In partnership

Verne was introduced to Bechtle via one of its customers – a well-known German car manufacturer – which has hosted a number of HPC clusters in Verne's Icelandic data center in Keflavik for more than a decade. Attracted by the campus's 100% renewable energy sources, year-round free cooling, diverse connectivity options, and technical expertise, Verne's Keflavik data center has played a key role in helping the car maker achieve both its operational and sustainability goals.

In mid-2023, the car manufacturer selected Bechtle to design, deploy and manage a private cloud platform hosted in Verne's data center as well as at a redundant campus, elsewhere in the Nordics. The contract spans a ten-year period.

Since the start of this new contract, Bechtle and Verne have worked in close partnership to support their joint customer's growth plans. Together, they have architected and now support five new HPC cells hosted within Verne's newest data hall, which has been specially engineered to support AI, HPC and other high-density workloads.

In addition to the environmental and technical advantages of hosting these workloads at Verne's Icelandic campus, the ability to scale is also of primary importance to the customer and to Bechtle. The contract – which will peak at 10 MW of data center power, split between two redundant locations – means room for growth was a key consideration. With a future capacity of 140+MW, Verne's 40-acre campus is well-suited to meet these long-term needs.

Together with Verne, we can offer organisations of all sizes and sectors the chance to unlock the power of AI and other high density applications in order to propel their businesses forward, while maintaining complete control of their operations, and with minimal impact on the environment.

Our vision is to enable our customers to architect the future; partnering with Verne ensures that future isn't just innovative but it's also sustainable, reliable, and cost-effective."

Ronald Weise
Bechtle

Architecting the future with private, sustainable AI

The partnership between Bechtle and Verne has the potential to benefit end user organisations from all sectors and geographic markets that want the flexibility of using cloud-based services but are concerned about the data protection and sustainability credentials of public cloud providers.

As more companies explore how to leverage AI to gain competitive advantage, there is growing interest in specialist private cloud platforms that afford more control over where and how workloads are managed. Bechtle's deep expertise in building and managing bespoke private cloud platforms for a broad range of companies – many of which are risk-averse – together with Verne's AI-ready, renewable-powered data centers in Iceland as well as in Finland, provides the optimal solution for organisations that want to run AI models in a way that's flexible, private, and sustainable.

Verne's Nordic data centers also give Bechtle's customers a place to grow their data center operations away from European's traditional metro data center markets, where space and power is at a premium. With all of Verne's Nordic data centers powered by 100% renewable energy, power costs are insulated from market fluctuations, so are more attractive and predictable. Furthermore, with high-capacity connectivity options, diverse power routes, industry-leading security at each data center, and operating under the auspices of EU GPDR, organisations have complete peace of mind over the resilience of their operations.

Verne's data centers

Iceland

- Located on a former NATO base, 10 min from international airport
- The interconnect hub to Europe and United States
- 100% renewable-powered, with hydroelectric and geothermal energy sources
- Built for HPC, AI, and ultra-high density racks
- Overall campus size 40 acres/16 hectares
- Overall campus capacity 140+MW
- Tier III equivalent
- NVIDIA DGX authorised
- Year-round free cooling
- Direct liquid cooling enabled

Finland

- Data centers in Helsinki, Pori, and Tampere
- Combined capacity of 90MW
- 100% renewable-powered, including its own solar plant in Pori
- Excess heat diverted to community housing in Helsinki
- Free cooling
- Carrier-neutral facilities connected to global markets

Bechtle has vast experience of steering organisations through complex digital transformation projects, helping them to adopt game-changing technologies such as AI on an as-a-Service basis that still prioritises security and control.

This partnership means customers now have access to a range of Nordic data center locations, which – compared to traditional data center markets – offer considerable environmental and cost advantages."

Nick Dale
Chief Sales Officer, Verne

Powering Possibilities

info@verneglobal.com
www.verneglobal.com