

OPCP

On-Prem Cloud Platform

Plug. Sell. Win.

Shape the future of Cloud with OPCP.

Empower your customers.
Grow your business.



A fast growing Cloud Market, an Opportunity to seize.

The Cloud has redefined the standards of modern IT, and new challenges are emerging.

Indeed, companies are re-evaluating their strategy to address new challenges such as sovereignty, performance, and cost control—priorities that put proximity back at the center of decision-making.

In this shifting landscape, companies are looking for partners capable of delivering clear and effective solutions.

They are looking for a robust foundation, ready to host their critical applications and support their digital transformation without excessive dependency.





Capitalize on proximity and customer trust.

Integrators, VARs, MSPs, and consultants already have a valuable asset: a trusted relationship with their customers. A role of advisor and guide that no Cloud Provider catalog can replace.

In this ecosystem, OVHcloud is creating new opportunities with **OPCP: On-Prem Cloud Platform**. A turnkey, automated, secure, and sovereign on-premises cloud solution—by default and by design.

Deployed at the customer’s site or in your own datacenters. Designed to let you focus on creating customer value: increasing productivity and developing new revenue streams.

OPCP gives you the means to act decisively in a market seeking proximity, simplicity, and control.

It’s an ideal opportunity to differentiate your service and cloud offerings, combining your expert advice, technological autonomy, and sustainable value creation.

Unleash your value. Multiply your opportunities.

OPCP is designed to enable organizations to build and operate their own cloud, **locally or at the edge**, with **the same level of technology and security, as a Cloud Provider.**

This solution allows you to **industrialize the deployment and maintenance of Cloud services** while meeting data sovereignty and compliance requirements.

OPCP IS PARTICULARLY SUITED TO THE FOLLOWING USE CASES:

- **Rapid deployment of a private or hybrid** cloud in sensitive environments (healthcare, industry, public sector).
- **Providing managed Cloud services** to internal or external entities.
- **Automated operation of multi-site or edge** infrastructures with centralized monitoring.
- **Industrial-scale deployment** of enterprise software with standardized mechanisms.



LAYER 3
LANDING ZONE MANAGER
To provide **users with secure, self service access to services and manage their multi-tenant workloads.**

LAYER 2
CLOUD STORE
To **deploy, maintain, and update Cloud services** (Kubernetes, object storage, DBaaS, etc.).

LAYER 1
OPCP CORE
To **deploy, maintain, and automate the underlying infrastructure** (bare metal, network, storage).



Creating a high value partnership.

OVHcloud partners are the vital link between our technology and end customers' success.

Together, we're delivering **a sovereign, automated, ready-to-use Cloud** to the world—combining OVHcloud technology with your services expertise to deliver accessible, tangible, and perfect solutions suited to every context.

You know your customers, their challenges, and their ambitions.

OPCP becomes your lever to turn that knowledge into tailored services that cover every need and deliver maximum value.

This way, you empower your customers to innovate faster, control their costs, and retain control over what truly matters:

- **their data,**
- **their applications,**
- **and their digital future.**



Practical levers to boost your business.

OPCP is designed to accelerate your customers' transformation, and provide you with new revenues whilst supporting them throughout this journey.

Enjoy **attractive incentives from the first sale, as well as the opportunity to generate predictable, recurring revenue** through managed services built on a modern, scalable platform.

You take charge of long-term management and maintenance, delivering a level of service that only a trusted partner like you can provide.

Expand your OPCP knowledge.
Enhance your ability to sell OPCP by fully understanding **the solution's value proposition** and how it can accelerate your customers' digital transformation.

Learn about comprehensive technical and functional support services best practice to **maximize your customer value**.

In short, having a recognized competency in OPCP, demonstrates your expertise and differentiation, to create lasting value for your customers.

Stronger partnership, amplified results.

On the field, you're never alone.

Marketing campaigns, technical support, co-branded assets, and training. As an OVHcloud partner, you benefit from dedicated support at every stage of the sales cycle.

- → **Ready-to-launch marketing campaigns** to generate local leads.
- → **Pre-sales support** to secure complex projects and answer detailed questions.
- → **Co-branded resources** (brochures, landing pages, visuals) to showcase your expertise under your own brand.
- → **Commercial and technical training** to build your skills and stay autonomous.

Sales kits, use cases, and winning new business.

Everything you need to convert faster and close more easily. You already have the customer relationship—now you have the right tools to act:

- → **Sector-specific use cases** (healthcare, industry, public sector) to demonstrate real-world value.
- → **Sales briefs** to address objections and highlight sovereignty, simplicity, and cost-effectiveness.
- → **Ready-to-use pitch decks** tailored to different decision-makers (CIOs, CEOs, CISOs, etc.).
- → Clear, flexible, impactful **proposal templates.**

Through this partnership, you gain both impact and time while strengthening your position as a trusted technology advisor.

You're equipped to turn interest into commitment.





Wherever IT is critical, OPCP makes the difference.

So many concrete, strategic needs we can address with tailored solutions:

Healthcare

Host patient records, telemedicine, or diagnostic AI tools locally, fully compliant with GDPR and local Health certification. Enable research without siloing data.

Industry

Deploy digital twins directly on-site, run real-time AI simulations even without internet access. Business continuity is no longer a variable.

Public sector

Modernize applications without breaking budgets, while respecting established policies and ensuring IT systems remain independent from extraterritorial pressures.

Retail

Quickly launch an AI POC for recommendations or dynamic pricing without relying on proprietary SaaS models or exposing customer data to regulatory risks.

With OPCP, your customers reconcile rapid innovation with responsible governance.

And you, as a partner, deliver much more than a product: **you provide a strategic lever.**



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USE CASE | **01**

Extend Your Cloud Services.

As an integrator, MSP, or IT services company, OPCP enables you to offer more than just basic hosting—a true sovereign, managed cloud solution under your own brand.

With **OPCP** installed in your own datacenters, you become a genuine Cloud Provider, able **to compete with industry giants while delivering unmatched proximity and flexibility**. You host and operate your customers' application environments: websites, critical workloads, data platforms, development environments.

With OPCP, you can:

- → **Standardize and industrialize** your deployments to boost productivity.
- → **Offer a managed, customizable Cloud platform** under your own brand.
- → **Add the latest emerging technologies** like AI and Data to your catalog.
- → **Integrate your own services**: monitoring, support, migration, managed operations.
- → **Guarantee data sovereignty and security** with local hosting.
- → **Build customer loyalty** through a controlled, high-quality experience.
- → **Create new, sustainable sources of recurring revenue.**



You turn your expertise into a complete, differentiated cloud offering.



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USE CASE | **02**

Deliver an on-premises Cloud experience.

Your customers want the simplicity of the Cloud without giving up control. OPCP lets you deploy **a managed Cloud platform directly on their site**, in their own facilities, under their physical control.

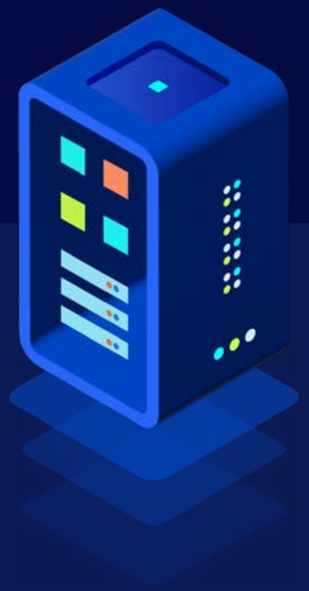
You deliver the best of both worlds: **the scalability and seamless experience of the Cloud** combined with **the sovereignty, compliance, and proximity of on-premises**. You're the strategic partner who designs the architecture, plans the migration, and manages day-to-day operations.

With OPCP, you:

- → **Provide a sovereign solution** tailored to local and regulatory requirements.
- → **Simplify operations** with a managed, automated platform.
- → **Offer high-value services**: consulting, migration, support, security.
- → **Enable a gradual, controlled transformation** without disruption.
- → **Meet business demands** while guaranteeing data security.



You become the strategic partner who simplifies modernization while strengthening trust and proximity.



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USE CASE | **03**

Create your own App Store.

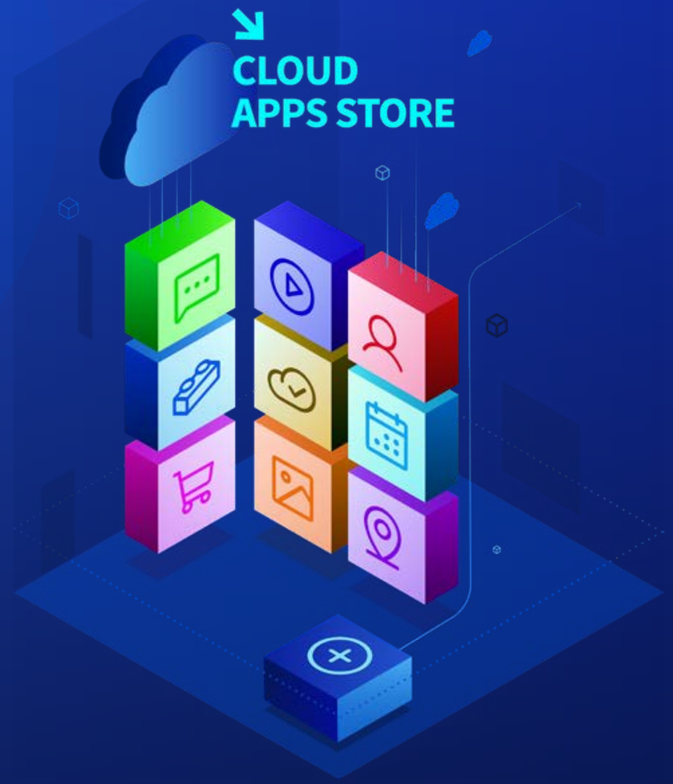
You want to diversify your business and **become a true solutions provider**.

OPCP makes it possible: by running it in your own environment, you transform your role and take control of the customer experience.

With the **Cloud Store**, you offer a **rich, standardized, ready-to-use catalog** that's also modular and customizable. You can enrich it with your own services: industry-specific applications, vertical solutions, custom connectors, and tailored support.

With OPCP, you can:

- → **Package your offers** in a unified, self-service portal under your own brand.
- → **Deliver a premium, simple experience** tailored to your customers' industries.
- → **Guarantee sovereignty and compliance** with locally hosted environments.
- → **Control your margins and business model** by creating recurring value.
- → **Build customer loyalty** with differentiated, fully integrated solutions.
- → **Strengthen your role as a strategic partner** able to address advanced use cases.



With OPCP, you monetize your intellectual property while keeping full control and autonomy—without compromise.



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USE CASE | **04**

Deploy your own Edge solution.



You want to expand your portfolio and **become the go-to provider of hosted solutions at the edge of the Internet.**

With OPCP, you offer **a managed Edge platform** capable of supporting critical workloads as close as possible to end users: low latency, high availability, and autonomy even during network outages. You bring the power of the Cloud directly to your customers' production sites.

You can enrich this offer with your own services: maintenance, monitoring, application integration, and tailored connectivity

With OPCP, you:

- **Deploy Edge environments** close to critical sites.
- **Provide a sovereign, compliant alternative** tailored to local needs.
- **Reduce latency and improve business** application performance.
- **Build a catalog of managed services** specific to each industry.

With OPCP, you industrialize Edge for your customers while maintaining control over your offering, your margins, and your customer relationships.



A pairing with purpose

Proven technical solution, combined
with industry-specific expertise.
Clearly, there are things we need to do together.

Cases to develop, adapt, and test

There’s no shortage of use cases: edge, factories,
critical sites, disconnected infrastructure, and much more.
But let’s focus on leveraging your greatest strengths
to make real progress.

A workshop, a chat, a POC?

We don’t need to implement everything all at once.
Let’s brainstorm, see which ideas make sense,
and get started.

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