



FUNDAMENTS

Expert in Clouds

COMPANY

Fundaments B.V.

INDUSTRY

IT Consulting and Cloud Computing

HEADQUARTERS

Enschede, Overijssel, Netherlands

PARTNER CHALLENGES

- Ensuring compliance with increasingly complex data privacy regulations
- Keeping all customer data, including metadata, under sovereign control
- Protecting IT investments, mitigating risk, and creating a resilient foundation for future growth
- The need for digital sovereignty in a volatile geopolitical scenario
- Tackling the right balance of cloud services with public, private, and multi-cloud

Fundaments Accelerates Time to Market by 15% with VMware Sovereign Cloud

About Fundaments

With a team of more than 55 experts, Fundaments is a Dutch IT services and cloud computing firm that specializes in providing mission-critical cloud computing services for public and private organizations throughout the Netherlands.

Started in 2000, Fundaments specialized in **hosting services from datacenters** and now safeguards the mission-critical cloud-based processes of large corporate organizations. With 20 years' experience in this space, they are now leading the sovereign cloud movement in the Netherlands with four data centers powered by VMware services. Fundaments' journey has allowed them to emerge as a leading Sovereign Cloud provider, by offering sovereign solutions, valuing data security over costs, and an effort to become Zero Carbon Committed soon.

Sovereignty Challenges in the Dutch Market

Almost 50% of European organizations are putting classified data in the public cloud, and 64% have increased their volume of highly sensitive data in public cloud environments¹. In the face of these emerging trends, the European Union has grown increasingly concerned about the risk of foreign access to critical information — especially with cloud services being dominated by overseas tech providers. The result is a growing number of regulations designed to control the flow of data across international borders, thus preventing unauthorized access by non-European authorities. Other concerns for customers include general geopolitical uncertainty, cybersecurity threats and the increased need for security and business continuity, with 88% of very large organizations and 63% of EMEA organizations reporting that the relevance of data sovereignty is “very important” or “extremely important².”

Achieving Sovereign Cloud Status by Gaining Complete Control Over Sensitive Data

As Europe moves toward more data transparency and regulatory compliance, Fundaments fills a growing need for secure, home-grown and locally built sovereign cloud infrastructure for Managed Service Providers and Independent Software Vendors (ISVs) in the Netherlands.

Fundaments' journey to the Sovereign Cloud began with a bid for a government contract. To meet the demands of their prospective customer, the Fundaments team needed to have the right framework, processes, and people in place to achieve

BENEFITS OF VMWARE SOVEREIGN CLOUD

- Reducing time to market by 15% with fewer time-consuming audits
- Attracting more prospects and growing customer base by as much as 50%
- Providing a nimble cloud infrastructure to enable growth at scale
- Protecting data from multiple threat vectors with built-in continuity solutions
- Streamlining operations with simplified management and predictable IT costs
- Avoiding vendor lock-in with workload, application, and data portability
- Securely analyzing and deriving value from data without violating data privacy laws
- Sharing data with trusted partners via secure access
- Getting locally built attested platform compliant with EU Data Protection Directive and national security standards

VMWARE FOOTPRINT

- VMware Cloud Director
- VMware Cloud Director Availability
- VMware Tanzu
- VMware NSX

complete, end-to-end control over the prospect's data at all times. "We needed to know where the data resided, where it flowed, and who had access to it at any given moment," says Fundamentals CTO Larik-Jan Verschuren. "These questions are critical for a modern data economy, because data is the crown jewel of any organization. Data means power. And we needed to make sure that all of their data, including their metadata, stayed on sovereign soil."

By applying advanced techniques and processes to meet these stringent security requirements, the Fundamentals team had a significant head start in becoming one of the first Dutch companies to achieve the VMware Sovereign Cloud status in 2022.

This status includes a VMware Sovereign Cloud that is managed within a local jurisdiction, with all data, including metadata and backups, stored, and processed locally. It provides a platform that is built on trusted code instead of vulnerable open-source resources, to meet specific local security requirements and is certified against industry-recognized standards for information security management systems.

With independent legal jurisdictional control over data, the company is now completely aligned with national standards and regional regulations. They are in a prime position to help other Dutch organizations protect IT investments, mitigate future risks, and create a resilient foundation for future growth. Fundamentals is able to maintain compliance and provide sovereign services that can react quickly to changing regulations, security threats, geopolitics, and also lowers TCO and reduces latency for applications and services.

The VMware Sovereign Cloud: A Portable, Customizable, Future-Proof Platform

Fundamentals operates four data centers, each with two VMware Cloud Director instances, that meet or exceed information security and continuity certifications — even for industries like government, healthcare, and financial services. With VMware Sovereign Cloud, Fundamentals can offer Dutch managed service providers and ISVs a platform that is locally attested, built, and implemented for optimal data portability, customizability, cost-effectiveness, and futureproofing.

Having built VMware Sovereign Cloud in the Netherlands, Fundamentals now delivers [VMware Cloud Verified](#) services using VMware Validated Design. Verschuren and his team have the tools they need to deliver a framework of principles, best practices, and technical architecture needs for cloud services that meet Dutch data sovereignty requirements. Fundamentals has assisted multiple SMBs, large-sized enterprises, and government organizations to keep sensitive data secure. They do this by enabling a shift from a 'Cloud First' to a 'Cloud Smart' strategy and deploying the right data and workload into the right cloud.

Downtime can come in many forms and strike any business. Whether it comes from a cyberattack, ransomware, or a natural disaster, Fundamentals' Disaster Recovery as a Service (DRaaS) offering is fully integrated with its Infrastructure as a Service (IaaS) offering to ensure rapid recovery from any disruption. Production workloads are synchronized with a fallback data center, utilizing **VMware Cloud Director Availability** to establish a customized continuity plan with the appropriate Recovery Time Objective (RTO) and Recovery Point Objective (RPO).

A Clear Differentiator for Attracting More Customers and Accelerating Time to Market

The Fundamentals Sovereign Cloud delivers a virtual infrastructure that is not only scalable and continuously up-to-date but also accessible anytime, anywhere. With VMware Cloud Director, Fundamentals allows data center components to be easily scaled up and down as needed. The result: reduced and predictable IT costs,

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LARIK-JAN VERSCHUREN, CTO, FUNDAMENTS

streamlined and simplified management, and a nimble infrastructure that lets customers adapt to shifting business priorities and market conditions on demand.

With its new Sovereign Cloud status, Fundamentals can reduce time to market by 15%. “As a cloud provider, we deal with time-consuming audits every time we onboard a new customer,” says Verschuren. “Our Sovereign Cloud status will speed that up. Given a normal customer journey of 12 months, we expect to reduce the supplier check process by about 2 months — enabling us to onboard more customers, faster.”

The Fundamentals team also expects to grow its customer base by as much as 50%. “Since we achieved the Sovereign Cloud status, we’ve seen an increase in new business opportunities,” notes Verschuren. “When I have discussions with enterprise prospects, there’s often a Chief Compliance Officer sitting at the table, and they really like the Sovereign Cloud aspect of our offering. It resonates with them. We instantly check a lot of their boxes when it comes to compliance, and that’s really helping our business grow.”

The Way Forward: Moving from Monolithic Apps to Next-Generation Microservices

Fundamentals is in the process of adapting its VMware Tanzu portfolio to meet the demands of the Sovereign Cloud. “We’re building out our Tanzu capability across all of our data centers,” explains Verschuren. “Our goal is to create a self-service offering to help our customers transform monolithic apps into Kubernetes clusters, all under the protection of the Sovereign Cloud. That will be a huge differentiator for us as we move forward.”