# NIMBUS CLOUD SOLUTIONS

# Company Capabilities & Qualifications

**Annual Revenue:** EUR 72 million (FY2025) | **Employees:** 320 | **Founded:** 2012
**HQ:** Amsterdam | **Offices:** Paris, Berlin, Brussels

Nimbus Cloud Solutions is a European cloud services provider specializing in enterprise cloud migration, managed services, and cloud-native application development. Our team comprises 180 cloud engineers across Europe, with deep expertise in healthcare, financial services, and public sector.

## Certifications & Partnerships

- AWS Advanced Tier Services Partner (since 2016)

- Microsoft Azure Expert MSP (since 2019)

- Google Cloud Partner (since 2021)

- ISO 27001:2022 certified

- SOC 2 Type II certified (annual audit by Deloitte)

- 45 AWS Certified Solutions Architects (Professional)

- 22 Certified Kubernetes Administrators (CKA)

- 12 HashiCorp Certified Terraform Associates

## Healthcare Experience

8 major healthcare cloud migrations in 5 years:

1. **Sante+ Hospital Network (France)** - 200 VMs, 15 critical apps, AWS. HIPAA/HDS compliant. On time, 8% under budget.

2. **Klinikum Bayern (Germany)** - Multi-cloud (AWS+Azure), 400 workloads. Legacy COBOL modernization. 3+ years managed services.

3. **BelgaMed Clinics (Belgium)** - Full migration, zero-trust, Kubernetes for EHR. RPO<30min, RTO<2hrs.

## Technical Capabilities

| Capability | Level | Details |
|---|---|---|
| Multi-cloud (AWS + Azure) | Expert | 8+ years, 50+ enterprise deployments |
| Kubernetes / Containers | Expert | CKA-certified team, 30+ clusters managed |
| IaC (Terraform) | Expert | Standard toolchain, 12 certified engineers |
| CI/CD (GitLab, GitHub Actions) | Advanced | GitLab preferred, Jenkins supported |
| Database Migration | Expert | Oracle, PostgreSQL, MySQL, MongoDB, DynamoDB |
| SD-WAN Integration | Intermediate | Partner with Fortinet |
| Observability (Datadog) | Expert | Datadog Gold Partner + Grafana/Prometheus |
| Zero-Trust Security | Advanced | Zscaler and Cloudflare implementations |
| GDPR Compliance | Expert | DPO on staff, 50+ engagements |

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|---|---|---|
| HIPAA Compliance | Advanced | BAA-ready, 8 healthcare migrations |
| Legacy Modernization | Advanced | COBOL/mainframe for 3 clients |

# Managed Services

- **24/7 NOC** - 15-min P1 SLA (current avg: 8 min)
- **Monthly FinOps** - avg 22% cost reduction in year 1
- **Security** - quarterly assessments, annual pentesting (NCC Group)
- **DR** - RPO<30min, RTO<2hrs
- **Account management** - EU-based, multilingual

# Proposed Team (for this scale)

- 1 Program Manager (PMP, 15+ yrs)
- 1 Lead Cloud Architect (AWS+Azure, healthcare)
- 6 Senior Cloud Engineers
- 2 Security Engineers (CISSP)
- 1 DBA Specialist (Oracle/PostgreSQL)
- 1 DevOps Engineer

# Pricing Model

Fixed-price migration (20% upfront, 60% milestones, 20% completion). Managed services monthly with annual commitment.