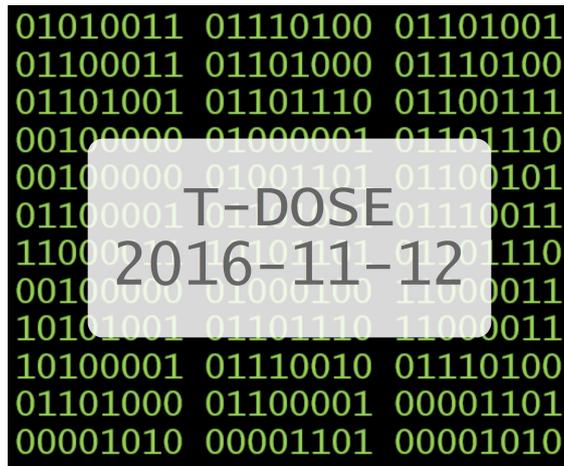




Stichting

An Meaisín Dénártha

– The Binary Machine –



Harmen de Ruiter
Stichting An Meaisín Dénártha

Let me introduce myself...





Harmen de Ruiter

- Acorn Electron
- 20 years in ICT
- Sr. Sysadmin, ICT “Jack of all trades”
- Co-founder & chairman of Stichting An Meaisín Dénártha
- Strong focus on the human side of ICT
- OSS biased (but not anti-Microsoft)
- Cat personnel with Anne, rock climber

History

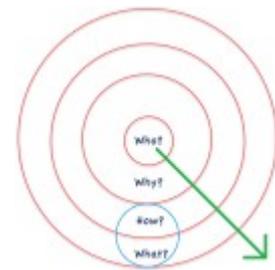


History



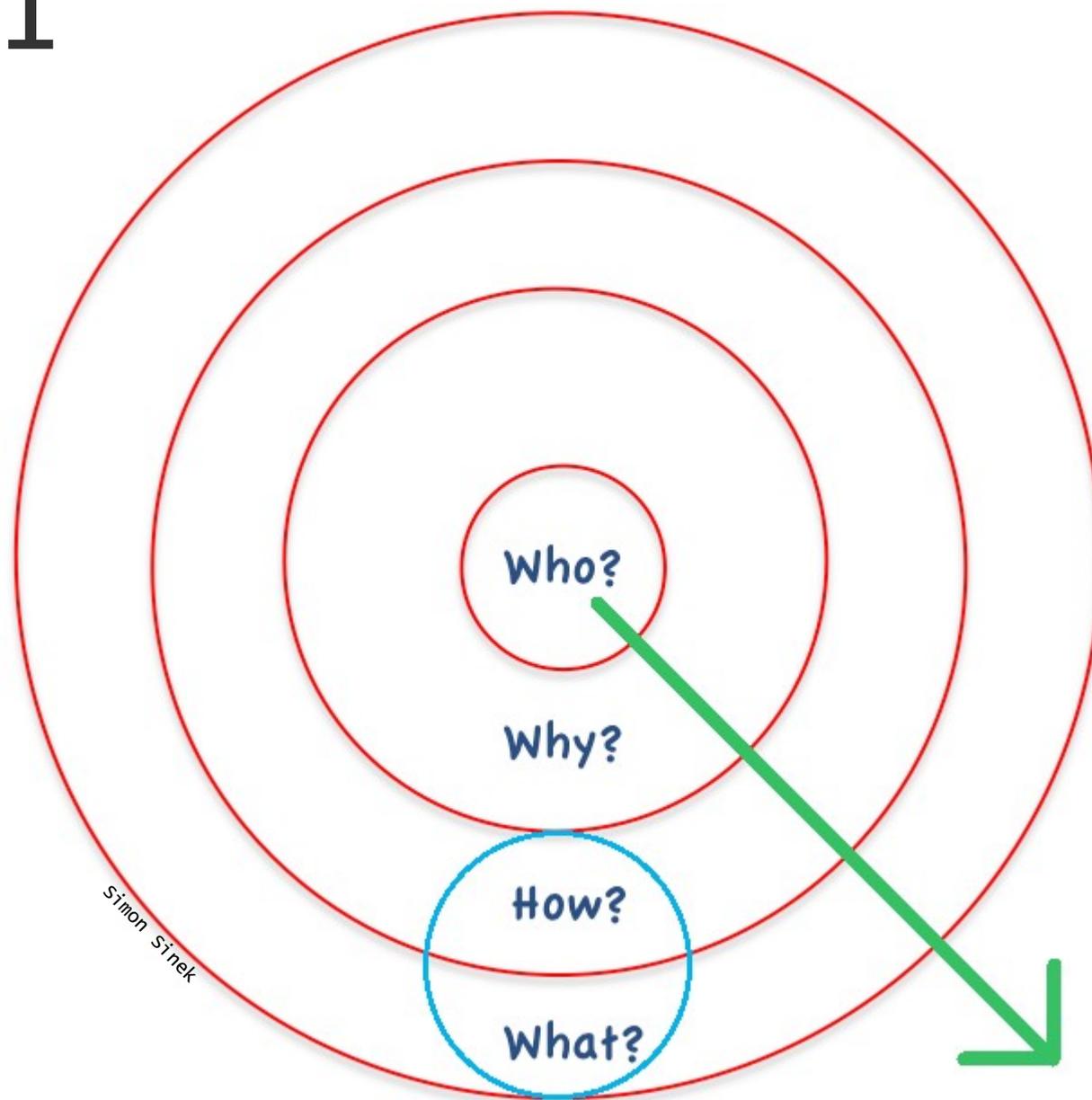
- 1985 – Acorn Electron
- 1997 – Start @ ICT
- 2003 – Colocation @ IAF
- 2007 – Hostingvereniging Soleus
- 2013 – First idea for AnMD
- 2015 – Idea gets its final shape
- 2016 – Founded (27th Jan.)
- 2016 – Server operational (17th Feb.)

Program



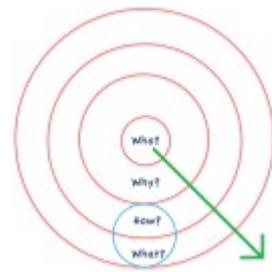
- Part 1
 - Who, Why, How & What
- Part 2
 - Risks & Challenges, Facts & Figures

Part 1



Simon Sinek

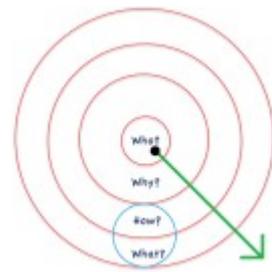
Part 1 (Program)



- who
 - who we are & who we serve
- why
 - why do we exist
- How
 - How we try to achieve what we do
- what
 - what we do to achieve why we exist



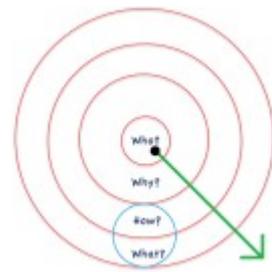
Who? (Us)



- Stichting An Meaisín Dénártha
 - Name derived from Irish Gaelic meaning “The Binary Machine”
 - Non-profit (foundation)
 - Founded on January 27th 2016
 - Volunteer-run
 - ICT Services & Education
 - Community



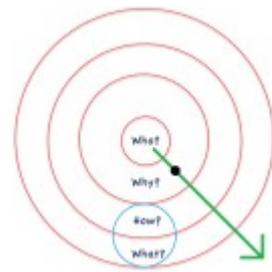
Who? (You)



- Individuals
 - Tech-savvy
 - Non-tech / non-ICT
- Organizations
 - Non-profit (services)
 - Schools (education)
 - Commercial (cooperation)

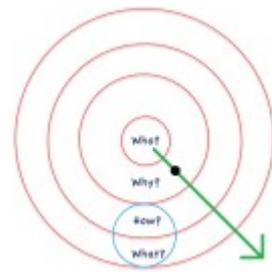


why?



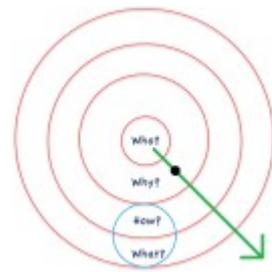
- Strong believe in balance between commercial companies and non-profit organizations
- Cooperation instead of competition
- Learn & keep learning
- Teach & be taught
- Educate & get educated
- ... and a bit of philanthropy ...

why? (Change the world)



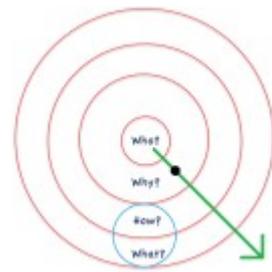
- The urge to change the world, a bit
- It does not exist (in this form)
 - Others are more focussed on one specific part
 - So we started an ICT-centric foundation...

why? (My Personal Needs)



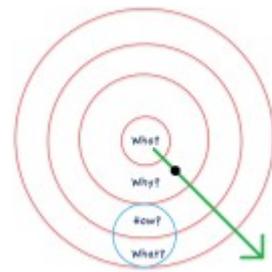
- Private server
- Learning environment
 - Tech (ICT-centric)
 - Non-Tech
- Experiences for my resumé
 - Tech (ICT-centric)
 - Non-Tech

why? (Your Personal Needs)



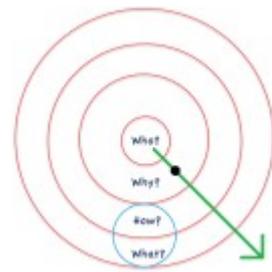
- Learning environment
 - Tech (ICT-Centric)
 - Non-tech
- “Company simulation”
- Resumé building
 - Gaining professional skills
- VPS & webhosting

why? (Educational Needs)



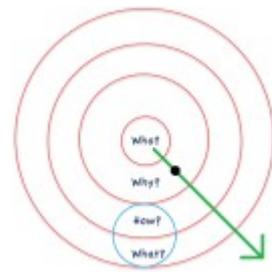
- Learning environment
 - Tech (ICT-Centric)
 - Non-tech
- “Company simulation”
- Gathering knowledge

why? (Organizational Needs)

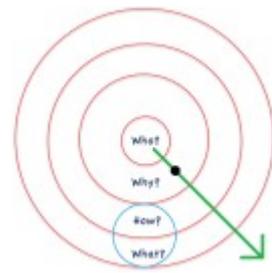


- Learning environment
 - Tech (ICT-Centric)
 - Non-tech
- VPS & Webhosting
 - Managed & Unmanaged
- ICT Services
 - Consultancy
- Exposure
 - Cooperation, cross-promotion

why? (The Crazy Ones)

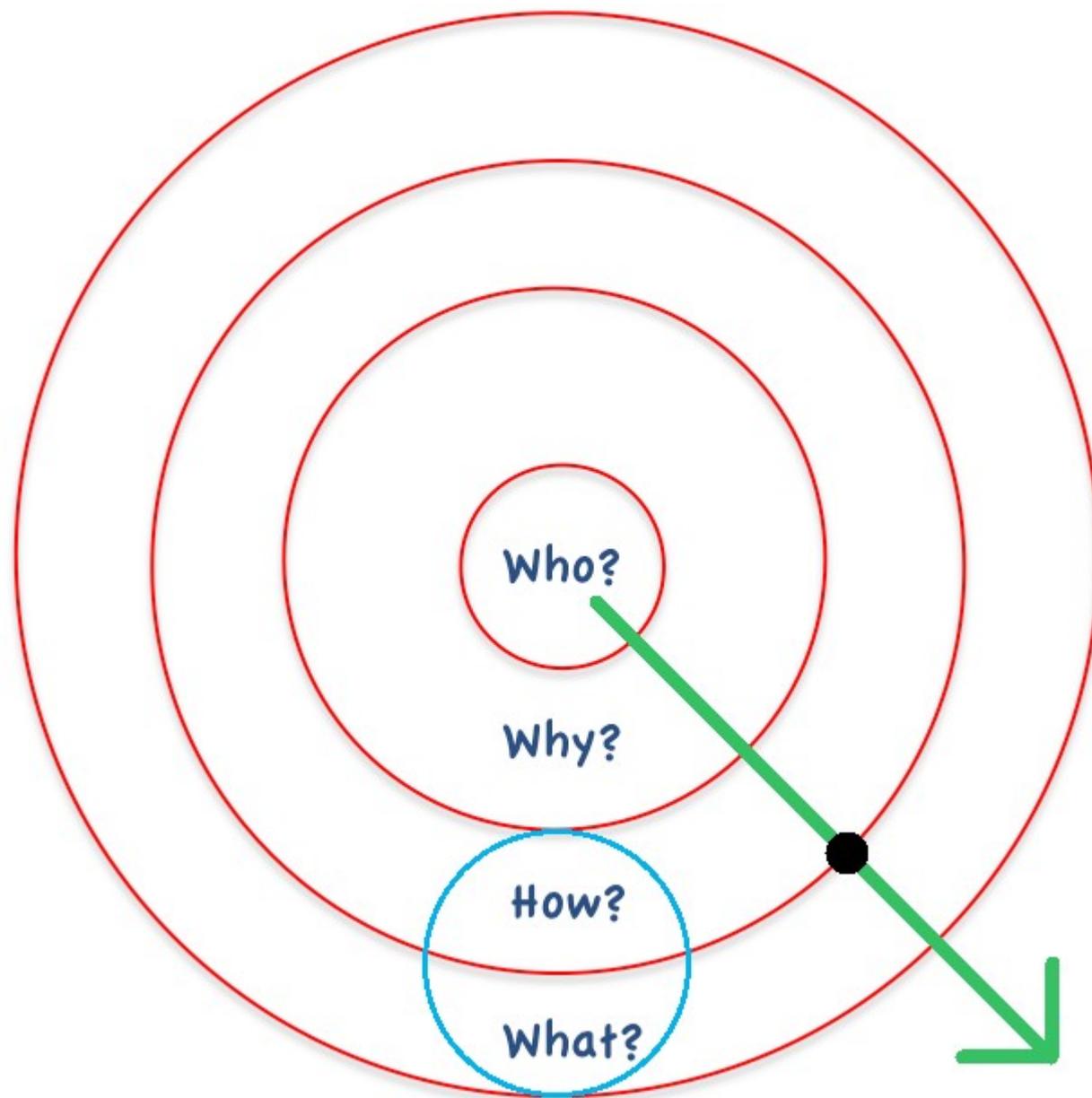


why?

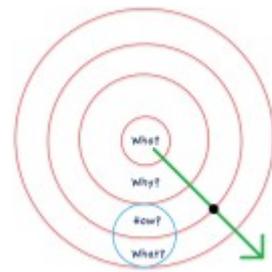


Let us be be one of
the crazy ones.



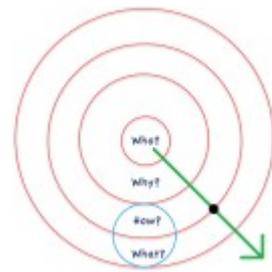


How & what? (Services)



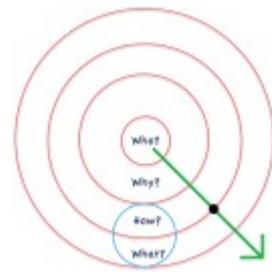
- Now
 - Virtual Private Server (managed)
 - ICT Services (consultancy)
 - Access to our platform
 - Talks, Lectures & Events
- Future
 - Web-hosting (managed)
 - Blogs, vlogs & Articles
 - ?

How & what? (VPS)



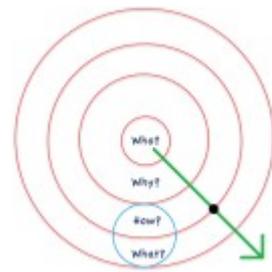
- What is a VPS & why do I need it?
 - VPS
 - Virtual Private Server
 - Full server, running on shared hardware
 - Full control
 - Install the OS you want*
 - Install it how you like it
 - Great learning environment
 - Full flexibility

How & what? (ICT Services)



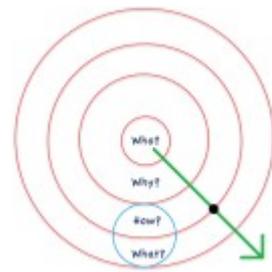
- Managed VPS
 - Those without proper knowledge and/or time to manage a VPS
 - The need for the full flexibility of a VPS
- Consultancy
 - Organizations with an ICT question

How & what? (Platform)



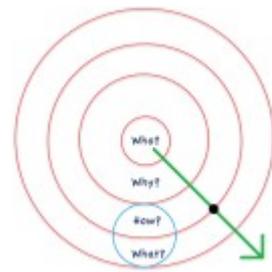
- Access to the AnMD platform
 - Now
 - Proxmox VE Hypervisor
 - ZFS storage (local)
 - Supporting services (Helpdesk/CMDB, Monitoring)
 - Future
 - Proxmox cluster (multi-node)
 - Central storage
 - Network
- Dealing with real customers
 - In a professional work-like environment

How & what? (Talks, etc)



- Talks, lectures & events
 - AnMD platform & challenges
 - System Administration
 - Networking
 - Programming
 - Open Source Software
 - Etc.

How & what? (Future)



- Webhosting
 - For those without the need for a VPS
 - Lower price-tag than a VPS
- Blogs, vlogs & Articles
 - AnMD Platform & Challenges
 - System Administration
 - Networking
 - Programming
 - Open Source Software

Part 2



Risks & Challenges



Facts & Figures



Part 2 (Program)

- Risks & Challenges
- Facts & Figures

Risks & Challenges



Challenges (Building)



- Building a foundation is HARD!
 - It's much like building a company
 - In your spare-time
 - With volunteers
 - And commercial parties
 - Doing acquisition
 - Finding your audience
 - „Only“ for intrinsic benefits

Challenges (Building)



- We don't believe in just word of mouth and an organization that organically „just works“
- You need
 - Acquisition
 - Leadership
 - Vision
 - Blood, sweat & tears

Challenges (Networking)



- HOW DO YOU NETWORK?
 - Don't underestimate networking
 - It's hard
 - It's important
 - It's outside your comfort zone
 - It costs a tremendous amount of time!
 - Lot of ICT people are introverts
 - well...

Challenges (Networking)



- Here I am!
- You ARE my network. :)

```
Acorn Electron 🏠
```

```
BASIC
```

```
>10 PRINT "Hello Network!"
```

```
>RUN
```

```
Hello Network!
```

```
>_
```

Challenges (The why)



- The question „WHY“ seemed very easy
 - But it is and was extremely hard
 - Not to „feel“, but to explain!

Challenges (Volunteers)



- Finding & Motivating volunteers
 - Only intrinsic motivation
 - No financial benefits
 - (OK, we might throw in a free VPS)

Challenges (Audience)



- Defining our audiences
 - Who we're aiming at?
 - Who we're doing it all for?
- Getting access to our audiences
 - Tech-savvy
 - Non-techs
 - Schools
 - Companies

Challenges (Partners)



- Finding partnerships
- Don't sit and wait...
- Get out there!

Challenges (Sponsors)



- Sometimes it's easy
- Sometimes it's hard
- Sometimes it's impossible
- Be bold & try!

Challenges (Exposure)



- Exposure
 - Where
 - Events
 - Magazines
 - Online
 - How
 - Networking
 - Online (email, social media)
 - Word of mouth
 - Phone (brrrrrrr!)

Challenges (Dealing with...)



- You WILL get preconceptions
- You WILL make mistakes
- what matters is how you deal with them

Challenges (Choices)



- What bank?
 - Triodos or ABN/ING/etc.
- What hoster / DC?
 - Sponsorship, reliability
- Prices
 - They have to be fair
- Hard- and software
 - Talk on Sunday, 13:00u
- Etc, etc, etc.

Risks (Customers)



- OSS
 - Users
 - No customer data
- Foundation
 - Paying customers
 - Volunteers
 - Customer & volunteer data

Risks (Costs)



- OSS project
 - VPS, website, PR material
- Foundation
 - Setup (notary, hardware, PR material)
 - Domainnames, (external) VPSes, colocation
 - Banking fees, administration software, accountant
- Costs of a foundation like us are ~20x times the cost of a simple OSS project for the first year!

Preconceptions



- As you are a non-profit foundation, why aren't your services for free (gratis)?
 - Keeping our platform & the foundation running costs money
 - Hardware is not free
 - We don't want to fully rely on donations
- <https://anmd.org/vragen>

Facts & Figures





Facts & Figures

- HP Storageworks P4500G2 (DL180G6)
 - CPU: 2x Intel(R) Xeon(R) CPU E5620 @ 2.40GHz
 - Mem: 96GByte DDR3 (max. 144GByte)
 - HBA: LSI SAS 9207-8i
 - Disks: 2x 128G SSD, 4x 5TByte HDD





Facts & Figures

- IP's
 - /24 IPv4
 - /64 IPv6
- 2x GBit uplink
 - 1x Management
 - 1x VPSes & Other
- 10MBit/s (95%)
 - ~3,24 TByte/Month



Facts & Figures

- 1 Server
- 3 Service VPSes
 - 2 external
 - website, Helpdesk/CMDB, Monitoring
 - Off-site backups
 - 1 internal
 - Stepping-stone
- 14 Customers & volunteers
 - 15 customer & volunteer vm's

Partners & Sponsors

Partners



RTV ARNHEM



Sponsors



DATA CENTER
ARNHEM ^{BV}



How to get involved?

- Become a volunteer
- Become a partner
- Become a sponsor
- Join our community
- Donate
- Use our paid services
- Spread the word!





Stichting
An Meaisín Dénártha
– *The Binary Machine* –

Non-Profit
Virtual Private Servers
ICT Services & Education

Supported by YOU!

anmd.org