



PRODUCT CATALOG 2026

IT, DATACENTER & ACADEMY

System house services, managed services and Azure trainings by BORDONARO IT: proven in our own enterprise lab, operated in the datacenter.

8x Microsoft MVP • 2,516-core enterprise lab • DCRN I/II

As of: September 2026 • www.bordonaro.de

WHAT YOU WILL FIND IN THIS CATALOG.

Who we are	4
Datacenter and managed services	5
The Sovereign Cloud Alliance	7
Academy Azure and Hybrid	8
Price overview	16
Terms and contact	17

Every item carries an item number and a QR code leading directly to the matching page with details, agenda and inquiry path.

WHY THIS CATALOG

NOT A PAPER ABOUT POSSIBILITIES. AN OFFER WITH PRICES.

I have spent almost 30 years in datacenters, projects and training rooms, and developed one simple conviction: if you sell something, you should be able to say what it costs, who it is for and what exists at the end. That is exactly how this catalog is built. Every item has a price or an honest path to one, a target group and a verifiable result.

Not everything needs to be offline. Everything needs to stay under control. If you take just one question away from these pages, let it be this: does every workload in your organisation run where it belongs?

Dino Bordonaro

Founder and CEO · 8x Microsoft MVP in a row



WHO WE ARE

UNDERSTANDING CLOUD. OPERATING DATACENTERS. BUILDING OFFLINE SYSTEMS.

BORDONARO IT GmbH & Co. KG from Speyer combines almost 30 years of Microsoft, datacenter and Azure experience with building and operating fully disconnected compute and AI platforms. Every recommendation flies first in our own enterprise lab at PFALZKOM's Datacenter Rhein-Neckar II in Mutterstadt (single site: availability class 3 Plus, as the DCRN I/II dual-site group: class 4). Only then does it touch your production.

8x

Microsoft MVP in a row, renewed annually

800+

professionals trained in almost 30 years

2.516

CPU cores in our own enterprise lab at DCRN II

24/7

operations as an option, escalation model instead of finger-pointing



All figures documented on dino.bordonaro.de, MVP status publicly verifiable with Microsoft.

01

DATACENTER & MANAGED SERVICES

YOUR WORKLOADS RUN EVERYWHERE. YOUR OPERATIONS LAG BEHIND.

Azure, your own datacenter, edge: managed as one platform. We design, test and operate Azure hybrid architectures. Every recommendation is tested, deliberately broken and repaired in our own enterprise lab first. Only then does it touch your production.

„It is great working with Dino, he is very professional and has great technical knowledge!“

Thomas Maurer · EMEA Global Black Belt Sovereign Cloud, Microsoft

YOUR OPERATIONS, OUR RESPONSIBILITY.

IT-SVC-001

VMware Exit & Migration

Broadcom changed the bill. We calculate staying versus leaving and migrate when it pays off: to Hyper-V, Azure Local or Azure. With a runbook instead of hope.



k/it-svc-001

on request Project, on request

IT-SVC-002

Azure Hybrid & Azure Arc

One control plane for cloud, datacenter and edge: governance, patching and security from the Azure portal, including servers that never see Azure from the inside.



k/it-svc-002

on request Project, on request

IT-SVC-003

Azure Local & Sovereign Cloud

Azure capabilities in your datacenter, up to disconnected operating models. For critical infrastructure, government and everyone serious about data sovereignty.



k/it-svc-003

on request Project, on request

IT-MSP-001

Managed Datacenter & Operations

Operations in the TÜV/tekit-audited DCRN I/II datacenter group (availability class 4 as a dual-site group), 99.98 % minimum availability per operator, 100 % green power. Your operations, our responsibility, with an escalation model instead of finger-pointing.



k/it-msp-001

on request Monthly contract, on request

IT-SVC-004

Consulting day rate

Architecture, migration and operations consulting at senior level, every recommendation validated in our own enterprise lab.



k/it-svc-004

€2,100 per consulting day · net plus VAT

THE ALLIANCE

DELIVERING TOGETHER WHAT NOBODY MANAGES ALONE.

A network of specialists, partners and Microsoft MVPs for one shared sovereign operating model across cloud, datacenter and edge. System houses bring the customer relationship, we bring lab, architecture and operational depth: together we deliver what nobody manages alone. Membership by personal conversation, no list price.

Lab instead of claims

Partners use our enterprise lab for PoCs and architecture evidence without stocking their own hardware.

Operational depth on demand

Disconnected operations, Azure Local and GPU operations as an extension of your own portfolio, with clear role separation at the customer.

Shared visibility

Reference architectures, trainings and market presence are shared. The customer relationship stays with the partner.



IT-ALZ-001

Partnership on request, membership by personal conversation

www.bordonaro.de/de/alliance



02

ACADEMY AZURE & HYBRID

WAITING IS NOT A SKILLS STRATEGY.

The market will not deliver Azure operators to you. So you qualify the people who already know your system: with role paths from foundation to sovereign operations, practised failure cases in the enterprise lab and a next step your team understands.

WHO IS THIS FOR? YOUR DECISION GUIDE

FOUR PATHS THROUGH THE ACADEMY.

Nobody needs all 17 tracks. Find your role, follow the recommended path and have prior knowledge credited in a skills conversation.

Admins and operators

„I am supposed to run this, but nobody ever taught me.“

From the foundation track to the 10-day operations track to the flagship with disconnected operations: the path from admin to sovereign operator.

FOUND-05



OPS-10



LOCAL-5X5

Architects and senior engineers

„I need to design hybrid architectures and defend them.“

Target architecture, security and infrastructure as code: you learn to make decisions and represent them in front of C-level and auditors.

ARCH-10



SEC-05



IAC-05

C-level and IT decision makers

„I need the situational picture, not the manual.“

Compact decision formats: understand Azure Local in one day, determine roles and skill risks for your own organisation.

EXEC-01



LOCAL-01

L&D and team leads

„I need to develop a whole team, not one person.“

Individually composed in-house programs and the workforce programs: sequence, format and scope based on a skill audit.

WOF



INHOUSE

Unsure? Request a 20-minute skills conversation: dino.bordonaro.de/en/academy

17 TRACKS FROM FOUNDATION TO SOVEREIGN.

AZA-FOUND-05

Azure Foundation Express

Career switchers and IT-adjacent roles without Azure experience who need a solid foundation in 5 days.

Duration: 5 Tage**ab 5.250 €** per person

k/aza-found-05

AZA-OPS-10

Azure Cloud Operator

Windows and Linux admins taking Azure environments into production operations. Basic virtualization and networking knowledge assumed.

Duration: 10 Tage**ab 10.500 €** per person

k/aza-ops-10

AZA-ARCH-10

Azure Hybrid Architect Express

Senior engineers with Azure operations experience at AZ-104 level moving into the architect role.

Duration: 10 Tage**ab 10.900 €** per person

k/aza-arch-10

17 TRACKS FROM FOUNDATION TO SOVEREIGN.

AZA-LOCAL-5X5

Azure Local Operator incl. Disconnected Operations

On-prem operators with a Hyper-V or VMware background, especially from critical infrastructure, defence and public sector.



k/aza-local-5x5

Duration: 5+5 Tage (zwei Blöcke)**ab 11.500 €** per person

AZA-ASH-05

Azure Stack Hub Bridge

Azure Stack Hub operators in the refresh phase who keep running their environment or prepare the move to Azure Local.



k/aza-ash-05

Duration: 5 Tage**ab 5.750 €** per person

AZA-AI-05

Sovereign AI Operator

Platform admins and on-prem specialists who run generative AI in isolated environments. Focus on operations, no data science.



k/aza-ai-05

Duration: 5 Tage**ab 5.750 €** per person

17 TRACKS FROM FOUNDATION TO SOVEREIGN.

AZA-IAC-05

Azure DevOps & IaC Hands-On

Operators and admins on the path to engineer who want to build and roll out infrastructure as code. Azure knowledge at AZ-104 level recommended.



k/aza-iac-05

Duration: 5 Tage

ab 4.950 € per person

AZA-SEC-05

Azure Security & Identity Deep Dive

Security engineers and admins with security responsibility, especially in critical-infrastructure and regulated environments.



k/aza-sec-05

Duration: 5 Tage

ab 5.750 € per person

AZA-SALES-05

Azure Sales Accelerator

Sales, account managers and presales at Microsoft partners and system integrators who want to build Azure sales systematically. No Azure knowledge required.



k/aza-sales-05

Duration: 5 Tage

ab 4.950 € per person

17 TRACKS FROM FOUNDATION TO SOVEREIGN.

AZA-INHOUSE

In-House Programs

Entire IT teams of companies, public sector and system integrators. The program is assembled from all Academy tracks.

Duration: individuell**auf Anfrage** per group/request

k/aza-inhouse

AZA-WOF

Workforce of the Future

Complete IT departments of mid-sized companies, enterprises, public sector and system integrators moving from classic on-prem IT to cloud operations.

Duration: 4 bis 8 Wochen**auf Anfrage** per group/request

k/aza-wof

AZA-LOCAL-01

Azure Local Discovery Day

Teams that want to touch Azure Local before they decide: one day on a real cluster instead of a slide demo.

Duration: 1 Tag**7.900 €** per group/request

k/aza-local-01

17 TRACKS FROM FOUNDATION TO SOVEREIGN.

AZA-EXEC-01

Sovereign Cloud Executive Briefing

Executives, CIO/CTO and IT leadership who need sovereignty, Azure Local and skills strategy prepared for a decision in one day.



k/aza-exec-01

Duration: 1 Tag**7.900 €** per group/request

AZA-LOCAL-02

Azure Local Fast-Track

Hyper-V and VMware admins who move from classic virtualization to their first own Azure Local cluster in two days.



k/aza-local-02

Duration: 2 Tage**ab 2.450 €** per person

AZA-NET-03

Azure Networking Compact

Network admins and engineers who have to design and run Azure networks properly: hub-spoke, hybrid connectivity, private access.



k/aza-net-03

Duration: 3 Tage**ab 2.990 €** per person

17 TRACKS FROM FOUNDATION TO SOVEREIGN.

AZA-OPS-23

Operator Starter (2+3)

Admins who learn alongside the day job: two days of foundations, apply it at work, then three days of lab deep-dive.

Duration: 2+3 Tage (zwei Blöcke)

ab 4.950 € per person

[k/aza-ops-23](#)

AZA-ARCH-32

Architecture Sprint (3+2)

Senior engineers who develop a concrete target architecture: three days of design on your real case, kick off the implementation, then two days of review.

Duration: 3+2 Tage (zwei Blöcke)

ab 5.450 € per person

[k/aza-arch-32](#)

PRICE MATRIX

ACADEMY AZURE & HYBRID AT A GLANCE

ITEM NO.	SERVICE	SCOPE	NET PRICE
AZA-FOUND-05	Azure Foundation Express	5 Tage	ab 5.250 € per person
AZA-OPS-10	Azure Cloud Operator	10 Tage	ab 10.500 € per person
AZA-ARCH-10	Azure Hybrid Architect Express	10 Tage	ab 10.900 € per person
AZA-LOCAL-5X5	Azure Local Operator incl. Disconnected Operations	5+5 Tage (zwei Blöcke)	ab 11.500 € per person
AZA-ASH-05	Azure Stack Hub Bridge	5 Tage	ab 5.750 € per person
AZA-AI-05	Sovereign AI Operator	5 Tage	ab 5.750 € per person
AZA-IAC-05	Azure DevOps & IaC Hands-On	5 Tage	ab 4.950 € per person
AZA-SEC-05	Azure Security & Identity Deep Dive	5 Tage	ab 5.750 € per person
AZA-SALES-05	Azure Sales Accelerator	5 Tage	ab 4.950 € per person
AZA-INHOUSE	In-House Programs	individuell	auf Anfrage per group/request
AZA-WOF	Workforce of the Future	4 bis 8 Wochen	auf Anfrage per group/request
AZA-LOCAL-01	Azure Local Discovery Day	1 Tag	7.900 € per group/request
AZA-EXEC-01	Sovereign Cloud Executive Briefing	1 Tag	7.900 € per group/request
AZA-LOCAL-02	Azure Local Fast-Track	2 Tage	ab 2.450 € per person
AZA-NET-03	Azure Networking Compact	3 Tage	ab 2.990 € per person
AZA-OPS-23	Operator Starter (2+3)	2+3 Tage (zwei Blöcke)	ab 4.950 € per person
AZA-ARCH-32	Architecture Sprint (3+2)	3+2 Tage (zwei Blöcke)	ab 5.450 € per person

In-house from €7,900 per training day, 4 to 12 people (sovereign tracks from €8,900). All prices net plus VAT.

TERMS & CONTACT

CLEAR RULES. SHORT PATHS.

Training price anchor	€7,900 net per training day and group, half-day formats pro rata, the lab residency at €8,900.
Minimum group	Delivery from four actually registered participants, up to the stated group size. Smaller groups move to the next date free of charge.
Scheduling	Depending on scope, 2 to 6 weeks lead time counted from written confirmation of date and scope.
Completion	Certificate of participation and audit-ready training records included with every track, as a building block of your Art. 4 EU AI Act evidence.
All prices	Net plus 19 % VAT. Travel costs only for on-site dates outside the region, stated up front.

BORDONARO IT GmbH & Co. KG

Wormser Landstraße 83a · 67346 Speyer
+49 6232 298 53 - 0 · info@bordonaro-it.de

[bordonaro.ai](#) · www.bordonaro.de · [dino.bordonaro.de](#)

Ludwigshafen registry HRA 61166 · General partner: BORDONARO Beteiligungs GmbH, HRB 64031 · VAT ID DE815511519 · Represented by Dino Bordonaro



BORDONARO

**NOT EVERYTHING NEEDS TO BE OFFLINE. EVERYTHING NEEDS TO STAY
UNDER CONTROL.**

bordonaro.ai · www.bordonaro.de · dino.bordonaro.de

+49 6232 298 53 - 0 · info@bordonaro-it.de · As of: September 2026