

COMPLETE CATALOG 2026

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

The complete portfolio of the BORDONARO group: system house, datacenter, managed services, sovereign AI and two academies. For partners, system houses, funding bodies and everyone who wants to send people our way.

8x Microsoft MVP • 2,516-core enterprise lab • cloud to disconnected

As of: September 2026 • bordonaro.ai • www.bordonaro.de

WHAT YOU WILL FIND IN THIS CATALOG.

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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



ALMOST 30 YEARS, ONE THREAD: SYSTEMS THAT CARRY RESPONSIBILITY.

1996

First steps in IT: from the datacenter to the boardroom, the foundation for almost 30 years of infrastructure.

2009

Founding and growth of the BORDONARO IT system house: Microsoft infrastructure, datacenter, operations.

2016

Azure hybrid since the technical preview: early focus on connecting cloud and own datacenter.

2019

First Microsoft MVP award (Azure · Cloud and Datacenter Management), every year in a row since.

2020

TOP CONSULTANT and TOP 100 awards, expansion of the BORDONARO Academy: more than 800 professionals trained.

2024

Enterprise lab at Datacenter Rhein-Neckar II (PFALZKOM), Mutterstadt: 2,516 cores, 24 TB RAM, own GPU classes.

2025

Sovereign Cloud Alliance: partner network for sovereign operating models. Azure Local launch on stage with Microsoft.

2026

8th consecutive MVP award. Launch of BORDONARO AI (bordonaro.ai): Azure, compute and AI from cloud to disconnected, plus the AI Academy with 20 tracks.

FIVE PROPERTIES. ONE HOUSE. ONE STANDARD.

Dino Bordonaro

The person behind it: journey, stage, community.

dino.bordonaro.de



BORDONARO IT

System house for Azure hybrid, datacenter and managed services.

www.bordonaro.de



BORDONARO AI

Azure, compute and AI: cloud to disconnected.

bordonaro.ai



BORDONARO Academy

Azure and hybrid trainings with role paths.

dino.bordonaro.de/de/academy/



Sovereign Cloud Alliance

The partner network for sovereign operating models.

www.bordonaro.de/de/alliance/



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.

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

BORDONARO AI

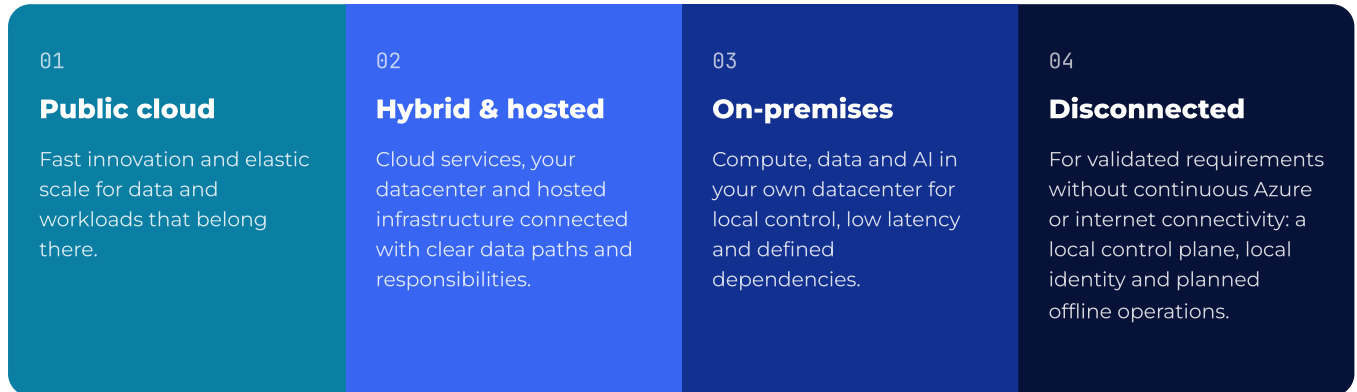
NOT CLOUD OR OFFLINE. THE RIGHT OPERATING MODEL FOR EVERY WORKLOAD.

Public cloud, hybrid, on-premises and fully disconnected environments can coexist. Data class, latency, regulation, availability and operational responsibility determine the right fit. We translate those requirements into an architecture built on evidence, not ideology.

THE SOVEREIGNTY SPECTRUM

SOVEREIGNTY IS NOT AN ENDPOINT. IT IS A DELIBERATE ARCHITECTURE DECISION.

One organization can use public cloud, hybrid, on-premises and fully disconnected systems at the same time. BORDONARO AI connects these worlds into one controllable operating model.

**THE DIFFERENCE IS NOT IDEOLOGY. IT IS ARCHITECTURE. EVERYTHING WHERE IT BELONGS.**

„I love working with Dino. He has become one of the worldwide experts on Azure and Azure Stack that I go to when I look for recommendations on how to make the product better.“

David Armour • Principal Product Manager Lead, Microsoft • public LinkedIn recommendation

PRODUCTS

FROM USE CASE TO THE RIGHT OPERATING MODEL.

AI-PRD-001

Sovereign Assistant

AI assistant with its own knowledge base, roles, permissions and human approval. Operated in the cloud, hybrid, on-premises or disconnected according to requirements.



k/ai-prd-001

on request Project/licence, on request

AI-PRD-002

VOXA

Transcription with speaker separation and a clearly defined data path. Depending on the operating model, sensitive conversations can be processed fully locally without an external cloud upload.



k/ai-prd-002

on request Project/licence, on request

AI-PRD-003

Sovereign AI Appliance

Validated Azure Local infrastructure with a correctly sized GPU, prevalidated in the enterprise lab. Designed for local and, where prerequisites are met, fully disconnected operating models.



k/ai-prd-003

on request Project/licence, on request

AI-PRD-004

Sovereign Agents

Workflow automation across your systems, orchestrated in the cloud, hybrid or on-premises with clearly defined data paths and approvals.



k/ai-prd-004

on request Project/licence, on request

START SMALL. DECIDE CLEANLY.

AI-PKT-001

Sovereign Pilot

Discovery workshop (1 day) · PoC in our own enterprise lab · Sovereign Assistant, set up on-prem



k/ai-pkt-001

€24,000 one-off, from-price · net plus VAT

AI-PKT-002

Own it

Sovereign appliance on-site · Assistant plus your own knowledge base · 6 months managed basic included



k/ai-pkt-002

€35,000 one-off from-price + ops from €1,490/month · net plus VAT

AI-PKT-003

Air-Gap · Defense

Defense readiness check · appliance operable disconnected · Enterprise operations 24/7



k/ai-pkt-003

on request individual by scope

AI-CON-001

Use-case discovery

1 day · Result: Prioritized use-case backlog and roadmap



k/ai-con-001

€4,900 from-price per delivery · net plus VAT

AI-CON-002

Architecture sprint

2-3 days · Result: Reference architecture, GPU sizing, PoC scope



k/ai-con-002

€9,900 from-price per delivery · net plus VAT

IT DOES NOT HAVE TO BE YOUR BASEMENT. OURS IS IN MUTTERSTADT.

AI-CON-003

Air-gap / defense check

1-2 days · Result: Readiness report and action plan

€3,900 from-price per delivery · net plus VAT



k/ai-con-003

AI-CON-004

Sovereign AI bootcamp

5 days · Result: Strategy, architecture and delivery plan

€18,500 from-price per delivery · net plus VAT



k/ai-con-004

AI-HST-001

In your own house

The Sovereign AI Appliance in your datacenter or server room: local control and, where required, a disconnected operating model. Especially suitable when protection needs, latency or regulation require a local platform.

on request on request



k/ai-hst-001

AI-HST-002

In our datacenter

Your AI runs in PFALZKOM's Datacenter Rhein-Neckar II in Mutterstadt, rated availability class 3 Plus as a single site: as a shared AI environment or on dedicated systems. Class 4 applies only to a production architecture explicitly designed with suitable redu

on request on request



k/ai-hst-002

AI-HST-003

Both, cleanly connected

Sensitive workloads can remain local while suitable services scale in Azure or with us. A shared identity, network and governance architecture connects the operating environments in a controlled way.

on request on request



k/ai-hst-003



03

TWO ACADEMIES

YOU CAN BUY TECHNOLOGY. CAPABILITY HAS TO BE BUILT.

Two learning worlds, one logic: the Azure & Hybrid Academy qualifies the people who run your infrastructure. The AI Academy enables everyone who works with, leads or builds AI. Both share the same pricing logic, minimum group and the standard that something usable exists on Monday.

WHO IS THIS FOR? YOUR DECISION GUIDE

FOUR PATHS THROUGH AZURE & HYBRID.

Find your role and follow the recommended path. Prior knowledge is 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

dino.bordonaro.de/de/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](#)

WHAT IT FEELS LIKE

A CONVINCING ANSWER CAN STILL BE WRONG.

ILLUSTRATIVE SCENARIO. A FICTIONAL WORKFLOW, NOT A CLIENT CASE STUDY.

Monday, 8:17 am. The request has been waiting since Friday.

An experienced sales specialist knows her products and customers. Preparing a proposal still starts with searching through emails, product documents and open questions. In this scenario, an approved AI assistant receives selected documents and a clear task. It gathers requirements, flags gaps and drafts an outline. She rejects a suggested delivery date because there is no confirmed source. She no longer starts from a blank page. The commitment to the customer remains her decision.

ILLUSTRATIVE SCENARIO. A FICTIONAL WORKFLOW, NOT A CLIENT CASE STUDY.

The first support case. The answer sounds remarkably confident.

A new team member asks AI to explain an error. It suggests a command they have never used. Run it straight away? This is where real competence begins. In the exercise, they check approved documentation, explain the possible effect in their own words and test only in an isolated environment. A change to the customer system still requires the responsible person's approval. AI helps them learn. It does not grant them permission.

ILLUSTRATIVE SCENARIO. A FICTIONAL WORKFLOW, NOT A CLIENT CASE STUDY.

The presentation is ready. The key figure is wrong.

An experienced controller uses AI to help draft a monthly report. The text sounds convincing, but it compares two different reporting periods. In this scenario, calculations stay in the verified reporting system. AI helps with structure, alternative explanations and follow-up questions. The controller checks the figures and assumptions before the report goes to management. Progress is not speed at any cost. It is less routine work with responsibility still clearly assigned.

That is why we do not begin with a list of tools. We begin with your task and how you recognise a good result.

WHO IS THIS FOR? YOUR DECISION GUIDE

SIX ROLES, SIX LEARNING PATHS.

Nobody needs all 20 tracks. Find your role and start with the recommended path.

Career starters and career changers

„I already use AI, but I never know whether I can trust it.“

You get a safe learning path: have it explained, ask back, check sources, explain it yourself. The secret shortcut becomes a learning accelerator.

AI-START



AI-LIT-LAB



AI-WORK

Experienced professionals

„Too much of my day goes into searching, summarising and drafting.“

You bring your professional context into working with AI and test its suggestions against your standards. Your knowledge sets the bar, not the smoothest answer.

AI-WORK



AI-CONTEXT



AI-CHECK

Executive management and board

„What is AI worth to us, what do we risk and who answers for it?“

From decision picture to resilient business cases to the leadership questions: you decide based on your own judgement instead of borrowed slides.

AI-EXEC



AI-VALUE



AI-LEAD

Governance, privacy, security

„How do we make AI use provable and properly classified?“

The EU AI Act translated per role, applications classified cleanly, threats modelled systematically. Training and drafts, not legal advice.

AI-GOV



AI-RISK



AI-SEC

Architecture and engineering

„How do I build RAG, agents and evaluation that survive production?“

From the knowledge foundation to RAG, evaluation and bounded, supervised agents: built and hardened on real lab hardware.

AI-DATA



AI-RAG



AI-EVAL



AI-AGENT

Platform and operations

„How do I run models and GPUs, connected to disconnected?“

Plan, operate and update sovereign platforms, up to fully disconnected operating models. Your home turf becomes our classroom.

AI-PLATFORM



AI-OPS



AI-ARC



AI-RESIDENCY

20 AI TRACKS FROM CAREER START TO PLATFORM OPERATIONS.

AIA-AI-LIT-LAB

PATH 1 · UNDERSTAND

k/aia-ai-lit-lab

AI Literacy Hands-on Lab

Half a day after which every participant has built their own assistant instead of just hearing about one.

You set up your own assistant in the lab, practise the data rules on real cases and finish with a transfer check, in groups of 4 to 12 people.

Who for: Teams and departments that need to move from listening to doing: case handling, sales, administration, service.

Duration: ½ day **Group:** 4-12 people **Lead time:** from 2 weeks

€3,950 flat per delivery

AIA-AI-WORK

PATH 1 · UNDERSTAND

k/aia-ai-work

Working Safely and Productively with AI

One day on which three of your real workflows become measurably faster, not three slide examples.

Three genuinely improved workflows with before-and-after measurements, personal prompt and review templates, and team rules the team has agreed on.

Who for: Teams of up to 12 people who have already touched AI and now want to get their actual work done with it: reports, quotes, minutes, customer correspondence, research.

Duration: 1 day **Group:** 4-12 people **Lead time:** from 2 weeks

€7,900 flat per delivery

AIA-AI-CONTEXT

PATH 1 · UNDERSTAND

k/aia-ai-context

Prompt and Context Engineering

Two days after which good AI results in your team are no longer a matter of luck, but repeatable building blocks.

Reusable context patterns, structured outputs with quality controls, and a tested prompt library for your team.

Who for: Heavy users, subject-matter experts and developers who work with AI daily and whose results are reused by others: analyses, reports, data extraction, text modules, precursors to automation.

Duration: 2 days **Group:** 4-12 people **Lead time:** from 4 weeks

€15,800 flat per delivery

20 AI TRACKS FROM CAREER START TO PLATFORM OPERATIONS.

AIA-AI-START

PATH 1 · UNDERSTAND



k/aia-ai-start

AI Onboarding for Career Starters

One day teaching career starters to use AI as a learning tool without trusting it blindly: have tasks explained, ask good follow-up questions, check sources and spot your own knowledge gap before it becomes a mistake.

You practise having tasks explained by AI, questioning the explanation and, at the end of the day, explaining a synthetic practice case in your own words, without the AI at your side.

Who for: Apprentices, career starters, career changers and juniors in their first years on the job.

Duration: 1 training day**Group:** 4-12 people**Lead time:** from 2 weeks**€7,900** flat per delivery

AIA-AI-CHECK

PATH 1 · UNDERSTAND



k/aia-ai-check

Checking and Improving AI Results

One day dedicated to the skill that decides between benefit and damage: systematically checking AI results. Sources and figures, plausible errors, counter-checks and the question of when a result needs sign-off.

You practise a robust checklist on several synthetic cases and adapt it to your team's work. By the end, everyone recognises the typical plausible errors and knows when to escalate.

Who for: Teams that already use AI drafts and now need the quality assurance to go with them: case handling, assistants, business departments, controlling-adjacent roles.

Duration: 1 training day**Group:** 4-12 people**Lead time:** from 2 weeks**€7,900** flat per delivery

AIA-AI-EXEC

PATH 2 · LEAD



k/aia-ai-exec

Sovereign AI Executive Briefing

One afternoon after which your executive team knows whether AI in your company will be rented or owned.

A documented decision picture covering value, risk, sovereignty and operating model, plus the open decision questions for the next 90 days as a structured template for your governing bodies.

Who for: Managing directors, board members, advisory boards and shareholders, up to eight people.

Duration: ½ day**Group:** 4-8 people**Lead time:** from 2 weeks**€4,900** flat per delivery

20 AI TRACKS FROM CAREER START TO PLATFORM OPERATIONS.

AIA-AI-LEAD

PATH 2 · LEAD

Leading in the Human-Agent Organization

Two days after which your managers know what to delegate to an assistant and what never to.

Every manager works out a delegation matrix, an escalation model and the draft of a 90-day adoption plan for their own team.

Who for: Managers with people responsibility, from team lead to department head, up to twelve people.



k/aia-ai-lead

Duration: 2 days **Group:** 4-12 people **Lead time:** from 4 weeks

€15,800 flat per delivery

AIA-AI-VALUE

PATH 2 · LEAD

Use Case and Business Case Sprint

Two days after which your AI idea list is a prioritized portfolio with owners and numbers.

A prioritized use case portfolio with a value-risk matrix, conservatively calculated economics, one owner per use case and a 90-day plan for the top candidates.

Who for: Mixed groups of managers, department representatives and executives, up to twelve people.



k/aia-ai-value

Duration: 2 days **Group:** 4-12 people **Lead time:** from 4 weeks

€15,800 flat per delivery

AIA-AI-CHAMP

PATH 2 · LEAD

AI Champions Program

Four modules and six accompanying Q&A sessions over twelve weeks, after which AI in your company has a team instead of one lonely delegate.

Up to ten enabled champions with a use case pipeline, an internal community, ready-to-use guides and measurable transfer after 90 days.

Who for: Motivated employees and team leads from different departments who are meant to carry AI knowledge into the organization, up to ten people.



k/aia-ai-champ

Duration: 4 on-site days + 6 Q&A sessions over 12 weeks **Group:** 4-10 people **Lead time:** from 6 weeks

€34,900 flat per delivery

20 AI TRACKS FROM CAREER START TO PLATFORM OPERATIONS.

AIA-AI-GOV

PATH 3 · GOVERN

EU AI Act and AI Governance

Two days after which you hold an AI register, a literacy plan and a policy draft instead of a slide deck full of paragraphs.

A populated AI inventory, a role model, a literacy plan, a policy draft and a control calendar, all built on your real systems.

Who for: For owners in legal, data protection, information security, compliance and IT governance who need to turn the EU AI Act from text into a working state.



k/aia-ai-gov

Duration: 2 days **Group:** 4-12 people **Lead time:** from 4 weeks

€15,800 flat per delivery

AIA-AI-RISK

PATH 3 · GOVERN

AI Risk Classification Lab

One day on which your real applications get classified instead of generic example cases from a slide.

Your real use cases are sorted into prohibited, high risk, transparency obligation or minimal, with documented criteria and control need per case.

Who for: For governance owners and leaders who need to classify a list of deployed or planned AI applications with confidence.



k/aia-ai-risk

Duration: 1 day **Group:** 4-12 people **Lead time:** from 2 weeks

€7,900 flat per delivery

AIA-AI-SEC

PATH 3 · GOVERN

Secure GenAI and Agent Threat Modeling

Two days after which you hold a threat model, a data flow diagram and a test plan for a real application instead of a list of theoretical risks.

A threat model, a data flow diagram, a catalogue of concrete protective measures and a test plan for a real GenAI or agent application of yours.

Who for: For security and governance owners together with engineering who need to secure a GenAI or agent application.



k/aia-ai-sec

Duration: 2 days **Group:** 4-12 people **Lead time:** from 4 weeks

€15,800 flat per delivery

20 AI TRACKS FROM CAREER START TO PLATFORM OPERATIONS.

AIA-AI-DATA

PATH 4 · BUILD



k/aia-ai-data

AI-ready Data and Knowledge Architecture

RAG projects rarely fail at the model, they fail at sources without owners and permissions without a concept.

A prioritized knowledge map of your organization with an ownership matrix, source assessment and a retrieval and permission concept strong enough to carry a RAG project.

Who for: Architects, data engineers and developers tasked with making company knowledge usable for assistants.

Duration: 2 days **Group:** 4-12 people **Lead time:** from 4 weeks

€15,800 flat per delivery

AIA-AI-RAG

PATH 4 · BUILD



k/aia-ai-rag

Enterprise RAG Engineering

A RAG demo is an afternoon, a RAG system with permissions and measurable quality is engineering. Here you build the latter.

A working RAG prototype on our lab environment with an ingestion pipeline, hybrid retrieval, reranking, an evaluation set, a permission model and honestly documented limits.

Who for: Developers, data engineers and architects who build or own a RAG system for enterprise use.

Duration: 3 days **Group:** 4-12 people **Lead time:** from 4 weeks

€23,700 flat per delivery

AIA-AI-EVAL

PATH 4 · BUILD



k/aia-ai-eval

Evaluation, Observability and Guardrails

Without a golden dataset and release gates, every AI release is an experiment on your users.

A golden dataset, automated quality metrics, tracing, cost and latency budgets and defined release gates that catch regressions before your users experience them.

Who for: Developers, platform engineers and technical owners taking an AI system towards production or already operating one.

Duration: 2 days **Group:** 4-12 people **Lead time:** from 4 weeks

€15,800 flat per delivery

20 AI TRACKS FROM CAREER START TO PLATFORM OPERATIONS.

AIA-AI-AGENT

PATH 4 · BUILD

Agentic Systems Engineering

An agent allowed to act before passing its gates is not automation, it is an operational risk with API access.

A self-built agentic workflow with tool integration, an explicit state model, human-in-the-loop gates, evaluation and abort and escalation logic, signed off in a live stress test.

Who for: Experienced developers and architects tasked with connecting agents to real business processes and systems.



k/aia-ai-agent

Duration: 4 days **Group:** 4-12 people **Lead time:** from 6 weeks**€31,600** flat per delivery

AIA-AI-PLATFORM

PATH 4 · BUILD

Sovereign AI Platform Engineering

Five days after which your team has not just described an inference platform but built, measured and handed one over.

A referenceable platform architecture from GPU sizing to operations handover, built and measured in the lab and documented as a blueprint.

Who for: Platform teams and infrastructure architects who are expected to own LLM inference in their own data center or on Azure Local.



k/aia-ai-platform

Duration: 5 days **Group:** 4-12 people **Lead time:** from 6 weeks**€39,500** flat per delivery

AIA-AI-OPS

PATH 4 · BUILD

LLMOps for Connected, Disconnected and Air-Gapped Environments

Three days after which a model update arrives safely even when no cable leads to the outside world.

A tested promotion process from dev through test to prod, an offline update concept with signature verification and an incident and rollback runbook rehearsed in the lab.

Who for: Platform and operations teams responsible for an LLM platform in environments with restricted or no internet connectivity: public authorities, critical infrastructure, defense, manufacturing with segregated networks.



k/aia-ai-ops

Duration: 3 days **Group:** 4-12 people **Lead time:** from 4 weeks**€23,700** flat per delivery

20 AI TRACKS FROM CAREER START TO PLATFORM OPERATIONS.

AIA-AI-ARC

PATH 4 · BUILD



k/aia-ai-arc

Azure Arc and Azure Local as a Hybrid Control Plane

Three days after which Arc is no longer just an agent on your servers but a control plane with rules you set yourself.

A well-founded Arc resource model with a policy and GitOps foundation, plus a reasoned decision picture of when connected and when disconnected is the right operating model.

Who for: Platform teams that run or introduce Azure Local and want to set up management via Azure Arc deliberately instead of inheriting it.

Duration: 3 days **Group:** 4-12 people **Lead time:** from 4 weeks

€23,700 flat per delivery

AIA-AI-RESIDENCY

PATH 4 · BUILD



k/aia-ai-residency

Sovereign AI Architecture Residency

Five days in the lab that end not with slides but with your own architecture design, validated on real hardware.

A customer-owned architecture and operations design whose critical assumptions were validated on real hardware, with a tested slice, a prioritized backlog and an executive readout.

Who for: The core team of an organization concretely planning a sovereign AI platform: architects, platform owners and the person who has to defend the investment.

Duration: 5 days in the lab **Group:** 4-8 people **Lead time:** from 6 weeks

€44,500 flat per delivery

BRANDS THAT HAVE TRUSTED US OVER THE YEARS.



SCHAEFFLER

knowledge
park.

Selected brands from almost 30 years of IT, project and training work (partly under NDA). Historical IT references, not an AI customer list.

Competence evidence

Every academy track ends with a certificate of participation and audit-ready training records: role-based building blocks for your Art. 4 EU AI Act evidence.

For funding bodies and education partners

Funding eligibility of individual measures subject to individual assessment by the respective funding body. An AZAV provider accreditation does not currently exist and is not claimed.

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.

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BORDONARO

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

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