OCRE 2024

Update on Cloud Procurement OCRE 2024

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GN5-1 WP4 Task lead 3 -
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SURF Cloud event, Amersfoort

Co-funded by
the European Union

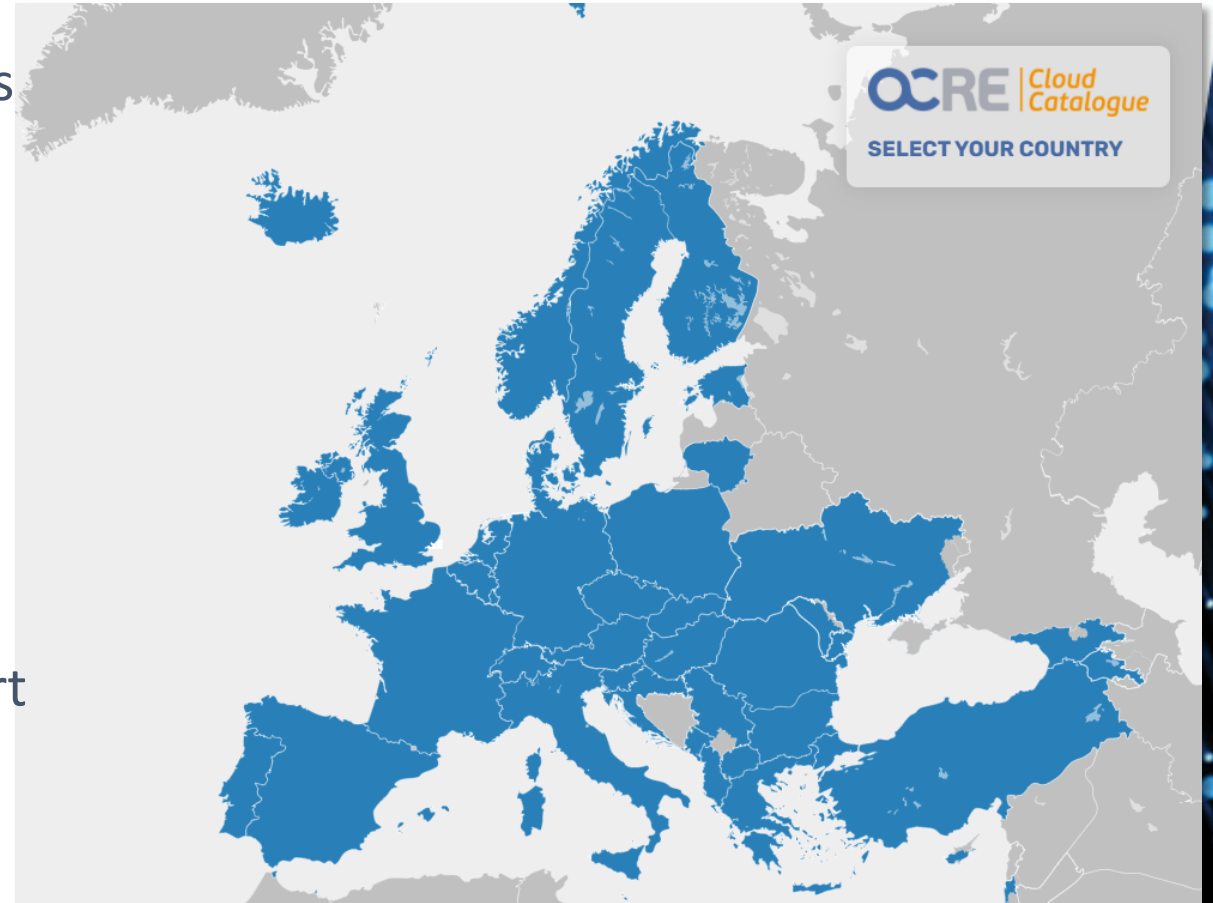# What has the NREN community done?

- In 2016 GÉANT tendered the first IaaS agreements
  - Mandated by all NRENS to tender on their behalf
  - 14 framework agreements were awarded
  - Frameworks expired on 31 December 2020

- 2020 IaaS**+** tender was launched – Under the OCRE project
  - GÉANT mandated by NREN's to tender on their behalf
  - Eacht country = 1 lot. **->** suppliers dedicated
  - ~ 1150 proposal received / 473 framwork agreements awarded (avg. 14 different Cloud platforms available per country).

  o March 2024 the new IaaS**+ | OCRE2024** published

A Framework that benefits all the GÉANT Community

- o Broad Catalogue of Cloud and Digital Services
- o Negotiation power and economy of scale
- o Good rates and tariffs
- o Favorable terms & conditions
- o Local (language) support
- o Part of a growing network of institutions and researchers using these frameworks
- o Access to sr. management at supplier, support and escalation available via GÉANT
- o Ongoing investment and feedback
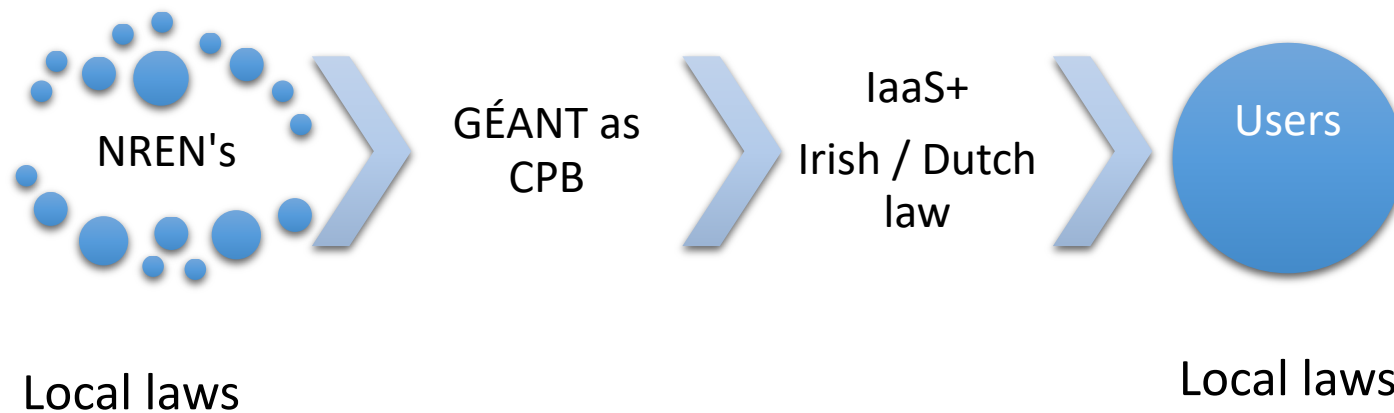
➢ NO NEED TO TENDER SEPERATELY!!
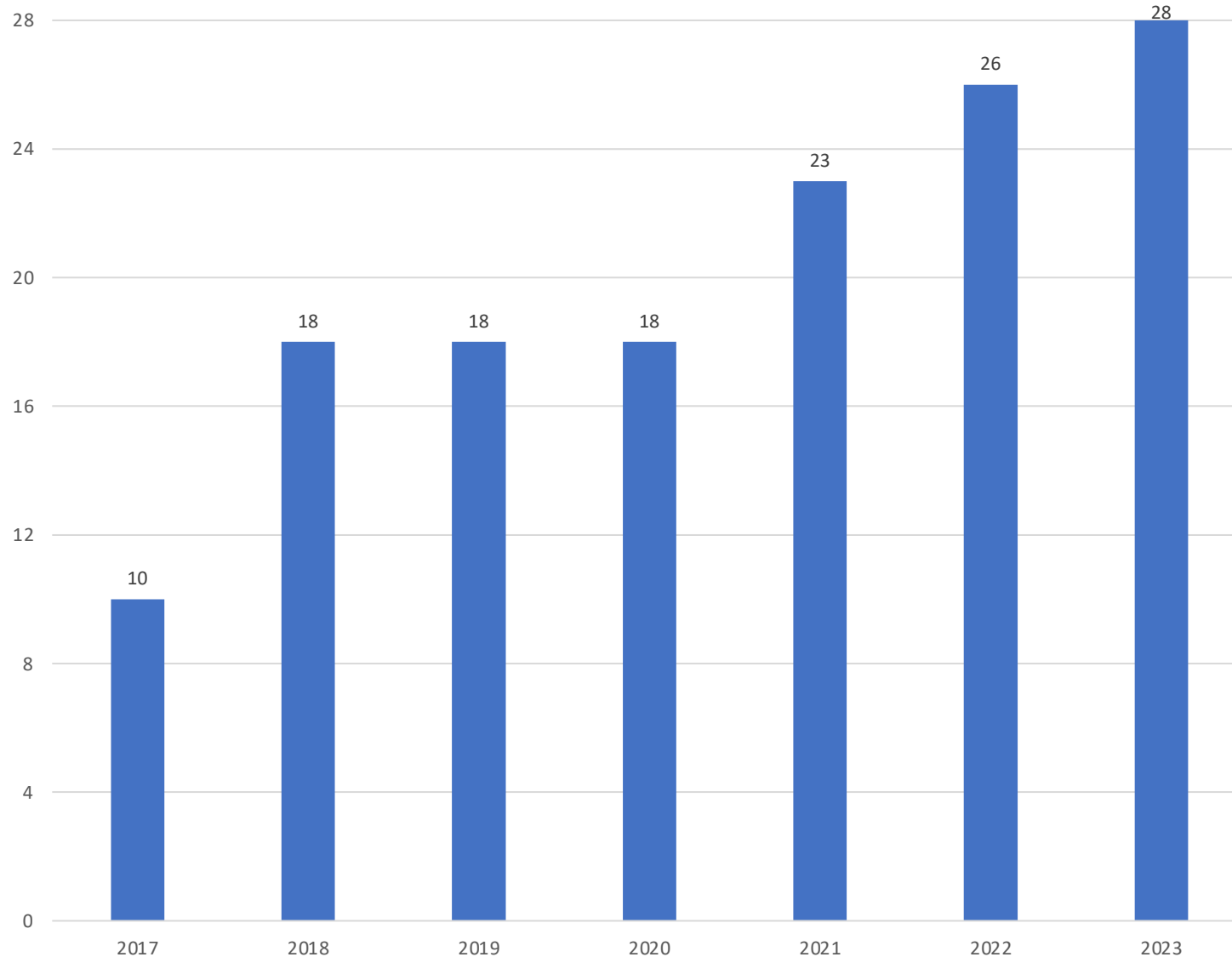
In a bit more detail

EU Procurement Directive compliant TENDERPROCEDURE

1. GÉANT mandated by the NREN's as CPB
2. CPB = Central Purchasing Body
3. GÉANT Tendered as CPB -> Dutch public procurement legislation (for all involved)
4. Published on TED

LAWS OF THE CONTRACTS

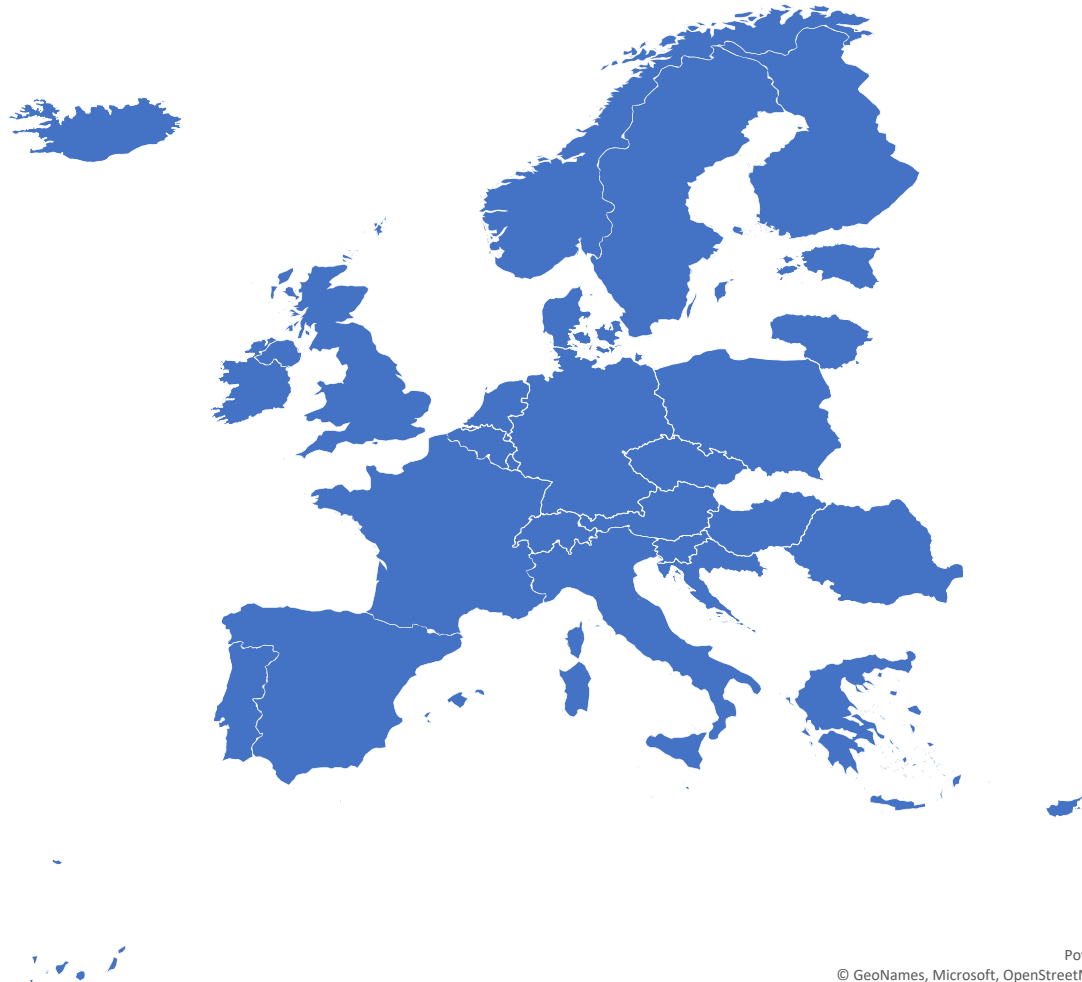NREN's > GÉANT as CPB > IaaS+ Irish / Dutch law > Users

Local laws

Local laws

Number of countries using the 2016 and 2020 IaaS Frameworks

28 countries as at 31/12/2023

Countries Consuming

Powered by Bing
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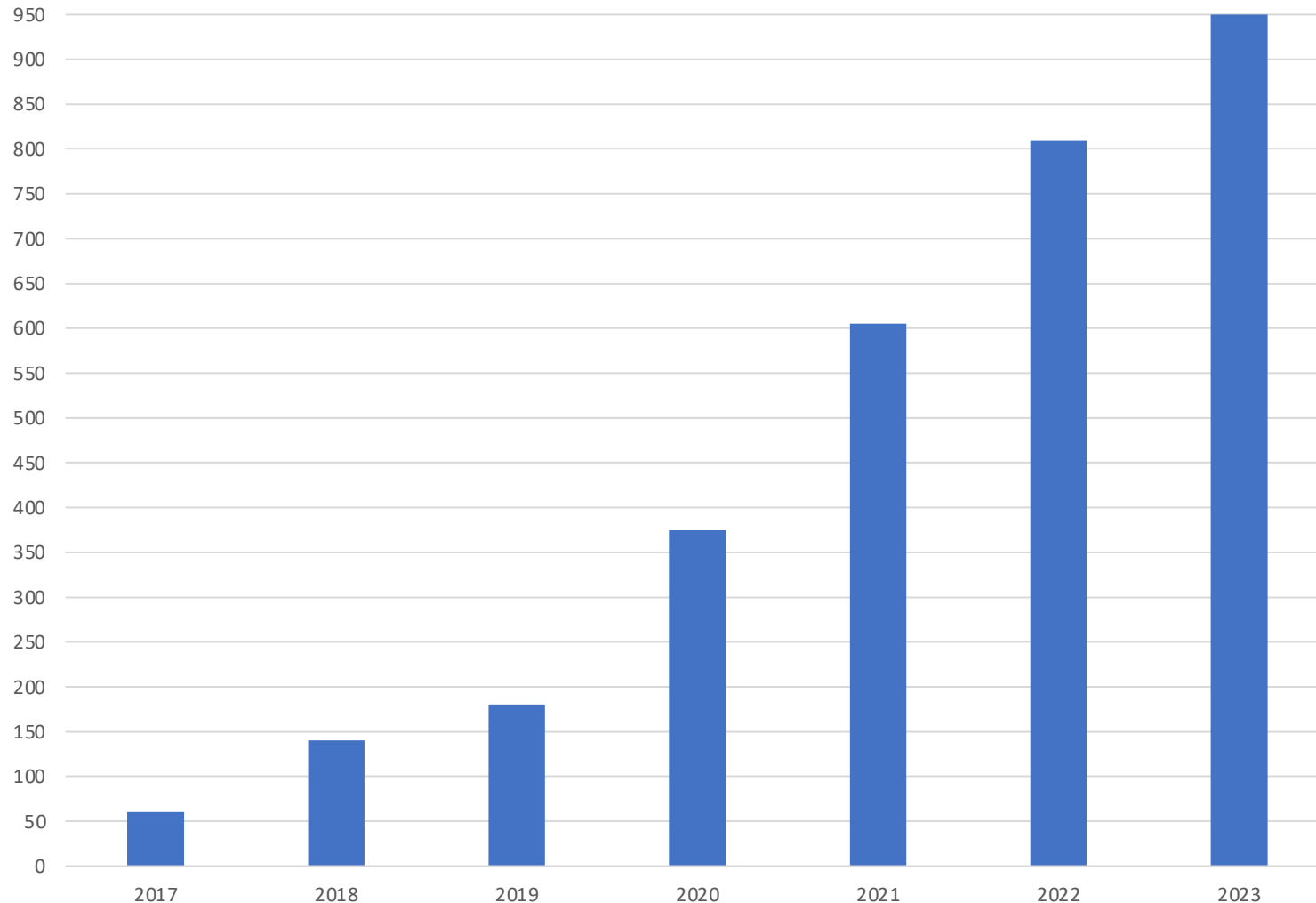
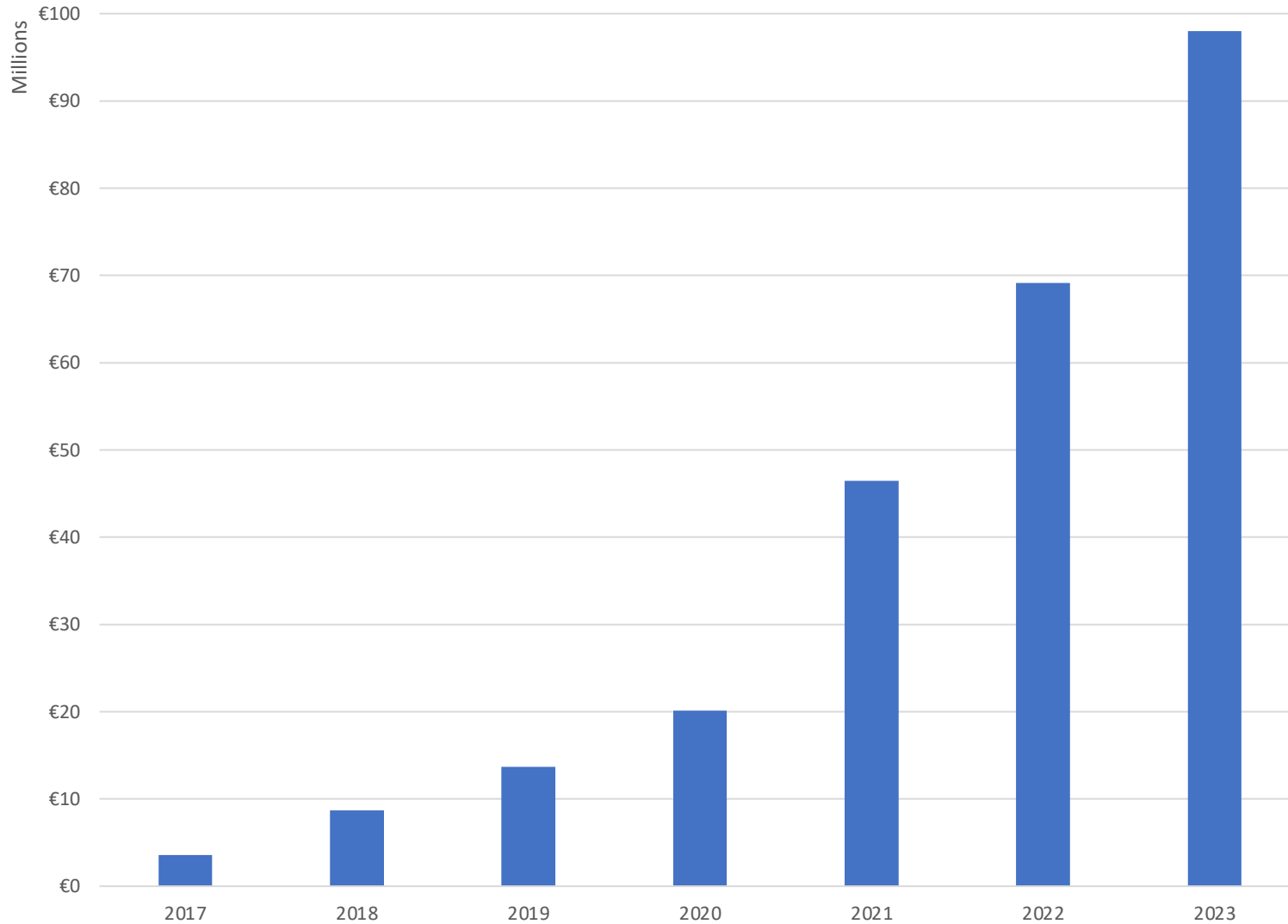# Countries using the 2016 and 2020 IaaS Frameworks

28 countries as at 31/12/2023

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How is OCRE doing?

Number of Institutions using the 2016 and 2020 IaaS Frameworks
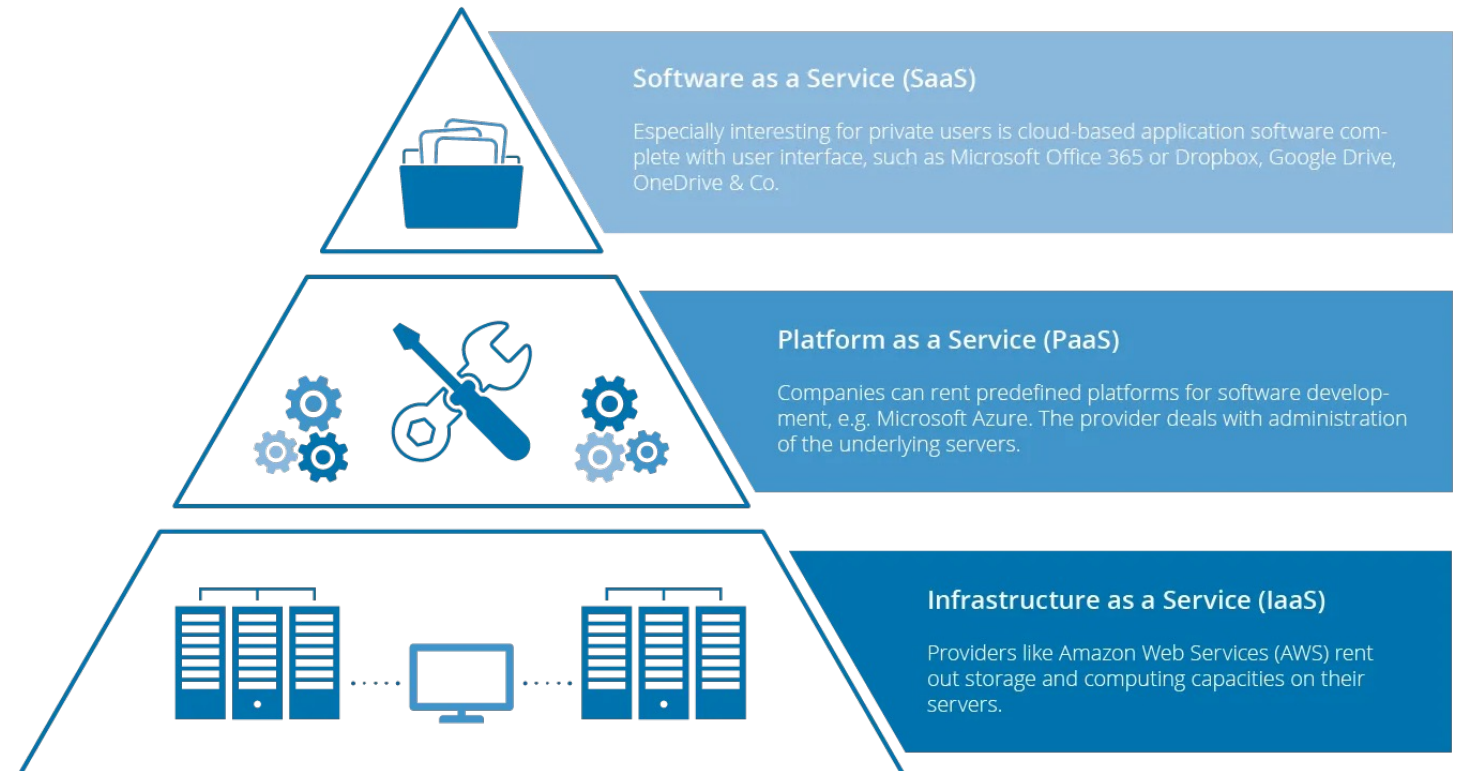
950 institutions as at 31/12/2023

OCRE 2024 Scope, contracts, Lots

- **Scope:** IaaS+

- **Contracts:** Frameworks now under Dutch law – CoC under local law

- 1 Lot per country

- Sublots per platform

- Max 3 suppliers per sub-lot

- Expected total contract value* 1**+** B Euro

- 5 years duration

- Customisation per NREN

- Hybrid approach

- No obligation to procure

Software as a Service (SaaS)

Especially interesting for private users is cloud-based application software complete with user interface, such as Microsoft Office 365 or Dropbox, Google Drive, OneDrive & Co.

Platform as a Service (PaaS)

Companies can rent predefined platforms for software development, e.g. Microsoft Azure. The provider deals with administration of the underlying servers.

Infrastructure as a Service (IaaS)

Providers like Amazon Web Services (AWS) rent out storage and computing capacities on their servers.

Overall aim

- A framework that will make it easy for Customers to consume IaaS+ services in a manner compliant with European procurement legislation and with the best conditions of use. And a direct route for Economic Operators is provided to more easily and efficiently reach and deliver their IaaS+ services to Customers

- Suppliers offer an IaaS+ feature set which matches the Customers' needs

- Customers get access to a broad range of services fitting their needs from multiple Suppliers

- Data is handled safely, secure and Suppliers meet European and National regulations

- Services can be acquired and used through the Customers' purchasing and management structures (such as accepting Purchase Orders and post pay billing)

- Services are connected to and compatible with the Customer's network and Identity Management capabilities
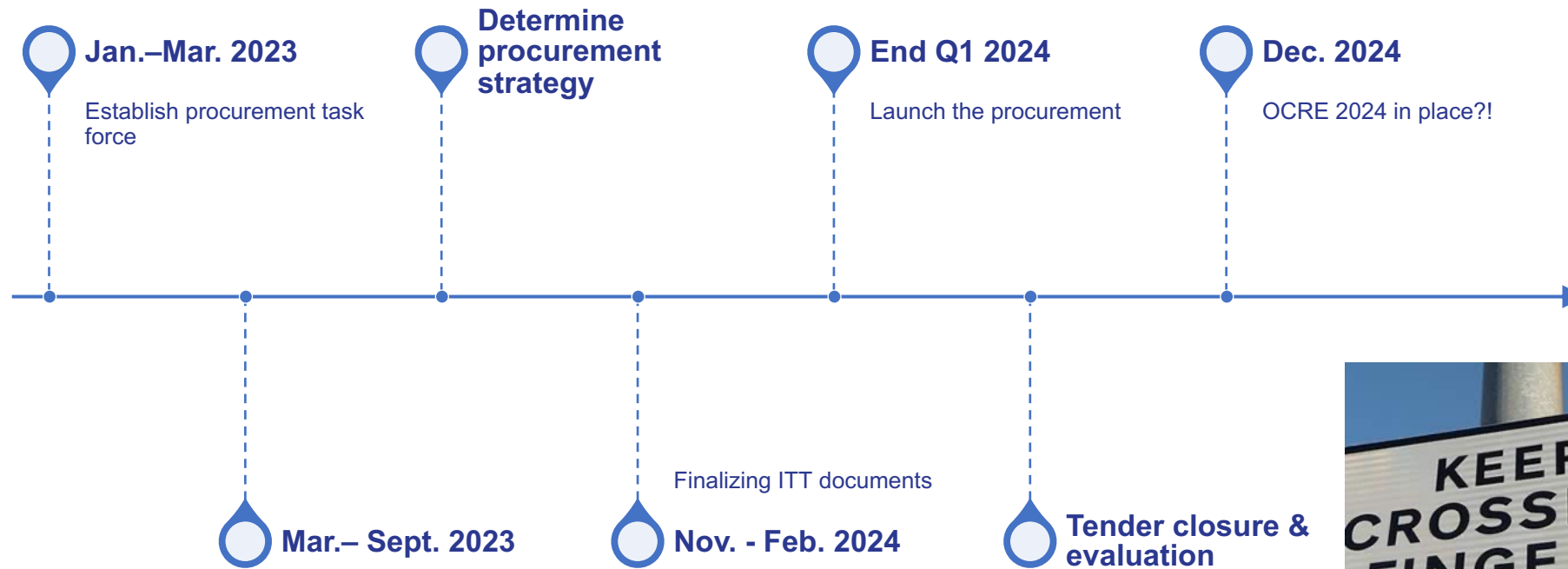
Highlights on market feedback on PIN

- Importance of professional services

- Overall acceptance of the lot structure

- Focus on sustainability

- Clear description and standardization of CRF – NREN activities

- Overall acceptance of 5 years duration of the FW

- Price increases inline with agreed inflation measures

- Undesirable egress costs

- Different positions on minimum discount

- Role NREN as impartial and trusted advisor undisputed

- Identify management
- Ingress / Egress
- AI
- Privacy transparency and compliancy - GDPR
- Security
- Exit Support – EU Data Act
- Inclusivity and accessibility
- Geopolictics – ACI / IPI / FSR

Next steps and planning

OCRE 2024

Jan.–Mar. 2023

Establish procurement task force

Determine procurement strategy

End Q1 2024

Launch the procurement

Dec. 2024

OCRE 2024 in place?!

Mar.– Sept. 2023

Finalizing ITT documents

Nov. - Feb. 2024

Tender closure & evaluation

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Thank you
Any questions?

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