

Earth Observation - DPS

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EARSC EO café

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Agenda

1. How does OCRE wants to connect with the (EO) Market?
2. What are the key objectives?
3. What is a DPS?
4. How does a DPS work?

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How does OCRE wants to connect with the (EO) Market?

Connecting Supply and Demand

- OCRE - Professional Cloud Services <-> Earth Observation

MARKET COMPARISON	
<i>Professional Cloud Services</i>	<i>Earth Observation</i>
'Commodity' type of services	Large variations in type of services and products
Dominated by a few large organisations, selling via reseller network.	Many SME's and Start-ups
Established mature market	Level of market development depending on offered services and products. Some sub-markets are more mature than others

- OCRE – Does not make supplier- or technology choice on behalf of researcher / institute
- OCRE – Facilitates R&E community and Market
 - R&E community -> drive adoption of EO services (EC fund to support procurement of EO services)
 - Market -> provide access to researchers, universities and institutes

What are the key objectives?

Objectives and results

Objectives

Stimulate use /
awareness of EO
Cloud products
and services in
the R&E
community

Move to Cloud.
Remove
technical /
capacity barriers
that hinders
uptake of EO
services

Stimulate
(European) EO
industry by
stimulating
demand (funded
research
projects)

Stimulate usage
of Copernicus
data by both
R&E community
and Market

Results

Provide R&E
community easy access
to state of art
EO(Cloud) services to
accelerate scientific
output

European R&E
community can take
full advantage of
available technology
without capacity
limitations

Provide visibility to
commercial operators
on flagships projects.
Accelerate innovation

Sustainable use of
Copernicus data by
both industry and R&E
community.

What is a DPS?

The Dynamic Purchase System explained

- Procedure as described in EC Procurement directive 2014/24
- DPS <-> framework agreement

DPS	Framework agreement
Creation of a 'preferred supplier' list	Fixed supplier(s)
No limit on # of suppliers	Limited # of suppliers
New suppliers can join DPS at any time	Suppliers can only be awarded a framework agreement during tender period.
DPS tenders are accessible for all admitted suppliers	Tenders (mini competition) only accessible for framework holders
Light admittance process.	Tender process is costly and timely
DPS tenders are easier to adjust to user requirements	Mini-competition is bound by scope of framework



How does a DPS works?

A step by step overview

Step 1: Publication of DPS by GÉANT

- GÉANT acts as Centralised Purchasing Body (CPB) of all participants

Step 2: Initial 'installation' period of 30 days in which interested parties can send in a request to be admitted to the DPS

- Scope description, ESPD, process details, agreements and T&C's will be published.
- Opportunity to ask questions via Q&A procedure
- After Information Notice scope description, ESPD, process details, agreements and T&C's will become final
- After deadline, all received requests will be evaluated. All entities meeting requirements are admitted to the DPS.
- After deadline the possibility to request to be admitted to the DPS will remain
 - *No Q&A (all documents are final. No possibility to change anymore)*

Step 3: DPS tenders

- After initial 30 days GÉANT can start executing DPS tenders
- DPS tenders are only accessible to admitted parties
 - *Parties not admitted can not participate in DPS tenders after they have started*
- DPS tenders are only visible to parties that have been admitted to the DPS. No public publication
- DPS tenders have a minimum response time of 10 days
- Requirements and user specification are made available in the DPS tender
- Only limited possibilities to 'negotiate' on agreement and T&C's -> only related to actual SOW
- Evaluated and scored on aspects are published in the DPS tender

Step 4: Scope description, ESPD, process details, agreements and T&C's will be published.

- Scoring and results will be communicated to applicable parties
- GEANT will periodically (1 x 6 months) publish list of suppliers to whom work is awarded.

Thank you
Any questions?



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