

- Universities
 - IS workloads in the main
 - Lots of planning going on
 - Going to cloud once current servers/SAN goes EOL
- Researchers
 - Early days yet
 - Scripting/scheduling of jobs
 - Local resources are 'free'
 - Running a server is 'free'
- 34 out of 60 member institutions use the Framework
- Essentially still dipping the toe in the water

- Ran drawdown procurements
- Co-ordinated training with clients
- Held workshops
- Built documentation bundles
- In the pain reduction business
- “Held their hands”

- Similar to IaaS
- Run drawdown procurements
- Co-ordinate training for Clients
- Investigating being a buyer group
- Still in the pain reduction business
- “Hold their hands”