OCRE – IaaS+ Framework
Ease of Use Webinar

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OCRE | Open Clouds for Research Environments

o Infrastructure/Platform/Software - aaS

o Published on Tenders Electronic Daily (TED) on 15 April 2020

o Closing date for submissions was extended to 23 June 2020, due to the COVID 19 crisis and delayed market response.

o LOT based – one supplier of each platform in each country (including hyperscale resellers **).

o Framework contracts signed in Q1 2021

o Awarded contracts made available via TED (publication of outcome) in August 2021

> Market response to tender – 1100 bids
> Outcome - 473 cloud contracts across 40 lots
> 37 cloud platforms represented
> Minimum of 9 platforms per country
> Maximum 17 platforms per country
> **GÉANT WP4/CMG contract management**

40 NRENS (countries)
10,000 Institutes
2Million Researchers

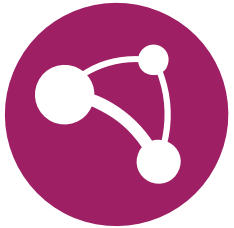**** competition amongst hyperscale resellers complete**

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Why use the Framework?

Crazy not to...
- ✓ No institutional tender required (competition complete)
- ✓ Significant discounts (community aggregation)

Compliance
- ✓ Platform tested using HNSciCloud workload
- ✓ All suppliers bound by GDPR regulations
- ✓ In-country support and call-off

Networks
- ❖ Peering POPs under review (GÉANT)
- ❖ Data ingress/egress waivers in place
- ❖ Cloud Interconnect/Expressroute/Direct Connect

Trust, Identity and Security –
All platforms support SAML2/OIDC protocol
eduGAIN onboarding (GÉANT federation)
Supplier SOCs – threat surveillance and response

Community support
- ➤ 3 annual supplier workshop commitment
- ➤ Additional discounting
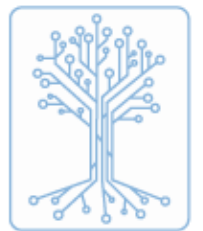- ➤ GÉANT WP4/CMG support - **REPORTING**

green
computing
agility
SLA

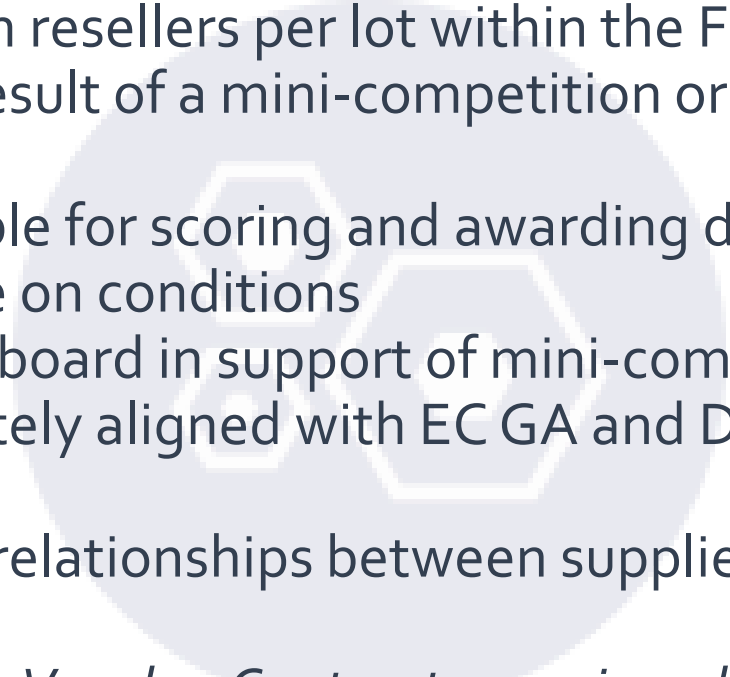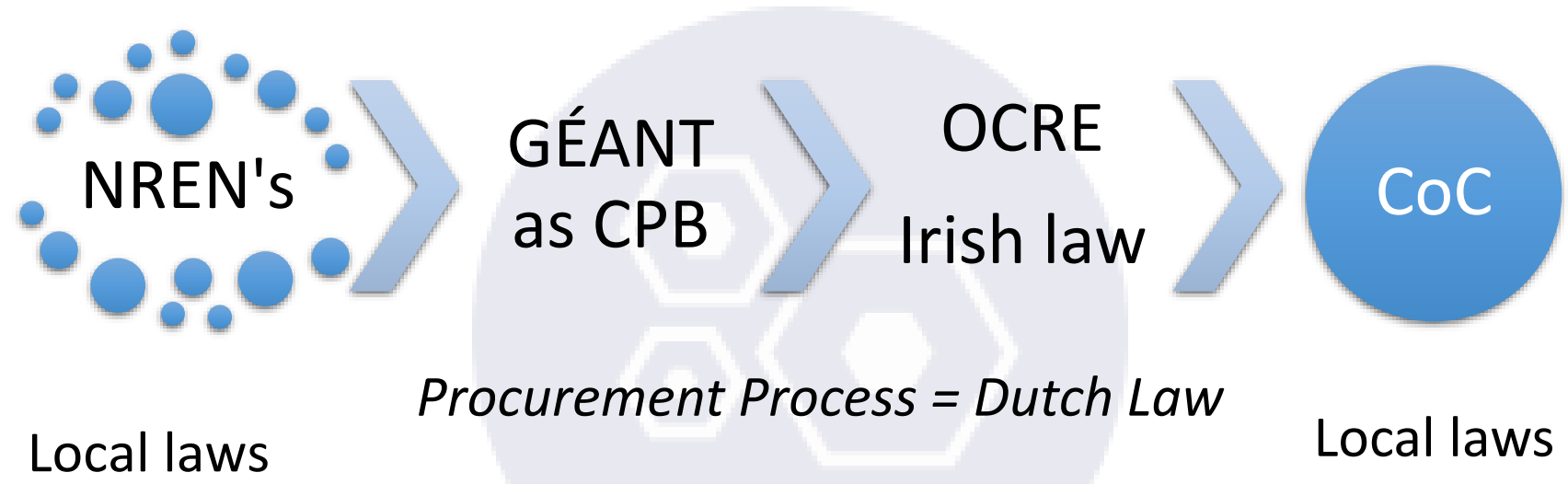GAIA-X

Is the Framework legitimate?

✓ Framework ITT honoured all guiding principles of the EU tendering law procured under Dutch tendering law
✓ Competition between resellers per lot within the Framework Contract
✓ Call of Contracts as result of a mini-competition or direct award between reseller and institute
✓ Institutions responsible for scoring and awarding decision
✓ Direct award possible on conditions
✓ CMG supported dashboard in support of mini-competitions
✓ All Contracts completely aligned with EC GA and Dutch and EU VAT legislation
✓ NREN may facilitate relationships between supplier and local R&E community
✓ *For EC funded projects Voucher Contracts are signed between GÉANT and reseller to be VAT and EC GA compliant (OCRE adoption funding)*
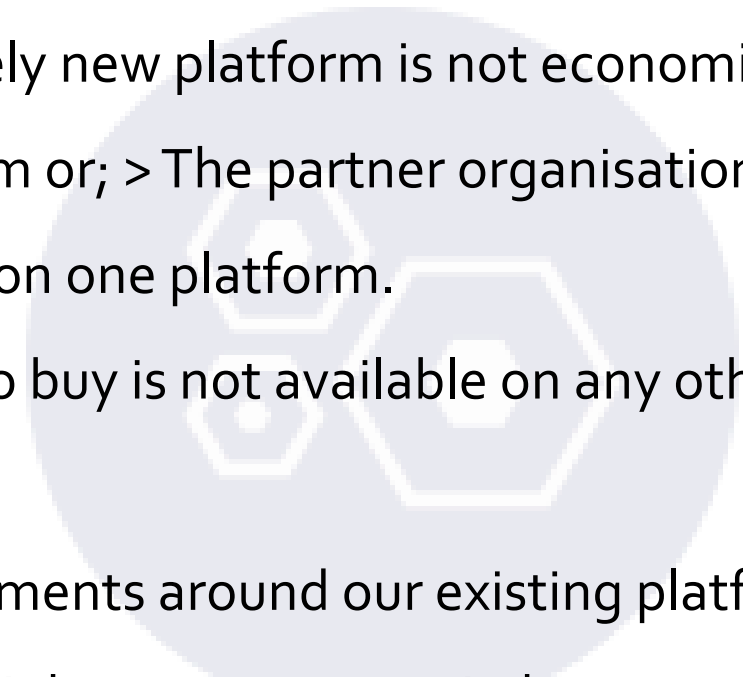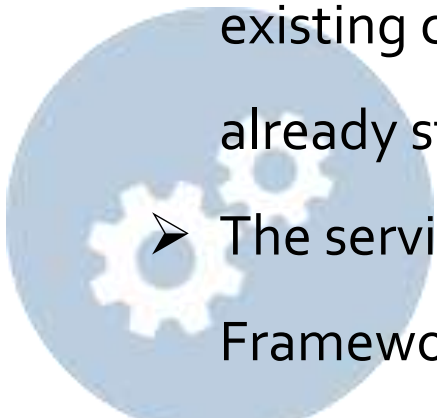
simply a procurement framework

NREN's

GÉANT
as CPB

OCRE
Irish law

CoC

Procurement Process = Dutch Law

Local laws

Local laws

Option 1: Direct Award if:

➢ Switching to an entirely new platform is not economically feasible > An existing cloud platform or; > The partner organisation in the use case has already standardised on one platform.

➢ The service we wish to buy is not available on any other platforms on the Framework.

➢ The licensing arrangements around our existing platform mean that due to Intellectual Property rights we cannot switch to another provider.

Option 2: Mini- Desktop competition if:

➢ Evaluate all Suppliers in its Lot.
  ○ Exception: if a Supplier is clearly unable to meet a specific requirement, this Supplier may be excluded (see direct award support tool for excluding Suppliers).

➢ Reuse GÉANT's scores against the offer of the Supplier for the following award criteria (ACs):
  - ○ AC1 – Service and Support
  - ○ AC2 – Marketing and Adoption Support
  - ○ AC3 – Exit Support
  - ○ AC7 - Sustainability

➢ Calculate new scores on Price with Online Cost Calculators:
  - ○ AC4 – Price. IaaS / PaaS / SaaS discount percentage applied to current prices.
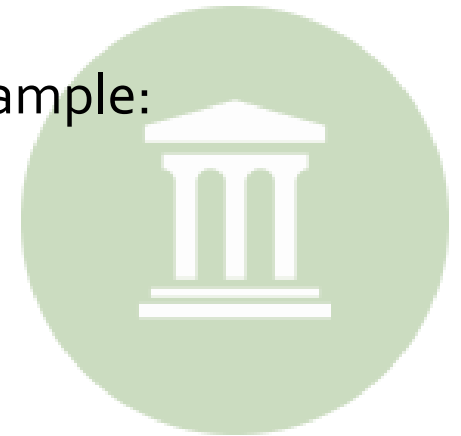 - ○ AC6 – Price. Additional Services.

Option 3: Mini- competition:

➢ Invite all resellers in the lot to mini-competition making sure to create fair level playing field: equal, transparent and proportional;

➢ Apply the award criteria based on needs and requirements, for example:

o Ideal Solution

o Added Value

o Pricing

➢ Score – award – stand still period

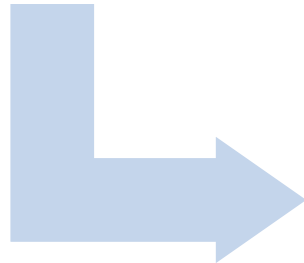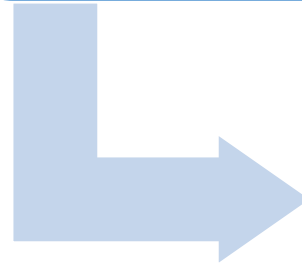➢ Make an order and sign the call-off contract with awarded Reseller

Process in steps

Create demand
- Minimum requirements & criteria

Choose procurement option
- Direct, mini-desktop or competition
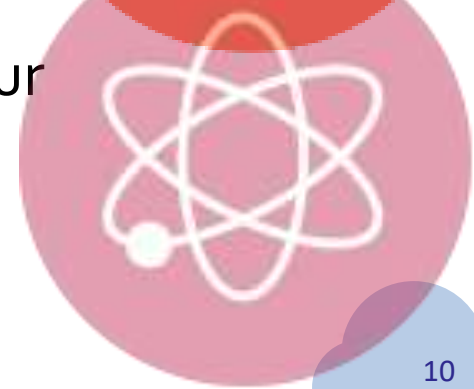
Award
- Evaluate and Contract

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Have an interesting research project?

1. Reach out to **local suppliers** to collaborate on proposal (https://www.ocre-project.eu/services/cloud-suppliers)

2. Convince the OCRE EAB that you can demonstrate the impact of cloud-based digital services on science (agility and outcomes)

3. Consume up to €500K worth of cloud services through OCRE

4. Participate with the OCRE comms team on a compelling case study!

5. LOOK OUT for upcoming communications via the OCRE project or your local NREN – anticipated publication date is **April 1ˢᵗ 2022**

act early!

Thank you!

Please refer any questions to:

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