NREN cloud delivery roles: Referrer / Underwriter

NRENs as your silent partner

National Research and Education Networks (NRENs) are not-for-profit

Often organized as cooperatives: 'owned' by R&E institution

They are the trusted advisor for their members

With a long history of delivering IT services

Which institutions can use without having to tender themselves

They communicate on all levels within institutions

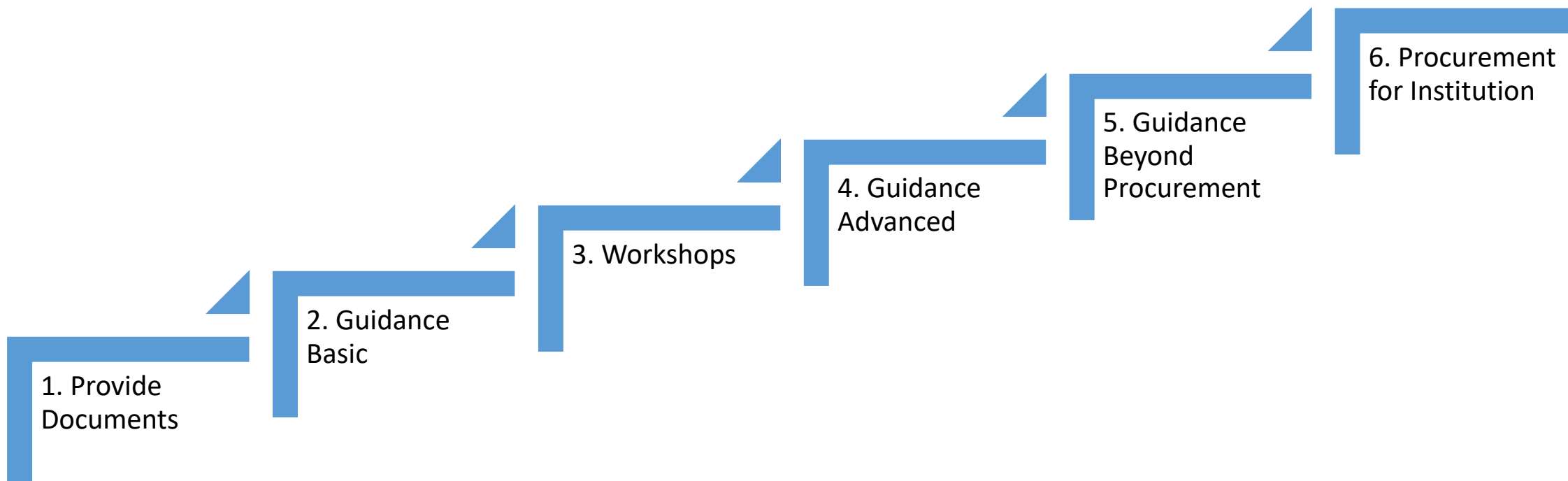Organizing well attended workshops from technical to strategic level

But cannot become full commercial partners

Goals are aligned with suppliers: aiding institutions to successfully go through their digital transformation.
Enabling them to focus on primary objectives: research and education

NREN as Referrer

Can be on a a scale of increasing complexity

1. Provide Documents

2. Guidance Basic

3. Workshops

4. Guidance Advanced

5. Guidance Beyond Procurement

6. Procurement for Institution

NREN as underwriter, increasing responsibilities

Compliancy

Tendering

Contract administration

Compliancy statements on Privacy

Data classification analyses

Workshops

Cost comparison tool

Fit for use

Pay as you go

(limited) Professional Services

Transparency on costs and T&Cs

Involve institutions in roadmaps

Dedicated cloud services team

Create communities among institutions

Provide/support technical trainings

Extended Professional Services

Aligning priorities and discuss opportunities with suppliers

Roles & responsibilities

Role	Referrer	Underwriter
Signing contract with supplier	N.A.	NREN
Communicating value to institutions	Supplier*	NREN**
Aiding Institional internal govenance checks	Supplier	NREN
Performing award process	Institution	NREN
Signing contract with institution	Supplier	NREN
Invoicing institution	Supplier	NREN
Escalation in case of dispute	Institution	NREN
* supported by NREN		
** supported by Supplier		