

Possibilities for joint procurement of IT equipment and services

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Why Procurement

- The activities within the Helix Nebula initiative have shown that public research organisations and commercial IT cloud service providers can work together effectively to produce innovative cloud services



Welcome to the Helix Nebula Marketplace

The Helix Nebula Initiative has been established by public and private organisations to build a multidisciplinary cloud platform for data intensive science.

PICSE

(Procurement Innovation for Cloud Services in Europe)

- H2020 Coordination and Support Action (500 K€) – 18 months starting in Oct. 2014
 - Performed by CERN, CSA and Trust-IT
- Build on the collaborative model from Helix Nebula to engage with providers and customers for cloud services
 - Make the procurement model for cloud services simpler
 - Provide a range of best practices for implementing results
 - Set out a realistic roadmap for cloud procurement over the next five years
 - Lay the foundations for future joint procurements to support the hybrid cloud model

Potential benefits of joint procurement

- Convergence between procurers on specifications increases the size of the market and hence attracts the interest of more suppliers
- Joint preparation of specifications can reduce the cost of procurement activities for each participating organisation
- A larger market with more suppliers encourages lower prices and faster evolution

Potential benefits of joint procurement via an EC project

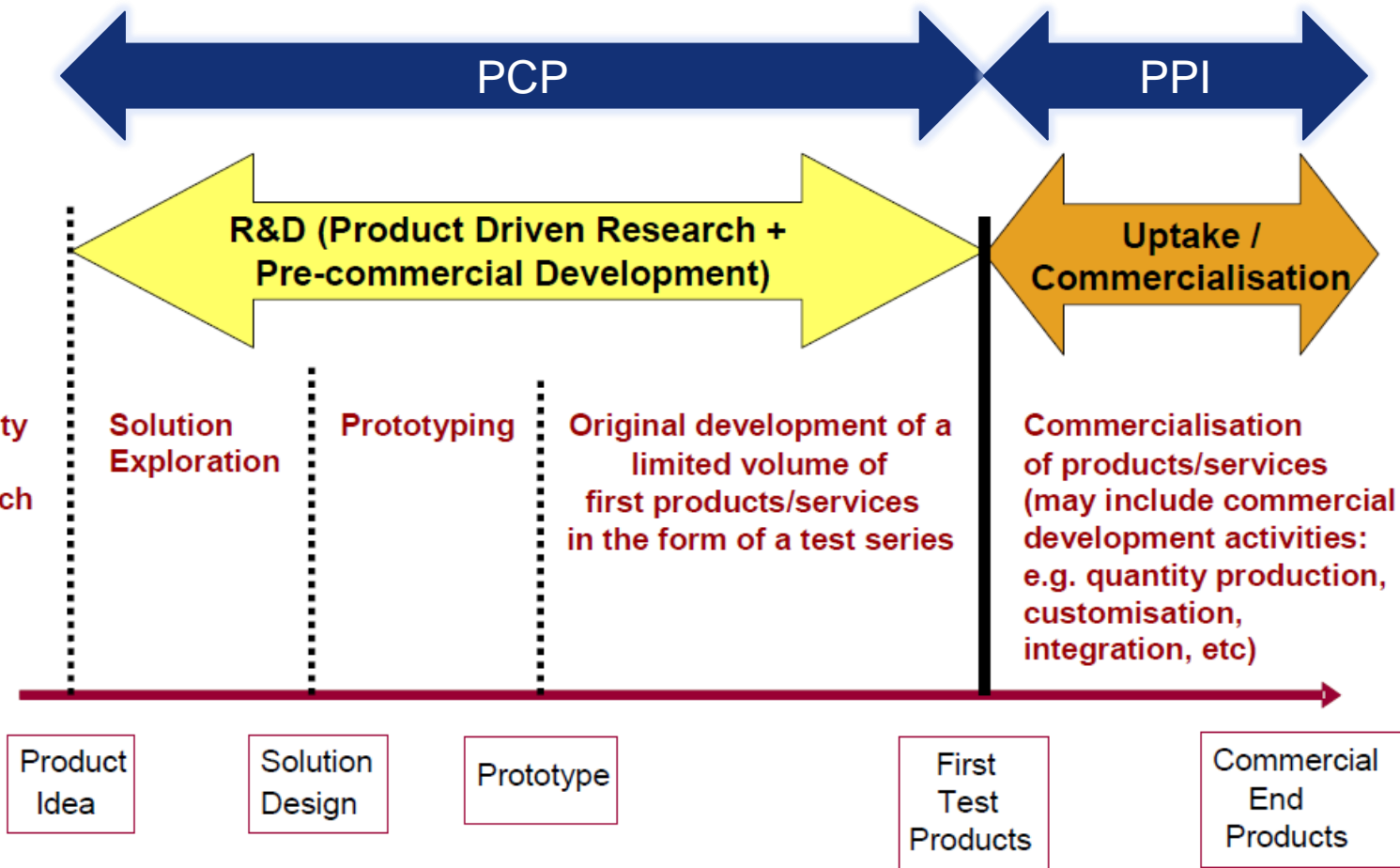
- Activities to develop the specifications and solutions with suppliers can be co-funded by the EC
- The level of EC co-funding for procurement depends on the phase within the innovation lifecycle for the goods/services to be procured
 - Linked to the level of risk involved
 - Earlier in the cycle → higher the rate of co-funding
 - Closer to commercialisation → lower the rate of co-funding

ICT 8 – 2015: Boosting public sector productivity and innovation through cloud computing services

Submission deadline 14 April 2015 - funded projects could start Jan 2016 with the actual procurement during 2017/8

Foresee to fund projects with a large EC contribution (5 – 8M€)

- Pre-commercial procurement for public sector cloud computing services (**PCP**)
 - common requirements and terms of reference for future procurement of cloud computing services (9M€)
- Public procurement of innovative cloud computing solutions (**PPI**)
 - organizing joint procurement of innovative cloud services by public authorities (13M€)



Typical Product Innovation Life Cycle

What sort of goods/services can be included?

- services (e.g. commercial cloud services)
 - Procuring cloud based services from commercial providers:
 - Infrastructure as a Service – i.e. CPU cycles and storage
 - Software as a Service – i.e. use of common software packages
- goods (e.g. equipment)
 - H/W for data centres
 - Restriction: equipment **must** be part of '*joint European IT systems*' – i.e. part of WLCG, EGI etc.

So what is the catch?

- Procurement of ***innovative*** solutions
 - *'Public procurement of innovative solutions (PPI)'* means procurement where contracting authorities act as a launch customer of innovative goods or services which are not yet available on a large-scale commercial basis, and may include conformance testing
- Procurement process must be compliant with EC rules
 - Open to all suppliers across the 28 EC member states
 - *'Procurers should avoid the use of selection criteria based on disproportion qualification requirements'*
 - Published in the official EU journal of public procurement
- EC co-funding is proportional to the procurement commitment of the partners
 - The bigger the procurement the more funds that can be requested from the EC

How to proceed

- Determine if submitting EC PCP and/or PPI proposals makes sense:
 - Interest of procuring organisations – *added value*
 - Potential market size (i.e. aggregated procurement capacity) – *determines level of EC funding that could be requested*
 - Potential common goods (H/W) & services (IaaS, SaaS, etc.) – *focus of activities*
 - Conformity of procurement processes with EC rules – *do our organisations qualify as ‘procuring authorities’*

First step

- Send an email to me ([Bob <dot> Jones <at> cern <dot> ch](mailto:Bob.Jones@cern.ch)) if your organisation is interested:
 - Areas of interest (goods and/or services)
 - Technical contact (i.e. someone familiar with the specifications used by your organisation during procurement)
 - Procurement contact (i.e. someone familiar with your internal procurement process)