

# **Possibilities for joint procurement of IT equipment and services**

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# Potential benefits of joint procurement

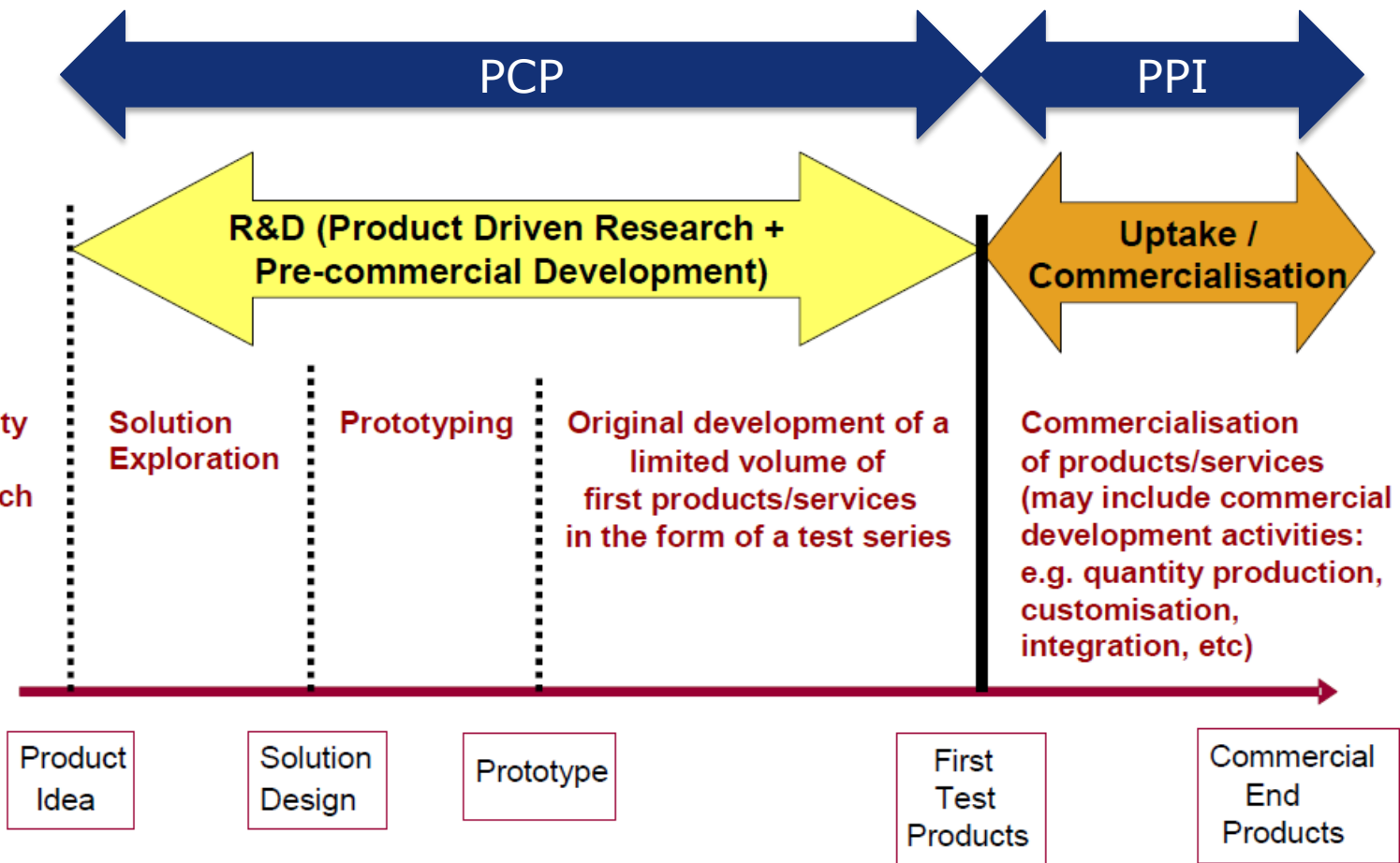
- Convergence between procurers on specifications increases the size of the market and hence attracts the interest of more suppliers
- Joint preparation of specifications can reduce the cost of procurement activities for each participating organisation
- A larger market with more suppliers encourages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

# ICT - Cloud PCP & PPI

- **ICT 8 – 2015: Boosting public sector productivity and innovation through cloud computing services (deadline 14 Apr 2015)**
  - **Funded projects could start Jan 2016**
- Pre-commercial procurement for public sector cloud computing services (PCP)
- Public procurement of innovative cloud computing solutions (PPI)
- Foresee to fund projects with a large EC contribution (5 – 8M€)



**Typical Product Innovation Life Cycle**



## Pre-commercial procurement for public sector cloud computing services (PCP)

- common requirements and terms of reference for future procurement of cloud computing services

***9 M €; large projects; PCP***

## Public procurement of innovative cloud computing solutions (PPI)

- organizing joint procurement of innovative cloud services by public authorities

***13 M €; large projects; PPI***

# 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 has to be for *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 should 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 proportion to the procurement commitment of the partners



# How to proceed

- Determine by March 2015 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.Jones@cern.ch](mailto:Bob.Jones@cern.ch)) before the end of September 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)