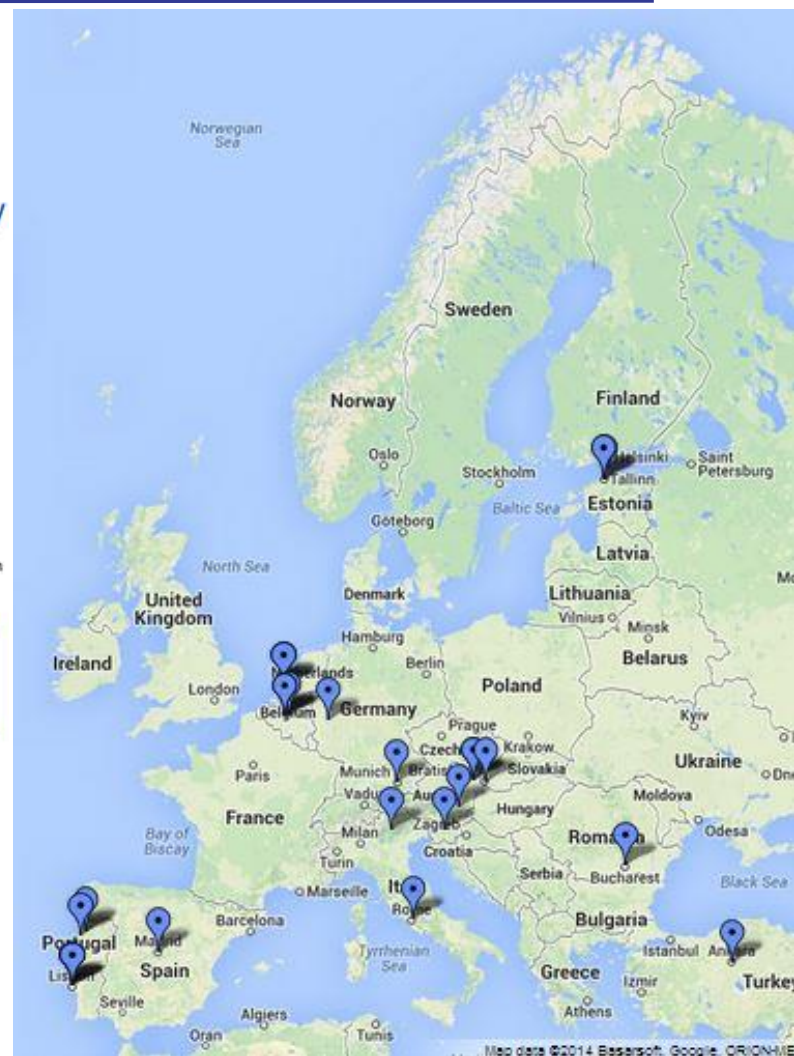


# Cloud for Europe – (interim) lessons learned

Cloud for Europe brings together public authorities and industry to support public sector cloud use.

- Identify **obstacles** for cloud use in the public sector
- Define **services** that overcome those obstacles
- Procure research from industry to find **innovative solutions** for cloud services

# Who we are



# Challenges addressed



Phase	No.	Challenge Summary
Design, Procurement	1	Interoperability for cross-country federated cloud service selection and competition
	2	Matching customer requirements with cloud service specification
	3	Assessing the legislation compliance of a cloud storage service to its contractual and functional description
Transition, Delivery	4	Defining means of assuring service compliance with legislation of EU countries
	5	Digital archiving and preservation
	6	Federated cross-border workflow engine
Operation	7	Legislation-aware data provision and access
	8	Overcome, or address legal barriers to cloud computing
	9	Enable the cloud development community to create and maintain legislation execution
	10	Legislation awareness, dynamic management, and propagation
	11	Cloud service SLA assessment and monitoring
	12	Seamless change of service provider



# Services as solutions to be procured

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- Federated Certified Services Brokerage for EU Public Administration Cloud
- Secure Legislation-Aware Storage
- Legislation Execution Cloud Services



# Tender Info



Tender web page	<a href="http://www.agid.gov.it/cloudforeurope">http://www.agid.gov.it/cloudforeurope</a> Agenzia per l'Italia Digitale (AgID)
Tender language	English
Legal framework	PCP under Italian law
Value of tender	EUR 4.000.000
Duration	18 months
Publication date	13/12/2014
Time limit for receipt of tenders	12/03/2015
Time limit for requests for clarification	26/2/2015
Email	C4E-tender@agid.gov.it
Fax	+39.(0)6.85264.372



# First results of PCP tender

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- 29 economic operators from 11 countries submitted bids to the Cloud for Europe PCP tender
  - Italy, Austria, France, Germany, Estonia, France, Netherlands, Romania, Slovakia, Spain, Switzerland
  - 45% represent SMEs, 24% large companies and 31% public research bodies.
- The tender opening session took place on 24-27 March in Rome.
- 13 offers to lot 1 (federated certified service brokerage)
- 7 offers to lot 2 (secure legislation-aware storage)
- 4 offers to lot 3 (legislation execution).

## *Value Added Tax*

### *Lesions Learned:*

- Due to the nature of FP 7 VAT was not eligible.
- This put another burden to the procurers and its own investment.

### *Recommendation:*

- *Solved in Horizon 2020*



# Lessons learnt – PCP preparation phase

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## *Selection of the suitable procurement model*

- There are two different procurement models to be selected for PCPs
  - *the lead authority with joint framework contract model*
  - *the common procuring entity model*

## Lessons Learned:

- takes time! And PCP is a new instrument, not know upfront

## Recommendations:

- Decide upfront,
  - Lead authority, for single PCP,
  - Common entity for multiple PCPs or PPI

## Lessons learnt – PCP preparation phase

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### Changes of procurers

- The Cloud for Europe project was open to add additional procurers during the project up to the tender publication. The understanding of the joint PCP was not clear at the beginning of the project. Procurers from different European countries thought of having a national tender instead a joint PCP tender. In addition, although there is a co-financing of the European Commission, procurers have to do an own investment. Political changes in some countries have enforced certain procurers to withdraw from their commitment. Fortunately to the openness, new procurers could join the project. These changes took time and delayed the tender.

## Change of procurers (2)

### *Recommendation*

- clarify at the beginning the meaning of joint PCP. When allowing new procurers to join, have a clear idea of what the tender is about and accept only those as new procurers that are in line with the tender strategy.

# Lessons learnt – PCP preparation phase

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## *Identification of Challenges*

### *Lessons Learned*

- Harmonization of requirements went well.
- Cloud Computing offers a lot of challenges for the public sector. We came up with a quite huge list of potential services to be procured. Having 5 procurers from different countries with specific and different interests doesn't make it easier.
- Market consultation helped a lot to better focus on the challenges.

### *Recommendation*

- Start with a joint understanding what to procure

# Managing the PCP

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*Joint PCP is a quite new instrument for procurement*

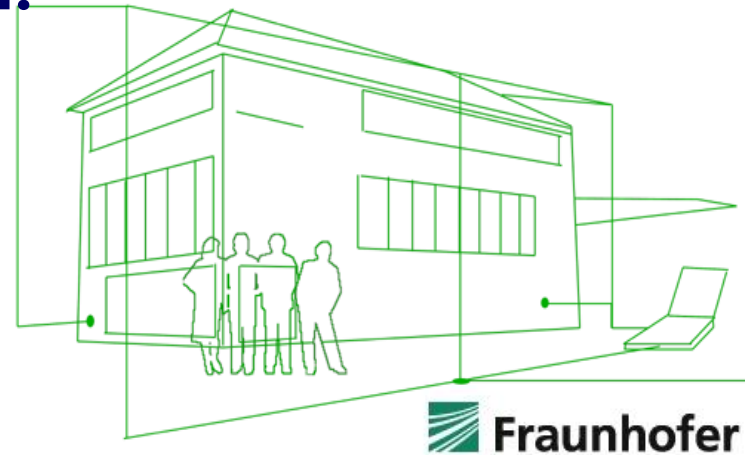
*Lesson Learned:* the process is time consuming

- It took time to understand what joint PCP is.
- It took time to convince procurers that PCP is different from commercial procurement.
- As the lead procurer is the legal entity, it has to follow national legislation.
- Legal aspects need time – procurers agreement, tender documentation

*Recommendation:*

- You need to have legal advisors (external or internal)
- As technology changes very quickly, the PCP process takes quite some time, it is questionable if this is a suitable instrument for innovation.

## Thank you for your attention!



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# Useful Links

- Visit [www.cloudforeurope.eu](http://www.cloudforeurope.eu)
- Join Cloud for Europe stakeholder mailing list [www.cloudforeurope.eu/stakeholder-area](http://www.cloudforeurope.eu/stakeholder-area)
- Send questions to [info@cloudforeurope.eu](mailto:info@cloudforeurope.eu)
- Follow us and engage in discussions



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group: Cloud for Europe

