



Procurement Innovation for Cloud Services in Europe

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PICSE Mission

Driving PICSE forward:



Procurement Innovation for Cloud Services in Europe

TOP FIVE OBJECTIVES

1. Set up a European Procurers' Platform
2. Make the procurement model for cloud services simpler
3. Provide a range of best practices for implementing results
4. Set out a realistic roadmap for cloud procurement over the next 5 years
5. Lay the foundations for future joint procurement actions

Who is PICSE for?

- Public Research Organisations
- Libraries

Stay Tuned!


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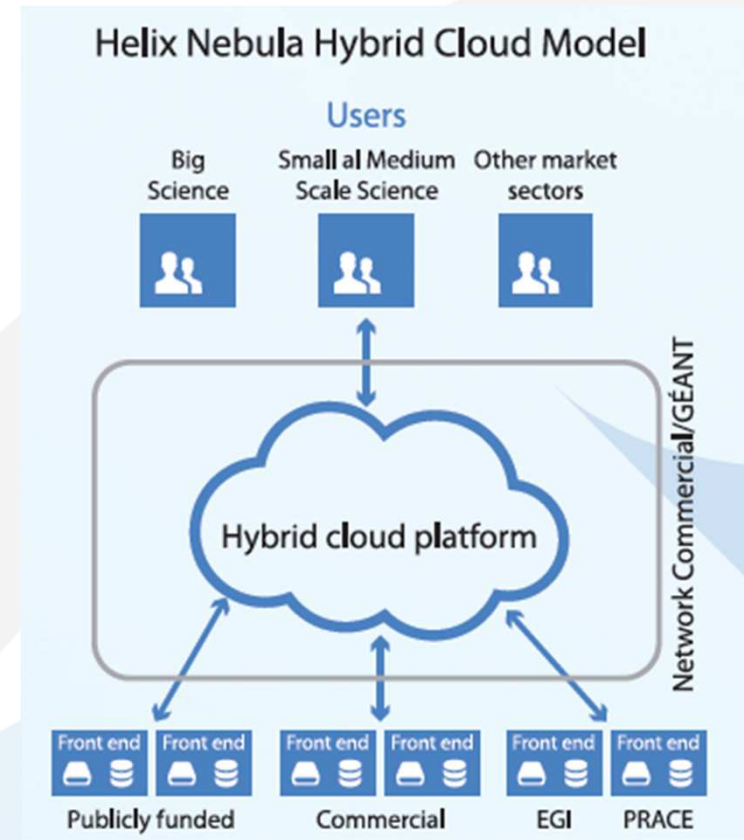
 HORIZON 2020



The Helix Nebula Initiative

The Helix Nebula – The Science Cloud Initiative (www.helix-nebula.eu) is a public-private partnership that has built a hybrid cloud to create a growing ecosystem for innovation.

This federation includes both **European public and commercial assets** as a way of increasing innovation and impact the economy with public investment. Today Helix Nebula includes **more than 40 public and private partners** <http://www.helix-nebula.eu/about-us/helix-nebula-partners>.



The preferred model for public research organisations is a hybrid cloud that combines in-house resources with public e-infrastructures and commercial cloud services



A focus on public research organisations: main lessons learnt

- **Successful procurement** actions show that it is essential for the procuring organisation to possess a **very good knowledge of cloud**
- **Technical, legal, procurement and financial aspects** of cloud computing must be addressed by the cloud procurement team who must **work together** and be **involved at different stages** of the procurement process
- **Business needs vs technical specifications**
- The **adoption of cloud-based standards is encouraged**
- **Talk to the providers**



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A focus on public research organisations: main lessons learnt

- ❖ **Buying Infrastructure as a Service (IaaS), combined with an independent performance test, is similar to purchasing traditional ICT goods.** The level of confidence for SaaS/PaaS is not the same.
- ❖ The **procurement process of cloud IaaS is shorter** (compared to a traditional procurement of large-scale H/W resources)
- ❖ Joint procurement is a good practice to **share risks & legal burdens**, especially when procuring innovation!
- ❖ Joint procurement allows to **aggregate demand and budget** therefore more negotiation & customization power



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PICSE Wizard: Cloud service procurement made easy

- An easy-to-use web-based service to help public research organisations make informed decisions about how to procure cloud services
- 2 main functions:
 - Find the best cloud procurement model for you
 - Assess how suitable your current procurement process is for procuring cloud services

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PICSE Wizard

Cloud service procurement made easy

Public research organisations and digital libraries are among the largest consumers of cloud services. Now more than ever, procurement officials, IT managers and procurement initiators need to know how best to procure cloud services. The PICSE wizard is an easy-to-use service to help you make informed decisions about how to procure cloud services.

Find the best cloud procurement model for you

Answer just 8 questions and find out which cloud service procurement model is most suitable for you. Be it pre-commercial, commercial or public procurement of innovation, the PICSE wizard will equip you with the right information to make the best choices.

[Start Now](#)

Assess how suitable your current procurement process is for procuring cloud services

Complete our short interactive questionnaire and find out how you can enhance your current procurement process so that it suits the cloud environment. Compare your existing process with the PICSE best practice model to identify gaps and areas for improvement.

[Start Now](#)



Find the best cloud procurement model for you

[CLICK HERE TO SEE YOUR RESULTS!](#)



Procurement Steps

Procurement Checklist

Our Tips

Planning & preparatory phase

Make sure you are procuring what you need

OUR TIPS

Put together the right procurement team

OUR TIPS

Identify your requirements clearly, review and agree them internally.

OUR TIPS

Selection of the most suitable procurement procedure

Select the most suitable procurement procedure that best fits your procurement & organisational needs

OUR TIPS

Contract Award & negotiation

Assess cloud offers: Pricing

OUR TIPS

Contract & performance management/monitoring

Put in place appropriate terms of service & performance management/monitoring procedures

OUR TIPS

Put in place appropriate payments & billing management/monitoring procedures

OUR TIPS

Draft your procurement case study

Examples taken from the Commercial Procurement process

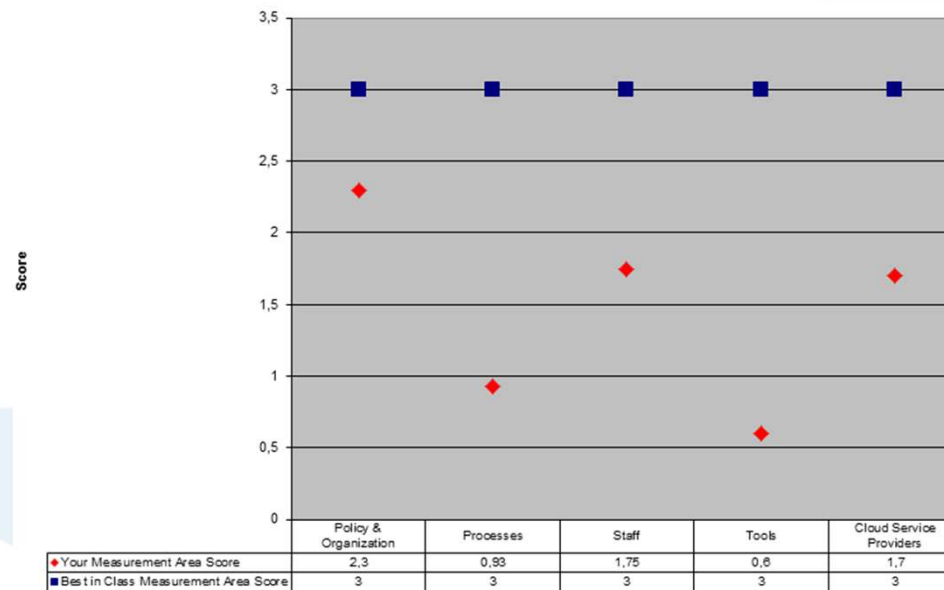


Assess how suitable your current procurement process is for procuring cloud services



- 5 measurement areas (Policy & Organisation; Processes; Staff; Tools; Cloud Service Providers)
- 33 measurement elements (e.g Cloud Best Practices Documented, Technical requirements definition, Tender evaluation criteria, CSP Certifications, Usage of standards, etc.)

[CLICK HERE TO SEE YOUR RESULTS!](#)



Conclusions from EU28 Cloud secure conference, ENISA & Latvian presidency:
Need for clear procurement guidelines built on cooperation between industry and public sector



Closing remarks

- ❖ **A European Open Science Cloud will promote public-private innovation to satisfy the needs of the research communities and increase the global competitiveness of Europe's cloud service suppliers**
- ❖ **Changes to the procurement process in the public research sector are necessary to benefit from a dynamic Digital Single Market**



Thank you



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