



Procurement Innovation for Cloud Services in Europe

# PICSE Roadmap on Cloud Service Procurement for public research organisations

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# PICSE achievements so far

October  
2014

March 2015  
**Cloud procurement  
Barriers Report**

June 2015  
**Research Procurement  
Model**

July 2015  
**Procuring cloud  
services today**

Septemebr 2015  
**PICSE Wizard  
wiz.picse.eu**

January 2016  
**Cloud procurement  
best practices for  
public sector**

CONSULTATION WITH KEY  
STAKEHOLDERS



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<http://www.picse.eu/publications/deliverables>



# It's time to turn knowledge acquired into concrete actions

## *The PICSE roadmap on cloud service procurement for public research organisations*

- 🌀 Key-words: Roadmap for the five years to 2020 (and possibly beyond) - recommendations on procurement of cloud services – call for action – best practices



# Why a roadmap?

- Many Dos and Don'ts on cloud procurement have been collected so far
- The best format to transform them into concrete recommendations and actions is to propose a call for actions
- These can feed into policy dialogues in the future



# Who is it for?



## **PUBLIC RESEARCH ORGANISATIONS**

(actors involved in the procurement process)



## **CLOUD SERVICE PROVIDERS**



## **POLICY MAKERS**



# Call for action

## Public Research Sector Organisations

- **Reviewing internal procurement policies** to create strategic, agile procurement practices
- **Establishing the right skill-set** in public research organisations
- **Engaging the industry** and managing relationships with multiple suppliers
- **Adopting standards tools**
- **Promoting innovation & competition**
- **Sharing requirements & best practices**

Short-medium term



# Call for action

## Cloud Service Providers

- Creating a **European catalogue of cloud service providers and related services**
- Establishing **transparent cloud pricing**
- Offering **standalone tests** that could be used **to verify the suitability of the services**

Short-medium term



# Call for action

## Policy Makers

- Establishing **calls for joint procurement actions**
- Promoting & training** public research organisations on the **instruments to procure innovation** (PCP/PPI)
- Putting in place plans for the **long-term sustainability and reuse of the assets coming from existing projects** (e.g. PICSE Wizard)
- Establishing a **unique framework for cross-border procurement**

Short-  
medium  
term

Long-  
medium  
term





# PICSE Roadmap: a joint collaborative effort

## Thanks to the following contributors

PICSE Consortium

- *Carmela Asero, Policy Analyst, European Commission & PICSE Task Force Chair*
- *Martin Canning, IDC Group VP & PICSE Task Force member*
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- *Frank van Dam, Ministry, The Netherlands Government & PICSE Task Force member*
- *Khalil Yazdi, Internet 2*

**Interested in shaping the future of cloud procurement?**

**Become a contributor now!**

Please contact [s.garavelli@trust-itservices.com](mailto:s.garavelli@trust-itservices.com)



# Thank you



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