



The OCRE2024 framework

ACOnet Infoshare

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What main challenge will be addressed?

How to *incorporate commercial digital cloud services* in the European Research and Education community work, *remaining compliant* with relevant rules and regulations, including privacy and public procurement, and how to *find and acquire suitable services*.



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The background and heritage of OCRE

- In 2016 GÉANT tendered the first IaaS agreements
 - Mandated by all NRENs to tender on their behalf
 - 27 framework agreements were awarded
 - Frameworks expired on 31 December 2020
- 2020 IaaS+ tender was launched – Under the OCRE project
 - GÉANT mandated by NRENs to tender on their behalf
 - Each country = 1 lot -> suppliers dedicated
 - ~ 1050 proposals received / 474 framework agreements awarded (avg. 14 different Cloud platforms available per country).
- Prior Information Notice | Market consultation | July 2023
- 2024-03-20 the new IaaS+ | **OCRE2024** published on TED, SIMAP, TenderNed & Find a Tender – **2025-02-03 “live”**

GÉANT IaaS+ Frameworks – it's been quite a journey!

2019	2020	2021	2022	2023	2024	Feb 2025 – Jan 2030
2016 IaaS+ Framework						2024 IaaS+ Framework
Tender for 2020 IaaS+ Framework		2020 IaaS+ Framework				
				Tender for 2024 IaaS+ Framework		

GÉANT as Central Purchasing Body

- 40 buyers – 39 countries

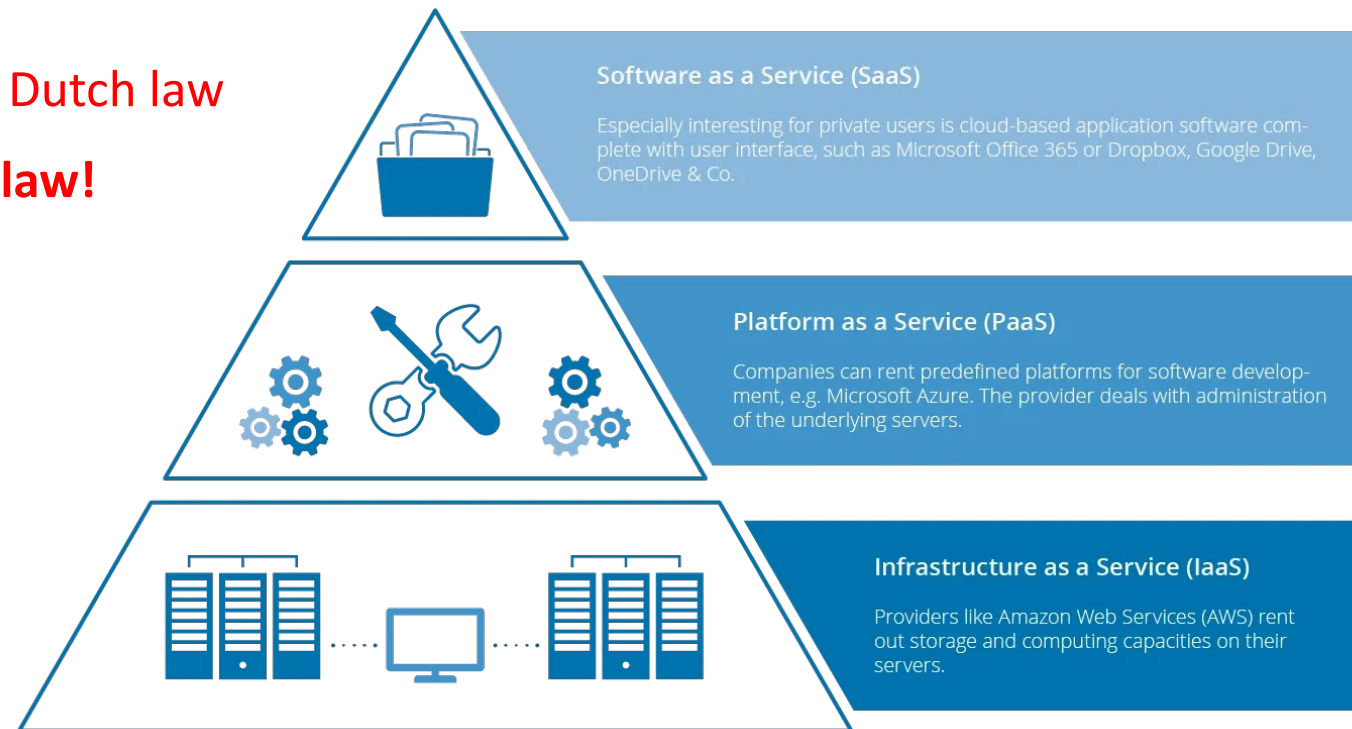
Scope: IaaS+

Framework

- 1 Lot per country
- Sub-Lots per platform
- Max 3 suppliers per sub-Lot
- Expected total contract value* 1+ B Euro
- 5-year Framework durations
- Customisation per NREN
- Complementary approach
- No obligation to procure

Contracts:

- Frameworks under Dutch law
- **CoC *) under local law!**





A framework that will make it easy for Customers to consume IaaS+ services in a manner compliant with European procurement legislation and with the best conditions of use



Suppliers offer an IaaS+ feature set which matches the Customer's needs



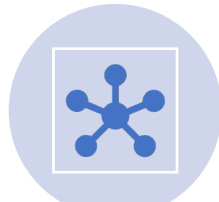
Customers get access to a broad range of services fitting their needs from multiple Suppliers



Data is handled safely and securely, and Suppliers meet European and National regulations (e.g. GDPR)



Services can be acquired and used through the Customer's purchasing and management structures (such as accepting Purchase Orders and post pay billing)



Services are connected to and compatible with the Customer's network and Identity Management capabilities





Pricing & Billing

- Minimal discount 8% for R&E
- max. fixed price per Call-off Contract
- Transparent currency conversion
- Possible billing in local currency



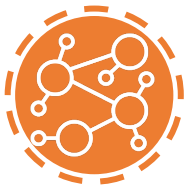
Set up of Cloud

- Identity Management
- Possibility of limiting Superuser / Root Access to institution (with some caveats)
- Shared use across institutions
- Bring Your Own License
- Local support & trainings



Data Protection

- GDPR analysis updated yearly
- Information of data processing changes during contract
- No AI training with customer data
- Available standard GPA upon request



Connectivity

- Peering Connection (GÉANT / NREN)
- Ingress fully waived
- Minimum Egress waiver capped at 15% of monthly consumption and exit support



Reporting

- Online Portal
- Split billing and E-invoicing
- Security incident reporting



Sustainability

- PUE < 1.4 for EU DC
- Min. 70% renewable energy now & 100% in 2030
- Reporting & Workshops
- Corporate Social Responsibility



Service and Support

How Bidder/OIP support Customers with the adoption and running of Cloud Services



Marketing & Adoption

Marketing efforts aimed at the adoption of Cloud Services locally



Exit Support

How bidder/OIP support Customers with exit (Data portability, Metadata extraction, Fees, Decommissioning and Deletion of Data, Exporting large datasets)



Add. Discounts

Overall, plus user-group specific supplementary discounts (e.g. extra egress, tiered discounts)



Add. & Prof. Services

Pricing for on-site delivery of services. Competences and specialisms of bidders / description of services



Cloud in the Classroom

Education for Students and Staff (e.g. Credit Bundles, training sessions)



WCAG

How to support the Web Content Accessibility Guidelines (W3 WAI standard).



Sustainability

PUE of DC, Carbon Footprint reporting, Green Energy percentage, Corporate Social Responsibility

Sub-Lots



Rank 1	Bechtle	Sparkle	PCG *)	A1 TA	Bechtle	CloudFerro	T-Systems	Setcore
Rank 2	SoftwareOne	SoftwareOne	Sparkle	-	-	-	-	-
Rank 3	-	PCG *)	SoftwareOne	-	-	-	-	-

- ACOnet as passive referrer will receive 0% of cost recovery fee
- discounts granted by the providers therefore benefit the participants in full
- all call-off and usage contracts are concluded directly between suppliers and participating organizations
- **pre-Call-off-Support** is available from **ACOMarket GmbH**
-  https://www.aco.net/ocre-2024_anbieter

*) PCG = Public Cloud Group

Call-off for a specific platform (sub-Lot)

- **Direct Award via cascade**
- Shift of workload not possible
- Unique value
- Licensing arrangements
- Supplementary purchases



Call-off Contract with highest ranked supplier

If highest ranked supplier is not able to complete → Cascade

Mini-Competition between suppliers within the same sub-Lot if highest ranked supplier is not capable of performing the services as required*

All platforms

- **Mini-Competition between highest ranked suppliers across all platforms* when proportional and effective:**
 - New workload and/or specific project;
 - Require an additional Platform;
 - Internal policies require a mini-competition;
 - E.g. tbd case by case basis.

- *For Call-off Contracts < 75k € Desktop-Mini-Competition is also applicable
- **There will be no obligation for any Institution to purchase any services within the scope of OCRE via the framework**

User groups & minimum discounts

Group A 8%



*All ACOnet R&E
members*

~~Group B~~ 8%

~~NREN R&E non-
members~~
not in Austria

Group C 0%



*Other ACOnet-
affiliated non-
profit
organisations*

- **Weblinks:**

- ➡ <https://www.aco.net/ocre-2024>
- ➡ https://www.aco.net/ocre-2024_anbieter
- ➡ Mailingliste: <https://noc.aco.net/mailman/listinfo/cloud-discuss>



- **Nutzungsberechtigte ACOnet Teilnehmerorganisationen:**

- ➡ https://clouds.geant.org/wp-content/uploads/2024/03/OCRE2024_PE_ACOnet.pdf
- ➡ <https://clouds.geant.org>
- ➡ <https://clouds.geant.org/ocre-2024-catalogue/>





Questions? Thank you!

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