Kick Off - „OCRE" IaaS+
29.4.2021

Agenda 29.4.2021

10:00 – 10:10   Welcome

10:10 - 11:00   2020 IaaS+ Framework Agreement (ACOnet & ACOmarket)

11:00 - 12:00   3-Minute-Spotlights per Plattform/Supplier

12:00 - 13:00   Break

13:00 - 14:30   parallel Breakout-Sessions and Q&A with all Suppliers

       Intro-Presentations start at 13:00, 13:30, 14:00 each followed by a Q&A

14:30 - 15:00 Wrap Up (@ Plenary)

Welcome

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Johann Ehm

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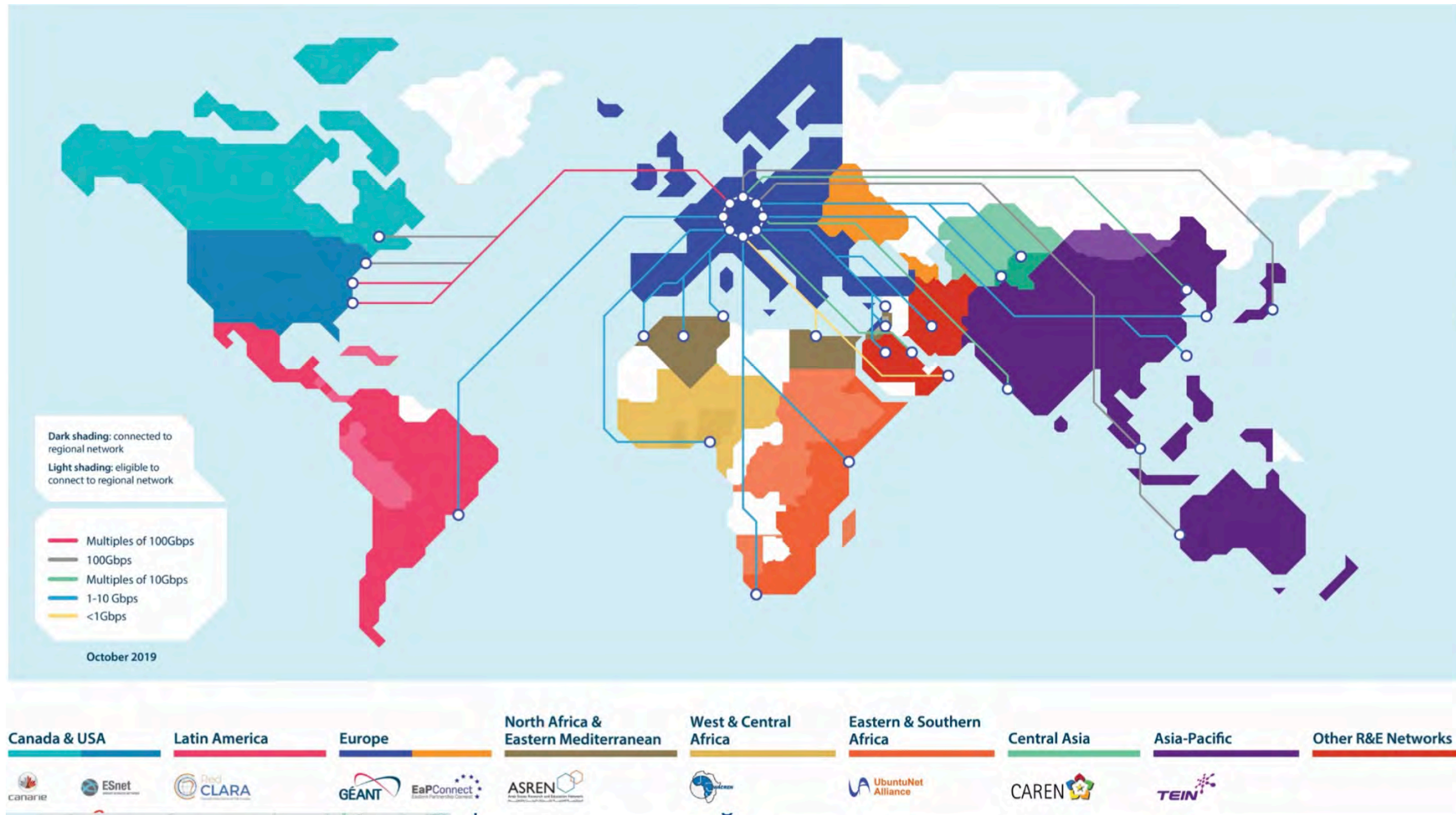Johann.ehm@acomarket.ac.at

GÉANT

Membership Association

GÉANT Association supports and represents over 40 NRENs across Europe.

Together they support over 10,000 institutions and 50 million academic users.

GÉANT International Connections

GÉANT

aconet
austrian academic computer network

Trust, Identity & Security

Supporting users and enabling secure access to services

eduroam - secure global roaming access service *250+ million authentications per month* in 101 territories

eduGAIN - interconnects identity federations around the world, simplifying access to content, services and resources ~ 3500 identity providers accessing services

InAcademia - Lightweight student validation service

eduTEAMS - Making managing virtual teams easy

Trusted Certificate Service – delivering cost-effective digital certificates. In partnership with digicert

![aconet — austrian academic computer network]

Cloud Services

Cloud services offer NRENs and Institutions improved flexibility and the ability to access a wider range of services and technologies to support their users;

- Infrastructure as a Service
- File Storage & Sync
- Collaboration
- Real-time Communications
- E-learning and Education
- Software as a Service

Cloud Connectivity

GÉANT works with major Cloud Service Providers to enable interconnectivity facilities (shared or per project) to support high performance cloud services

Outsourced clouds

In-house clouds

https://clouds.geant.org/

GÉANT

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Scientific user groups we liaise with

Physical Sciences
Exploring the universe, e.g.
SKA, JIVE, NEXPReS, LIGO-VIRGO and CERN,
Neutrino observation (KM3NET)

Earth and Environmental Sciences
Earth observation, climate monitoring,
sustainable development, e.g. EUMETSAT,
Copernicus, ESA, Group on Earth
Observation, WMO

e-Infrastructures
e.g. PRACE, EGI, EUDAT, EOSC-hub,
HelixNebula)

Social Sciences
Music, art, language, e.g.
CLARIN, ASTRA, LoLa

Health and Food
Pharmaceutical research, e.g.
EMBL-EBI, Human Brain Project

Energy
Nuclear power, fusion energy
research, e.g. ITER

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OCRE

Open Clouds for Research Environments

Stimulating the use of commercial cloud and Earth Observation services in European research

GÉANT

CERN

Trust-IT Services
Communicating ICT to markets

RHEA
GROUP

EARSC
European Association
of Remote Sensing
Companies

evenflow

sixsq.

Dave Heyns
Project coordinator

OCRE supplier webinar, April 27 2020

https://www.ocre-project.eu

Key points

➢ OCRE stimulates the adoption of commercial digital services by the European Research community

➢ OCRE frameworks provide the portfolio of commercial services for EOSC (European Open Science Cloud)

➢ The national dimension: The OCRE IaaS+ framework creates a portfolio of cloud services in each European country, adapted to particular local circumstances but governed by the same rulebook (FW contract and procurement)

➢ The frameworks will support the procurement of digital services by both individual institutions and buyer groups

➢ The project will make available €4.75 million in EC adoption funding to the research community to consume cloud related resources from suppliers on the IaaS+ framework

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Research and Education community

KEY BENEFITS

- ✓ Validated cloud services which meet the community's needs
- ✓ Confirmed data privacy, contracting, billing integration, technical support and special pricing
- ✓ Integrated with the European Open Science Cloud
- ✓ Ready-to-use agreements (no need to run their own tenders)
- ✓ Apply for EC adoption funds available via OCRE (eligible research projects)
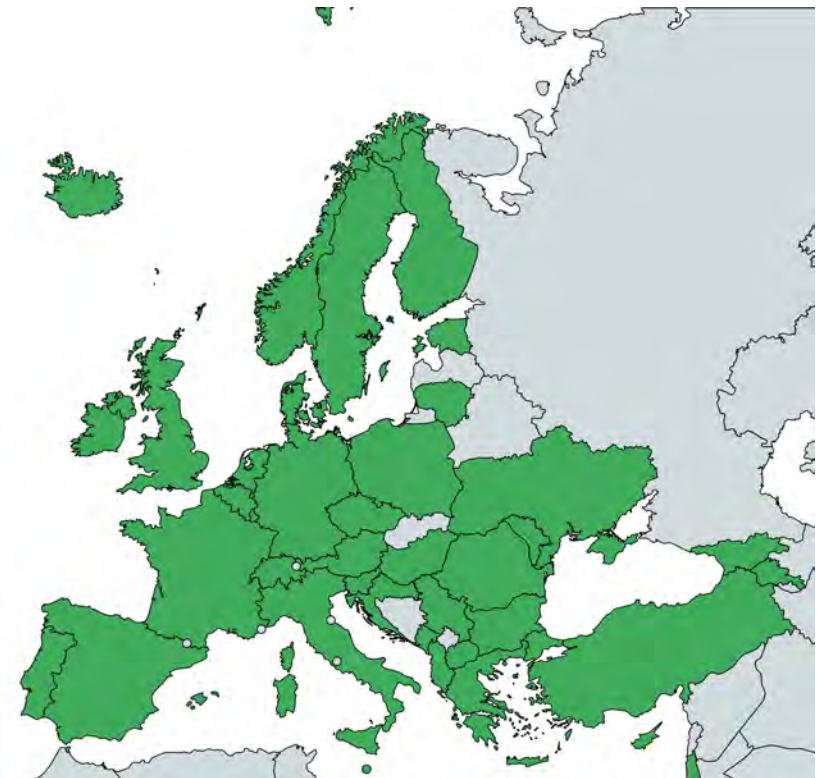
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OCRE Cloud tender

General Information

- Published April 15 2020 - Open European Procedure. Following Dutch public procurement regulations (AW12)

- GÉANT is the Central Purchasing Body on behalf of all listed entities

- Divided in 40 Lot's -> 1 country = 1 lot

- Tender and all documents accessible via GÉANT eProcurement portal – www.supply2.geant.org (Negometrix)

- All links also available via OCRE project site: www.ocre-project.eu

Objective

- Stimulate the use of Cloud Services, especially in countries where usage is still limited

- Offer all eligible participants across Europe easy access to a variety of state of the art Cloud services via reliable and professional service providers against T&C's fitting the R&E Community.

- Offer users local support (e.g. consultancy, engineering, project management, invoicing) in all 40 countries.

- Eliminate administrative and bureaucratic procedures as much as possible

- Offer both SME's and Global Suppliers equal opportunities to provide services to the R&E Community

Tender Structure

- Every country (NREN) is a lot
  - gets its own framework agreements
  - offers can be different

- Every cloud platform receives a framework agreement
  - Hyperscaler via one supplier per lot
  - Original Infrastructure Providers (OIPs) bid directly

- 1 provider per platform per lot
  - 1 supplier per hyperscaler

NREN Role

Role	Description	What Institution Can Do
Referer	Acts as intermediary by making the framework agreements available in its respective country and facilitating connected institutions in purchasing from Suppliers (direct delivery model). The NREN does not sit in the contracting line.	Directly acquire and use the cloud services from the suppliers.
Underwriter	Makes purchases from Suppliers (on behalf of its connected institutions) and distributes the acquired resources across its community (institutions and end users). The NREN sits in the contracting line and is seen as the only call-off Customer towards the Supplier.	Use the cloud services made available through its NREN.

ACOnet acts as **Referer**
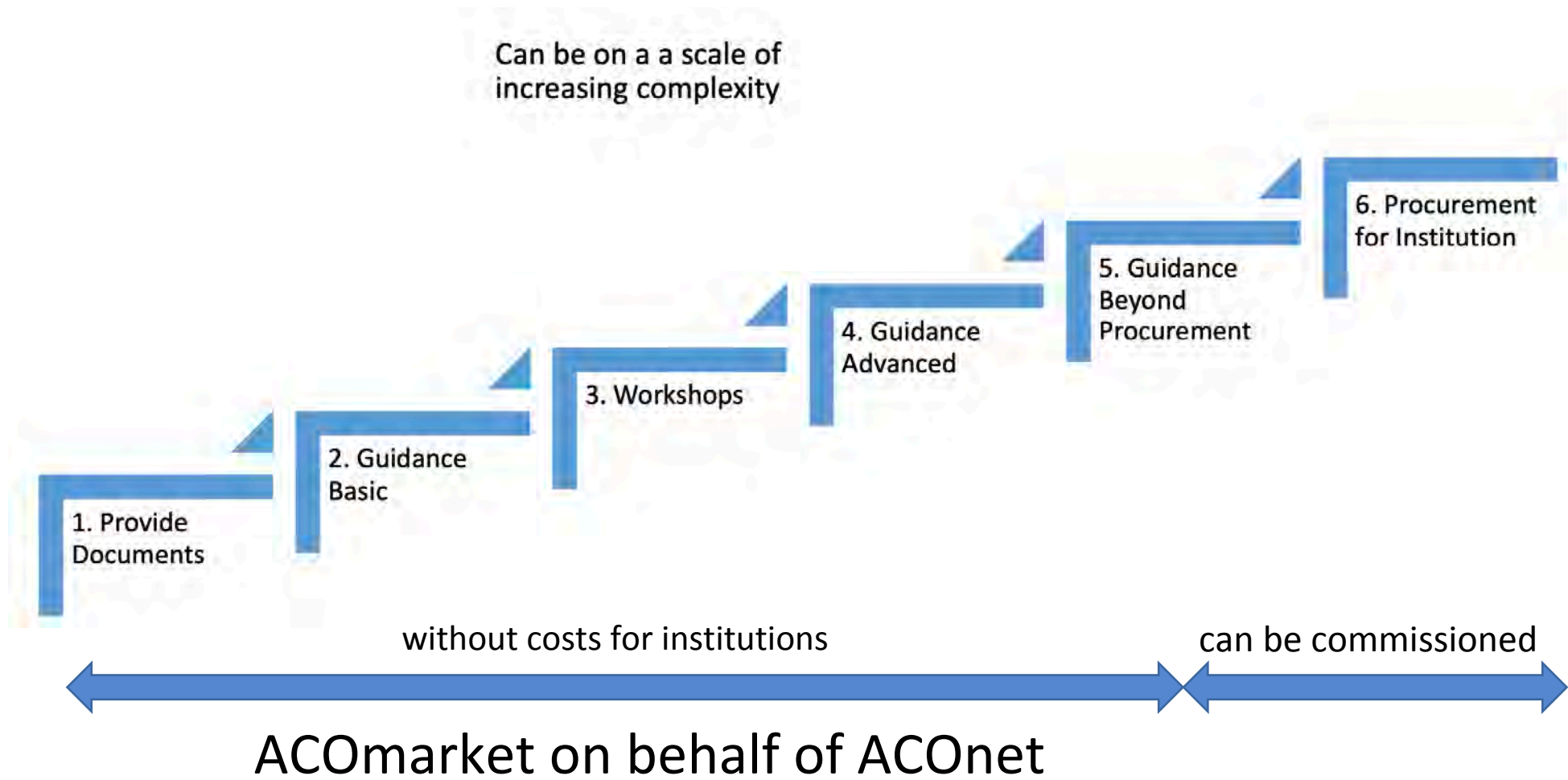**ACOmarket** supports ACOnet & its institutions

Roles & responsibilities

Role	Referrer	
Signing contract with supplier	N.A.	
Communicating value to institutions	Supplier*	
Aiding Institional internal govenance checks	Supplier	
Performing award process	Institution	
Signing contract with institution	Supplier	
Invoicing institution	Supplier	
Escalation in case of dispute	Institution	
* supported by NREN		

ACOnet as Referrer

Can be on a a scale of
increasing complexity

6. Procurement
for Institution

5. Guidance
Beyond
Procurement

4. Guidance
Advanced

3. Workshops

2. Guidance
Basic

1. Provide
Documents

without costs for institutions   can be commissioned

ACOmarket on behalf of ACOnet

Tender Minimum Requirements

- GDPR (DSGVO) mandatory

- Additional data protection agreements cannot be regulated across the EU.

- **Call Off Contract** according to national, i.e. **Austrian law**.

- If there is an increased need for data protection, a mini-competition can be used

Minimum Requirement - MR	
MR 0	IaaS-Definition konform
MR 1	Identity Management, AAI Unterstützung
MR 2	Peering mit Forschungsnetzen
MR 3	Ingress/egress entgeltfrei
MR 4	Standard-Vertrag Zustimmung
MR 5	Shared use, Einrichtungen dürfen teilen
MR 6	Cost recovery, NREN Vergütung
MR 7	Service catalogue
MR 8	Angebot 30 Monate gültig
MR 9	BYOL – Beschreibung Lizenz-Freizügigkeit

Awarding Criteria

- Evaluated centrally by the OCRE (GÉANT) tender team

  - GÉANT, DFN, HEAnet, SURF, Uninett

- Several bidders per platform are ranked

- Scores are reused in selection processes

Awarding Criteria - AC		Weight
AC 1	Service and Support	15%
AC 2	Marketing, adoption Support	25%
AC 3	Exit Support	5%
AC 4	Price. IaaS / PaaS / SaaS discount	35%
AC 5	Price. Additional Services	5%
AC 6	Price. Additional Services	5%
AC 7	Sustainability	10%

Tender Results

Tender results in **framework agreements** with suppliers who meet the tender requirements. Not 1 winner takes all. Portfolio of services.

GÉANT has signed the framework agreements with the suppliers valid for 4 years.

Entities identified in the tender are eligible to use these framework agreements: to buy resources, via **call-off agreements**.
This can involve a mini-competition procedure.

In Austria all ACOnet (NREN) participants

„OCRE" IaaS+ Cloud Catalog AUSTRIA

Hyperscaler	Partner	Contact
Amazon AWS	Rackspace	contact-ocre@rackspace.com
Exoscale	A1 Telekom Austria	exoscale@a1.at
Google Cloud Platform	Sparkle	ocre-project@tisparkle.com
IBM	SoftwareONE	florian.schultz@softwareone.com
IONOS	Bechtle	ocre-at@bechtle.com
Microsoft Azure	Bechtle	ocre-at@bechtle.com
Oracle Cloud Infrastructure	Robotron	oracle-fuer-forschung@robotron.de

„OCRE" IaaS+ Cloud Catalogue AUSTRIA

Original Infrastructure Provider (OIP)	Contact
CloudFerro	sales@creodias.eu
CloudSigma	geant@cloudsigma.com
Open Telekom Cloud	ocre@t-systems.com
Orange Business Services	dieter.vollmar@orange.com
Safespring	ocre@safespring.com
Setcor	info@setcor.com

Legal

Open Procedure according to Dutch AW12 (implementing **2014/24/EU)**
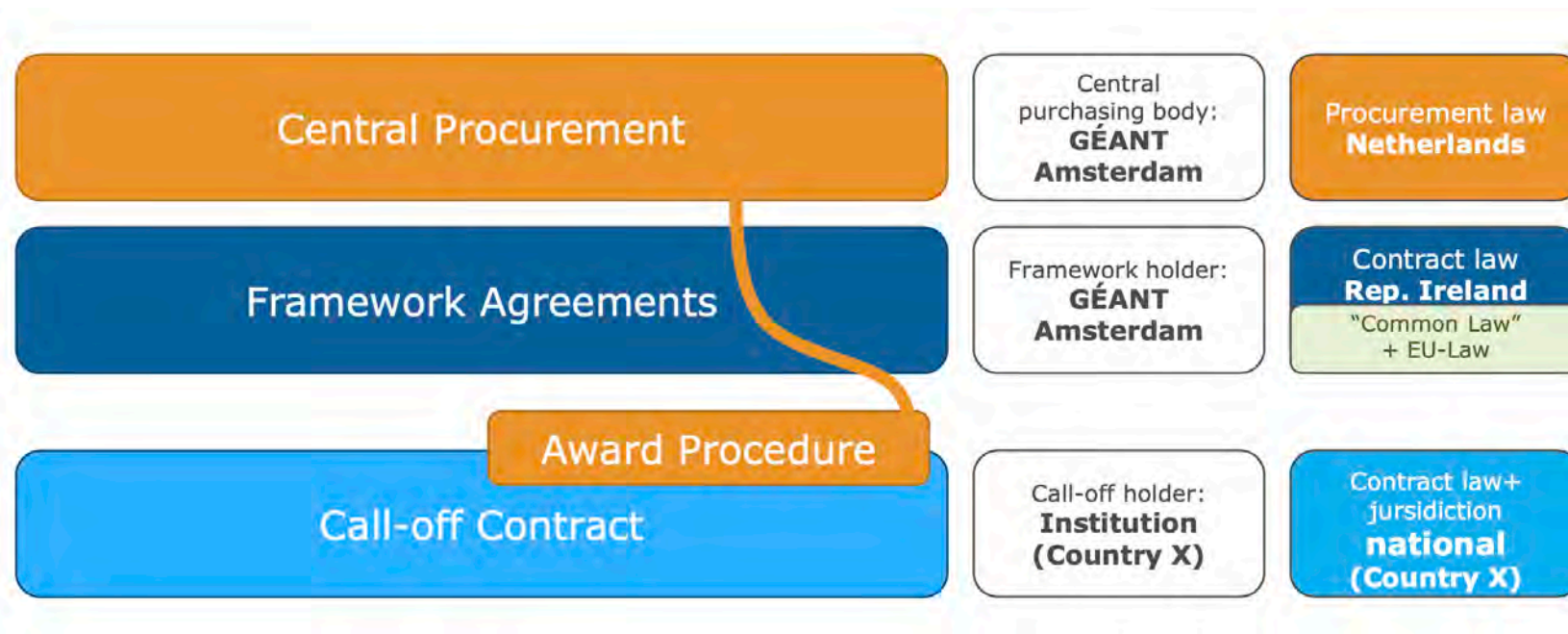
Direct Awards
and Mini-Competitions

Direct Award

Without reopening competition.

Only **one** Provider can fulfil requirements.

Documentation of decision criteria is essential.

GÉANT provide the tool SelectionbyNeeds.xlsx

Desktop Mini-Competition

When requirements can be satisfied by multiple Suppliers.

Self-service exercise, requiring no or very limited additional active input from the Suppliers

Optionally adjust the relative weighting of Awarding Criteria

GÉANT provide the tool Austria DesktopMini.xlsx

Regular Mini-Competition

If no offer fully meets the actual customer requirements.

Customers can organise a regular Mini-Competition.

Reopening competition and requiring further input from Suppliers.

Invite **all Suppliers** in its Lot to participate.

Direct Award

A direct award can be carried out in accordance with the Federal Procurement Act (BVergG):

1. If a contract already existed before. You can use the Direct Award if it would not be economically or technically viable to appoint a different framework provider without significant inconvenience or cost to the Customer.

2. If the contract volume remains below 100,000 Euros in 4 years.

3. If only **one** Provider can fulfil requirements; documentation of decision criteria is essential.

And of course a Direct Award can be given if the purchasing organization is not subject to the BVergG.

ACOnet IaaS+ Information

- **ACOnet Website: https://www.aco.net/iaas-plus**

- ACOnet Cloud-Team Mailbox: cloud@aco.net

- ACOnet Community [cloud-discuss] Mailinglist:
  - https://noc.aco.net/mailman/listinfo/cloud-discuss
  - It's a members-only list, no providers will be subscribed

- Cloud Catalogue:
  https://www.ocre-project.eu/services/cloud-suppliers/country/austria

- 2020 IaaS+ Framework Agreement: A Guide to Using the Framework:
  https://clouds.geant.org/wp-content/uploads/2021/03/IaaS-Framework-Guide_V1-0.pdf

Support

ACOmarket supports all ACOnet participants with:
- Information about Frameworks, Offers
- Information about the procedure
- Tools for Direkt Award and Mini-Competition

Institutions can also commission ACOmarket with individual support:
- Selection of providers
- Documentation of provider selection
- Mini-Competition
- Workshops

Please contact

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Support

All framework agreements in detail and further information can be found in the ACOmarket portal:

https://colab.tuwien.ac.at/display/ACOMARKET/

The portal is only accessible to authorized users (ACOnet participants). If you want access, please send an email to:

Johann Ehm

johann.ehm@acomarket.ac.at