



Procurement Innovation for Cloud Services in Europe

Procurement Innovation for Cloud Services in Europe - PICSE

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Open standards for ICT procurement: sharing of best practices,
3 December 2014, Brussels, Belgium



PICSE: a Central Point for the Public Sector PCP/PPI community

The overarching objective of PICSE is to set up a **European Procurers 'Platform'** capable of raising the level of understanding of the issues surrounding procurement of cloud services

PICSE stakeholders

- ☛ Procurement specialists
- ☛ Public Research Organisations
- ☛ Funding agencies, national research agencies & councils
- ☛ SMEs & private sector
- ☛ Policy Makers
- ☛ Cloud Service Providers
- ☛ Associations of local government & procurers
- ☛ Public sector Decision Makers
- ☛ General Public

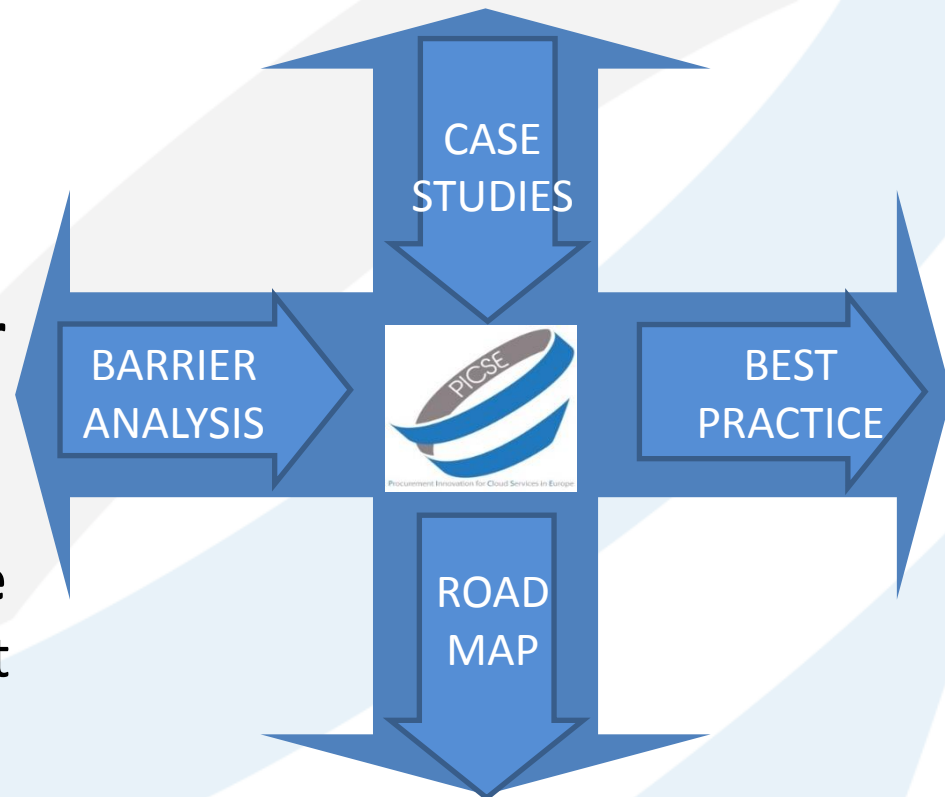
About PICSE

- ☛ H2020 Coordination and Support Action
- ☛ Total budget: 500 K€
- ☛ Duration: 18 months
- ☛ Start date: 1 Oct. 2014
- ☛ Partners:



PICSE objectives

- Make the procurement **model for cloud services simpler**
- Provide a range of **best practices for implementing results**
- Set out a realistic **roadmap for cloud procurement over the next five years**
- Lay the **foundations for future joint procurements** to support the hybrid cloud model





The new procurement model for cloud services

- A cloud service procurement model for public national and international research organisations with a twofold aim:
 - to provide organisations with a template that can be used for self-assessment and evaluation of its own procurement procedures
 - To provide organisations with a decision support tool that can guide procurers via a series of multiple choice questions to identify suitable options and highlight key aspects that should be taken into account during the procurement process (PICSE Procurement Wizard)
- It starts from the science flagships use cases of Helix Nebula
- It will be released on June 2015



www.picse.eu

Just launched at the Helix Nebula 5th General Assembly, 26-27 November 2014 in Frascati, Italy

The screenshot shows the PICSE website homepage. At the top, there is a navigation bar with links for HOME, ABOUT PICSE, PICSE PARTNER SEARCH, and LOGIN/ABOUT. A search bar is located on the right. Below the navigation bar, there is a main header area with the PICSE logo and the text "PROCUREMENT INNOVATION FOR CLOUD SERVICES IN EUROPE". A sub-header reads "PICSE is a completely new initiative, funded under the first wave of Horizon 2020 calls, started on the 1st October 2014 in the field of procurement of cloud services for the public sector."

The main content area features a large heading: "Are you looking for a partner for the ICT8 & ICT36 (focus on cloud) calls?". Below this, there is a paragraph: "PICSE is the right place for you. If you have a practical idea to meet the upcoming ICT Call 8 'Enabling public sector productivity and innovation through cloud computing services' or for the ICT Call 36 'The commercial procurement open to all areas of public interest regarding new ICT solutions (with a focus on cloud services)' benefit of the PICSE Partner Search functionality. It's easy and quick!" A "Find here" button is located below the text.

To the right of the text is an image of a round table with chairs around it, with a world map on the table. Below the main content area, there are two orange buttons: "Help us address the procurement of cloud services. Complete our survey. It takes just a few minutes!" and "Are you looking for a partner for the ICT8 & ICT36 calls? Submit your request through the PICSE Partner Search."

The next section is titled "PICSE for" and features five icons with corresponding text:

- Public research organisations:** Best practice for knowledge growth in government of cloud services and innovative business solutions.
- Procurement specialists:** Guides and checklists on how to design procurement models.
- Policy makers & funding agencies:** Trends, most cost effective past research public procurement practices.
- Public sector decision makers:** Demonstrating the ability of cloud services to bring benefits and save costs.
- Cloud service providers:** Showcasing innovative cloud solutions for the public sector.

The final section is titled "PICSE and Helix Nebula" and contains a paragraph: "The idea of PICSE came about 8 months with the experience of the Helix Nebula initiative in which all the three partners forming the PICSE consortium (ECSEL, Comenius, UCL, The ICT Services are involved). The work performed during the Helix Nebula initiative during the two years past year has shown that cloud services are essential to enable necessary, efficient, public research organisations and they are also prepared to consider procuring commercial cloud services in a significant scale. Public research organisations, supporting both international and national research agencies, take your experience of cloud service procurement."

The screenshot shows a Twitter feed with two tweets from @PICSEORG. The first tweet says: "Procurement of ICT8 Procurement at the PICSE event in Frascati @eu @PICSEORG @EU @EU Commission". The second tweet says: "The ICT36/37/38 tender is almost ready. It will be published in the next few weeks. @PICSEORG @eu @EU Commission".

The screenshot shows a section titled "WHERE TO MEET US". It features a heading "Open standards for ICT procurement: sharing of Best Practices, 3 December 2014, Brussels, Belgium" with a date of 10/12/2014 10:10:10. The text below reads: "The European Commission invites staff through Helix 2014 to provide guidance on the link between ICT Standardisation and Public Procurement in order to help public authorities use standards to promote efficiency and reduce risks." It also mentions: "As a holder of ECSEL using ICT open standards results in higher savings while protecting ICT. The increased level of competition among suppliers. Being compliant with the Public Procurement procedures."

The screenshot shows a section titled "TRENDS IN CLOUD VENDORS" with a date of 09/12/2014 09:00:00. The text reads: "Helix Cloud Vendors is a two day conference on 10-11 December 2014. It will examine the opportunities to offer to those participating in the Helix framework. Highlighting the strategic need and providing effective strategies for the supplier community which enables them to access to the Helix market. Strategies will result from the actual experience of other organisations that already successfully use the Helix framework. They will have their public sector business plans and their need for procurement."



Survey on procurement barriers

- To ensure that Europe reaps the benefits of the shift to cloud computing, there is the need to overtake current procurement barriers.
- 18 questions to collect information useful to identify challenges that exist in cloud procurement and produce a report on cloud procurement barriers.
- All answers are anonymous and will be used for collection of input and statistical conclusions only that will serve the goal of this survey.
- Deadline: 19th December 2014

<https://www.surveymonkey.com/r/PICSE>



Partner Search

- Are you ready for April 2015?
- PICSE Partner Search
 - a unique place entirely dedicated to organisations interested in ICT8 & ICT36 (focus on cloud) calls
 - will allow demand and supply side to meet their needs and establish new collaborations
 - users can post their comments (the posts are moderated by PICSE consortium to ensure a high quality service) and leave comments

www.picse.eu/ict8-partner-search



PICSE Partner Search – ICT Call 8 & 36

- Users can publish description of proposal idea and partners required
- Users can browse Call ideas and comment or contact
- ACTION:** PICSE to contact Ideal-IST for RSS link to their site & permission to publish proposals for calls on PICSE site

 www.picse.eu/partner-search

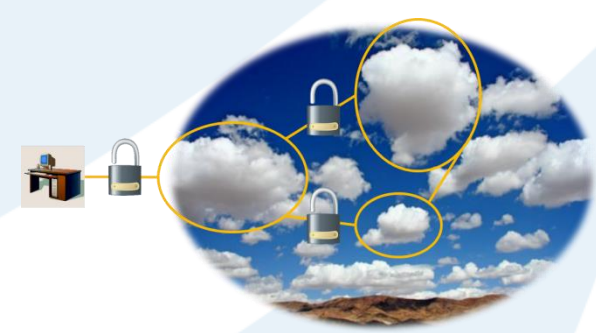
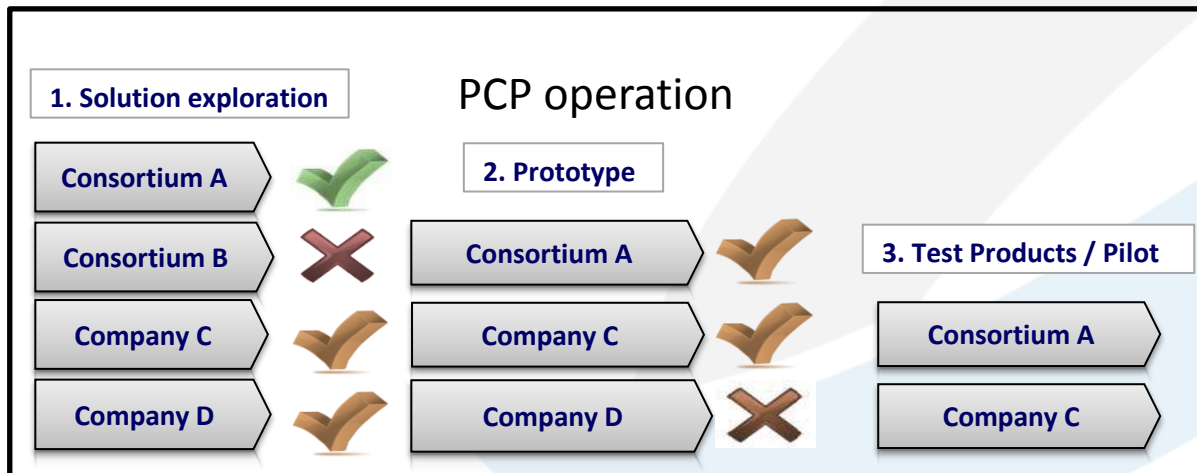


Examples of commercial procurement & PCP/PPI

Cloud for Europe

Pre-commercial procurement for public sector cloud adoption

Public sector cloud use as a **collaboration** between **public authorities** and **industry** through **pre-commercial procurement**



www.cloudforeurope.eu
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@cloudforeurope
 group: Cloud for Europe

Tender to be published **this week!!!**



Examples of commercial procurement & PCP/PPI

DICTU Cloud

Implementation of an on premise (owned and managed by DICTU) multi tenant (multiple Dutch public bodies using the services) cloud infrastructure.

Drivers: lowering exploitation; pay per use; exploitation costs transparency towards customers and owner.



Expected savings: 3.5M/year; period of 5 years

Commercial Procurement: Market consultation; Open procedure; Best Value Procurement

Experience so far: Very positive, supplier is seen as an extension of DICTU. Masterplan phase: Supplier needs convincingly demonstrate what it will do. Downside: less control of Architecture.

- **Procuring party:** DICTU, ICT Service Organisation of the Ministry of Economic Affairs, the Netherlands.
- **Contractor:** ATOS Netherlands B.V.
- **End of project:** September 2016

<https://www.dictu.nl/>



PICSE calls for actions:

- Are you a public research organisation planning to procure cloud services?*
- Have you already procured cloud services? Do you have a success story to tell? Or a negative experience to highlight for the benefit of other procurers?*
- Are you looking for partners for any PCP/PPI call?*

Contact us at:

 **www.picse.eu**



@PICSEPROCURE

info@picse.eu