



Procurement Innovation for Cloud Services in Europe

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[www.picse.eu](http://www.picse.eu)

@PICSEPROCURE



# PICSE Mission



## 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



# Listening to the public sector users: cloud challenges

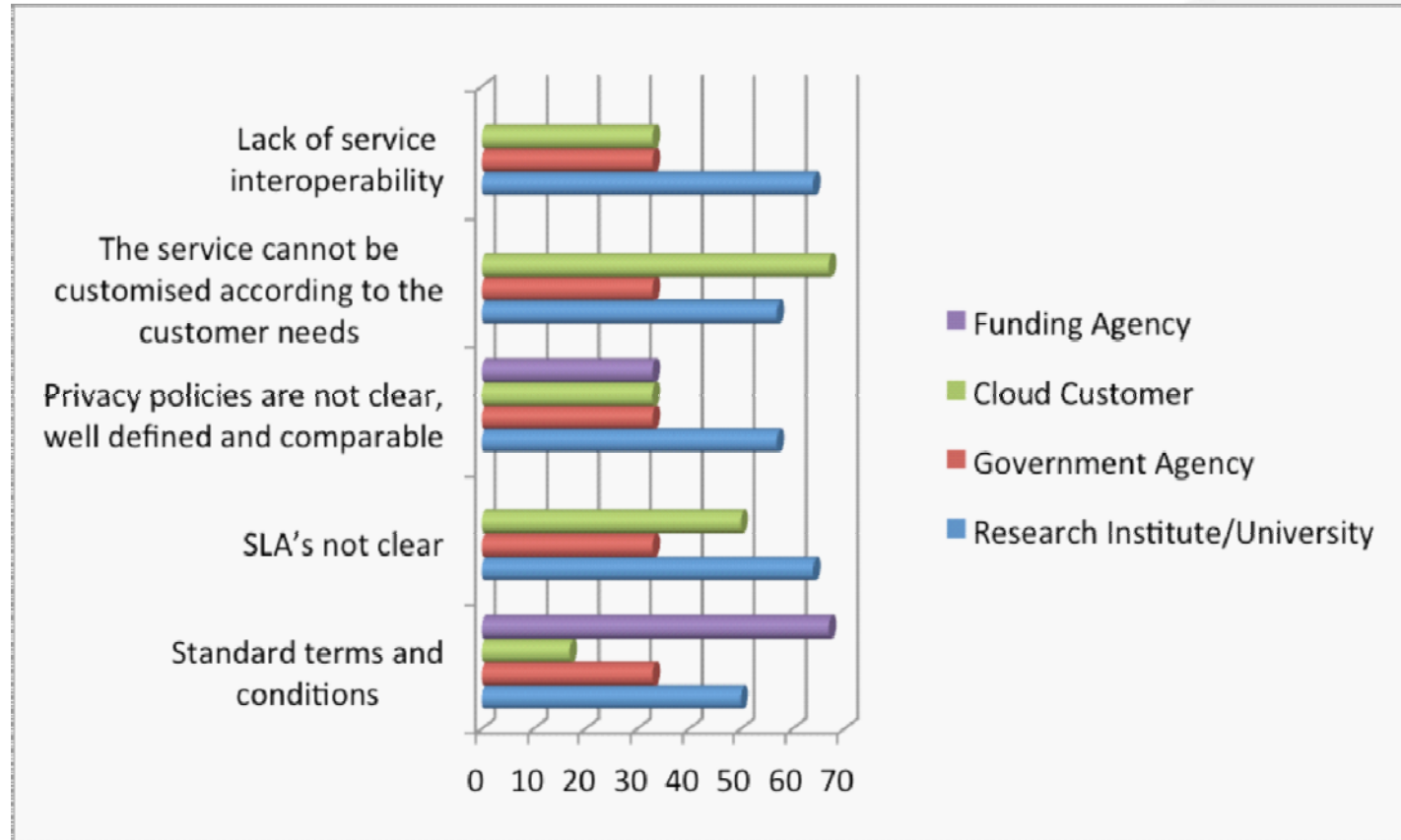


Figure 4: Barriers in different communities

Source: **D3.1 Procurement Barriers Report**

<http://picse.eu/publications/deliverables/d31-procurement-barriers-report>



# Listening to the public sector users: cloud procurement barriers

Place	Barriers
# 1	Lack of customisation (42%)
# 2	Unclear privacy policies (40%)
# 3	Lack of service interoperability (37%)
# 4	Lack of confidentiality assurance in IPR management (33%)
# 5	Immature services (26%)
# 5	Stringent legal and regulatory requirements (26%)

Table 7: Top 5 barriers related to risks of cloud computing

Source: **D3.1 Procurement Barriers Report**

<http://picse.eu/publications/deliverables/d31-procurement-barriers-report>



# A focus on public research organisations: cloud procurement challenges

- **Many existing procurement policies do not foresee provisioning services on-demand**
- **Developing a standalone test to verify the suitability and ROI is not easy**
- **A standard legal and contractual framework for cloud services does not exist**
- **Unsuccessful cloud tenders: no bidders replied**
- **Consulting existing use cases and best practices increases knowledge!!!**

No cloud-oriented procurement policies

No consolidated method to evaluate business cases for cloud computing

No standard contracts

No standard cloud tender templates

**PICSE Case Studies**



# Main Lessons Learnt

- **No standard procedures for cloud procurement processes** are in place
- **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
- **Joint procurement** is a **good practice** to share risks & legal burdens, especially when **procuring innovation!**
- **Over-specifying requirements** may **discourage cloud service providers**
- The **adoption of cloud-based standards is encouraged** ... especially to ensure interoperability & avoid lock-in
- ...

All the lessons learnt can be found in **D2.1 Research Procurement Model** (June 2015) and in **D2.2 Research Procurement Case Studies** (December 2015)





# Getting to grips with Pre Commercial Procurement



## Legal aspects of Joint Pre-Commercial Procurements: *from modelling to implementation*

Francesca Cinardo, *Legal Affairs*, Trento RISE

25 February 2015

Recorded webcast

<http://indico.cern.ch/event/372086/>

- ☞ Strategies and tips for Joint Pre-Commercial Procurement tenders
  - ☞ Legal framework of PCPs
  - ☞ Minimum requirements and constraints
  - ☞ Pros and cons of different procurement models
  - ☞ Lessons learned from Cloud for Europe and NYMPHA-MD

other webinars: <http://www.picse.eu/webinars>



# 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**

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!](#)



**Answer 8 questions and discover 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.**

## 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



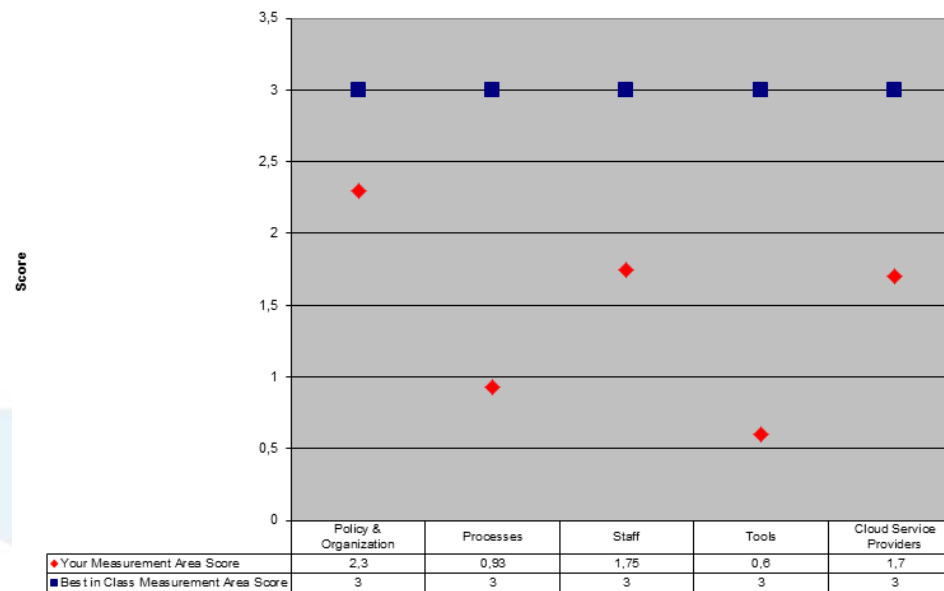
# Assess how suitable your current procurement process is for procuring cloud services



- 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.)

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

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





# PICSE Wizard roll-out

- Validation of the  $\alpha$  release by **volunteer public research organisations**
- Launch of the Wizard at workshop: **The Helix Nebula Initiative & PICSE: Towards a European Open Science Cloud**, 26 June 2015 @CERN, Geneva
  - Agenda <http://indico.cern.ch/event/388437/>
  - Register now!  
<http://indico.cern.ch/event/388437/registration/>

There are a number of areas where open standards and best practices can **improve the cloud procurement process**

Contribute now!  
[info@picse.eu](mailto:info@picse.eu)



# Thank you - Questions?

## Contact us:

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**PICSE WIZARD**  
*Cloud service procurement made easy*

Procurement Innovation for Cloud Services in Europe

An easy-to-use tool for public research organisations procuring cloud services.  
Online in July 2015 at [www.picse.eu](http://www.picse.eu)

The banner features the PICSE logo at the top left, the title 'PICSE WIZARD' in large blue letters, and the tagline 'Cloud service procurement made easy' in a smaller, italicized font. Below this, there is a group of stylized human figures in various colors (blue, orange, grey) standing on a light blue path. The text 'Procurement Innovation for Cloud Services in Europe' is written in small letters below the figures. The main body of text describes the tool and its launch date and website.

## Driving PICSE forward

