

Using the GÉANT IaaS Framework – a Buyers Guide

A guide for end user institutions who wish to procure cloud services using the GÉANT IaaS Framework

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1.0 Introduction:

This Buyers Guide is an instruction manual for staff in institutions on how to obtain cloud services from the GÉANT IaaS Framework, compliant with EU public procurement rules. The focus is on how to use the GÉANT IaaS Framework to successfully complete such procurement for your Institution. The document is intended for an audience familiar with procurement topics and practices such as a Procurement Manager in the institution.

The information provided with this document has been verified with your NREN as meeting the procurement and legal requirements of your country.

Your institution may have additional local procurement and/or legal requirements which you still need to verify with the appropriate procurement contacts within your organization.

2.0 What is the GÉANT IaaS Framework:

GÉANT carried out a European wide Framework Procurement for an Infrastructure as a Service (IaaS) cloud portfolio for the European research and education sector. The result is a multi-supplier framework whereby a number of IaaS cloud vendors were successfully awarded framework contracts for thirty-six participating countries.

The local NREN has played a key role in validating the framework process and deciding on the appropriate procurement mechanism to be used for each country. Each NREN itself has decided to take one of the following roles:

- A) Underwriter: The NREN procures directly from the cloud supplier on behalf of its client institutions with the commercial relationship between the NREN and its clients.
- B) Reseller: The NREN Resells the products of the Cloud Service Provider
- C) Referrer: The most common role whereby the NREN role is as a facilitator with the commercial relationship directly between the institution (purchaser) and the Cloud Service Provider (CSP).

The role of your NREN can be found by checking the country specific section of this document.

In order to fund the continuing operation of the GÉANT IaaS Framework and the GÉANT resources, a fee of 0.5% is applied to all services procured. Similarly, NRENs need to fund the resources in their countries and in most cases a small cost-recovery fee (varies per NREN) is applied to all procurement transactions.

As the NREN role varies from country to country, this document, apart from the general information, also outlines the steps required on a country by country basis.

To procure services you need to check which role your NREN has taken, Referrer, Reseller Underwriter and to ask some additional questions, e.g.:

- Has your NREN ran a mini competition
- Has your NREN put in place a Direct Award
- If there is a requirement for you to run your own mini competition

The country specific section 4.0 of this document will provide further relevant details including your local NREN contact.

If you need assistance with your procurement, please contact your local NREN Cloud Service Delivery Manager. Contact details as well as for the Cloud Service Providers/Resellers are included in the country specific sections of this document or on the GEANT website [here](#).

3.0 Guide to the Framework Documents

The following is a summary description of the vendor specific procurement documents available to you (on a confidential basis):

1. **The Framework Contract:** The Framework contract is the overall contract signed with the Cloud Service Provider or their Reseller. This is the master document available in Word and PDF (for signed version) and includes a number of separate schedules that are also listed below.
2. **Scope of Services – Schedule 1:** This document is Schedule 1 of the Framework contract and outlines the products and services offered by the Cloud Service Provider.
3. **Pricing Information – Schedule 3:** This document is Schedule 3 of the Framework contract and provides details on vendor pricing.
4. **Call Off agreement – Schedule 4:** This is the agreement between your institution and the Cloud Service provider.

Some Cloud Service Providers – Microsoft and Amazon operate exclusively through authorized Resellers (who responded to the GÉANT Framework). Each Cloud Service Provider/Reseller has signed a Framework Agreement with GÉANT and contains various sections which have been extracted as separate documents (as outlined above) to be more understandable to users.

In some cases, the Cloud Service Provider deals directly (i.e. no Reseller is involved) with the institution wishing to procure cloud resources and in this case the vendor is known as an Original Infrastructure Provider (OIP).

Confidentiality: The documents you receive and the information contained therein should only be shared with the appropriate staff within your own organization.

4.0 Country Guide

4.1 Country Guide - Portugal

FCT|FCCN has chosen to be referrer

FCT|FCCN GEANT cloud service delivery managers:

- João Pagaiame, jpsp@fccn.pt, +351 21 844 0 100
- Jose Franco, jose.franco@sec-geral.mec.pt

Vendor specific contact information Portugal:

Microsoft Azure Resellers:

- Atea: Alisa Batogova, Alisa.Batogova@Atea.com, +371 2594 1119; Agneta Vornikoglo, Agneta.Vornikoglo@Atea.com, +371 2773 9059; AGS-GEANT@atea.com
- Axians (formerly Novabase): Marcelo Silva, marcelo.silva@axians.com, +351915649656

AWS Resellers:

- Telecom Italia Sparkle S.p.A.: Livatino Andrea, andrea.livatino@tisparkle.com, +39 335 633 5343

5.0 Terminology

Direct Award: means you can simply enter into a call off agreement with the supplier, no further process is needed. You are REQUIRED to use the standard terms and conditions negotiated, this means you MUST use the standard call off agreement

NREN Cloud Manager: is the key point of contact between GÉANT and the local NREN. Each country has one or more NREN Cloud Managers and they are the “gatekeepers” for the GÉANT Framework in their own country to ensure the process is working well and act as sources of expertise for their own client community.