

# GÉANT / RoEduNet Cloud agreements

RoEduNet 2022 conference

**Olaf Verschoor**

*Head of Procurement – GÉANT*

Solvata, September 15 2022

Public

[www.geant.org](http://www.geant.org)



**To support collaboration and development amongst researchers, the dissemination of information & knowledge, and provide access to a portfolio of services and infrastructure resources:**



**Runs a membership association for Europe's National Research & Education Networks (NRENs)**  
GÉANT Association



**Coordinates and participates in EC-funded projects**

Under Horizon 2020 the financial instrument for implementing the Innovation Union, a Europe 2020 flagship initiative aimed at securing Europe's global competitiveness



**Operates a pan-European e-infrastructure**

GÉANT network



**Manages a portfolio of services for research & education**

EduX



**Organises and runs community events & working groups**

TNC, task forces & special interest groups



# Membership Association

**GÉANT Association supports and represents over 40 NRENs across Europe.**

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





# Specialist Services

**GÉANT develops the specialist services members need to support researchers, educators and innovators – at national, European and international levels.**

GÉANT's portfolio of advanced services covers:



Network centric  
services



Trust identity  
and security



Clouds and  
Real-time  
Communications



Professional  
services

# GÉANT? OCRE? EOSC? IaaS+?

A short explanation

- OCRE
- EOSC
- IaaS
  
- IaaS+







# Why Cloud services?

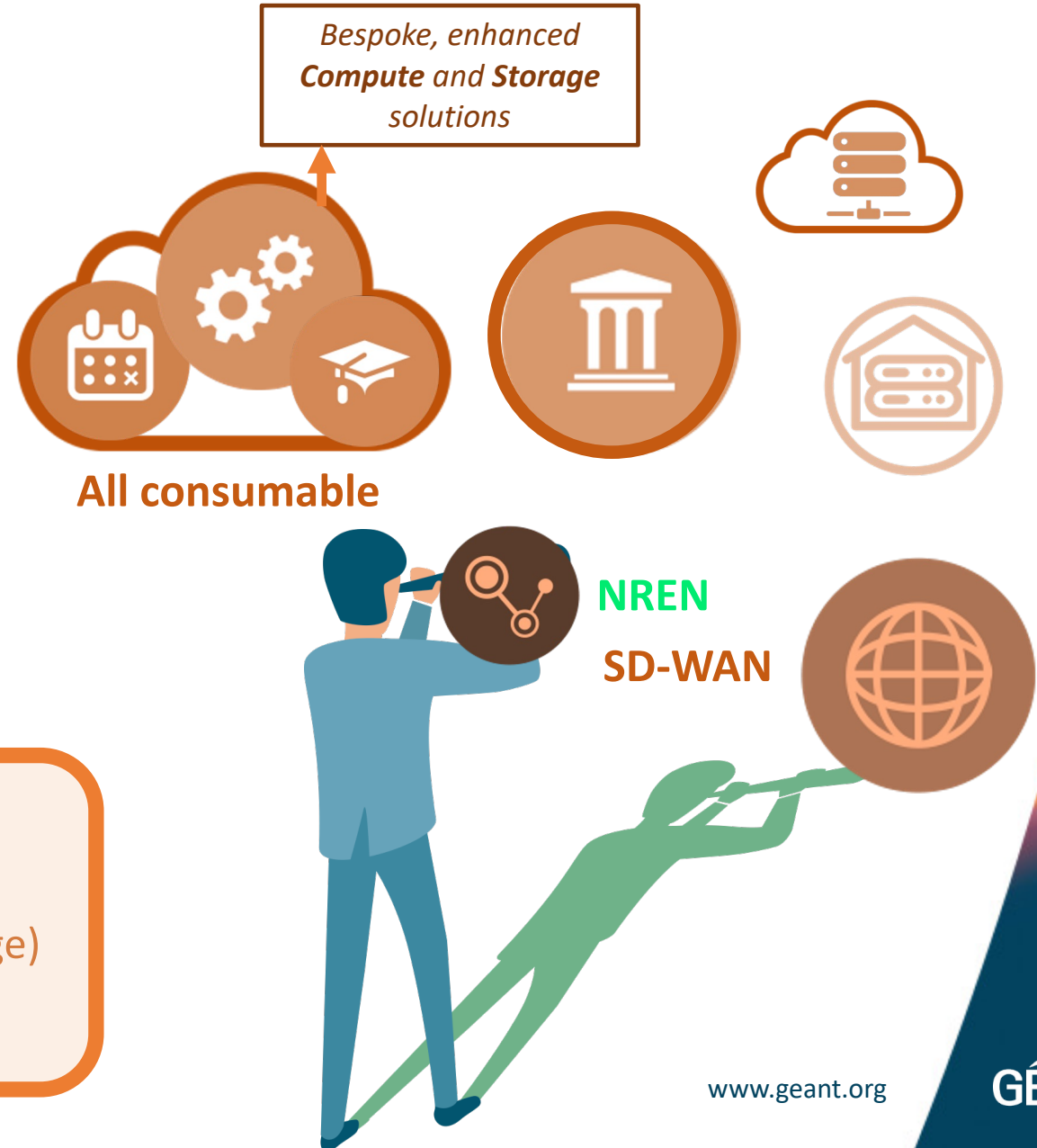
European Commission promotes

- Digital Economy for Research
- Consume not Build (where possible)
- IaaS/PaaS underpins e-Infra services
- Sustainable EOSC (Core)
- Develop Startups and SMEs

## Green Regional Compute

Fewer Data Centers (energy consumption)

- ❖ Rate of Innovation (accelerating in Cloud)
- ❖ HPC supplementation (hyperscale compute)
- ❖ FAIR data (metadata creation and cold storage)
- ❖ EOSC White Labeled Commercial Services





## What has the NREN community done?

- In 2016 GÉANT tendered the first IaaS agreements
  - Mandated by all NRENS to tender on their behalf
  - 14 framework agreements were awarded
  - Frameworks expired on 31 December 2020
- 2020 new tender was launched – IaaS+
  - Under the OCRE project
  - GÉANT mandated by NREN's to tender on their behalf
  - Each country = 1 lot. -> suppliers dedicated
  - ~ 1150 proposal received / 473 framework agreements awarded (avg. 14 different Cloud platforms available per country).

# Platforms available in Romania



EXOSCALE



Microsoft Azure



[VSHN](#)

[Orange](#)

[SoftwareONE](#)

[T-Systems](#)

rackspace  
technology



[Rackspace](#)

[SoftwareONE](#)

[CloudFerro](#)

[Safespring](#)



[Computas](#)

[AppXite](#)

[Setcor](#)

[CloudSigma](#)





# IaaS+ Supplier and Platforms



green  
computing



## Compliance

- ✓ Platform tested using HNSciCloud workload
- ✓ All suppliers bound by GDPR regulations
- ✓ In-country support and call-off



## Networks

- ❖ Peering POPs under review (GÉANT)
- ❖ Data ingress/egress waivers in place
- ❖ Cloud Interconnect/Expressroute/Direct Connect



## Trust, Identity and Security

All platforms support SAML2/OIDC protocol  
eduGAIN onboarding (GÉANT federation)  
Supplier SOC's – threat surveillance and response



## Community support

- 3 annual supplier workshop commitment
- Additional discounting
- GÉANT WP4/CMG support

agility  
SLA

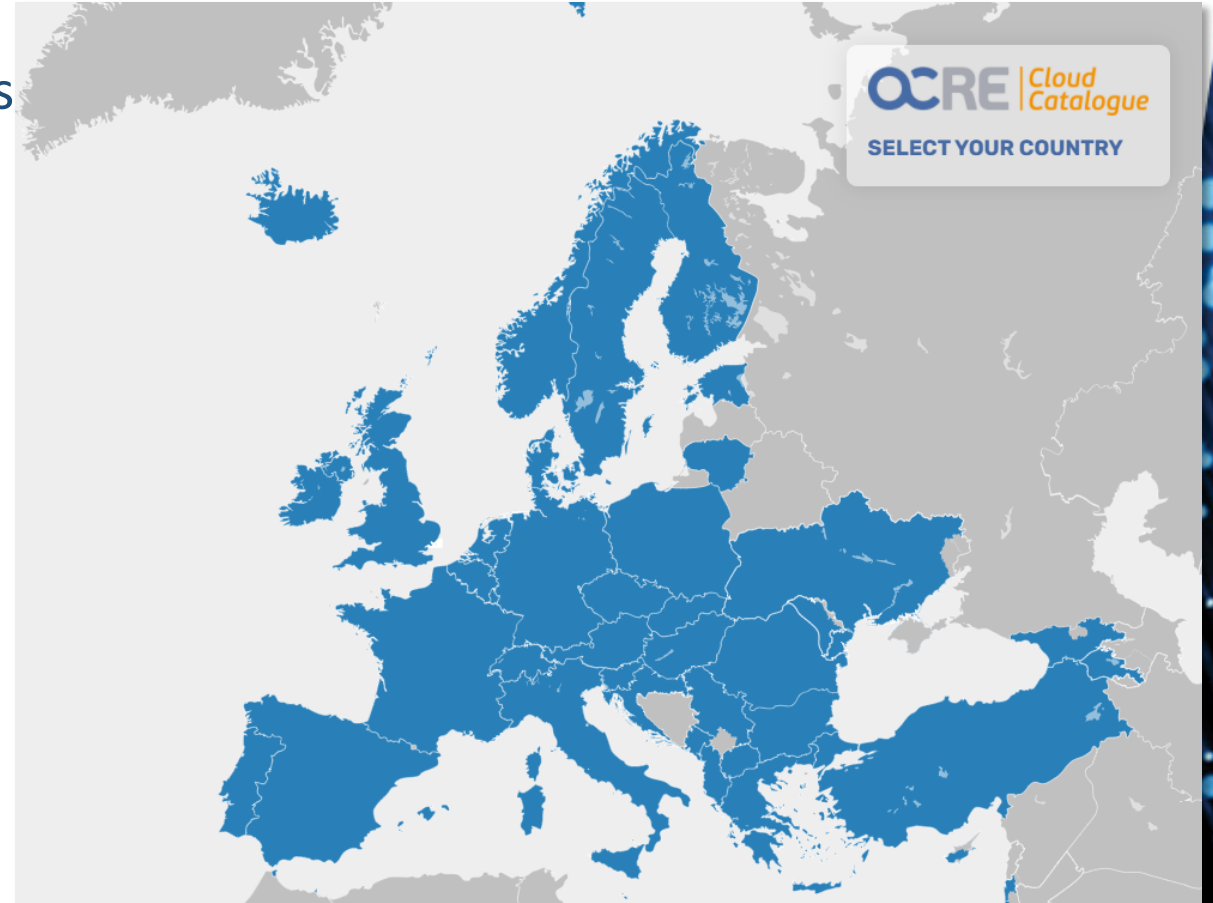
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GÉANT



## Benefits for all in the GÉANT Community

- Broad Catalogue of Cloud and Digital Services
- Good rates and tariffs
- Favorable terms & conditions
- Faster access to senior management when needed
- Local support
- Part of a growing network of institutions and researchers
- Support and escalation available via GÉANT (GN4)
- Ongoing investment and feedback
- **NO NEED TO TENDER SEPERATELY!!**





# Framework compliancy



- IaaS tender honoured all guiding principles of the EU tendering law procured under Dutch tendering law
- Competition between resellers per lot within the Framework Contract
- Institutions responsible for scoring and awarding decision
  - Call of Contracts as result of a mini-competition or direct award between reseller and institute
- All Contracts completely aligned with EC GA and Dutch and EU VAT legislation
  - For EC funded projects Voucher Contracts are signed between GÉANT and reseller to be VAT and EC Grant Agreement compliant
- Direct award possible on conditions
- NREN facilitates relationships between supplier and local R&E community

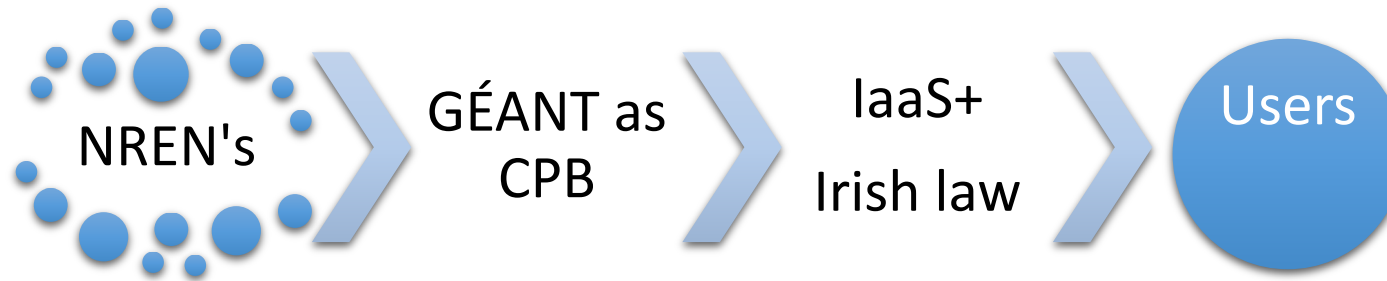


## In a bit more detail

### *TENDERPROCEDURE*

1. GÉANT mandated by the NREN's as CPB
2. CPB = Central Purchasing Body
3. GÉANT Tendered as CPB -> Dutch public procurement legislation (for all involved)
4. Published on TED

### *LAWS OF THE CONTRACTS*



Local laws

Local laws



# And...? How can I use these agreements?



## Direct Award

- Not economically feasible
- Not available on other
- Licensing arrangements



## Mini-desktop competition

- Evaluate all Suppliers in Lot
- Reuse GÉANT's awarding criteria and scores
- Use price Online Cost Calculators

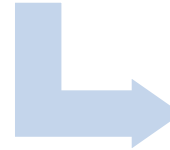


## Mini-competition

- Invite all resellers in Lot
- Apply the award criteria
- Score – award – stand still period

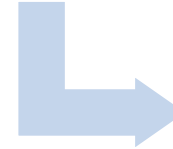
Create demand

- Minimum requirements & criteria



Choose procurement option

- Direct, mini-desktop or competition



Award

- Evaluate and Contract





## Status in Romania

- 12 resellers in Romanian lot
- <https://www.ocre-project.eu/services/cloud-suppliers/country/romania>
- Upcoming usage of IaaS+ in Romania
- Consumption by Universitatea de Vest din Timișoara
- Growth potential in Romania and current underutilized opportunity
- Explicit approval of the Romanian National Agency for Public Procurement received December 2021





# Statement from the secretariat.reglementare@anap.gov.ro



GUVERNUL ROMÂNIEI  
AGENȚIA NAȚIONALĂ PENTRU  
ACHIZIȚII PUBLICE

To: Mrs. Monique Pellinkhof - procurement specialist  
GÉANT

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Ref: Public procurement enquiry regarding Romania in OCRE framework

Dear Mrs. Monique Pellinkhof,

Following your enquiry sent by email on November 9<sup>th</sup>, 2021 and October 1<sup>st</sup>, 2021, registered at the National Agency for Public Procurement under no. 23872/10.11.2021, requesting our point of view regarding your assistance offer and the possibility of cooperating on the mutual beneficial opportunities within OCRE in Romania, we are pleased to provide the following information:

The national legal framework in the field of public procurement - Law no. 98/2016 transposes the relevant European legal provisions - Directive 2014/24/EU.

Therefore, at the level of primary legislation, there can be found all the provisions of art. 39 of the Directive, as legal basis for centralized procurement. This article has been fully transposed into national legislation, without exceptions.

Also, the Government Decision no. 395/2016 for the approval of the Methodological Norms for the application of the provisions of Law no. 98/2016 regarding the award of the public procurement contract / framework agreement on public procurement establishes the application norms and defines the procedural steps necessary for carrying out public procurements within a centralized system, through centralized public procurement units.

Moreover, as far as our institution is concerned, issuing recommendations or observations on a tendering procedure conducted at European level by a non-profit organization as GEANT, in which the Norwegian company COMPUTAS has been awarded a framework agreement, exceeds the competences of our institution, as they are foreseen by the Government Emergency Ordinance no. 13/2015, and Government Decision no. 634/2015,

Also, according to the above mentioned legal provisions, we are not entitled to issue opinions, assess or appreciate the quality of GEANT as centralized procurement unit at European level, nor on the procedure it carried out, following which the framework agreement was awarded to COMPUTAS.

Another important aspect to mention is that the interpretation given by the Court of Justice of the European Union (CJEU) represents source of law, and, therefore, regardless of national jurisdiction, as EU Member States, we have to obey the decision ruled in Case C-216/17, whereby the Court ruled as follows:

"Article 1(5) and the fourth subparagraph of Article 32(2) of Directive 2004/18/EC of the European Parliament and of the Council of 31 March 2004 on the coordination of procedures for the award of public works contracts, public supply contracts and public service contracts must be interpreted as meaning that:

- a contracting authority may act on its own behalf and on behalf of other contracting authorities that are specifically indicated but are not direct parties to a framework agreement, provided that the requirements as to advertising and legal certainty and, consequently, those relating to transparency are complied with; and
- it cannot be accepted that contracting authorities that are not signatories to the framework agreement refrain from determining the quantity of services that may be required when they conclude contracts pursuant to the framework agreement or determine that quantity by reference to their usual requirements, because, if they do so, the principles of transparency and equal treatment of economic operators with an interest in the conclusion of that framework contract will be infringed."

Regarding procurement involving contracting authorities from other Member States, as well as the possibility for Romanian contracting authorities to conclude contracts directly with Computas, pursuant to the aforementioned framework agreement, we hereby specify the following:

Art. 45 of Law no. 98/2016, which transposes art. 39 para. (1) of Directive 2014/24/EU, provides that national contracting authorities may act jointly with contracting authorities from other Member States for the award of public procurement contracts in accordance with the provisions of art. 46 - 48, without having the right to use the means and instruments regulated by the provisions of art. 46 - 48, in order to avoid the application of mandatory national rules of public law which, in accordance with European Union law, apply to their statute or activities.

Also, according to art. 46 para. (1) and (2) of Law no. 98/2016, which transpose the provisions of art. 39 para. (2) and (3) of Directive 2014/24 / EU, national contracting authorities have the right to use the centralized procurement activities provided by a centralized procurement unit in another Member State. The supply of centralized purchasing activities by a centralized purchasing unit in another Member State shall be carried out in accordance with the provisions of the national law of the Member State in which the centralized purchasing unit is located. Therefore, in our case, the Dutch law will apply and the procedure will be subject to the Dutch Public Procurement Act.

Therefore, we consider that Romanian contracting authorities, which are the beneficiaries referred to in the contract notice that was the base of the award procedure organized by GEANT, may purchase cloud services under that framework agreement, without carrying out a new award procedure, only to the extent that GEANT is a centralized purchasing unit in accordance with the legal provisions of the Member State in which it is located. -

Yours sincerely,

Liviu BOSTAN

President of the National Agency for Public Procurement

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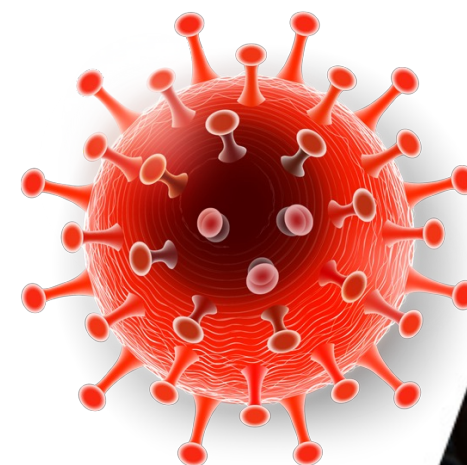
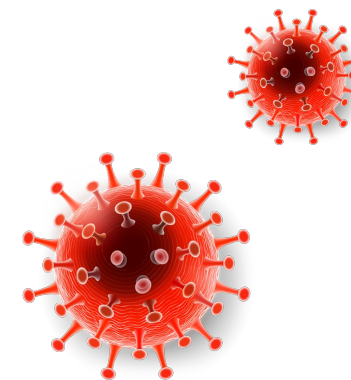
# Researcher – Cloud provider Collaboration

## Upcoming EOSC opportunities

- ❖ Distribution of Cloud
- ❖ Horizontal services
- ❖ EU Dataspaces and science
- ❖ Underpin bespoke research toolsets
- ❖ Etc...



EC Funding available



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**REACH OUT to your IaaS+ supplier**





# Thank you

Any questions?

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As part of the GÉANT 2020 Framework Partnership Agreement (FPA), the project receives funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement No. 856726 (GN4-3).