



restena
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Cloud for Research and Education 2.0

A public tender with significant benefits for organisations in Research and Education in Europe

Introduction

Outline

- Opening Words by Restena Director Gilles Massen
- What is OCRE, and what's the benefit for R&E organisations?
 - Foundations
 - History of Public Procurement on behalf of R&E
 - Luxembourg: Suppliers, Scale of Usage
- How does it work?
- Next step: Supplier Webinars

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- OCRE is a procurement of IT services done *on behalf of ...* « the R&E institutions in Europe » - thousands of universities, research centres, schools etc.
- Facilitated by the National R&E Networks and the H2020 Project OCRE
- Following EU directive 2014/24/EU (publication in OJEU, evaluating bid responses etc.)
- Resulting in
 - Interesting offers from many cloud service providers, often including substantial discounts
 - Ready-made Call-Off contracts *alleviating the need of running own procurement*

Common Elements

- **Waiver for Egress Traffic** (Suppliers are invited to connect/peer directly with the European Research Backbone GEANT)
- Identity Management: Single-Sign-On with **eduGAIN / eduID Luxembourg**
- **Preferential Terms & Conditions**

OCRE: History

Past

2016-2020

1st Public Tender:

GÉANTCloudServices
CONNECTING RESEARCH AND EDUCATION TO THE CLOUD



Activity inside the GEANT
Project



1st of its kind (first application of
the EU Directive 2014/24/EU)



Small number of suppliers (6
suppliers for 4 distinct OIPs)



„Mixed bag“ of rebates and/or
value-add services

(OIP = Original Infrastructure Provider)

**OCRE:
History**

Future

2021-2024

OCRE | Open Clouds
for Research
Environments



Dedicated H2020 Project
(<https://www.ocre-project.eu>)



Continued use of same EU
Directive



Significant Supplier Interest
--> Limit to one Bidder per OIP



Significant Discounts, Improved
T&Cs available

Luxembourg: Supplier Landscape

No less than 13 OIPs <https://www.ocre-project.eu/services/cloud-suppliers/country/luxembourg>

- Includes the well-known hyperscalers
Amazon AWS, Microsoft Azure, Google Cloud Platform, ...
- Plus many regional suppliers (incl. fully EU-based)
IONOS (former 1 & 1), Orange, Open Telekom Cloud, ...
- And several special-purpose cloud suppliers (focus on supporting researchers and/or University/NREN IT)
Exoscale, Blue Safespring, ...

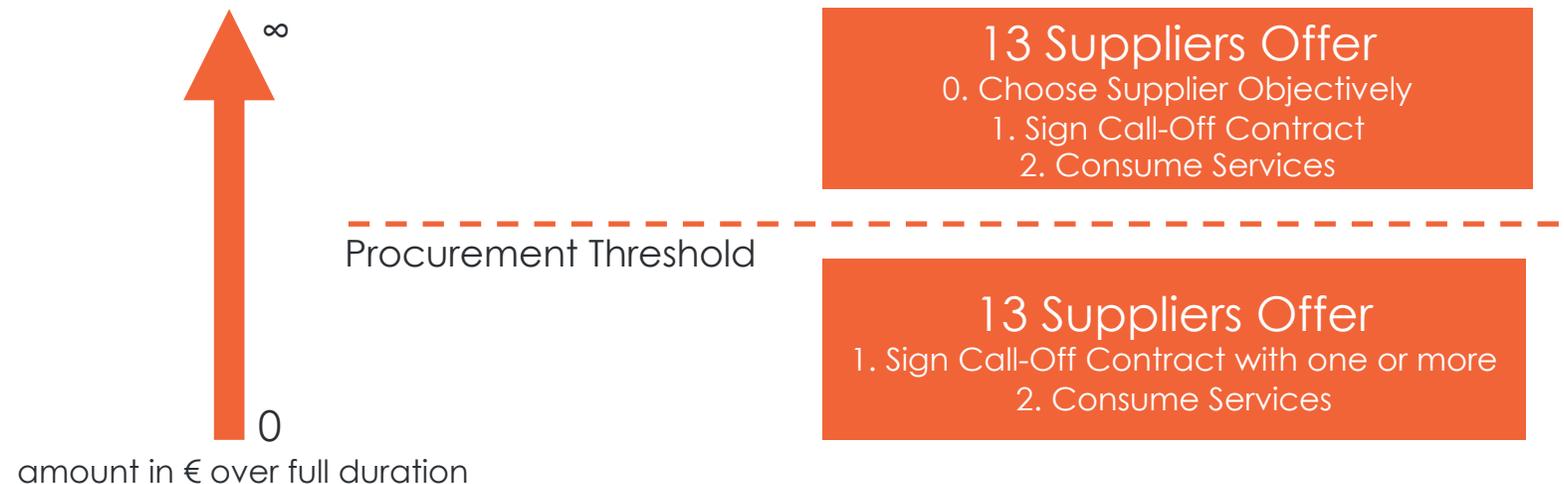
Full List of Suppliers

Left: Reseller Logo
Right: OIP Logo
Bottom: Reseller Name

 Orange	 VSHN	 Bechtle	 Bechtle
 CloudSigma	 Rackspace	 Setcor	 SoftwareONE
 SoftwareONE	 T-Systems	 CloudFerro	 Safespring
 Sparkle			

Luxembourg: Scale of Usage

- While the Framework follows EU procurement rules, its results can also be used when those rules are not required!



- All organisations connected to Restena are invited to make use of those better-than-retail offers!

Type of Services Offered

- Core of the tender **Infrastructure-as-a-Service** (unchanged from 2016)
 - Compute
 - Storage
 - Network
 - ...
- **Consulting Services** (unchanged from 2016)
- « + » (new in 2021)
 - **Platform-as-a-Service**
 - Selection of many ready-made services on top of IaaS infrastructure
 - Varies by OCRE Supplier
 - Examples: IAM Platform; Managed Backup; DNS Hosting...

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How does it work? – Finding Suppliers

- Restena is a **Referrer**
 - Organisation contacts Restena to discover list of suppliers
<https://www.restena.lu/en/service/cloud-infrastructure-service>
 - Find one or more OIPs matching the organisation's service needs
 - *Expected size of contract above threshold?*
 - *No → NOOP*
 - *Yes → help with supplier decision*
 - *Only one supplier in shortlist? → Direct Award*
 - *More than one supplier in shortlist? → Desktop Mini Competition*
 - *(Mini Competition)*
 - Hand off organisation to the respective Supplier(s) w/ Call-Off Contract

How does it work?

- Organization makes **Call-Off** with one of the matching suppliers
 - Contract directly between organisation and supplier
 - Suppliers have process to transfer existing contracts into the Framework (e.g. Azure already in use before Framework...)
- Please inform us that you are now consuming services!
- First Call-Off already in place: 6-digit consumption, 5-digit discounts realised!

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Supplier Webinars

- Note: dedicated room links for each Webinar
- **Webinars will be recorded and placed on the Restena Website after the event**
- The recording may exclude particularly sensitive parts (e.g. pricing/discounts)

Merci.

<https://www.restena.lu/en/service/cloud-infrastructure-service>

www.restena.lu