

# OCRE 2029 Global Feasibility study

GÉANT - GN5-2 WP4 Task 2  
Strategic Vendor Management team

Version 8, Oct 2025



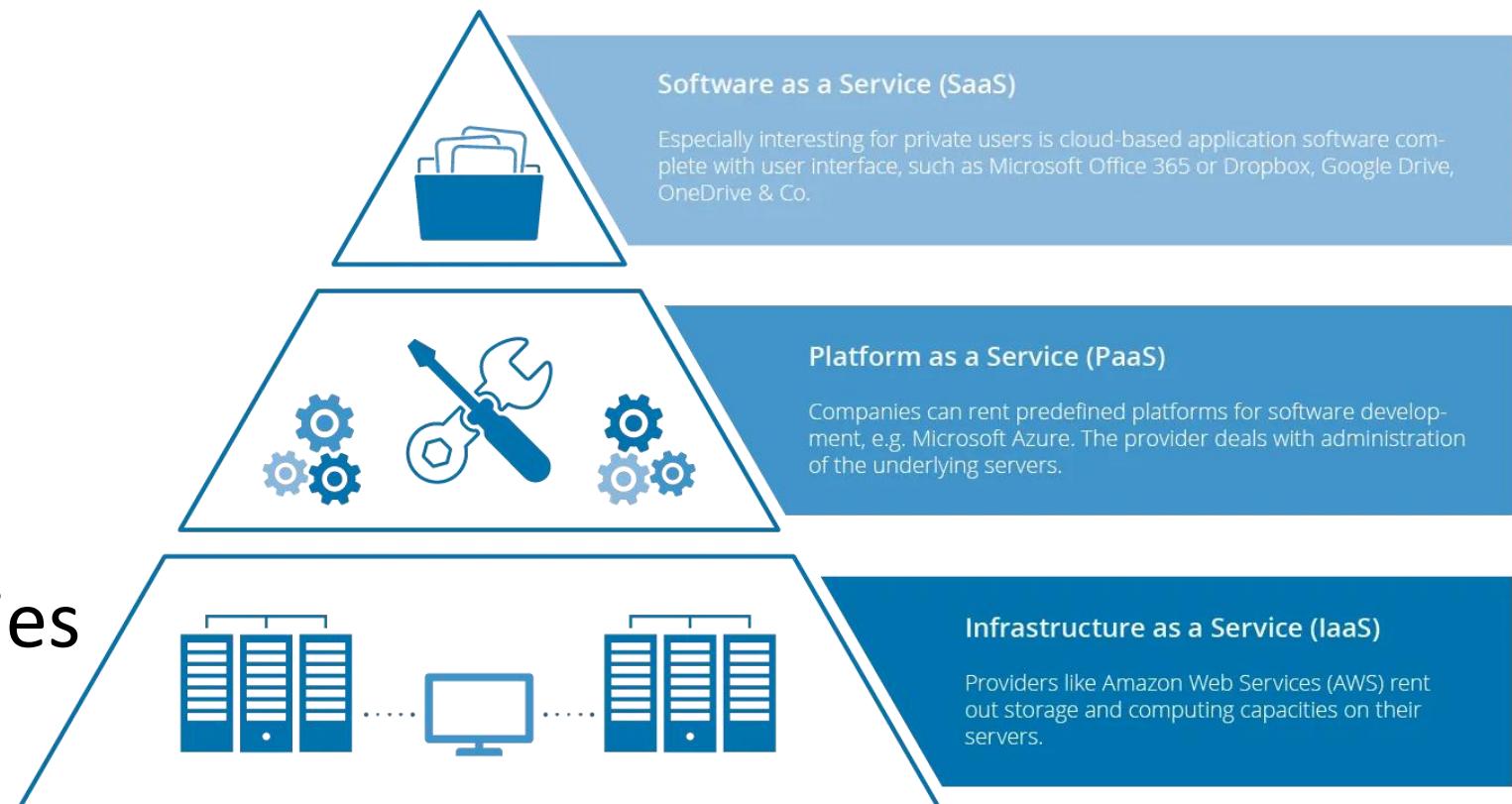
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- 3<sup>rd</sup> iteration of a pan-European procurement for R&E in 39 countries in Europe by GEANT
- For Cloud services (IaaS, PaaS and SaaS)
- Resulting in framework agreements with 14 national, European and US cloud platforms
- Used by R&E institutes without tendering
  - With the right conditions
  - Without obligation to use (institutes may prefer to run own tender)

**Scope:** IaaS+

## Frameworks

- 5 years
- 2 billion USB max
- Now used in 28 countries
- By 1200 institutes



# Next step



**Yes, No, Maybe**





Top bun: tender procedure, scope, process  $\approx 75\%$

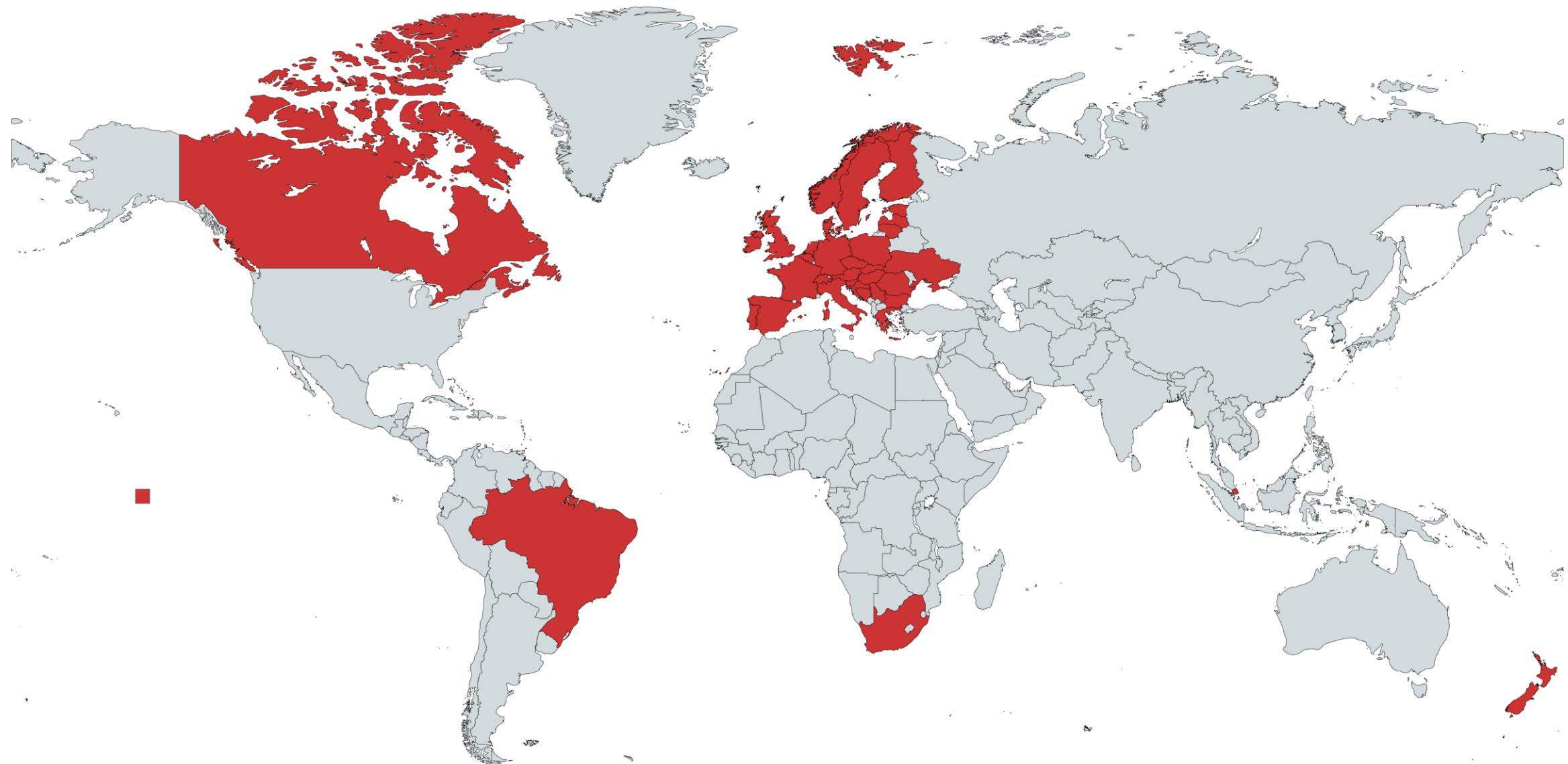
Add up to 25% local toppings

Slide in the burger: minimum requirements and awarding criteria, globally identical

Add up to 25% local toppings

Bottom bun: Contracts,  $\approx 75\%$  standard

# Feasibility Study



- National cloud frameworks are possible
- Cloud = Change, use abstract scope and limit requirements
- Perform market analyses and built relations before tender launches
- Get Buy-in and commitment of usage
- Less = More, use small team to create and score tender
- Make it very easy to use
- Take it global is worth investigating



# Thank you!

[michel.wets@surf.nl](mailto:michel.wets@surf.nl)



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