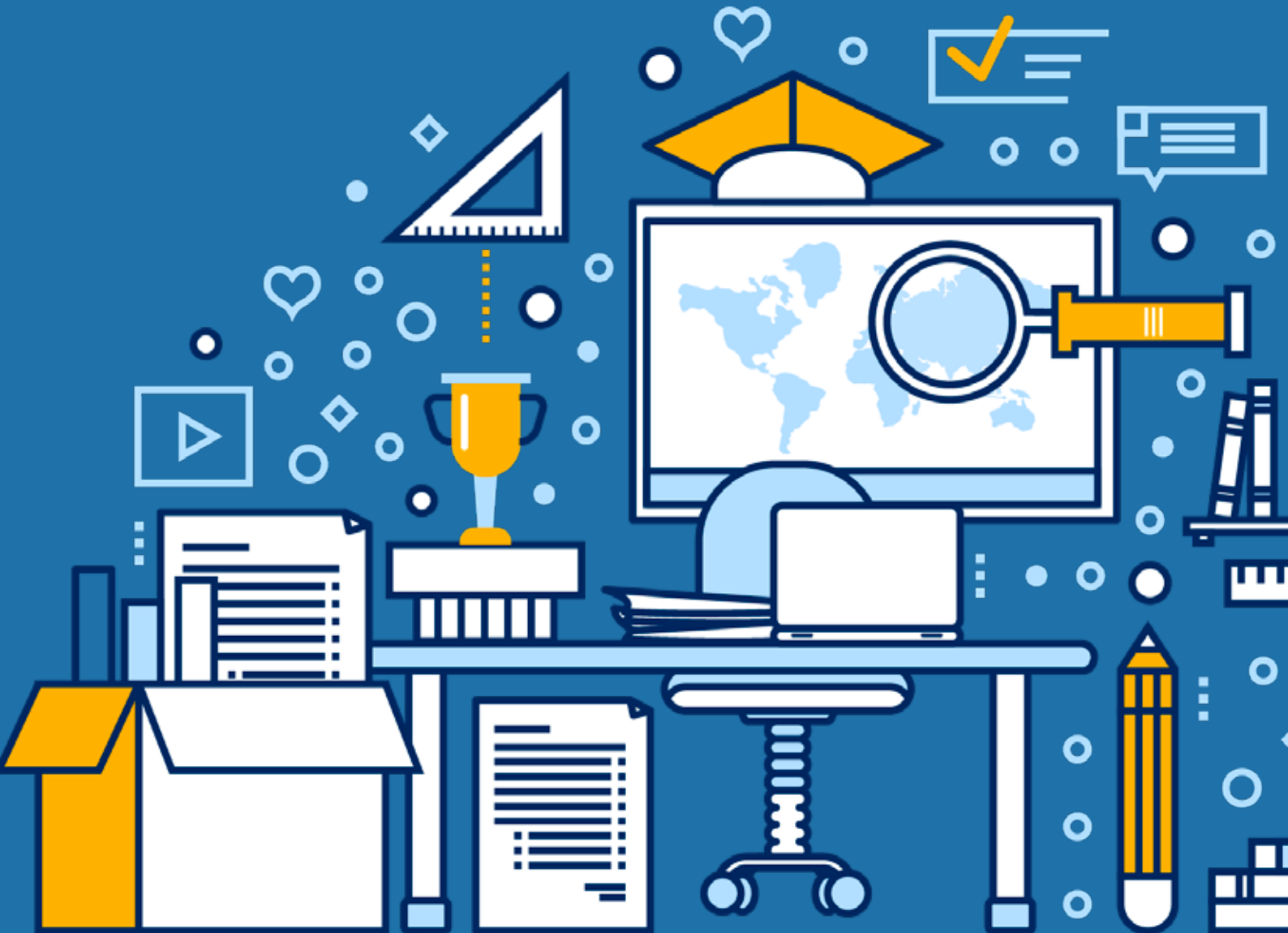


# OCRE Cloud Framework:

Discounts, Easy Procurement  
for Research & Academia

Key Highlights  
& Takeaways



2022

# Background

The EU-funded Open Clouds for Research Environments project (OCRE), which has launched a successful pan-European tender allowing more than 10,000 institutions across Europe to easily procure cloud services via the [cloud catalogue](#), is already generating millions of Euros in savings for the European research community.

On 1 March 2022, a workshop was held to provide an open forum for institutions, National Research and Education Networks (NRENs) and OCRE's procurement specialists to meet and encourage more institutions to take advantage of the benefits provided by the **OCRE Cloud Framework**.

The workshop was organised to showcase the OCRE Cloud Framework, how it works and why the majority of European research institutions can benefit from it even if they were unaware of its previous existence, as well as legal tips and tricks to working within the OCRE Cloud Framework.

# Presentation of the OCRE Cloud Framework

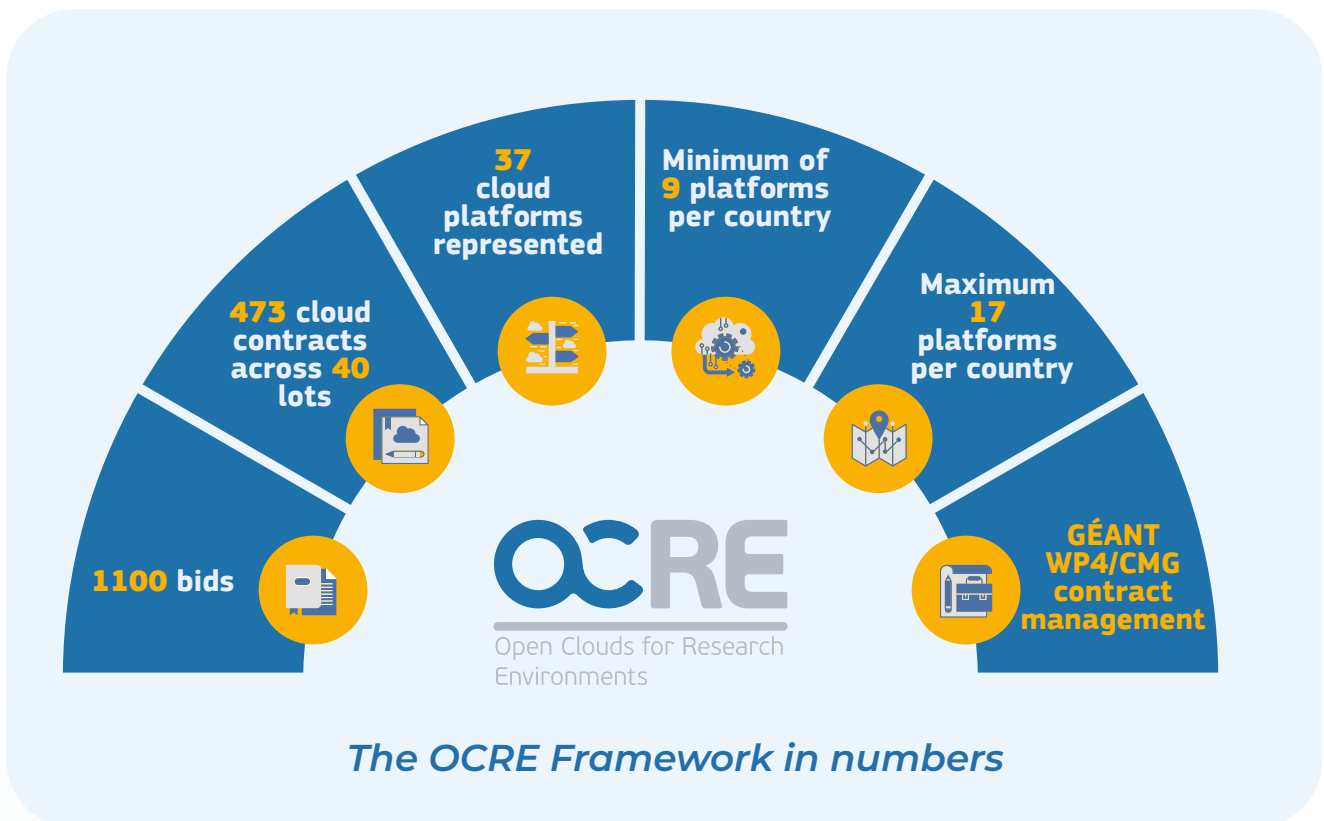
The webinar opened with an introductory speech by **David Heyns** - OCRE Project Coordinator & Project Director at GÉANT, who welcomed more than 50 attendees from various European countries.

David underlined the importance of cloud services for improving researchers' agility and outputs. This led the European Commission to finance the OCRE project with the mission to facilitate the procurement of commercial digital services and cloud services for research institutes. The OCRE Framework was therefore developed, starting with a tender in 2020 across **40 European countries**.



*Countries involved in the OCRE Framework*

David added that using the Framework provides unique advantages. Due to the large-scale procurement system, huge discounts are available and all platforms are tested, GDPR compliant and equipped with trust identity and security systems. Providers are also required to provide regular reporting which is used to show data about cloud services usage and consumption trends at a local and European level.



The floor then passed to **Monique Pellinkhof**, Procurement Specialist at GÉANT who focused her speech on the legitimacy of the OCRE Framework. The framework resulted from a pan-European tender and the framework contract was procured under Dutch law as GÉANT is located in Amsterdam. Nonetheless, the Call-off Contract each institution is going to sign with the cloud supplier is going to be governed by and signed under local law. Monique also explained the three options to award the procurement contract:

1. **direct award**;
2. **mini-desktop competition**, if you need to evaluate all suppliers in their lots;
3. **mini competition**, when you invite all the resellers that have been awarded in your lot to compete based on your specific requirements and criteria.

However, there are further opportunities for researchers. Indeed, the OCRE project is also distributing EC funding to institutions interested in collaborating with providers on research proposals able to demonstrate the impact of cloud-based digital services on science. The overall funding is up to 500k€, therefore representing an unmissable opportunity to reach out to cloud service suppliers via OCRE.

## Have an interesting research project?

- 1 Reach out to **local suppliers** to collaborate on proposal (<https://www.ocre-project.eu/services/cloud-suppliers>)
- 2 Convince the OCRE Team that you can demonstrate the impact of cloud-based digital services on science (agility and outcomes)
- 3 Take advantage of this funding opportunity and secure significant support to procure cloud services through OCRE
- 4 Participate with the OCRE comms team on a compelling case study!
- 5 LOOK OUT for upcoming communications via the OCRE project or your local NREN – publication in **April 2022**



act early!

*OCRE Funding Opportunities for Researchers*

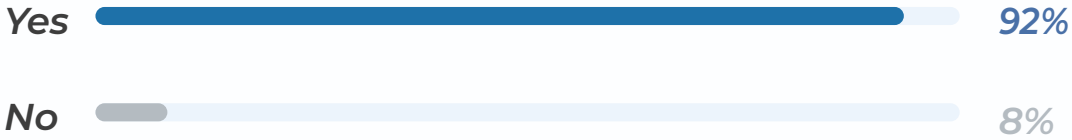


## Interaction and Q&A

The webinar then continued with an interactive session moderated by **Rob Carrillo**, Communications Lead of OCRE and Project Manager at Trust-IT. The audience was asked for questions whose results are summarised in the charts below. The live polling demonstrates a large adoption of cloud services but a still limited procurement via the OCRE Framework, currently used by one fifth of participants. However, the webinar was able to catch the interest of researchers given that all are considering using the framework in the future, after solving some concerns about the practicalities of procuring via the framework.

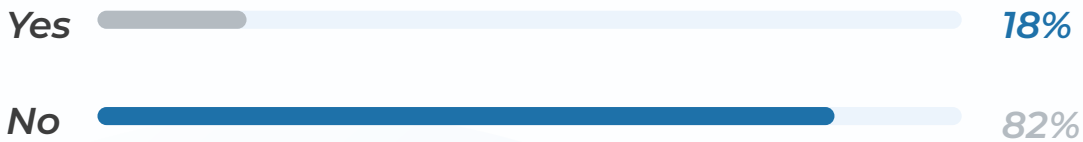
*Are you currently using cloud services?*

24 



*Are you procuring via the OCRE Framework?*

22 



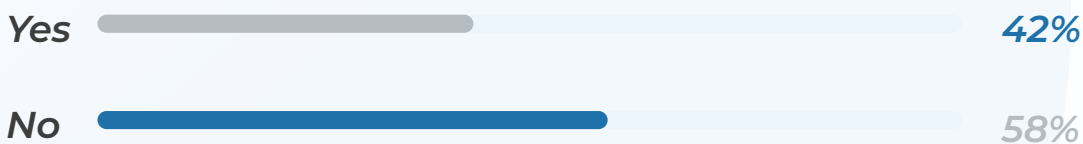
*Are you considering using OCRE?*

19 



*Do you think you are unable to procure via OCRE?*

19 





## Conclusion

The workshop ended with the concluding remarks by all the speakers.

The OCRE Framework presents impressive support to researchers throughout Europe, offering research and education institutions a wide range of cloud services and the opportunity to get the best value and fit solutions for their requirements. Moreover, the impact of the OCRE Framework will go far beyond the end of the project itself, as the framework contracts will be in place for four years.

The audience actively commented and asked questions. The participation was positive also on social media. During the event a live tweeting was performed, which you can follow here [@OCREproject](#).

### **Did you miss this webinar?**

Watch it [here](#) and stay tuned for the upcoming events!

