





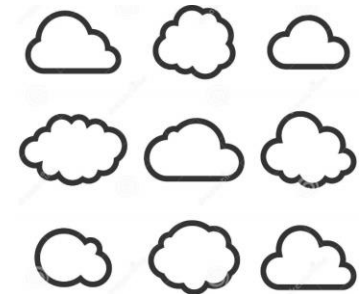
Procurment of cloud services

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Overview

- Cloud services, what and why
- Choosing the best solution
- Acquisition strategy
- Procurment action
- Three actual cases and one "could be"
 - a. **Box** online file sharing and personal cloud content management
 - b. Microsoft **Azure** and **Amazon AWS**
 - c. **Office365** and **GoogleApps**
 - d. You want to use a cloud service vendor?



Cloud services, what and why

- Cost saving
- Elastic system
- Innovation
- Reduce local competence demands

- SaaS for functionality "Out of the Box"



Choosing the best solution

- What is your strategy?
 1. SaaS
 2. PaaS
 3. IaaS



- What is the best solution for the problem?
- Strategy and politics matters

Acquisition strategy, a lot of questions to consider

- Can I buy up front?
- Do I have to ask for a formal offer (tender)?
- Do I have to do it myself?
- Why not Open Source?
- Vendor trust and system future?
- Implementation cost and running charges?
- One vendor or several?



Our strategy for system acquisition

- Always buy, never develop, unless there is no other reasonable choice
- Move systems on-prem to cloud
- Focus on system integration capability
- Security and legal issues – integrity
- Perform risk- and impact assesment
- Develop vendor relation
- **Where is your exit strategy?**

Procurement actions

- So, you want a cloud service. What next?
- Am I confident in the whole process of acquiring the solution?
- Do I have to make a formal tender? Yes-No
- Either way, what are the requirements?
- How do I choose between possible offers?



Three cases + one

Three different approaches to make your life easier when procuring cloud services.

The last one is the traditional method. Shooting on a moving target.



Case # 1 Box



- Problem: A need for stable and legal file sharing system manageable by the institution.
- Strategy: Join forces with other H/E institutions for a national solution.
- Tactic: Commission Sunet to perform an open bid.
- The deal: Year 2012. Unlimited storage per user. Boxes for 6 Euro each per year. Paid centrally.
- Impact: Today, 2.300 accounts, more than half of our staffers.
- New strategy: Move Box users over to Office365.



Case # 2 Microsoft Azure

- Problem: A stable cloud partner to expand our services into, and close down local computer centrals
- Strategy: Join forces with other H/E institutions for a national solution.
- Tactic: Four (4) institutions join forces for an open bid for a ***distributor of Microsoft Azure***. All institutions has a MS campus consortium agreement with all services/software included.
- The deal: No answers from distributors. Negotiations next. Select ATEA, the cheapest distributor (lowest supplement charge). Agreement 1+1+1+1 year.
- Impact: All 4 institutions has embarked and are utilizing Azure as they want
- New strategy: Discussion with Amazon on AWS as potential exit strategy and usage of some functions.

Case # 3 Office365 and GoogleApps

- Problem: Student and staff e-mail to the cloud. Collaboration service needed.
- Strategy:
 - Moved student e-mail to Live@edu 2009.
 - Upgraded 2013 to Office365. Allow staff access to Office365 during 2015.
 - Start GoogleApps 2010 for collaboration, open to students and staff.
 - Two solutions, not all eggs in the same basket. Let the vendors know you have a choice.
- Tactic: Agreements with Microsoft and Google. No formal tender needed, no money involved.
- The deal: No cost.
- Impact: 150.000 accounts in Office365, 80.000 accounts in GoogleApps
- New strategy: Balanced hybrid cloud.



So, you want a deal with a cloud service vendor?

- Problem: I want a general cloud service vendor
- Strategy: What are you looking for? IaaS, PaaS, SaaS?
- Tactic: Produce specification and procurement document for decision of vendor. Maybe look for a broker.
- Perform normal procurement procedure with all matters into consideration
- Select vendor and wait for appeal
- Start working !



ANY
QUESTIONS
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