Clouds on the ground – ready for adoption

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Abstract
36 NRENs collaborating through GÉANT have conducted a Pan-European tender for IaaS services, resulting in agreements with 23 vendors of such services. The agreements are such that 10 000 research and education institutions can start using the services without any tendering themselves. Now, the 36 NRENs are ready to help their communities start using the services. The session will give an overview of the tender, and examples and experiences from adoption by NRENs and institutions.

Format
Plenary, with possible break-out discussions.

Objectives
Prepare NRENs for adoption and consumption of IaaS services, through use cases, discussion and sharing of experiences.

Target audience
General audience; service managers, cloud managers, key account managers, CEOs, CIOs, service and support personnel, etc.

Introduction
The collaboration of the European NRENs in GÉANT on cloud services has reached an important milestone. Over the past year, 36 NRENs conducted a Pan-European tender for IaaS (Infrastructure as a Service) services: a collective invitation to suppliers to submit a bid to supply their services. The tender allows European Research and Education institutions to consume the cloud in a safe, easy and predictable way, where services meet European and national regulations, have attractive pricing, are connected to the community’s networks and identity management capabilities and can be purchased in a controlled and transparent manner. As a result, we now have 23 IaaS providers who have qualified and have become the part of GÉANT Cloud Catalogue IaaS Portfolio. This demand aggregation of NRENs and their circa 10,000 participating institutions creates a substantial single digital market.

Portfolio of services
The IaaS portfolio enables the NRENs to make these contracts available to their institutions. Institutions do not need to run separate tenders themselves and can easily consume the IaaS solutions via either a direct award or a mini-competition. This efficient supply-chain saves the institutions and the service providers time and money and positions the NRENs as the 'above-the-net' service delivery organisations for Research and Education in Europe. This portfolio of services
also delivers a firm basis for bringing the EC’s European Cloud Initiative and European Open Science Cloud to fruition.

**Proposed session structure**

The session aims to raise awareness of the opportunities GÉANT IaaS Framework agreements offer to NRENs and connected institutions. More specifically emphasis will be on delivery and adoption - how NRENs can make the IaaS services available to their communities.

The program will include an introductory presentation from GN4-2 JRA4 – Application Services Delivery Development, laying out the specifics of the tender outcome, what agreements are available, and what legal and contractual requirements apply. This will be followed by joint NREN/institution adoption stories, with NRENs and institutions sharing their experiences, highlighting the challenges and opportunities posed by adopting the services. We plan to make room for follow-up break-out discussions.