

#GCloudJoinIn

ABCs | G-Cloud

Secure South West

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v1.3 (SSW)

Why?

- Public Sector spends ~£16Bn on ICT
- 20 suppliers represent majority of government spend
- Break up the oligopoly
- G-Cloud represents a change in the way that government works with suppliers and across the public sector

G-Cloud Strategy

G-Cloud is the UK Government programme to adopt cloud-based services. G-Cloud covers the processes of buying, managing and using cloud services

G-Cloud represents a change in the way that government works with suppliers and across the public sector

CloudStore (It's Real)

<http://gov.uk/cloudstore>

The screenshot shows the HM Government CloudStore website. At the top, it says "HM Government | CloudStore beta". There is a search bar with a "Search" button. Below the search bar, there is a welcome message: "Thank you for entering the CloudStore. Welcome to the CloudStore catalogue which has been combined with the online Government Procurement Service buying portal - the Government eMarketplace. This has been done to make buying a cloud service an end-to-end experience for public sector organisations. If you want more information about the process for buying, including deciding what you want and making a selection, then this can be found in the customer zone on the G-Cloud website. To get started, simply search for the services you are after. If you have any questions about buying from the CloudStore then please look through the FAQs or get in touch with our personal shopper service, win@cloud.cabinet-office.gov.uk. Happy shopping." Below this, there are sections titled "What is the Government eMarketplace?" and "Is your public sector organisation registered with the Government eMarketplace?".

CloudStore

Government application store (CloudStore):

- provides an open, visible, commoditised and cost transparent marketplace, that is the **first** point of call for any public sector ICT requirement

CloudStore

- is a shop window where all the relevant public sector ICT services can be found encouraging innovation, competition and new suppliers exploit pan-public sector purchasing
- enables the Information Assurance and security community to have access to information related to the assurance and accreditation status of the service

IA: Accreditation status	Success
IA: Accreditor	PGA
IA: If focal accreditor, contact details	NULL
IA: If focal accreditor, organisation	
IA: Impact Levels service accredited to (actual/target)?	IL3

CloudStore

- is a key enabler for collaborative procurement, including driving up supplier performance by providing an open feedback mechanism
- facilitates re-use of a service to drive efficiency and cost savings

AskMike | Personal Shopper

As a prospective buyer, what should you do next?

Contact AskMike

Your personal shopper, or at least coordinate your personal shopping activity...

askmike@gcloud.cabinet-office.gov.uk

Available Services G-Cloud I

IaaS, PaaS, SaaS, Specialist Consultancy Services (SCS), Analytics, Application Deployment, CDN, CMS, Collaboration, Compute, CRM, Dataset Visualisation, EDRM, Email, ERP, Forms, Geo Search, Office Productivity, Polls, Search, Service Monitoring, Storage, Surveys, User Alerts

Other, Un-Listed

Available Services G-Cloud II

G-Cloud I +

Asset Management, Agile Development Services, Agile Tools, End User Device Services, Gamification, Learning Management Systems, Simulation & Training, Mobile Device Management (MDM)

...

+ Other, Un-Listed

Available Services G-Cloud III

G-Cloud I +
G-Cloud II +

**What services would you
like to see?**

Benefits

- No long tendering / procurement processes
- SME engagement
- Transparent pricing
- Reducing costs across Government
- Meeting one off needs, without costly development or exit charges via Agile development services
- Choice
- Reduction in operating costs

Award (G-Cloud I)

- October 2011 – first G-Cloud framework
- Simplified procurement process cuts procurement time to days or hours
- Encouraging emerging suppliers
- Attracted 248 suppliers (74% of which SMEs), with 1700+ services
- Try to run OJEU every 3-6 months
- G-Cloud II just closed

Award (G-Cloud II)

- Launched 24 May 2012– already received ~500+ expressions of interest
- Key Differences
 - Call-off contracts can run up to 24 months in 'exceptional circumstances'
 - Total contract value increased to £100m from £60m
 - G-Cloud II runs for 12 months
 - G-Cloud runs for 6 months

Award

List of current suppliers in G-Cloud I

<http://gps.cabinetoffice.gov.uk/sites/default/files/attachments/G-Cloud%20Suppliers%20by%20Lot.pdf>

We check the financial and legal position of the organisation

Assurance

Basic level of assurance to allow supplier onto the framework

Service definitions are checked

[Publish Assurance Details](#)

Accreditation

- Government must make sure the information systems we use will protect the information they handle, and function as and when they need to. Accreditation is the formal assessment of the system against its information assurance requirements
- Security accreditation is required for services which will hold information assessed at Business Impact Level profiles 1-1-x/2-2-x, 3-3-x and above (for G-Cloud this is often shortened to “IL1”, “IL2” & “IL3”)
- IL0 services do not need accreditation

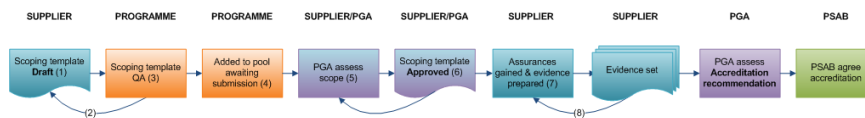
PGA

- Central accreditation results in a service which can be procured by multiple customers
- We want to do it once, get it right first time, and share the benefits across government (in some cases this might be ‘most’ of the IA)
- For suppliers this will mean a reduced time to market and lower cost of accreditation if multiple customers buy the service
- SCaRAB (including G-Cloud SIRO and PSN SIRO) authorise the work of the Public Sector Accreditation Board (PSAB) and Pan Government Accreditors (PGAs)

Accreditation Process

G-Cloud accreditation process - supplier

V0.2 17/09/12



NOTES

- (1) Submit to enquiries@gcloud.cabinet-office.gov.uk
- (2) Iterate as required
- (3) If at right quality, added to programme pool
- (4) Submitted from pool to Pan Government Accreditation service (priority based on demand)
- (5) Supplier and PGA discuss and agree scope
- (6) Final version of document agreed by PGA and supplier, including list of evidence required
- (7) Evidence prepared as agreed in the scope
- (8) Iterate as required

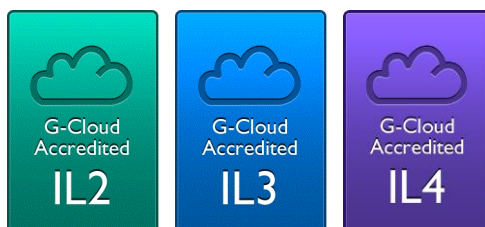
This is a high level overview of the process. For detail, read the [G-Cloud Services IA Guidance](#)

Requirements & Guidance

- All guidance and templates available on the G-Cloud website [accreditation page](#)
- Covers
 - Governance structures
 - Assurance and accreditation approach
 - Data Protection Act and Offshoring (outside of UK and EEA)
 - Distribution of IA evidence
 - Specific Guidance on BIL 2-2-x and 3-3-x services
 - Accreditation scoping template
 - Data Protection Act (DPA) Checklist for Suppliers

Accreditation

- Achievement Badges



- Check CloudStore site to confirm
- Check CESG issued certificate

Achievements (Badges)



Achievement badges for suppliers

Achievement badges for buyers

Progress badges for assurance, accreditation

Suggestions for other achievements?

Buy

Take advantage of 'Try before you buy'

As far as EU and UK law are concerned you do not have to run a tender or mini-competition with suppliers

Quickest purchase from CloudStore in 48 Hrs

askmike@gcloud.cabinet-office.gov.uk

Buy - 4 Steps*

Step 1 - Understand the business requirement

Step 2 - Find best-fit candidate service(s)

Step 3 - From the Long List to the Short List

Step 4 - Buying and not buying

[*Page 45 of the G-Cloud I Framework Agreement](#)

Choice

G-Cloud I

- 248 Suppliers
- 1,700 Services

G-Cloud II

- ~500 Additional Suppliers
- ~3,000 Additional Services

Enough said!

Communities

Community Champion

Ambassadors

Focused on demands

Get involved

#GCloudJoinIn

<https://knowledgehub.local.gov.uk/group/gcloudcommunity/>

Communities

Community 1: IaaS

Community 2: PaaS

Community 3: SaaS - Email and Office Productivity

Community 4: SaaS - Website Technologies:

Content Management (CMS)	Anti-spam and/or CAPTCHA
Search	User Alerts
Geographic Search	Accessibility Tools
Polls / Surveys	Gamification
Forms	

Communities

Community 4: SaaS - Documents, Records (EDRM) and Collaboration Management

Community 5: SaaS - Customer Relationship Management (CRM)

Community 6: SaaS - Dataset Visualisation

Community 7: SaaS - Enterprise Resource Planning (ERP)

Communities

Community 8: SaaS - End User Device Services (EUD)

Community 9: SaaS - Asset Management

Community 10: SaaS - Agile Tools

Community 11: SaaS - Service Management:

- Service Analytics
- Service Monitoring

Community 12: SaaS - Learning:

- Learning Management System (LMS)
- Simulation & training

Buyers from G-Cloud

<http://gcloud.civilservice.gov.uk/about/sales-information/>

Highways Agency	Student Loans Company Limited
Maritime and Coastguard Agency	Department for International Development
Devon County Council	City of London Corporation
Department Works & Pensions	Boundary Commission for England
Dept International Development	Dept Business Innovation & Skills
Dept Communities and Local Government	Department for Environment Food And Rural Affairs
Health & Safety Executive	Ministry of Justice
Food & Rural Affairs	Information Commissioner's Office (ICO)
Crown Estate	Essex County Fire and Rescue Service
Forestry Commission	Wolverhampton City PCT

Buyers from G-Cloud

<http://gcloud.civilservice.gov.uk/about/sales-information/>

10 Downing Street	Cabinet Office
Hampshire Fire and Rescue Service	Oxfordshire County Council
Health Protection Agency	HM Land Registry
Wolverhampton City PCT	Department for Culture Media And Sport
Department For Business Innovation And Skills	Boundary Commission for England
West Midlands Ambulance Service NHS Trust	Hampshire County Council
Oxfordshire PCT	Worcester City Council
Office of Rail Regulation	Government Procurement Service
Government Digital Services (GDS)	Ministry of Defence
University of Hertfordshire	University of the Arts London

Buyers from G-Cloud

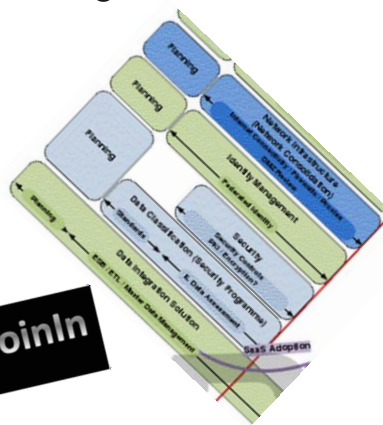
<http://gcloud.civilservice.gov.uk/about/sales-information/>

Ordnance Survey	

Case Studies - Cloud

- Put you in touch with other organisations
- Cloud First Policy
- ICT Strategy Fit
- Culture / Comms

#GCloudJoinIn



Case Studies - Cloud

Warwickshire Council	Houses of Parliament
Hillingdon	Lambeth
Northern Irish Assembly	Home Office
Department Works & Pensions	Boundary Commission for England
Dept International Development	Dept Business Innovation & Skills
Dept Communities and Local Government	Dept Environment
Health & Safety Executive	Maritime & Coastguard Agency
Food & Rural Affairs	Ministry of Justice
10 Downing Street	Cabinet Office

Easy In

No long procurement

4 Easy Steps to Buy

No tender

No Mini-Competitions

Try Before you Buy

Ease of Use

- Many services available instantly
- Great user interfaces, easy to learn
- No major infrastructure deployment

Easy Out

- 1 Months notice
- Think about how you will enable your organisation to change to new suppliers
- Put down as fast as you pick up

Framework

- It's Legal, get over it
- Should be the first port of call when looking to procure ICT – it is faster, more competitive and totally legal and should be used
- [Framework Agreement](#)

Transparent

Data published on data.gov.uk
(search CloudStore)

Pricing Transparency

All pricing published on the internet

Includes all services, including day rates

Blog, Twitter (@G_Cloud_UK)

Summary - ABCs | G-Cloud

Award, Assured, Accredited, Achievements

AskMike, Agile Development Services

Browse, Buy, Bid

Consume, Commodities, Choice, Communities

Data, Data, Data

Easy in, Ease of Use, Easy Out

End User Device Services

Framework. (It's Legal), Get Over it!

Savings, Transparency, G-Cloud

Questions?

?

Contact Details

Mark Craddock

Twitter: @mcraddock

email: enquiries@gcloud.cabinet-office.gov.uk

Contact Us

Mark Craddock	@mcraddock
CloudStore	#cloudstore
G-Cloud Communities	#GCloudJoinIn
G-Cloud Team	@g_cloud_uk

Reference Material

Reference material slides follow;

- Buyers Guide
- Useful Websites
- How to search CloudStore
- Useful reading material

G-Cloud Benefits

Public Sector

Many more common commodity solutions – a range of the best industry ICT services and solutions available off the shelf so the government, its agencies and related bodies can use what they need when they need it and not create duplicate services that cannot be shared.

Flexibility and Freedom – the ability, if required, for departments and organisations to change service provider easily without lengthy procurement and implementation cycles, no „lock-ins? to long contracts and the freedom to quickly adopt better value and more up to date solutions.

G-Cloud Benefits

Public Sector

Ready and Easy to Use – complete solutions that are already assured for security, performance and service management.

Ready access to „hybrid cloud? solutions that allow the cost efficiencies of the „public? cloud to be used alongside more secure / dedicated private cloud solutions based on a consolidated data centre and service estate;

Low cost – Services that are paid for on a usage basis, driven by strong competition on price and quality. Transparent costs along with quality and scope-of-service metrics for simpler comparison and control;

Competitive Marketplace – a range of service providers constantly improving the quality and value of the solutions they offer, from small SME organisations providing niche products to large scale hosting and computer

G-Cloud Benefits

Suppliers

The move from custom to commodity solutions for suppliers means:

Open Marketplace –always available for government customers, current service usage, cost and performance is transparent along with upcoming opportunities. Contract performance and comparative performance indicators are published. As government customers are not „locked-in? to long-term service contracts, suppliers are free to offer new, better quality and value solutions to government clients at any time

G-Cloud Benefits

Suppliers

Simple and Fair Procurement – simplified commodity purchasing, through the use of systems, such as dynamic purchasing systems currently used for other utilities, removes the need for long, expensive procurement processes. This creates a level playing field for suppliers, both major and emerging providers, especially SMEs will be able to offer solutions that can be easily and quickly adopted by government

Freedom to Innovate – service suppliers are free to innovate, to offer new solutions and improvements to services at any time, rather than being held to deliver often outdated and inappropriate custom specifications and requirements set through the procurement process.

Agile

Increasing the use of Lean and Agile delivery approaches

Our intent is to increase the proportion of our projects that are delivered in this fashion

Limited access through existing contracts to the growing community of niche suppliers who specialise in Agile

Agile

If you are a supplier who specialises in Agile delivery methodologies then register at

agile.civilservice.gov.uk

Custom to Commodities

No more massive bespoke systems

Agile development services available

agile.civilservice.gov.uk/

How to Buy

If your organisation uses the Government eMarket Place, or has internal procurement procedures, you should use those routes to purchase

Page 45 of the [Framework Agreement](#)

Buy - 4 Steps

Step 1 - Understand the business requirement

Step 2 - Find best-fit candidate service(s)

Step 3 - From the Long List to the Short List

Step 4 - Buying and not buying

Buy - Step 1

Understand the business requirements

- G-Cloud is part of a new way of thinking about IT and might mean a radical new way of thinking about your requirements

Buy - Step 2

Find best-fit candidate service(s)

- In many cases you will not find something that meets 100% of your requirements – that's not the aim of the exercise, you are looking for what best meets them. In practice you might find that the Requirements / Best-Fit process is takes a couple of iterations as you understand what commodity services are available

Buy - Step 3

From the Long List to the Short List

- When you first look on the CloudStore for Services you will likely be searching on the type of service that you need rather than specific features. This will give you a long list of suppliers. From this you can use the CloudStore and the Suppliers' information to work down to those suppliers that best meet your requirements including your budget

Buy - Step 3

In some cases your short list will not comprise of services that are functionally identical as far as your requirements are concerned, but you still need to make a fair choice among them.

To do this you can look at four aspects of the services and use these to measure which service in the short list best meets your needs.

Buy - Step 3

You can weight these factors however you like just so long as the same weighting is applied to the whole short list in the same way. The factors are:

- Whole life cost
- Functional fit
- Non functional characteristics
- Service management

Buy - Step 3

To determine which of the services is the best fit you might need to look at Service Definitions in detail and even try the services – but you must do the same with each one on your short list.

Buy 4 - Step 4

Congratulations you have found the service you are after. If you want to buy it (you don't have to of course), you now have to do two things: buy the service and 'not buy' the rest of the short list.

Call off contract, page 34 of the [Framework Agreement](#).

Buy - Step 4

Not buying

You must inform those suppliers that you short listed but do not buy from that they made the short list but were not selected.

It would be further assistance to suppliers if you said why they were not selected.

Buy - Step 4

Buying

To buy one of the Services you form what's known as a Call-Off contract with the supplier. If something is on the CloudStore it means that they already have a contract with Government to supply services, all you are doing is agreeing exactly which ones you want supplied to you

Buy - Step 4

If your initial order is over what's known as the OJEU threshold currently set at £113,057 (see latest guidance for details) or you are reasonably certain it will be over it within the year then after you inform the short list you must wait 10 days before finalising your order

Buy - Step 4

To place an order with a supplier you should follow whichever of your organisation procedures fits with the buying option the supplier has provided. For example you may have access to Government Procurement Services GEM system or you may have a GPC card or purchase order system.

Buy - Step 4

To continue the discussion or if you have any other questions please look through the FAQs join in on our forums or get in touch with our personal shopper service

askmike@gcloud.cabinet-office.gov.uk



Buyers from G-Cloud



Search CloudStore I

Service	Search Criteria
laas	laas
PaaS	PaaS
SaaS	SaaS
Specialist Cloud Services (SCS)	SCS
Analytics	Analytics
Application Deployment	"App Deploy"
Content Delivery Network	CDN

Search CloudStore I

CMS	CMS
Collaboration	Collab
IaaS Compute	"IaaS - Compute"
Customer Relationship Management	CRM
Dataset Visualisation	"Data Vis"
EDRM	EDRM
Email	Email
Enterprise Resource Planning	ERP
Forms	Forms

Search CloudStore I

Geo Search	Geo Search
Office Productivity	Office
Pols	Polls
Search	Search
Service Monitoring	"Service Monitoring"
Storage	Storage
Surveys	Surveys
User Alerts	User Alerts

Search CloudStore I

Not Listed	Un-Listed
Other	Other
Agile	Agile

Search CloudStore II

Asset Management	TBD
Agile Development Services	TBD
Agile Tools	Agile
End User Device Services	EUD
Gamification	Gamification
Learning Management Systems	LMS
Simulation & Training	TBD
Mobile Device Management	MDM

Search CloudStore

Where the customer has an unorthodox requirement or one that a search may not normally find we would advise running a RFI by emailing the suppliers

Skills

- The Government IT Profession has a proficiency model for ICT professionals that has six core and two senior competencies
- Based on the Skills Framework for the Information Age (SFIA)
- Provides all public sector ICT organisations with a common language to describe the skills and attributes of IT professionals

<http://it.civilservice.gov.uk/the-government-it-profession/>

Reading Material

Does IT Matter	Nicolas G. Carr
The Long Tail	Chris Anderson
The Big Switch: Rewiring the world, from Edison to Google	Nicolas G. Carr
APIs A Strategy Guide	Daniel Jacobson, Craig Brail & Dan Wodds
Reality is broken: Why Games Make Us Better and How They Can Change the World	Jane McGonigal
The Jericho Principle	Ralph Welborn & Vince Kasten

Useful Websites

gcloud.civilservice.gov.uk	G-Cloud
cloudsecurityalliance.org	Security
www.cloudlegal.ccls.qmul.ac.uk/	Legal
www.cloudonomics.com/	Cloudonomics
gps.cabinetoffice.gov.uk	Framework Agreement