



Crown  
Commercial  
Service

# *G-Cloud Introduction*



# Contents

- Digital Marketplace overview
- G-Cloud or Digital Outcomes and Specialists
- G-Cloud Framework overview
- G-Cloud buying process
- G-Cloud Application and Selling



# Digital Marketplace

**Cloud services**  
(G-Cloud)

**Digital  
capability**  
(Digital  
Outcomes and  
Specialists )

**Physical data  
centre space**  
(Crown Hosting)



# G-Cloud or Digital Outcomes and Specialists

## G-Cloud

- Commodity services
- Direct award
- Supplier T&C's
- Supplier IPR/Source code
- No Agile development configuration only

## DOS

- Bespoke services
- Further competition
- Government T&C's
- Customer IPR/Source code
- Agile development - iterative

NB: If you require resource rather than services, ConsultancyONE / Contingent Labour should be considered

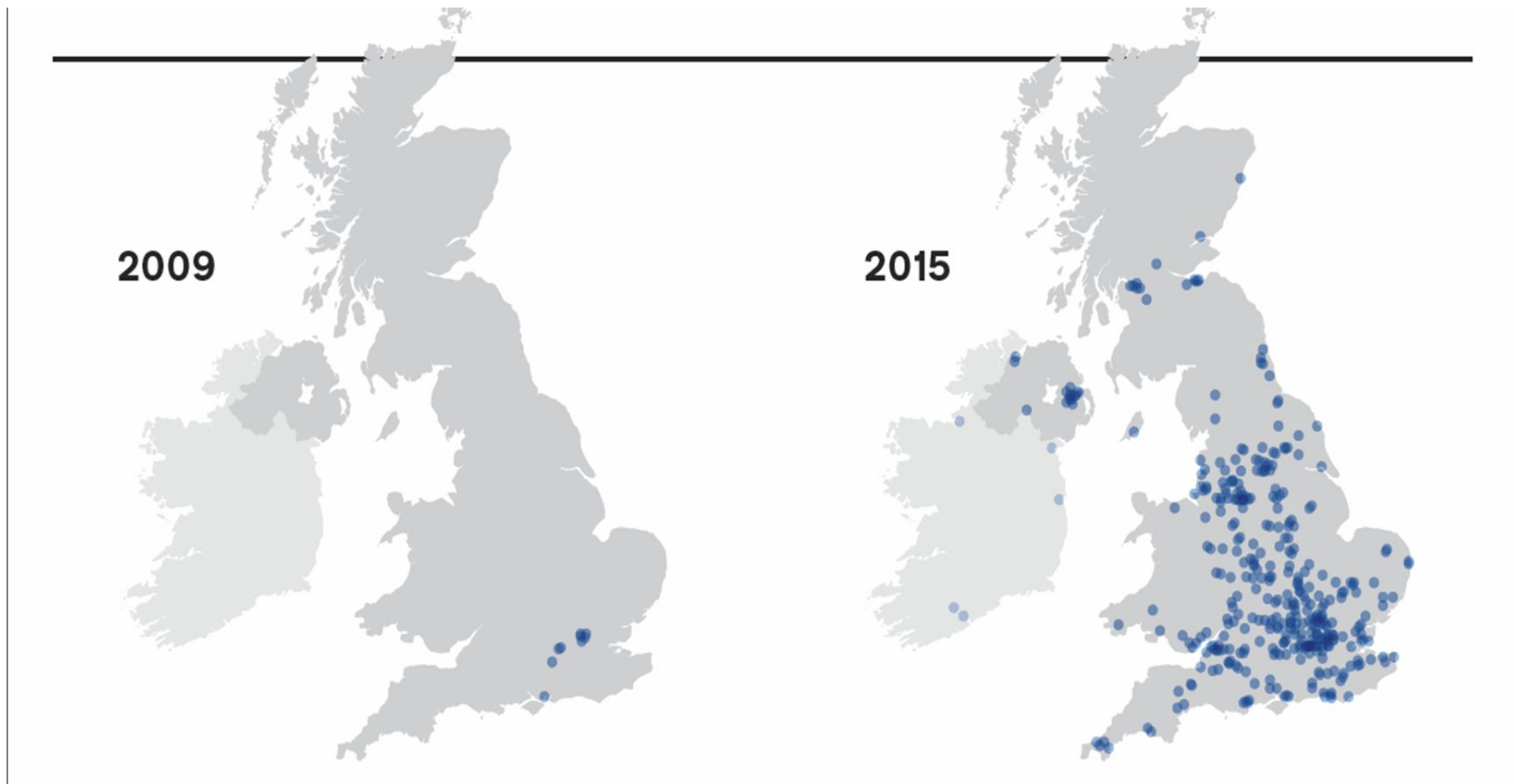


## G-Cloud: Background

- Offers off-the-shelf, commoditised, Cloud based systems and services
- Over 2700 Suppliers
- Over 26,000 Services available
- 90% of the Suppliers are SME's
- Over one billion pounds of spend
- Over 50% of historic spend goes to SME's



## Economic growth - Supplier Coverage





# Services across 4 categories ('lots):

1

## Infrastructure as a Service (IaaS)

*Infrastructure is the hardware that makes software work*

2

## Platform as a Service (PaaS)

*Platform technologies are software platforms that provide a basis for building other services and applications.*

3

## Software as a Service (SaaS)

*Is an application or service that can be run over the internet or in the cloud.*

4

## Specialist Cloud Services (SCS)

*Support your transition to SaaS, PaaS and IaaS.*



# G-Cloud Buying Process



Prepare



Search and  
Long List



Long List to  
Short List



Evaluation  
and Selection



Award



Benefits





## G-Cloud: How to Apply

- Applications are handled via the Digital Marketplace
- Two Sections: Award Questions and Service Detail
- G-Cloud 9 to open early 2017
- Follow along on DMP Blog and Twitter (@govukdigimkt) for updates



## G-Cloud: How to Promote and Sell

- Keep Service documentation up to date
- View available services and compare
- Speak to customers



Crown  
Commercial  
Service

*Delivering value for the nation through  
outstanding commercial capability and  
quality customer service*

## Contact details

E-mail: [Cloud\\_Digital@crownccommercial.gov.uk](mailto:Cloud_Digital@crownccommercial.gov.uk)

Tel: 0345 410 2222

Web: [www.gov.uk/ccs](http://www.gov.uk/ccs)



@gov\_procurement



Crown Commercial Service