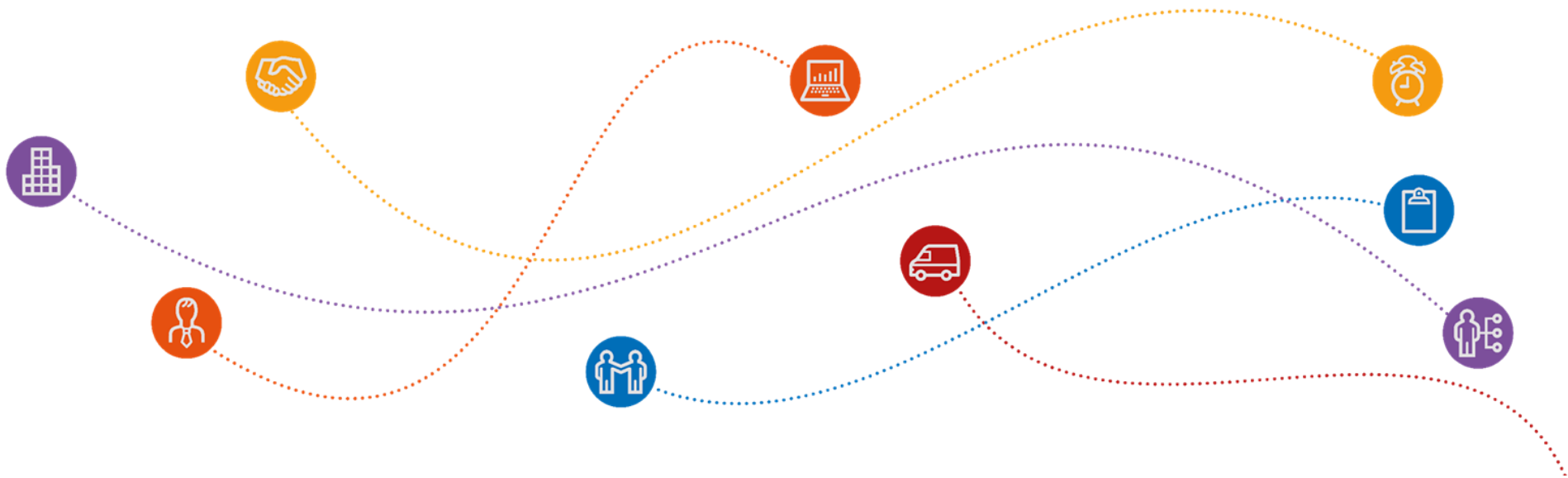




Crown  
Commercial  
Service

# Leeds Meet the Buyer Event

Presenting the G Cloud Framework





## CCS - Who are we?

Crown Commercial Service (CCS) bring policy, advice and direct buying together in a single organisation to:

- Make savings for customers in both central government and the wider public Sector
- Achieve maximum value from every commercial relationship
- Improve the quality of service delivery for common goods and services across Government
- We work with over 17,000 customer organisations in the public sector and our services are provided by more than 5,000 suppliers.
- Locations in Liverpool, Newport, Norwich, Leeds and London

## What we do - Technology

We offer a range of agreements that public sector customers can use to source a wide selection of technology and supporting services.

- Hardware & Software (COTS) RM3733 Technology Products 2
- Networks - RM1045
- Solutions - RM1059 LASA, RM1042 Corporate Software Solutions
- RM3804 Tech Services 2 - Brand new framework. Datacentre services
- Digital - G Cloud and DOS, for new style digital services

## What we also do - Procurement Support - What is it ?

It's where the tech category operational team provide additional assistance to buyers beyond traditional phone and email queries. It would typically involve meeting with buyer & IT teams to discuss and plan sourcing strategies.



## Project Support - What do we do ?

Some organisations need advice with a large programme or tech purchases, e.g. when bringing IT back in house from an SI contract. Other just specific advice on a single purchase. The Support program would tailor itself to your specific needs, little or large.

What happens afterwards ?

As part of the service we offer long-term support through a regular focal point contact.



## What is the G-Cloud framework ?

The G-Cloud 9 framework offers commodity services, utility (pay as you go) cloud based systems and services.

- **Over 2800 suppliers** have been awarded onto the framework across 3 lots  
90% of these suppliers are *SMEs*

- **20,000 services** available on the catalogue hosted on the Digital Marketplace



## What are some of the benefits ?

- Quick and easy to use to find your requirements
- Based on a catalogue search
- Direct award, no further competition
- Improvements to searches on the Digital Marketplace
- Call-off contracts now have the option to be extended beyond 2 years



# Digital Marketplace

**Cloud services**  
(G-Cloud)

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

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



## Find technology or people for digital projects in the public sector

- [DOS Find an individual specialist](#)
- eg a developer or user researcher
- [DOS Find a team to provide an outcome](#)
- eg a booking system or accessibility audit
- [DOS Find user research participants](#)
- eg people from a specific user group to test your service
- [DOS Find a user research lab](#)
- eg a room to conduct research sessions
  
- [G-Cloud Find cloud technology and support](#) ←
- eg web hosting or IT health checks
- [Crown Hosting Buy physical datacentre space](#)
- eg for services that can't be migrated to the cloud



### 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

## What Can I Buy / Supply?

1

### Cloud Hosting

*Covers Infrastructure and Platform as a Service - previously Lots 1 & 2 (IaaS & PaaS) for example a computer server or storage in the cloud*

2

### Cloud Software

*Is an application or service that can be run over the internet or cloud - previously Lot 3 software (SaaS) for example accounting tools or customer service management software*

3

### Cloud Support

*Support your transition to IaaS, PaaS and SaaS - previously Lot 4 for example migration and configuration*

## How to change documents and pricing

- Terms and conditions cannot be changed
- Pricing can only be reduced, not increased
- Service Definition document can be amended as long as there are no material changes.
- All changes to be emailed to [gcloudupdate@crowncommercial.gov.uk](mailto:gcloudupdate@crowncommercial.gov.uk) for approval
- Please submit amended documents with track changes clearly showing
- Short description, features & benefits, contact details / change of address / phone numbers can be changed by logging in to your supplier account

## Services out of scope

- Co-location services (CoLo)
- Non-cloud related services / consultancy
- Stand-alone bespoke design and development
- Hardware
- National Cyber Security Centre (NCSC) schemes detailed on the next slide
- Recruitment - only consultancy relating to the cloud is permitted, not the provision of staff or interims

# Cyber Security

Any Cyber Security Services that have been assured by the following NCSC schemes are out of scope for G-Cloud:

- Cyber Security Consultancy
- Penetration Testing (CHECK)
- Cyber Incident Response (CIR)
- Tailored Assurance Services

# Monthly MI Reporting

This is extremely important information to us as it enables us to capture accurate spend and savings that we must report to Government.

Download the MI template which has drop down boxes and guidance on where information can be found.

Information must be reported every month during the framework period and thereafter until all call-off contracts have expired. This will include orders received and invoices raised for the period.

The supplier must submit a monthly return even if it is a 'nil return' when there is no business to report

## Considerations for G-Cloud

CCS are aiming to issue a procurement policy note (PPN) with draft generic GDPR clauses in November. As the new GDPR will affect all firms handling personal data, suppliers should be getting themselves organised in any case, irrespective of CCS Frameworks.





## G-Cloud Buying Process



Prepare



Search and  
Long List



Long List to  
Short List



Evaluation  
and Selection



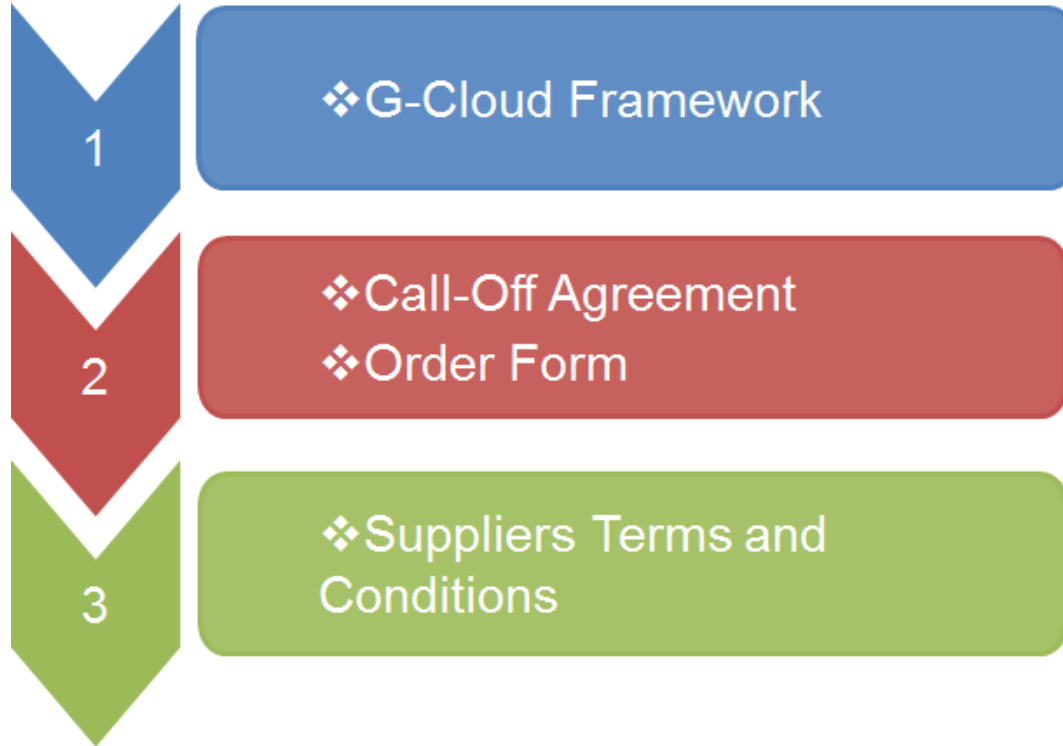
Award



Benefits



# Hierarchy of Terms





# Keeping in touch



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



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