

Why GCloud?

Getting your share of the £18bn Public Sector ICT spend opportunity



Agenda

- Introduction
- Public Sector IT procurement
- What is GCloud?
- Tender process
- Buying & selling GCloud Services
- Q&A

About Advice Cloud

Buy Side Clients



CROYDON



Sell Side Clients



point-to-point



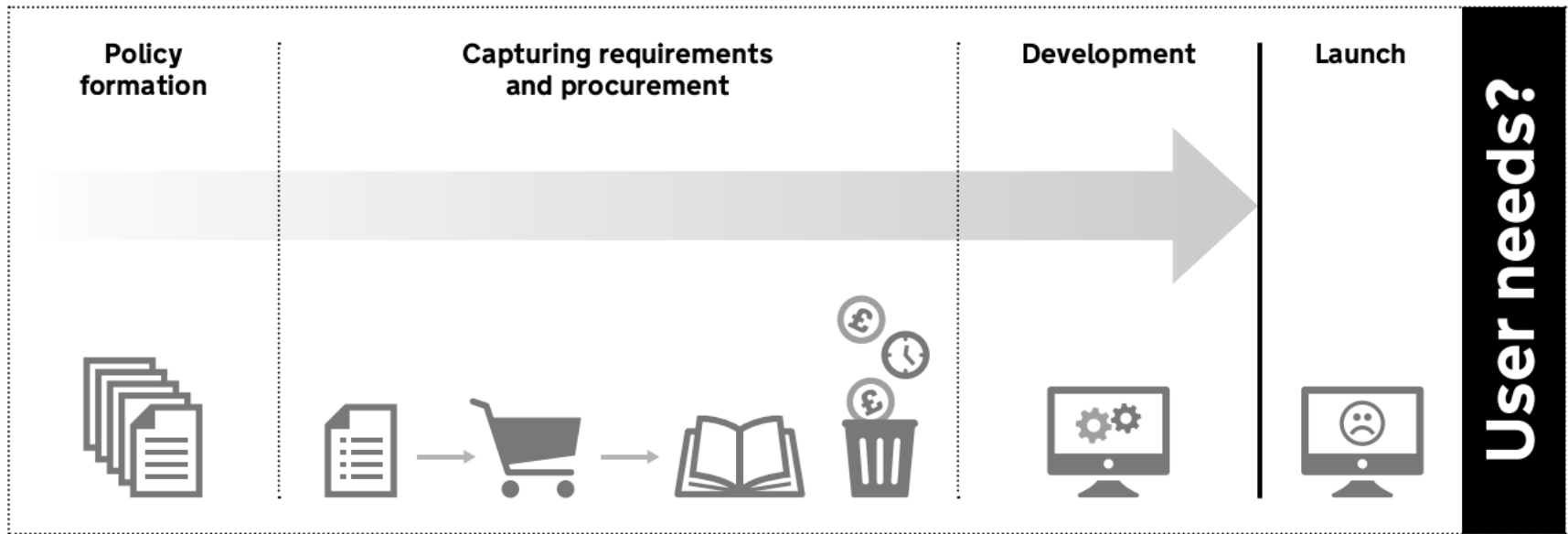
About Advice Cloud



Lot 4 Specialist Cloud Services GC iv & v

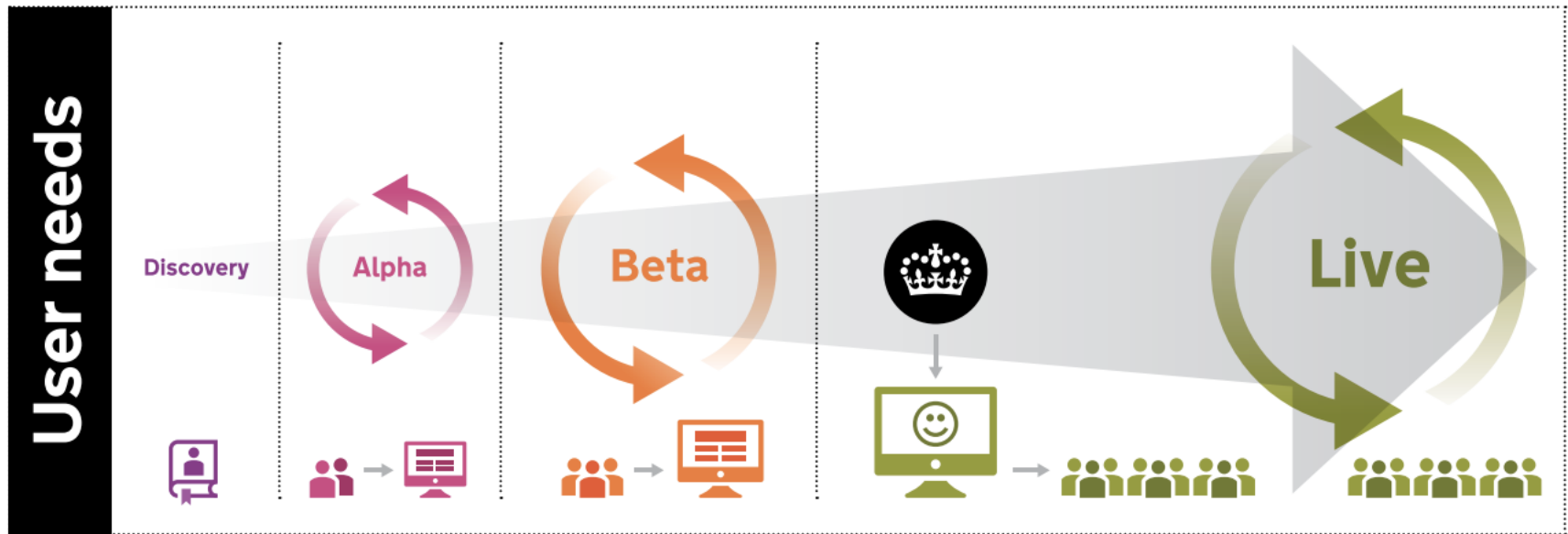
Public Sector IT Procurement

X - How it was



Public Sector IT Procurement

✓ Now – focus on Agile



What is GCloud?

- OJEU Compliant Framework
- Accessible to whole Public Sector
- Commoditised Cloud Services & Solutions
 - L1 IAAS
 - L2 PAAS
 - L3 SAAS
 - L4 SCS
- Regularly refreshed - 6th iteration
- 16000 services, 1500+ suppliers
- 88% SME

GCloud Impact

£314m

= the value of sales
through G-Cloud
to the end of
Sept 2014

Of which 53% or

£166m

was with SME
providers

Tender Process

Supplying services on Digital Marketplace

The application process

1



Sign up

2



Register

3



Answer

4




Submit
service details

5



Assurance

Buying & Selling services on GCloud

 **Digital Marketplace** ALPHA
Home Login Create account

ALPHA: This is a new service - to help us improve it please send your feedback to digitalmarketplace@digital.cabinet-office.gov.uk

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Please note that for procurement you will still need to use the [CloudStore](#).

Digital Marketplace

A simpler way to buy and sell digital services in the public sector

eg "Content management system" + "Open source"

Browse cloud services

<p><u>Infrastructure as a service</u></p> <p>Infrastructure is the hardware that makes software work. It's the nuts and bolts - or more accurately, the networks, the hosting facilities, the servers and so on - that platforms and software depend on. IaaS is infrastructure you can order and run entirely</p>	<p><u>Platform as a service</u></p> <p>Platforms are just that: software platforms that provide a basis for building other services and applications. PaaS means platforms that can be set up, ordered, paid for and managed in the cloud.</p>
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GCloud Buying Process



GCloud Buying Process

The screenshot shows the GOV.UK Digital Marketplace interface. At the top, the GOV.UK logo and 'Digital Marketplace' header are visible, along with navigation links for 'Home', 'Log in', and 'Create account'. A feedback message is displayed below the header. The search bar contains the text 'Service Management Integration' and a green 'Search' button. Below the search bar, a blue arrow points to the result count: '1433 results for Service Management Integration'. On the left, there are sections for 'Choose a category' with links for 'Specialist Cloud Services (1022)', 'Software as a Service (354)', 'Platform as a Service (25)', and 'Infrastructure as a Service (23)'. Below this is a 'Filter your results' section with expandable filters for 'Pricing' and 'Service management'. The main content area features a section titled 'Service Integration and Management' with a descriptive paragraph and a filter for 'G5 Specialist Cloud Services'.

GOV.UK Digital Marketplace
Home Log in Create account

This is a new service – to help us improve it please send your feedback to digitalmarketplace@digital.cabinet-office.gov.uk

Service Management Integration Search

1433 results for Service Management Integration

Choose a category

- [Specialist Cloud Services \(1022\)](#)
- [Software as a Service \(354\)](#)
- [Platform as a Service \(25\)](#)
- [Infrastructure as a Service \(23\)](#)

Filter your results

- Pricing ^
- Service management ^

[Service Integration and Management](#)

Public Sector organisations today are expected to modernise an aging **Service** Desk, move to a customer-centric approach, deploy new services, and reduce costs while being challenged with managing a number of suppliers across the

G5 Specialist Cloud Services

GCloud Buying Process

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GCloud Buying Examples

- £2m+ L1 IAAS – 30 days
- £80k L4 SCS – 7 days
- £75k L3 SAAS – 2 days
- £80k L2 PAAS – 20 mins
- £10k L4 SCS – 8 mins

- Go to Platform to source new suppliers

Information links

GCloud Services

- <https://www.digitalmarketplace.service.gov.uk/>

CCS Procurement

- <https://ccs.cabinetoffice.gov.uk/>

GDS Blog

- <https://digitalmarketplace.blog.gov.uk/>

GCloud Spend Data

- <https://digitalmarketplace.blog.gov.uk/sales-accreditation-information/>



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Thank you