



Access to commercial services through EOOSC – a practical approach

EOOSC-Future WP8

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EOOSC Symposium 2022 – Wednesday 16 November

The EOOSC Future project is co-funded by the
European Union Horizon Programme call
INFRAEOOSC-03-2020, Grant Agreement number 101017586

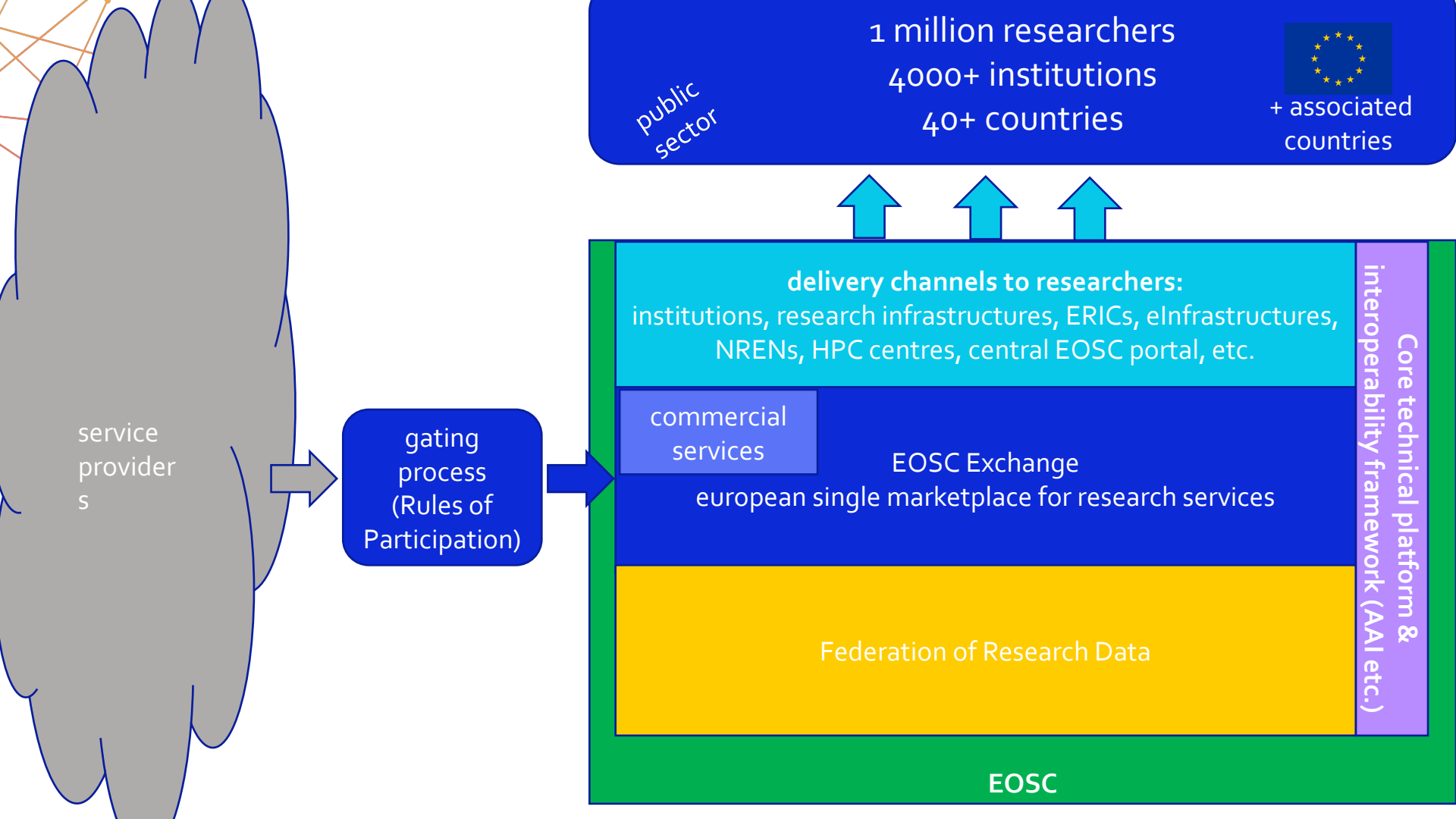




Access to commercial services

- Commercial digital services a standard part of researcher's toolbox
 - e.g. infrastructure-cloud, collaboration services, earth observation data services, data management, visualisation, analytics, ...
- HNSci-Cloud, GN₄, OCRE, EOSC-Future, GN₅-1 (2012 – 2024)
 - Procure services, stimulate adoption, develop approach + processes
 - Infrastructure-cloud, Earth Observation data services





public sector

1 million researchers
4000+ institutions
40+ countries



delivery channels to researchers:
institutions, research infrastructures, ERICs, eInfrastructures,
NRENs, HPC centres, central EOSC portal, etc.

commercial services

EOSC Exchange
european single marketplace for research services

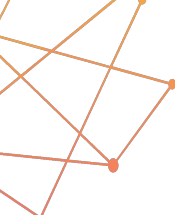
Federation of Research Data

Core technical platform &
interoperability framework (AAI etc.)

EOSC

service providers

gating process
(Rules of Participation)



value proposition procurement compliant agreements with research relevant services

INSTITUTION

need commercial service?
Check EOSC portfolio
good to go - good conditions

RESEARCHER

need commercial service?
Check EOSC portfolio
good to go – good conditions

INTERMEDIARY AGGREGATORS

need commercial service?
no-complexity access through us

WHOLE EOSC COMMUNITY

do together what is hard to do alone
do once what needs to be done 1000s or dozens of times

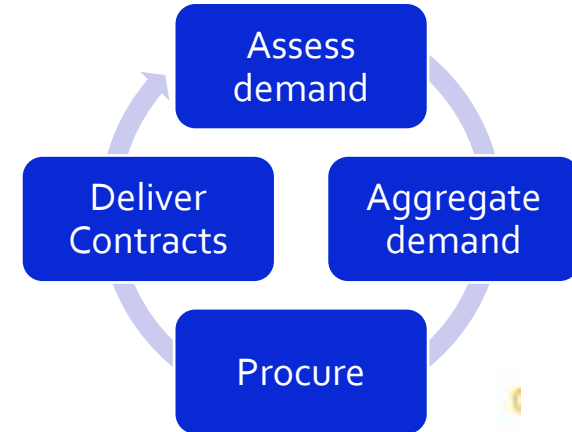
Digital sovereignty:
Use our collective
bargaining power for
strategic purposes

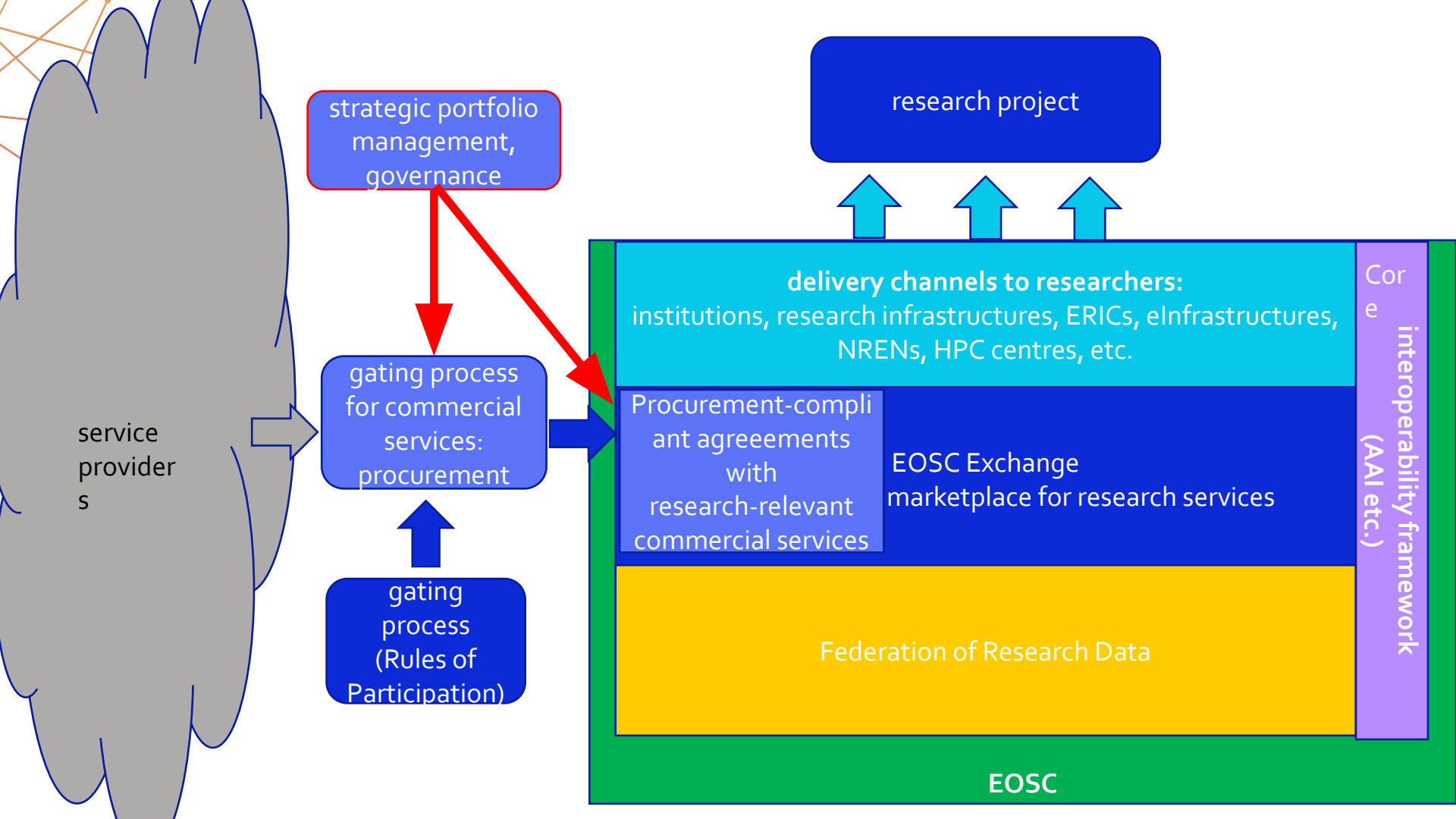
EOSC is big: 1000s institutions, 1 million researchers

- Which services to procure?
- How to assess demand and requirements, at scale?
- What type of procurement vehicle to use?
 - Framework agreements
 - Dynamic purchasing system: more flexibility, harder to scale
 - Pre-commercial procurements, stimulate new service development
- Procuring for EU + Associated Countries
- How to get the services to the researchers who need them?
 - Channel to the user, channel to the bill-paying customer
- Financing
 - Assess & aggregate demand, procure, deliver contracts, repeat
 - Service consumption by researchers: self-financed (bill), pre-paid ?

each service area:

- 1-2 years
- € 1 million/year





strategic portfolio management, governance

research project



delivery channels to researchers: institutions, research infrastructures, ERICs, eInfrastructures, NRENs, HPC centres, etc.

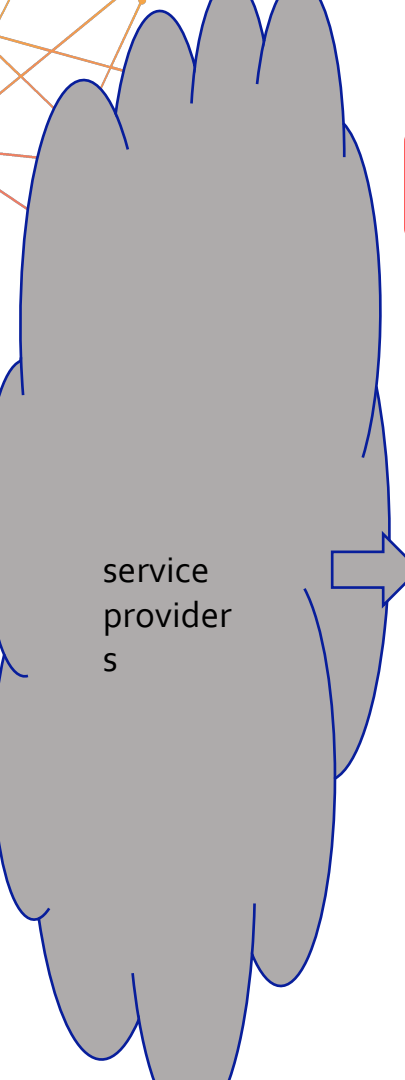
Core Interoperability framework (AAL etc.)

Procurement-compliant agreements with research-relevant commercial services

EOSC Exchange marketplace for research services

Federation of Research Data

EOSC



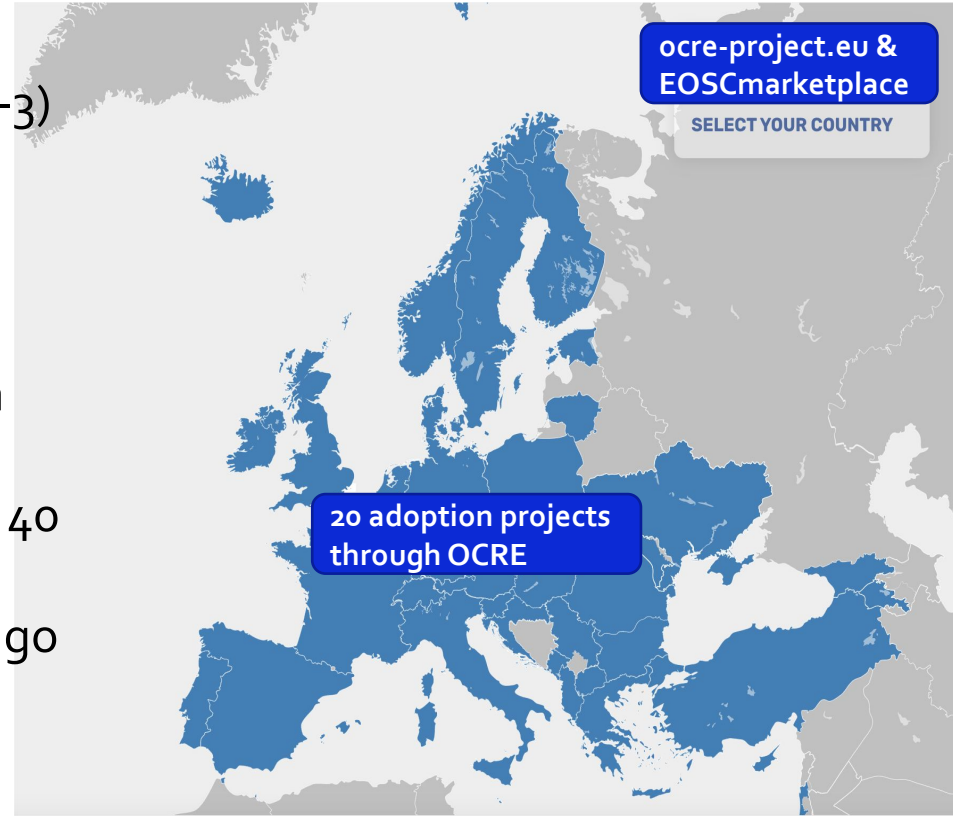
service providers

gating process for commercial services: procurement

gating process (Rules of Participation)

Current portfolio of commercial services

- Procurement-compliant IaaS+ framework agreements (OCRE, GN4-3)
- R&E conditions
 - No data egress fees, AAI, discounts, consultancy, and more.
 - CERN testing toolkit applied
- Ca. 25 platforms, including American hyperscalers
- Available to 1000s of legal entities in 40 (*) countries
- sign the contract and you're good to go



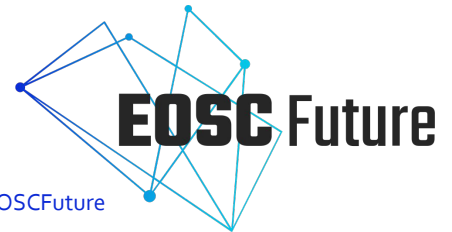


Now: EOSC Future Adoption Funding call

- Developing channel to the one million users: use aggregators?
 - Well-established channels to users, in-context
 - HPC centres, ERICs, RIs, regional+national+European eInfrastructures, etc
 - Long term collaboration for joint/shared service provisioning
- Mini-competition: aggregators to team up with OCRE suppliers
- OCRE supplier submits the proposal, bid deadline 15 December 2022
- Limited to aggregators in EU + UK (VAT and GA particulars)

Awarding criteria:

1. Service Distribution Mechanism
2. Execution plan – Roles; Responsibilities; Timeline
3. Sustainability – Mechanism; Top-up funding; Researcher access
4. Value for money (bidder/aggregator investment)





Next steps?

- EOSC-Future delivers tested concept: a practical approach with processes, contract templates etc.
 - One or two Adoption Funding Calls
 - Better strategies for assessing demand and getting agreements to researcher
- Integrate concept in EOSC-Exchange financial scenario EOSC-A Financial Sustainability TF
- Longer term operationalisation of the concept?
 - Outcome of discussion on operational structure and governance EOSC
 - Self-financing joint procurement IS an option, contact us
- Reprourement of infrastructure-cloud (OCRE agreements) in GN5-1 (2023-2024)
 - Current agreements expire November 2024, new agreements ETA fall 2024





Thank you. Questions, contact?

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Experiences so far

- GN₄, OCRE → IaaS, EO data services
 - 40 countries etc. (map)
 - Learned joint European procurement – at scale
- Made IaaS services available to 1 million researchers at 1000s institutions, self-financed
- Funding was available to stimulate uptake, gave insight in what researchers (want to) do with these services
 - Experiments to investigate pre-financed
 - HsniCloud, ocre, eosC future

