## G-Cloud 15

Supplier Information Session 2025

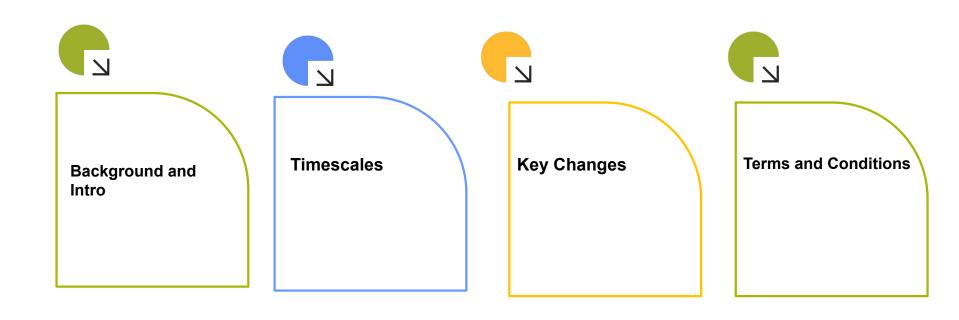
**G-Cloud Team** 





value for the nation

# Agenda





- Historically, G-Cloud has not been fully evaluated on quality, technical capability and price akin to the evaluations conducted on other CCS framework agreements due to its considerable scale.
- The implementation of the new regulations 'The Procurement Act 2023', has presented opportunities to address G-Cloud in terms of it's compliance to this and other PPNs and Playbooks:
  - Evaluation at Scale
  - Terms and Conditions based on the Public Sector Contract
  - A strategy for a 5 Lot Framework, with and without competition
- Evaluation at Scale; processes designed giving regard to high volumes of suppliers and SMEs:
  - Social Value
  - Quality
  - Price
  - Economic and Financial Standing assessments
  - Technical Ability Certificate (TAC)
- The following key areas have been considered for G-Cloud 15:
  - Complying with Procurement Policy Notes; prompt payment, carbon reduction, cyber essentials
  - New industry aligned taxonomy
  - Longer term framework; 4 year Open Framework
  - Digital Platform enhancements; improved buyer and supplier experience, providing better quality service category information
- Supplier guidance videos are being recorded about key changes, these will be released after the ITT is published.

### **Timescales**

- Publication of find a tender (FTS) notice: 23rd Oct 2025
- Bid window opens 23rd Oct 2025 and closes 30th Jan 2026
- Clarification questions: 23rd Oct 2025 12th Dec 2025
- Framework award: 17th Sept 2026
- Expected live: 17th Sept 2026

NB. Timescales are subject to change

Key Changes	G-Cloud 14	G-Cloud 15
Procurement regulations	The Public Contracts Regulations 2015	Procurement Act 2023
Terms & Conditions	Bespoke, comprising Framework Agreement and Call-Off Contract	PSC with modification to suit cloud market, comprising General Terms, Framework Award Form, Framework Schedules, Joint Schedules and Call-Off Schedules
Framework Term	18 months (plus 6 month extension)	Open framework; 4 year term; reopens at 18 months and 36 months
Call-Off Term	Initial period of up to 36 months Optional extension period of up to 12 months	Lot 1a & Lot 1b; Initial period up to 5 years. Optional extensions up to 3 years Lot 2a, 2b & Lot 3: Initial period up to 4 years. Optional extensions up to 2 years
Lot structure	Lot 1 Cloud Hosting Lot 2 Cloud Software Lot 3 Cloud Support Lot 4 Cloud Support Further Competition	Lot 1a Infrastructure as a Service (IaaS) and Platform as a Service (PaaS)  Lot 1b Infrastructure as a Service (IaaS) and Platform as a Service (PaaS) above OFFICIAL  Lot 2a Infrastructure Software (i-SaaS)  Lot 2b Software as a Service (SaaS)  Lot 3 Cloud support services (Additional Services)
Price, Quality and Social Value	Compliance checked, not fully evaluated	<b>☑</b> Evaluated
Technical Ability Certificate (TAC)	Only evaluated for Lot 4	<b>™</b> Must be provided for all lots
Category Taxonomy	Outdated version	☑ New industry aligned
Call-off Procedures	Lots 1, 2 & 3 Direct Award. Lot 4 Competition	☑ All lots, both with and without competition
Economic Financial Standing (EFS) / Financial Viability Risk Assessment	Bronze + sift and FVRA	Lot 1a & 1b: Gold FVRA Lots 2a, 2b & 3: enhanced sift & Bronze FVRA if criteria not met
Cyber Essentials (CE) and (CE+)	Optional and not validated	CE+ mandatory for Lots 1a & 1b CE or CE+ is optional for Lots 2a, 2b & 3 All CE and CE+ certificates will be validated prior to visibility on the Digital Platform
Carbon Reduction Plans		✓ Applies to Lots 1a & 1b
Prompt Payment (PPNs 015, 10/21 and 08/23)	Ministerial exemption	(PPN 018) 'Taking account of a supplier's approach to payment in the procurement of major contracts' applies to all lots

### Framework Documentation: T&Cs

- G-Cloud 15 has a different contract form
- Now based on the Public Sector Contract (PSC)
  - PPN 08/23 Using Standard Contracts
- It consists of:

#### General terms

 Core T&Cs that cover all call offs let under the PSC: payment, liabilities, termination, dispute resolution

#### **Framework Award Form**

• It formalises the supplier's appointment and contains any Special Terms that might amend the General Terms

#### Framework Schedules (9)

 These detail specific terms, conditions and obligations specific to this framework -Specification, Pricing, MI & Reporting, Call Off Procedure

#### Joint Schedules (10)

 These terms apply to both Framework and any Call Off let under it - Definitions, Variation Form, Key Subs, Guarantees.

#### Call Off Schedules (27 - some optional)

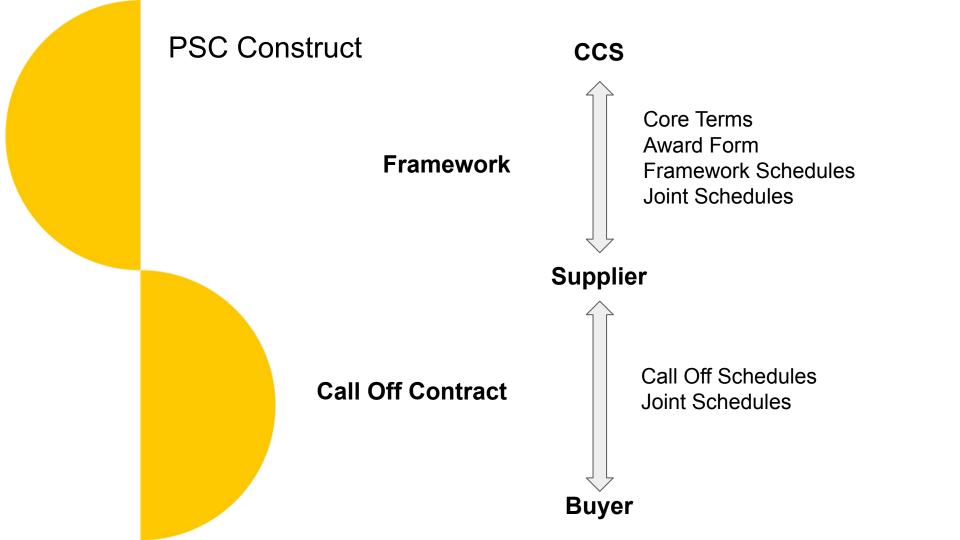
• These relate specifically to the individual Call Off entered into, such as the specific goods or services, delivery timescales, pricing, performance metrics

### Why Change?

- Compliance with Procurement Policy and Playbooks
- Standardised approach to Public Sector contracting
- Alignment of other CCS Frameworks, simplifying the Customer Journey

### However,

- This is not just a straight-forward swap
  - Previous G-Cloud + Cloud Compute 2
  - Conducted significant Market Engagement
- We have "Cloudified" the PSC



### Supplier Terms

- Yes, they are allowed
- There are rules see Framework Schedule 6
- Higher in the order of precedence

- Order Form
- Joint Schedule 1 (Definitions)
- 3. Framework Special Terms
- 4. Supplier Furnished Terms
  - 5. Joint Schedules
- 6. Call Off Schedules