

G-Cloud 15

Supplier Information
Session 2025

G-Cloud Team



Crown
Commercial
Service

value for the nation

Agenda



**Background and
Intro**



Timescales



Key Changes



Terms and Conditions



Background / Intro

- 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 its 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	✔ Evaluated
Technical Ability Certificate (TAC)	Only evaluated for Lot 4	✔ 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



PSC Construct

Framework

Call Off Contract

CCS

Core Terms
Award Form
Framework Schedules
Joint Schedules

Supplier

Call Off Schedules
Joint Schedules

Buyer





Supplier Terms

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

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