techUk Event

25 February 2020

Crown Commercial Service

Agenda

Digital Marketplace overview including…..

- Introductions
- CCS news
- Overview & Background
- Questions

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Introducing
Crown Commercial Service

We help organisations across the entire public sector save time and money on buying their everyday goods and services…

- Commercial expertise
- Supporting frontline services
- Significant savings
- Customer focused
- Bulk buying power

We aim to help our customers save £2 billion between 2016 and 2020

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CCS News

- New Director of Digital Future - Patrick Nolan

- Changes in the operations team…. Sandra Milburn - G-Cloud Lead

- New frameworks
  - Quality Assurance and Testing for IT Systems 2 (QAT 2)
  - Automation Marketplace DPS
  - Artificial Intelligence (AI)
  - Digital Outcomes and Specialists 5 (DOS 5)
  - Cloud Compute

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Why G-Cloud?

- A competitive marketplace for huge range of cloud solutions
- Framework’s re-procured every 12 months to keep services fresh
- Cloud First, Government determined to be as efficient as possible
- A catalogue of commoditised, cloud based services
- Fast procurement process

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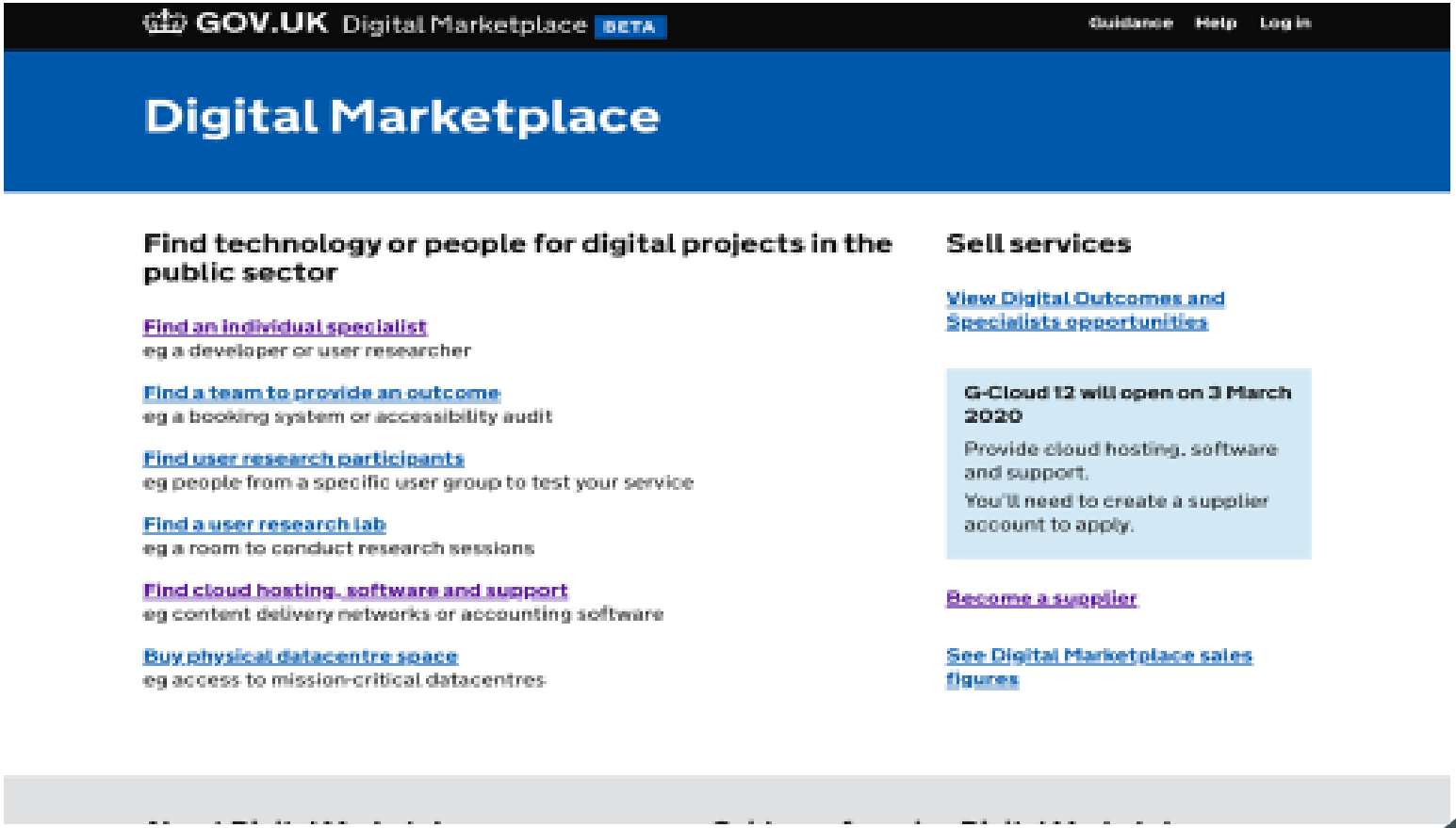
G-Cloud Background

- Over 4,000 suppliers
- Nearly 30,000 services
- Nearly 90% of the suppliers are SME’s
- £5.7 billion spend on G-Cloud since 2012
- Over 40% of spend goes to SME’s
- In 2019 1467 suppliers reported spend



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G-Cloud Vs DOS

G-Cloud

Utility cloud services

Contract award (after 6 step buying process)

Supplier T&Cs

Supplier IPR/Source code

No Agile development (configuration only)

DOS

Bespoke services

Further competition

Government T&Cs

Customer IPR/Source code

Agile development - iterative

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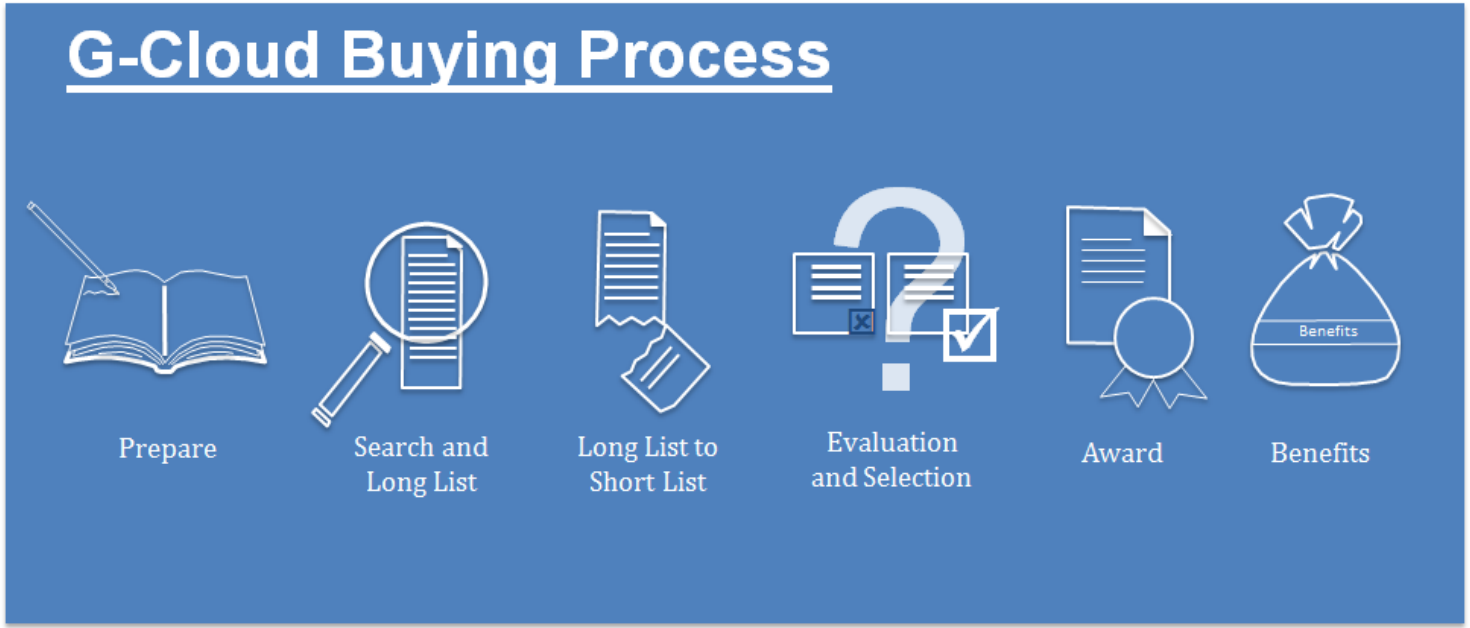
How do I buy?

The G-Cloud buying process



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Monthly MI Reporting

- All suppliers must submit a monthly MI return regardless whether there is any business to report
- 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.
- Extremely important information to us as it enables us to capture accurate spend and savings that we must report to Government.

G-Cloud 12 Provisional Timetable

• OJEU despatch	28 February
• Applications and clarifications open	03 March
• Deadline for asking clarifications	01 April
• Clarifications published	15 April
• Applications for G-Cloud 12 close	22 April
• Successful applicants notified	05 June
• Expected go-live	02 July

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What's Changing for G-Cloud 12

Standardising and improving quality of information on Digital Marketplace and simplifying the application process….

- Service definition documents are now mandatory
- Digital signing process for applications
- Must have a valid Duns number to apply
- Otherwise a 'cut & paste' of G-Cloud 11

What services can you sell through G-Cloud 12?

1. **Cloud Hosting**
   Covers Infrastructure and Platform as a Service 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 for example accounting tools or customer service management software

3. **Cloud Support**
   Support your transition to IaaS, PaaS and SaaS for example migration to the cloud, configuration/implementation of services from Lots 1 & 2

What’s in / out of scope?

Out of scope:

- Co-location services (CoLo)
- Non-cloud related services / consultancy
- Stand-alone bespoke design and development
- Hardware
- Recruitment - only consultancy relating to the cloud is permitted, not the provision of staff or interims

Application Process Hints

- Think about your wording of the short description - what are buyers searching for ?
- Ensure pricing is clear - no P.O.A or links to pricing
- Service definition documents are now mandetory
- Put yourselves in the mind of the buyer with service descriptions
- Ask clarification questions early - especially legal ones
- Leave plenty of time to complete submissions - be aware of the dates!

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Do’s and Don’ts….

Do

- Ask clarification questions early and check the clarification log, as your question may have already been answered
- Start your application as early as possible

Don’t

- Leave submissions until the last minute
- Don’t upload out of scope services
  - Non-cloud related services / consultancy
  - Stand-alone bespoke design and development

Application process

Applications via Digital Marketplace

Suppliers need to be registered to the Digital Marketplace

Check you can access Digital Marketplace via your logon in advance

Enter company details, complete ‘supplier declaration’, enter details of services

There is the facility to copy services from G-Cloud 11 to 12

Note: Use supplier portal to ask clarification questions

G-Cloud 12 Supplier webinars once ‘go-live’ - covering obligations of the framework in more detail

Digital Marketplace

Find technology or people for digital projects in the public sector

Find an individual specialist
eg a developer or user researcher

Find a team to provide an outcome
eg a booking system or accessibility audit

Find user research participants
eg people from a specific user group to test your service

Find a user research lab
eg a room to conduct research sessions

Find cloud hosting, software and support
eg content delivery networks or accounting software

Buy physical datacentre space
eg access to mission-critical datacentres

Sell services

View Digital Outcomes and Specialists opportunities

G-Cloud 12 will open on 3 March 2020

Provide cloud hosting, software and support.

You'll need to create a supplier account to apply.

Become a supplier

See Digital Marketplace sales figures

Apply to G-Cloud 12

Deadline: 1pm BST, Sunday 3 May 2020

1. Enter your company details

Your company details were saved

2. Make supplier declaration

Confirm eligibility, agree to the application terms and provide supplier information.

You need to make the supplier declaration

3. Add, edit and complete services

The service information you provide here:

- will be public
- may be used as filters
- will appear on your service description page
- should help buyers review and compare services

Useful links

- Log in to the Digital Marketplace
  https://www.digitalmarketplace.service.gov.uk/user/login
- Create a supplier account

https://www.digitalmarketplace.service.gov.uk/suppliers/create/start

- Crown Commercial Services

https://www.crowncommercial.gov.uk/

- Digital Marketplace Sales

http://bit.ly/2TezvIU

Questions

&

Answers

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