

Why BUY?!

and if so; how can we organize a successful BUY (again)!?



*"I'm saying, why buy the cow when I can
continue to just buy the milk?"*

Buy vs. Build

- The fear of private companies taking over NREN customers directly after a successful buy.
- The demand from the field for successful (cloud) services from the marketplace.
- The costs and quality that will be needed for a build.
- Buy solution: Seek a business model that is hybrid and can position the NREN in multiple ways.
- The fear after Snowden showed the field that can rapidly change views about buy vs. build.



What is the added value

- Better price.
- Better functionality.
- Already using services that were bought individually in the past.
(without “NREN terms and conditions”)



Buy challenges

- The need for a strong position to get a good deal (high volume).
- The difficulty in getting to the “right” SP person in your region.
- Don’t compete within the edu & research community for the best price, be transparent.
- Try to have all the NREN’s seeking a buy to be on the same layer, a level playing field.
- “We” should be doing better in marketing when we have added value services. Edu and research should be aware of what we can offer them.
- Large private companies will have trouble understanding NREN’s, keep that in mind and try to overcome that.



Tenders

- Try to share and re-use tender requirements and the (years) of experience running specific tenders.
- Always take in to account the specific different local (national / federation) legislation for the tender process.
- Need to offer (existing) services above the net for a healthy NREN future
- Keep a successful group of tendering organisations together if we you have a successful tender and look together to new ambitions. Use it for other services that are needed by the community
- Create sustainable and complete contract types that work in favor of the users, local legislation, local 3rd parties for (large) international services.

Educational and research field

- Difficulty servicing non-NREN organisations with tendered services.
- International organizations with their own | non jurisdiction.
- European Open Science Cloud is more of a vision at the moment, NREN's and GEANT (like orgs) should think about strategic positioning. (be aware of fragmentation if this strategy is absent or no consensus)

