



# ICT Professional Services Future procurement approach

Information Session

*17 December 2024*

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# On the agenda

## Context

-  
Towards brokering  
services



## Approach

-  
A new way  
to procure for  
professional services



## Transition

-  
How the implementation  
of this approach is  
foreseen



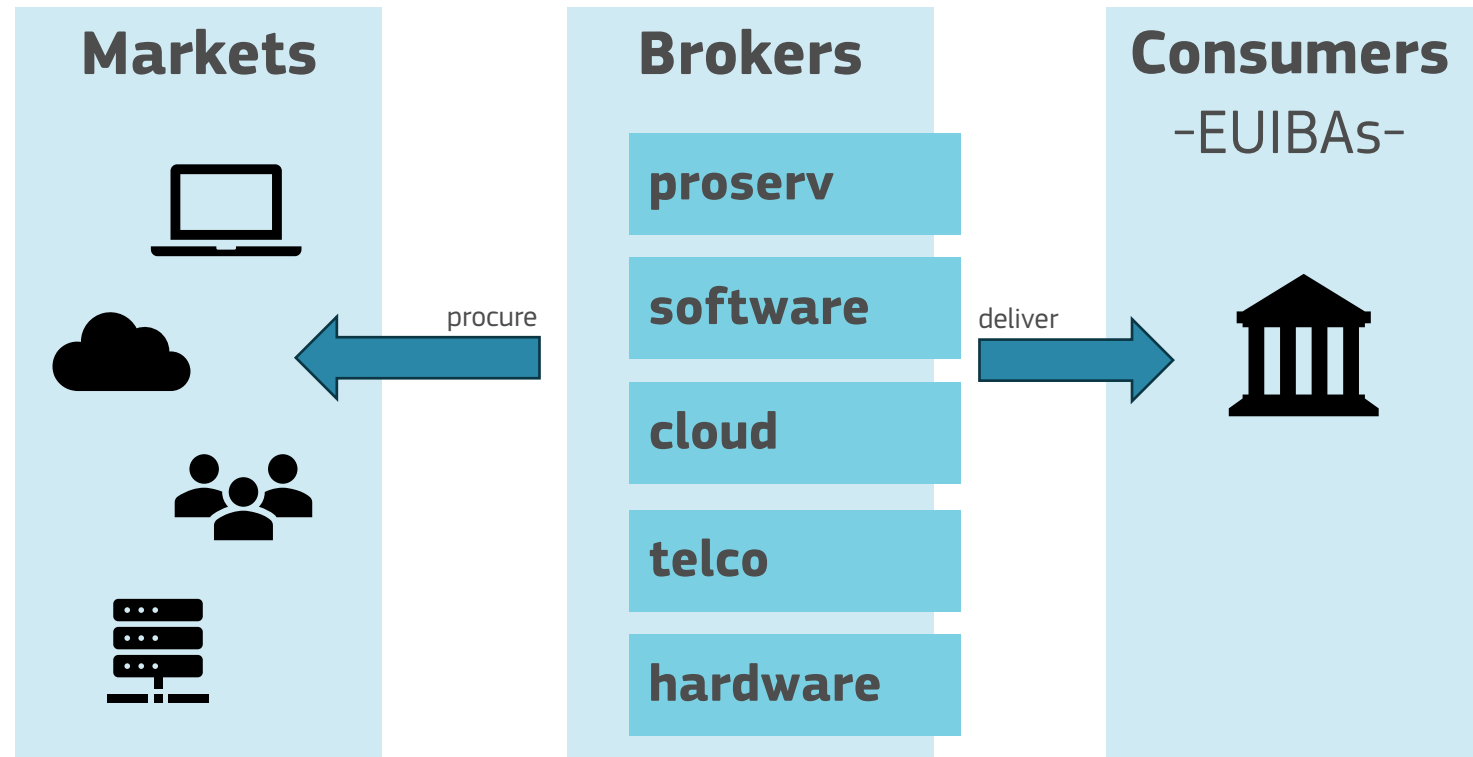
# Context

**Towards a brokering services**

# Context: towards brokering services

Procurement efforts aim to be organised around several distinct ICT procurement markets, while establishing a dedicated **brokerage service** for each market.

Several brokerage services have already been established: cloud, hardware, network, hardware.





# Approach

# Approach: Rationale

With this approach, the contracting authority aims at solving specific pain points.

## Follow the pace



Multi-year large framework contracts hardly follow the pace of evolution in the IT Market.

## Focus on Quality



Being closer to the needs, the Contracting Authority aims at getting better value for money from the offers of the providers.

## Leverage SMEs



Allowing the contracting authority to benefit from the expertise of smaller specialised operators, such as start-ups.

## More Accurate



Being close to the consumers, better forecast volume of contracts, that are difficult to foresee in large framework contracts.



# Approach: High Frequency Procurement

The contracting authority aims to **leverage competitions in DPSs** rather than large FWC:

Competitions will be specific to:

- A domain
- A nature of delivery (TM/QTM/FP/MS)
- A geography
- Any other criterion relevant

Focus on quality or price depending on the competition

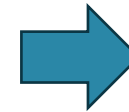
## Framework Contracts

per domains

Cascades



Reopening of Competitions



## DPS ProServ

Economic operators

Competition

Competition

Competition

# Types of competitions

Two types of needs and process will be followed, corresponding to two types of **delegation to customers**.

**Standard needs** will benefit from **standard broker process** to cope with a large workload.

**Custom needs** will be tailored however based on standard patterns (e.g. CLOUD II DPS2)

## Standard needs

~ ≤ 3M\*\*€ on 4 years



TM/QTM  
FP  
MS(Agile & KPI)

Standard Templates  
Standard Criteria

Broker: support the whole process

Short time to answer

Contract management  
by customer\*

## Custom needs

~ ≥ 3M\*\*€ on 4 years



FP  
MS(Agile & KPI)

Customised Tender  
Customised Criteria

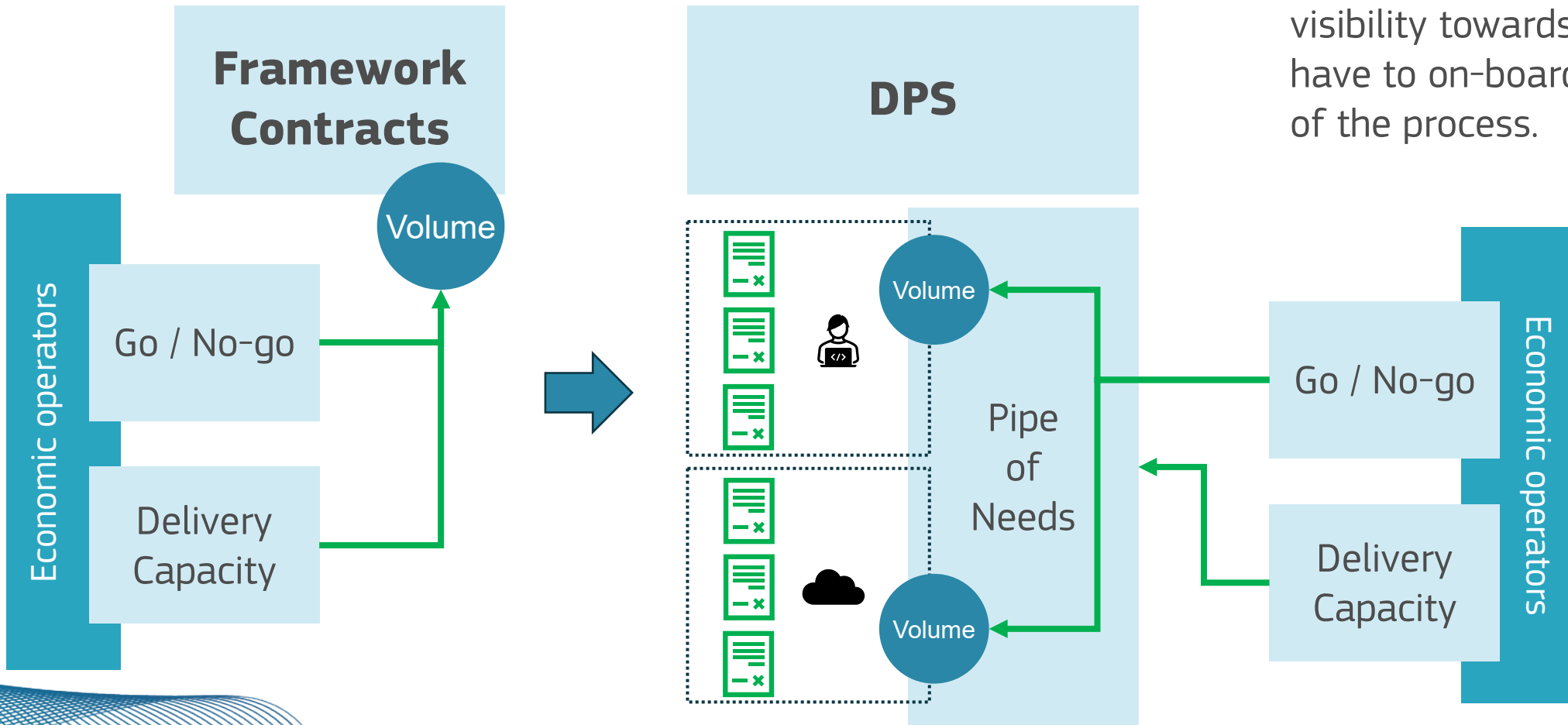
Custom time to answer

Contract management  
by broker

\* foreseen

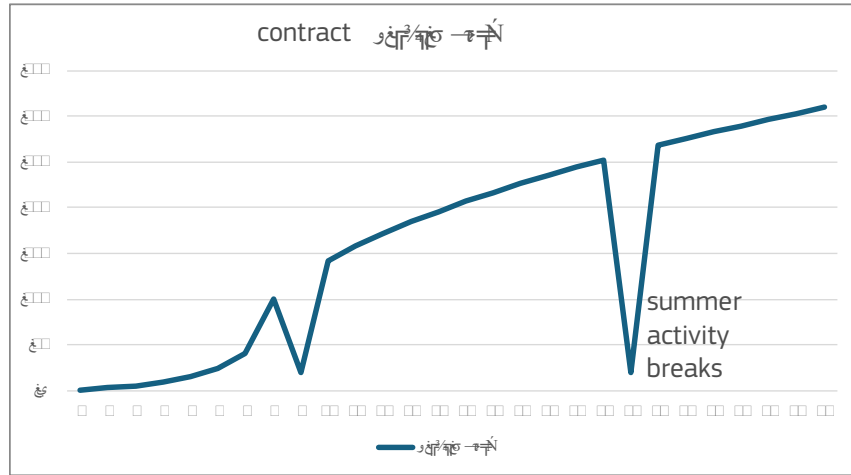
\*\* estimate ; not sole measure to define custom/standard

# A change the contracting authority does not underestimate



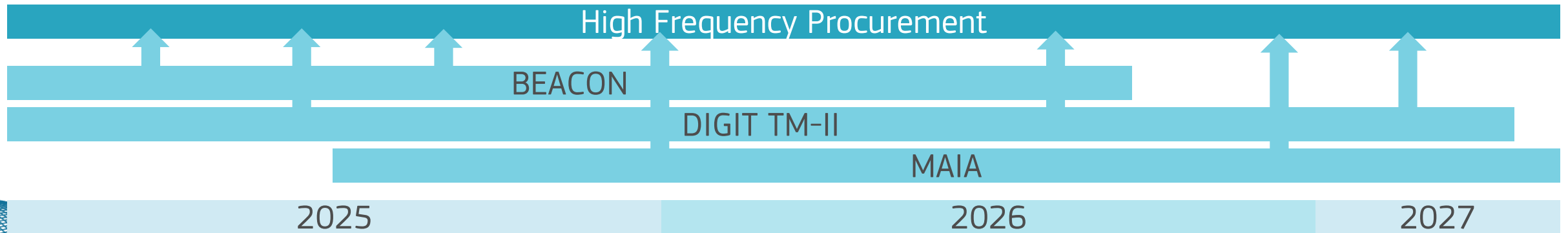
Economic operators will be provided a better level of visibility towards needs but will have to on-board the new logic of the process.

# Agenda and Workloads



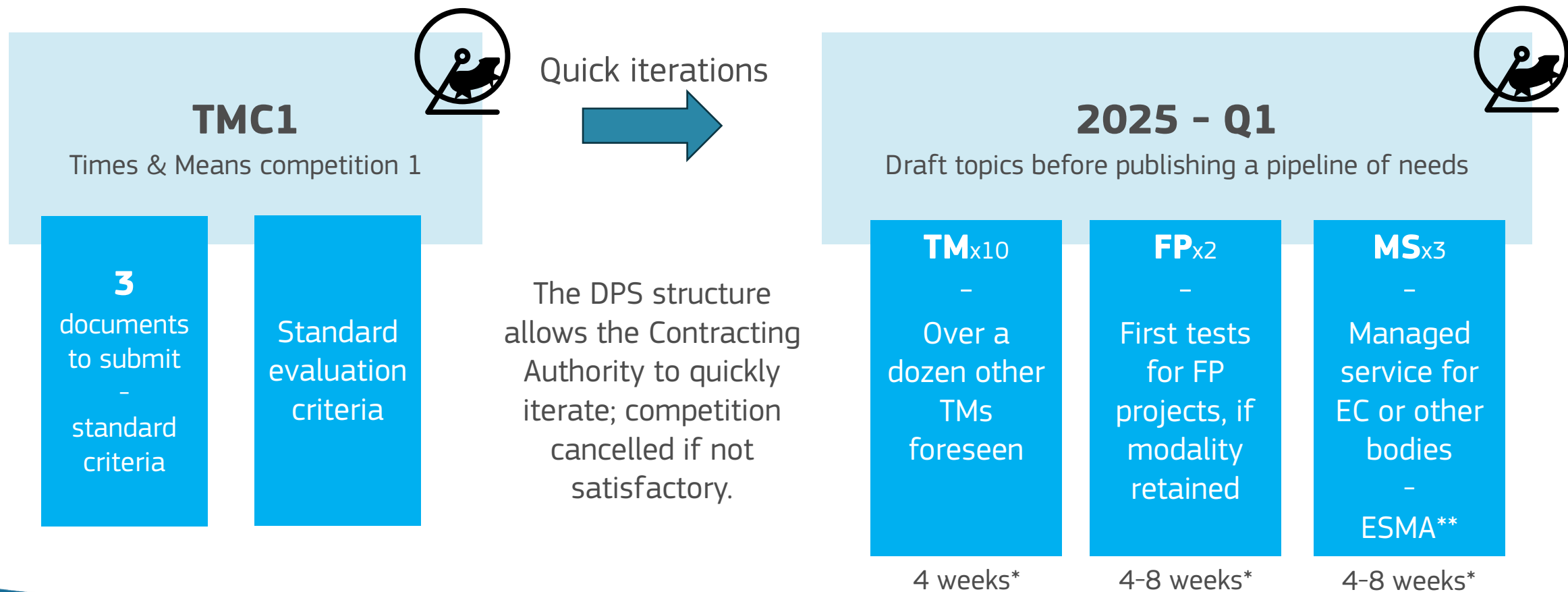
The workload that the broker will have to absorb progressively is significant and challenging. The volume per modality will match the frameworks been transferred.

Precise figures on domains/modalities will be provided after the first return of experience



# Transition

# Transition: Already started, proves of concepts



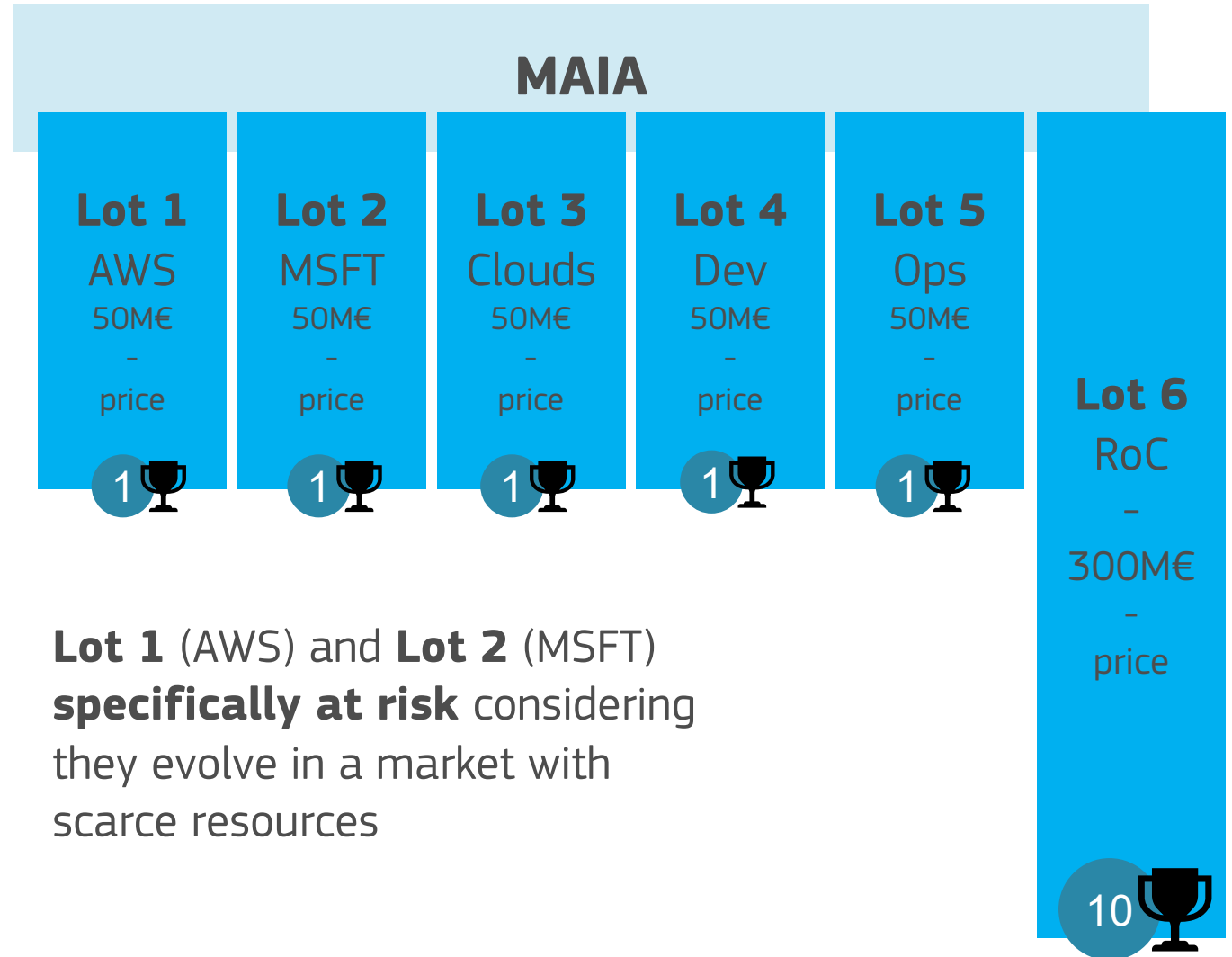
\* contract signature timespan target for standard needs

\*\* custom need

# Transition: MAIA

MAIA is considered a stop-gap solution before the new model is implemented.

**Any lot** can be discontinued at **any stage** of the procedure depending on the ability of the targeted process to deliver for the workload.



**Lot 1** (AWS) and **Lot 2** (MSFT) **specifically at risk** considering they evolve in a market with scarce resources

# Transition: Other Tenders

To mitigate the risk that the target process does not deliver on time:

## BEACON

The contracting authority started the preparation for the replacement of the FWC BEACON.

## DIGIT-TM

The contracting authority started the preparation for the replacement of the FWC DIGIT-TM II. This procedure can lead to its own market consultation.



**However,**

Both procedure can be **replaced**, partially or entirely by the new process or existing procedures.



# Feedback

# Feedback



Following this session, economic operators can provide their feedback via email:

[DIGIT-PROSERV-CONTRACTS-ADVISORY@ec.europa.eu](mailto:DIGIT-PROSERV-CONTRACTS-ADVISORY@ec.europa.eu)

# Thank you



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