

# G-Cloud 13

February 2022

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# G-Cloud 13

- Overview of G-Cloud 13
- Scope and application process for Lots 1-3
- Timetable for Lot 1-3
- Scope and tender process for Lot 4
- Timetable for Lot 4
- Clarification Process
- Key differences between G-Cloud 12 and G-Cloud 13



# Overview of G-Cloud

- Over 5,200 suppliers
- Nearly 38,000 services
- Approximately 90% of the suppliers are SME's
- Over £12 billion spend on G-Cloud since 2012
- Over 40% of spend goes to SME's

# Scope of Lots 1, 2, 3

## Lot 1: Cloud hosting

- Infrastructure as a Service (IaaS) and Platform as a Service (PaaS) that can help you do at least one of the following: deploy, manage and run software and/or provision and use of processing, storage or network resources.

## Lot 2: Cloud software

- Software as a Service (SaaS) applications, usually accessed over the internet or private network and hosted in the cloud.

## Lot 3: Cloud support

- Support to help set up and maintain cloud software or hosting services.
  - Cloud Migration Planning
  - Set Up and Migration
  - Security Services
  - Quality Assurance and Performance Testing
  - Training
  - Ongoing Support

Lots 1-3 are for Direct Award only and should not be used for services with a total contract value in excess of £250,000.

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# Application process for Lot 1-3

## Application process

- All Supplier applications must be made via Digital Marketplace
- Suppliers need to be registered on the Digital Marketplace and have a DUNS number
- To complete the application, enter company details, complete 'supplier declaration', enter details of services and upload attachments.

## Existing G-Cloud 12 Suppliers

- Existing G-Cloud 12 suppliers can reuse G-Cloud 12 declaration and services where appropriate. Suppliers will be prompted to provide a new response where the question has substantially changed or is new.
- Suppliers should check their responses and make any changes necessary for G-Cloud 13.
- Suppliers will need to upload service documents again.

# Lots 1-3 Procurement Timetable

<b>G-Cloud 13 lots 1, 2, and 3</b>	<b>Date</b>
Applications open	Wednesday 9 March 2022
Clarification questions close	Tuesday 14 April 2022
All clarification answers are published	Thursday 28 April 2022
Applications close	Wednesday 18 May 2022 at 1500 hrs
Intention to Award	Friday 26 August 2022
Standstill period ends	Tuesday 6 September 2022
Award	Wednesday 7 September 2022
Expected agreement start day	Thursday 8 September 2022

# Scope of Lot 4

## **Lot 4: Cloud support - Further Competition**

Support to help set up and maintain cloud software or hosting services.

- The scope of Lot 4 services is the same as Lot 3.
- Lot 4 is **Further Competition only**.
- Direct award will not be permitted in Lot 4.
- Is intended for larger and more complex requirements likely to be of higher value.



# Tender process for Lot 4

## Tender Process

- A separate Invitation to Tender (ITT) will be published on Find a Tender service for Lot 4 which provides full instructions of how to submit a bid.
- Suppliers bidding for Lot 4 must submit their bid through the e-Sourcing tool Jaggaer (as detailed in the ITT)
- Tender submissions will be evaluated on quality and price.
- There will be a maximum of 40 suppliers on Lot 4. Further details on how this will be achieved can be found in the ITT.

## NOTE:

- Suppliers applying to Lot 1, 2 and/or 3 will need to make a supplier application via the Digital Marketplace and submit a separate tender response for Lot 4.
- Suppliers are able to provide an application or tender response to any number of the Lots on G-Cloud 13.





# Lots 4 Procurement Timetable

<b>G-Cloud 13 lot 4</b>	<b>Date</b>
Invitation to Tender (ITT) open	Wednesday 9 March 2022
Clarification questions close	Tuesday 14 April 2022
All clarification answers are published	Thursday 28 April 2022
Tender submission deadline	Wednesday 18 May 2022 at 1500 hrs
Intention to Award	Monday 10 October 2022
Standstill period ends	Thursday 20 October 2022
Award	Friday 21 October 2022
Expected agreement start day	Monday 24 October 2022

# Clarification Process

## Clarifications Questions and Responses

- For Lots 1-3, you need to send your questions to us through the Digital Marketplace and for Lot 4 via the e-Sourcing tool, Jaegger.
- Clarification questions need to be raised for each procurement via the relevant platform, even if it is the same question.
- Please ensure your question is specific and does not include your identity in the question
- If you feel that a particular question should not be published, you must tell us why when you ask the question. We will decide whether or not to publish the question and response.
- Clarification responses will be published every few days
- Please check the clarification responses regularly and before submitting question to avoid duplication
- Some clarification questions may be referred to another department for response
- Questions must be raised within clarification period only, we will not answer anything outside of these dates
- Remember that you can ask us questions about the Framework Agreement and call-off contract but please do not attempt to 'negotiate' the terms.



# Key differences

G-Cloud 13 will replace [G-Cloud 12](#) and will continue to provide cloud hosting and software services, together with associated support services to the UK central government departments and all other public sector bodies.

- improvements to the end to end buying journey
- improved terms and conditions, with greater inclusion for the provision of day rate cloud support services
- inclusion of the latest procurement policies, including social value and prompt payment
- Introduction of further competition around Cloud Support Services.
- G-Cloud 13 call-off terms will be 36 months with an optional 12 month extension
- All suppliers can apply for any combination of the 4 lots





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