Public Cloud Services
Conference for Interested Suppliers

Richard LeBlanc

Director, Data Centre and Internal Services Procurement
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Shared Services Canada

August 18, 2016

Shared Services Canada   Services partagés Canada

Canada

Conference for Interested Suppliers – Objectives

SSC will provide IT industry and interested suppliers with:

- a high-level overview of the Cloud Program initiative which includes the proposed approach, the potential scope, and high-level requirements;

- an explanation of the proposed interim procurement approach;

- the opportunity to seek clarification and provide feedback on the procurement process the scope and requirements.

Conference for Interested Suppliers – Agenda

TIME	TOPIC	PRESENTER
10:00 – 10:05	Welcome & Introductions	Richard LeBlanc, Director, Data Centre and Internal Services Procurement, Procurement and Vendor Relationships (PVR), SSC
10:05 – 10:25	SSC Cloud Program Overview	Dave Adamson, ADM & Executive Sponsor, Cloud Program, SSC
10:25 – 10:35	Overview of Procurement Approach and Procurement Strategy	Richard LeBlanc, Director, Data Centre and Internal Services Procurement, Procurement and Vendor Relationships (PVR), SSC
10:35 – 10:50	Review of Key Questions posed during Question Period 1	Dave Adamson, ADM & Executive Sponsor, Cloud Program, SSC Richard LeBlanc, Director, Data Centre and Internal Services Procurement, Procurement and Vendor Relationships (PVR), SSC
10:50 – 11:20	Break	
11:20 – 11:55	Questions and Answers with SSC Panel	Dave Adamson, ADM & Executive Sponsor, Cloud Program, SSC Richard LeBlanc, Director, Data Centre and Internal Services Procurement, Procurement and Vendor Relationships (PVR), SSC
11:55 – 12:00	Closing Remarks	Richard LeBlanc, Director, Data Centre and Internal Services Procurement, Procurement and Vendor Relationships (PVR), SSC

Conference for Interested Suppliers – Questions & Comments

Questions: To ensure the integrity of the competitive procurement process, questions and other communications must be directed as follows:

- Attendees in person who wish to submit any questions and comments during the conference for interested suppliers, may do so by formally writing and submitting their question to SSC using the provided question sheets. Questions and comments will be collected by SSC prior to the Break.

- Those participating by teleconference who wish to submit questions formally are invited to email their questions and comments to ssc.pvrcloud-arfnuage.spc@canada.ca during the first half of the conference (prior to the break).

Reminders:

- *Only industry and interested supplies are permitted to ask questions during this conference.*

- *As per the ITQ, questions and comments must be confined to the ITQ document.*

  Suppliers are asked to provide any comments and suggestions related to either the Statement of Requirements or the Resulting Contract Clauses within their Response for consideration prior to the subsequent phases of the procurement process.

Publication of Questions and Answers: A summary of all questions, comments and answers resulting from the conference for interested suppliers will be posted on Buyandsell.gc.ca as an amendment to the solicitation no later than August 24 2016.

Any clarifications or changes to the solicitation resulting from the conference for interested suppliers will also be included as an amendment to the solicitation.

Question Period 2: Question Period 2 will begin following the release of responses for Question Period 1. Question Period 2 questions and comments should be submitted by **August 29, 2016 at 2:00 PM**.

Reminder: Question Period 2 is intended for questions and comments about Government of Canada's responses issued during the Question Period 1 and any amendments issued resulting from the conference for interested suppliers.

SSC Cloud Program Overview

August 18, 2016

For: Information

Presenter: Dave Adamson, Assistant Deputy Minister and
Special Advisor to the President

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SSC Cloud Broker Service Launch

Vision

Shared Services Canada will be the Cloud Broker for Government of Canada, creating new value while assuring security and economies of scale for the benefit of departments and agencies and where suitable, for other levels of government

Mandate

The *Government of Canada (GC) IT Strategic Plan, 2016-2020* establishes **SSC's mandate as a Cloud Service Broker** (CSB):

*"Cloud Computing Services are to be **procured by SSC** who will act as the **GC Cloud Service Broker (CSB)**. SSC will **create and operate a "light touch" CSB function** that includes all these functions*, including access to SaaS, PaaS, IaaS and marketplace (online storefront) services."*

* Key functions are procurement, billing, security accreditation, networking, credential and identity federation, application integration, customer support, and vendor service level agreements.

Drivers for cloud adoption

Departments & Agencies

Demand for IT provisioning services exceeds SSC capacity

Increasing pressure from GC business lines to deliver more quickly in response to GC directions

Challenges to align timing of SSC transformation to windows of opportunity

Increasing demand for collaboration inside and outside federal government

Rapidly changing science needs and unique workloads

TBS

Promote innovation environment

Deliver on citizen, business and regulatory expectations

All Government priorities require IT enablement

Enterprise direction clear - one size fits *many*

Improve IT value – creating and measuring outcomes

Always leading with security and protecting privacy

Shared Services Canada

Deliver and broker enterprise IT infrastructure services to meet the needs of Government of Canada partners and clients (*and beyond*)

Align to TBS IT Strategic Plan 2016-2020 and execute SSC IT Infrastructure Plan

Use cloud to enable transformation

Cloud Service Broker for the GC

- SSC has the sole mandate to provide services related to email, data centres and networks. Departments and agencies must obtain these services from SSC or they must be brokered by SSC

- Gartner recommendation
  - Government of Canada should leverage a single internal cloud broker as the primary means of cloud enablement to reduce complexity, cost and duplication
  - SSC should operate the new cloud broker service line as a business with a consumption-based chargeback Total Cost of Ownership model

- TBS sets this out in the Cloud Adoption Strategy

GC Cloud Services Broker

| Cloud Service Providers | ⟷ | Cloud Service Broker | ⟷ | Cloud Consumer |

A cloud broker is an entity that manages the use, performance and delivery of cloud services and negotiates relationships between cloud providers and cloud consumers

VELOCITY   **VISIBILITY**   **VALUE-ADD**

Breaking Down Barriers to Cloud Adoption

Consumption
The Cloud Broker makes selection and access easier for departments to adopt, use and maintain cloud services

Complexity
The Cloud Broker reduces the complexity and burden of work required for departments to use and maintain cloud services

Creativity
The Cloud Broker reduces the barriers for the adoption of modern and innovative solutions
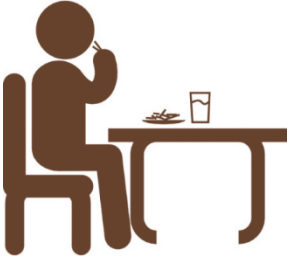
Compliance
The Cloud Broker becomes a "one-stop shop" for procurement, governance and management of cloud solutions on behalf of departments

Cloud Selection

Governance (Committee on Enterprise Plans & Priorities): *Monitors performance of the process. Provides direction on items of escalation.*
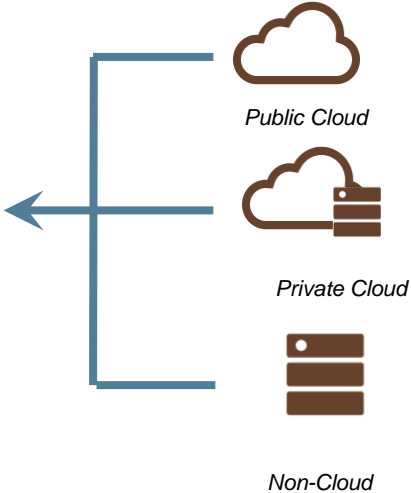
Selecting the Right Cloud

Departmental CIOs: *Select the appropriate option for their business context. Evaluation of the choices rest here.*

Cloud Service Broker (SSC): *Provides CIOs with options to select from. Furnishing the menu rests here.*

Public Cloud

Private Cloud

Non-Cloud

Next Steps – Short Term

- Award interim contracts for unclassified data cloud catalogue access – fall 2016
- Implement the new brokering business line beginning with a few priority customers and help develop the best practices with our customers
- Add Operations capabilities:
  - Cloud to SSC security operations
  - Service level management escalation as required
  - Usage monitoring, departmental and GC views
  - Whitelist/blacklist as per Treasury Board of Canada Secretariat directives
  - Telecommunications optimizations including CANARIE
- Enable community collaboration to develop best practices
- Measure our progress and adjust approach as needed

Next Steps - Medium Term

- Finalize and publish (TBS/SSC/CSE) V1.0 of cloud security controls for protected-B

- Procure/provide interoperability capability for Cloud to Ground and Cloud to Cloud

- Develop and execute RFP for Protected-B.

- Template security and telecom solutions and processes and operationalize

Comments? Questions?

Public Cloud Services
Conference for Interested Suppliers

Overview of Procurement Approach and Procurement Strategy

Richard LeBlanc

Director, Data Centre and Internal Services Procurement
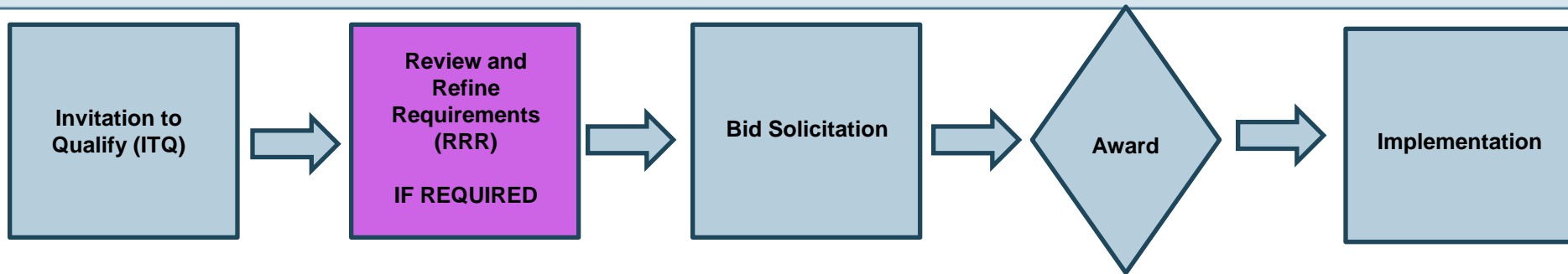Procurement and Vendor Relationships
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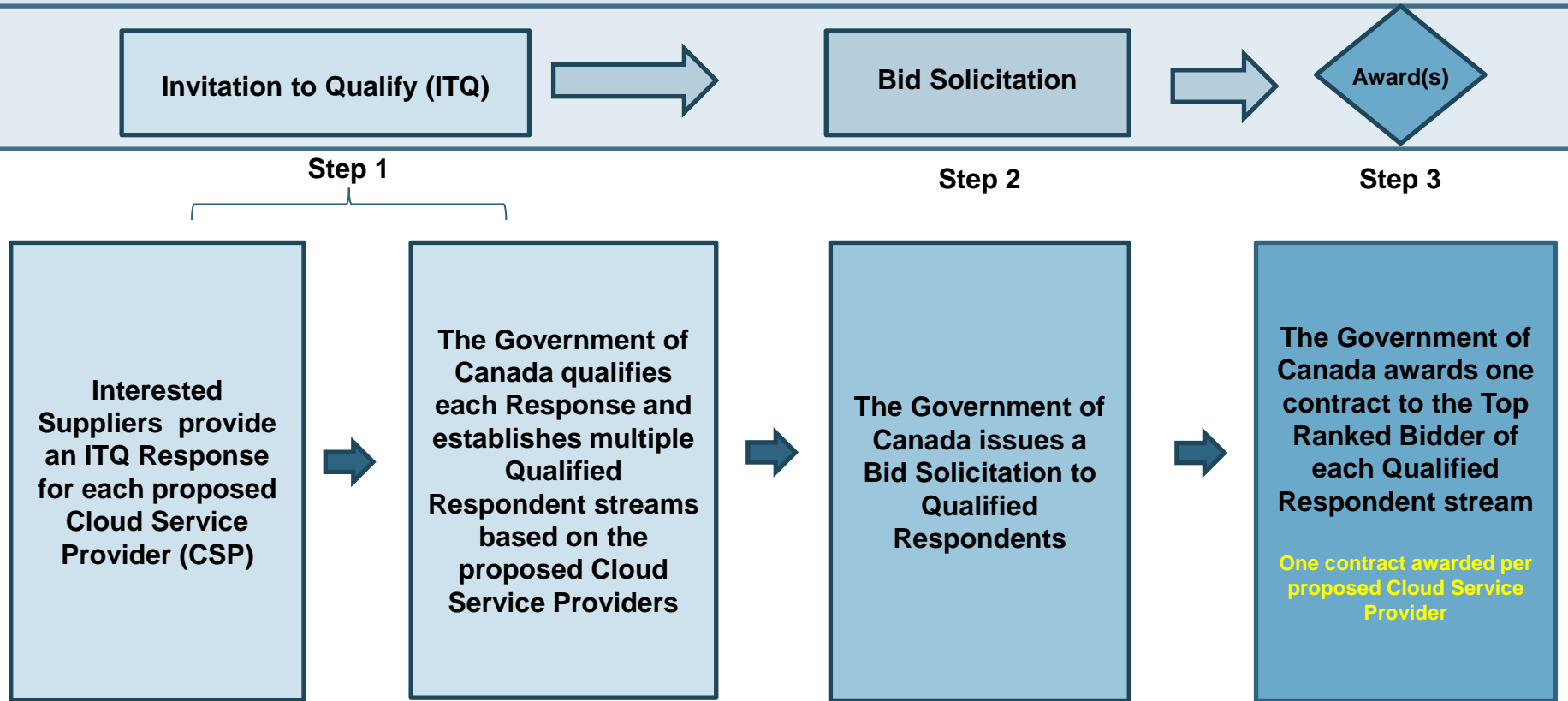
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Collaborative Procurement Process

| Invitation to Qualify (ITQ) | → | Review and Refine Requirements (RRR) IF REQUIRED | → | Bid Solicitation | → | Award | → | Implementation |

Phases of the Collaborative Procurement Process

Invitation to Qualify (ITQ) Phase: ITQ is the first phase in the procurement process for the Project. This ITQ will be used to qualify Respondents to participate in any subsequent phases of the procurement process.

Review and Refine Requirements (RRR): The RRR process with the Qualified Respondents **may** be held after the ITQ phase if the Government of Canada determines that this process is required.

Bid Solicitations: The Government of Canada anticipates releasing the bid solicitation to those Qualified Respondents who remain qualified at the time the bid solicitation is released.

Anticipated Procurement Approach – Public Cloud Services

Invitation to Qualify (ITQ)	→	Bid Solicitation	→	Award(s)
Step 1		**Step 2**		**Step 3**

Interested Suppliers provide an ITQ Response for each proposed Cloud Service Provider (CSP)	The Government of Canada qualifies each Response and establishes multiple Qualified Respondent streams based on the proposed Cloud Service Providers	The Government of Canada issues a Bid Solicitation to Qualified Respondents	The Government of Canada awards one contract to the Top Ranked Bidder of each Qualified Respondent stream
			One contract awarded per proposed Cloud Service Provider

- **Each Respondent (including related entities) will be permitted to qualify only once per proposed Cloud Service Provider (CSP).**

- **Each Qualified Respondent will be permitted to formally bid on the requirements set out in the bid solicitation(s) for the applicable CSP.**

Questions from industry?