



Crown
Commercial
Service

G-Cloud 14 Supplier Engagement - November 23

**Power to your
procurement**

Agenda

Topic	Presented by	Timing
Welcome Housekeeping	TechUK	14:00 - 14.05
Introduction/ Meet the Team	CCS - Sharon Jones	14.05 - 14.40
Overview of G-Cloud		
Scope of G-Cloud 14		
Estimated Timeline		
Key changes		
Expectations During the Tender Process		
Next Steps and Sessions		
Q&A	CCS - All via Slido	14.40 - 15.30

Meet the G-Cloud Team



Elizabeth Giugno
Head of G-Cloud Strategy and Operations



Sharon Jones
Strategy Lead



Tony Brown
Operational Lead



Bruce McLeod
Assistant Category
Manager



Hayley Wilson
Category Manager



Liz Freeman
Category Manager



Emma Shanks
Assistant Category Manager



Charlie Lane
Commercial Agreement
Executive



Georgia Hill
Commercial Agreement
Executive

Overview of G-Cloud

- Offers commoditised, off the shelf cloud computing services including hosting, software and support
- > 5,000 suppliers
- > 45,000 services
- Around 90% of the suppliers are SMEs
- Over £13.9bn on G-Cloud since it began in 2012
- c.38% of historic spend goes to SMEs
- Lot 4 for further competition introduced on G-Cloud 13
- Applications via Digital Marketplace (Lots 1-3)

<https://www.applytosupply.digitalmarketplace.service.gov.uk>

- There is a need to be more closely aligned to Policy and Playbooks and this is applicable to all frameworks.
- GC14 will be monitored in line with the changes
- The changes you will see for GC14 are incremental steps toward such alignment and the intent is for GC15 to be fully aligned to the new procurement regulations (Go Live Oct 24)



G-Cloud 14

Scope of Lots

1-4

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, accessed over the internet or private network and hosted in the cloud.

Lot 3: Cloud support

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

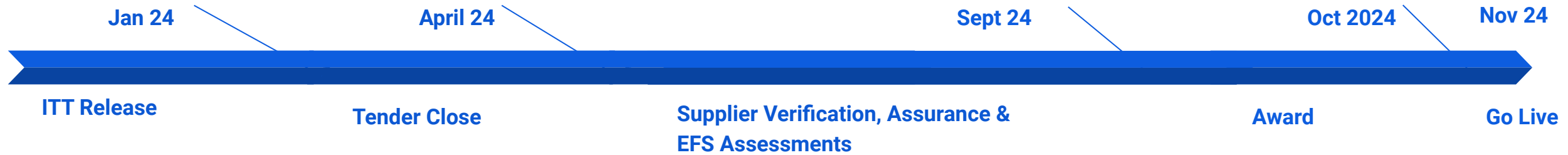
Lot 4: Cloud support - Further Competition*

- 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
 - Limited to 40 Suppliers

*Suppliers must be able to offer all six of the categories above. Customers can further compete one, multiple or all categories.

Estimated Timeline

Timeline for GC14



The above timeline is estimated as work is still in progress on:

- Required Platform changes
- Terms and conditions
- Economic Financial Standing Assessment
- Supplier Questionnaire

Timeline will be confirmed at the end of December 2023

Expectations During the Tender Process

- Submissions should be accurate and complete
- Additional and/or missing information requested from suppliers must be provided in a timely manner, as outlined in the Bid Pack
- Failure to provide information in a timely manner may result in suppliers being rejected and not awarded a place on the framework
- Up to date Supplier contact details will be critical to avoid single point of failure

Please note: it is important to read the supplier guidance and bid pack, including the framework terms and conditions in order to understand and comply with your obligations

Key changes to G-Cloud 14

Updated T's and C's	<ul style="list-style-type: none"> • T&C's Review in progress with Policy & Legal. • Final Version estimated Jan 24
Selection Questionnaire	<ul style="list-style-type: none"> • New SQ Issued - PPN 03/23 ie Person of Significant Control / Consortia • Supplier Information session tbc Dec/Jan • SQ PPN 03/23 https://www.gov.uk/government/publications/ppn-0323-standard-selection-questionnaire-sq
Contract Term	<ul style="list-style-type: none"> • 18 Month Term + 6 Month extension
Modern Slavery	<ul style="list-style-type: none"> • Qualification, presence of statement & quality of statement - Applicable on turnover £36M or above https://www.gov.uk/government/publications/ppn-0223-tackling-modern-slavery-in-government-supply-chains/ppn-0223-tackling-modern-slavery-in-government-supply-chains-guidance-html
Economic and Financial Standing (EFS) at selection	<ul style="list-style-type: none"> • Suppliers assessed against 4 financial metrics: a D&B score and other metrics(TBC) • Suppliers failing a number metrics will require FVRA assessment. Details will follow • EFS Supplier Information session on 13th December 23 with future sessions in Jan 24 (TBC)
Supplier Application Process	<ul style="list-style-type: none"> • Suppliers must be registered on the on the DMP • Applications via DMP • Enter company details • Complete supplier declaration • Upload attachments - Service Documents. <p>https://www.applytosupply.digitalmarketplace.service.gov.uk</p>

Economic Financial Standing

- The reason for introducing EFS is to align to the Playbooks and ensure that Suppliers on the framework are financially stable.
<https://www.gov.uk/government/publications/the-sourcing-and-consultancy-playbooks>
- Once Supplier details are submitted and the tender closes, an enhanced sift will be conducted using a number of metrics including: a Dunn & Bradstreet score and other metrics, to be confirmed.
- CCS will contact suppliers that do not meet the minimum criteria to request completion of an FVRA
- FVRA's will be assessed and suppliers may be contacted for further information, which should be provided in a timely manner
- Suppliers unable to demonstrate a stable financial position will not pass and will not be awarded a contract.

Next Steps & Sessions

November 30th 2023

- Virtual Supplier Session - Content as per the Session Conducted today

Copy of slides, recording and Slido Q&A posted to CCS site 11 December. Please check this site after 11 December

<https://www.crowncommercial.gov.uk/agreements/RM1557.14>

December 13th 2023

- Virtual EFS Supplier Information session, details to follow

Further supplier information sessions - dates tbc Dec/Jan

- Overview of SQ
- Economic and Financial Standing information
- More sessions may be added as a result of this and the session on Nov 30th

Links

The Digital Marketplace

<https://www.applytosupply.digitalmarketplace.service.gov.uk>

PPN 03/23

<https://www.gov.uk/government/publications/ppn-0323-standard-selection-questionnaire-sq>

Modern Slavery Act

<https://www.gov.uk/government/publications/ppn-0223-tackling-modern-slavery-in-government-supply-chains/ppn-0223-tackling-modern-slavery-in-government-supply-chains-guidance-html>

The Sourcing and Consultancy Playbook

<https://www.gov.uk/government/publications/the-sourcing-and-consultancy-playbooks>

CCS GC14 Information

<https://www.crowncommercial.gov.uk/agreements/RM1557.14>

Questions

[slido.com](#) with **#1192929** or via [this link](#)