



# Preparing a Procurement Plan and Strategy for Cloud Transition

## Cloud Policy Fact Sheet 6.1

Cloud procurement requires flexibility and scalability as an agency's operating environment can alter rapidly due to changing business requirements. The procurement process for cloud requires purchasing solutions that are outcomes focused, to address changing performance needs and provide systems that can be regularly adapted to address vulnerabilities.

Documenting your cloud procurement strategy and establishing a review process will facilitate future strategic planning, benchmarking and performance measurement.

### Objective

**Plan your procurement strategy in accordance with the whole-of-government cloud policy, and State Supply Commission supply policies.**

### Process

Cloud procurement presents an opportunity to create a flexible acquisition process that enables your agency to realise the full benefits of the cloud.

A procurement strategy describes how your organisation will execute the cloud purchases. It provides an overview of your governance framework, reflects the organisations business objectives and acts as a roadmap for the way your organisation conducts its procurement activity. When designing a strategy, your agency should seek to achieve:

- value for money;
- market contestability;
- innovation;
- effective engagement;
- fairness; and
- probity in government procurements.

### *Considerations in planning your strategy*

Building flexibility and regular reviews into your procurement strategy allows consideration of changing factors including machinery of government reviews, operational changes within the agency and allows the complexity and changing dynamics of the supplier market to be considered.

The procurement strategy should exist as a 'living document' which can be modified over time to reflect these and other changes. It is particularly important to plan the period for which the cloud services are needed and to consider what happens at the end of the contract.

### *Determine your business needs*

Before approaching cloud service providers, you should be confident of your requirements including business objectives, workforce capability and future needs to select the most suitable service for your agency. Utilise the GovNext-ICT Service Broker (GSB) team and internal expertise to develop your strategy based on your business needs.

GNICT2015 is a mandatory Common User Arrangement (CUA) for the supply of compute, storage, cloud computing, and a unified government communications network for whole of WA Government. It is mandatory for Western Australian Government agencies to purchase these services and products from the CUA.

### *Procurement under the Common Use Agreement (CUA)*

GNICT2015 services cover the supply of compute, storage, cloud computing, and communications services and include a range of private cloud computing services:

- customisable computing;
- tiered storage;
- backup and recovery services; and
- server operating system and database management services.

The Buying Guidelines for GNICT2015 are published on Contracts WA, together with the service catalogues of the three vendor consortia and the GovNext-ICT contracts.

Agencies can enrol with one, two or all of the GovNext-ICT vendor consortia. Enrolled agencies can order services from the consortia Primes in accordance with the Buying Guidelines.

### *Procurement outside the CUA*

While GovNext-ICT seeks to provide agencies with connectivity to public cloud services, such as Amazon Web Services (AWS) or Microsoft Azure, specific contractual arrangements of agencies with public cloud providers are outside the scope of the initial stage of GovNext-ICT.

The Commonwealth Department of Finance have produced more specific material to support designing your ICT procurement strategy which builds in flexibility for purchasing cloud products and services.

## Useful Tools

[Government of Western Australia Whole of Government Cloud Policy](#) (May, 2016)

WA Department of Finance and State Supply Commission - [WA Government Procurement assistance](#):

[Cloud Policy](#)

[GovNext-ICT CUA GNICT2015 Mandatory supply of compute, storage, cloud computing, and a unified government communications network for whole of WA Government 20 January 2017 to 19 January 2022](#)

[Whole of Government Contracts WA](#)

[Commonwealth ICT procurement policies and guides](#)

[Factsheet: GovNext ICT services](#)

*Other Jurisdictions:*

[The NZ Government offers Cloud procurement guidance and resources](#)

[The NSW Government ProcurePoint templates for developing procurement strategies](#)