

# Video and Web Conferencing

European Tendering for Framework Agreements

*TF-WebRTC in Helsinki, Finland*

22/09/2016

- The objective of the tender is to establish framework agreement(s) for purchasing next generation video/web conferencing solution(s) that
  - enable users to easily connect to one another using desktop and mobile clients (supporting native WebRTC in major browsers) and at the same time
  - interoperate seamlessly with the traditional video conferencing technologies, room systems and access federations.
- Depending on the preferred delivery models of NRENs, the winning solution(s) can either be
  - cloud-base Software as a Service (SaaS) offerings or
  - managed/unmanaged on-premises solutions capable of hosting multiple tenants for connected institutions.
- GÉANT and NORDUnet are pulling together the procurement expertise
  - NRENs, that are committed to purchase in the given time frame, have been invited to specify the technical requirements
  - all GÉANT NRENs will be kept informed in a timely and transparent manner, primarily via TF-WebRTC and other channels
- Timeframe
  - Publish the tender (PQQ and ITSOP) by 9 September 2016.
  - Complete the Dialogue Phase in October-November timeframe and ask for final bids (ITSFB)
  - Award framework contracts (not more than 3) by the end of November 2016.

# Technical Requirements for the Outline Proposal

---

- R1: The proposed SaaS service must be hosted within the EU region.
- R2: The proposed service must have the option to be provided as a multi-tenant managed on-premises solution.
- R3: The proposed services and features shall be ready for service by the end of Q1 2017.
- R4: The standard based web browser (i.e. clientless) solution based on WebRTC must have support for the following browsers and features
  - Support for Firefox, Chrome and Edge independent from the OS
  - Click on Link to Connect
  - Mic/Cam On/Off
  - Desktop Sharing
  - Encrypted Communication

# Technical Requirements for the Outline Proposal

---

- R5: The desktop client solution must have support for the following systems and features.
  - Support for Windows, and OSX
  - Click on Link to Connect
  - Mic/Cam On/Off
  - Desktop Sharing
  - Chat
  - Invite / Manage participant's / room systems etc. for Moderator
  - Encrypted Communication
  
- R6: The mobile client / app should have support for the following systems and features.
  - Support for Android and iOS
  - Mic/Cam On/Off
  - Chat
  - View shared content
  - Invite participants

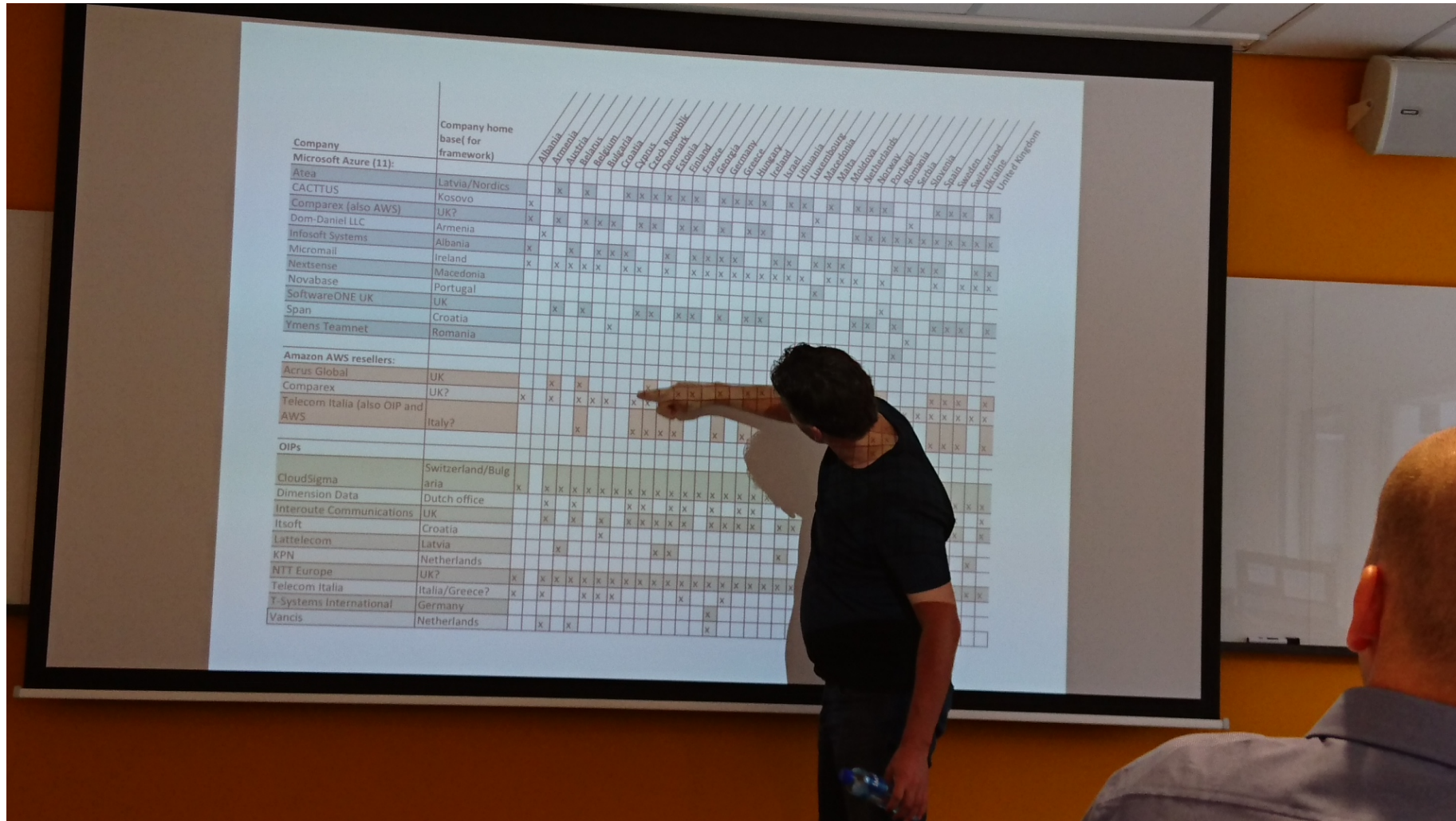
# Technical Requirements for the Outline Proposal

---

- R7: The service must have a fully documented API.
- R8: The service must support externalized login with SAML2 WebSSO.
- R9: The service must have support for server side recording of sessions.
- R10: The service support must be available during European business hours (07-19 GMT).

*Note that, other than these minimal requirements, clarifying questions will be asked and answers evaluated. Based on the outline proposals not more than 5 vendors will be invited to the Dialogue Phase.*

# Make it simple...



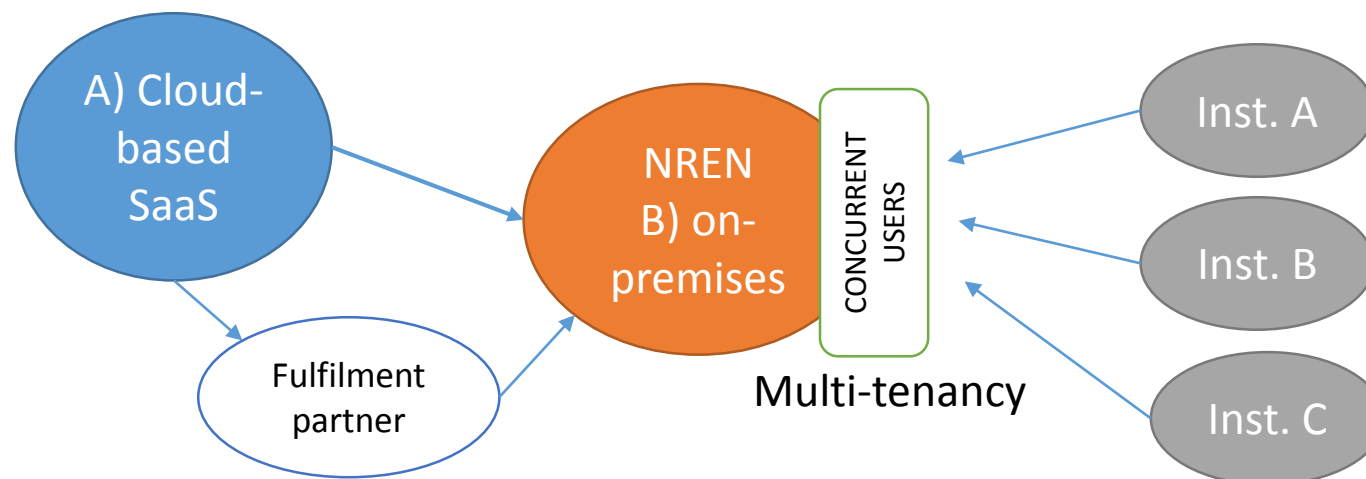
Company	Company home base( for framework)	Albania	Armenia	Azerbaijan	Belarus	Bulgaria	Croatia	Cyprus	Czech Republic	Dominican Republic	Estonia	Finland	France	Georgia	Germany	Greece	Hungary	Ireland	Israel	Latvia	Lithuania	Luxembourg	Macedonia	Malta	Moldova	Netherlands	Norway	Poland	Portugal	Romania	Spain	Sweden	Switzerland	Ukraine	United Kingdom	
Microsoft Azure (11):																																				
Atea	Latvia/Nordics		x																																	
CACTUS	Kosovo	x																																		
Comparex (also AWS)	UK?	x																																		
Dom-Daniel LLC	Armenia		x																																	
InfoSoft Systems	Albania	x																																		
Micromail	Ireland	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x		
Nextsense	Macedonia	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x		
Novabase	Portugal																																			
SoftwareONE UK	UK																																			
Span	Croatia		x	x																																
Ymens Teamnet	Romania																																			
Amazon AWS resellers:																																				
Acrus Global	UK																																			
Comparex	UK?																																			
Telecom Italia (also OIP and AWS)	Italy?	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x		
OIPs																																				
CloudSigma	Switzerland/Bulgaria	x																																		
Dimension Data	Dutch office		x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x		
Interoute Communications	UK		x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x		
Itsoft	Croatia																																			
Lattelecom	Latvia																																			
KPN	Netherlands																																			
NTT Europe	UK?	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x		
Telecom Italia	Italia/Greece?	x	x																																	
T-Systems International	Germany																																			
Vancis	Netherlands		x	x																																



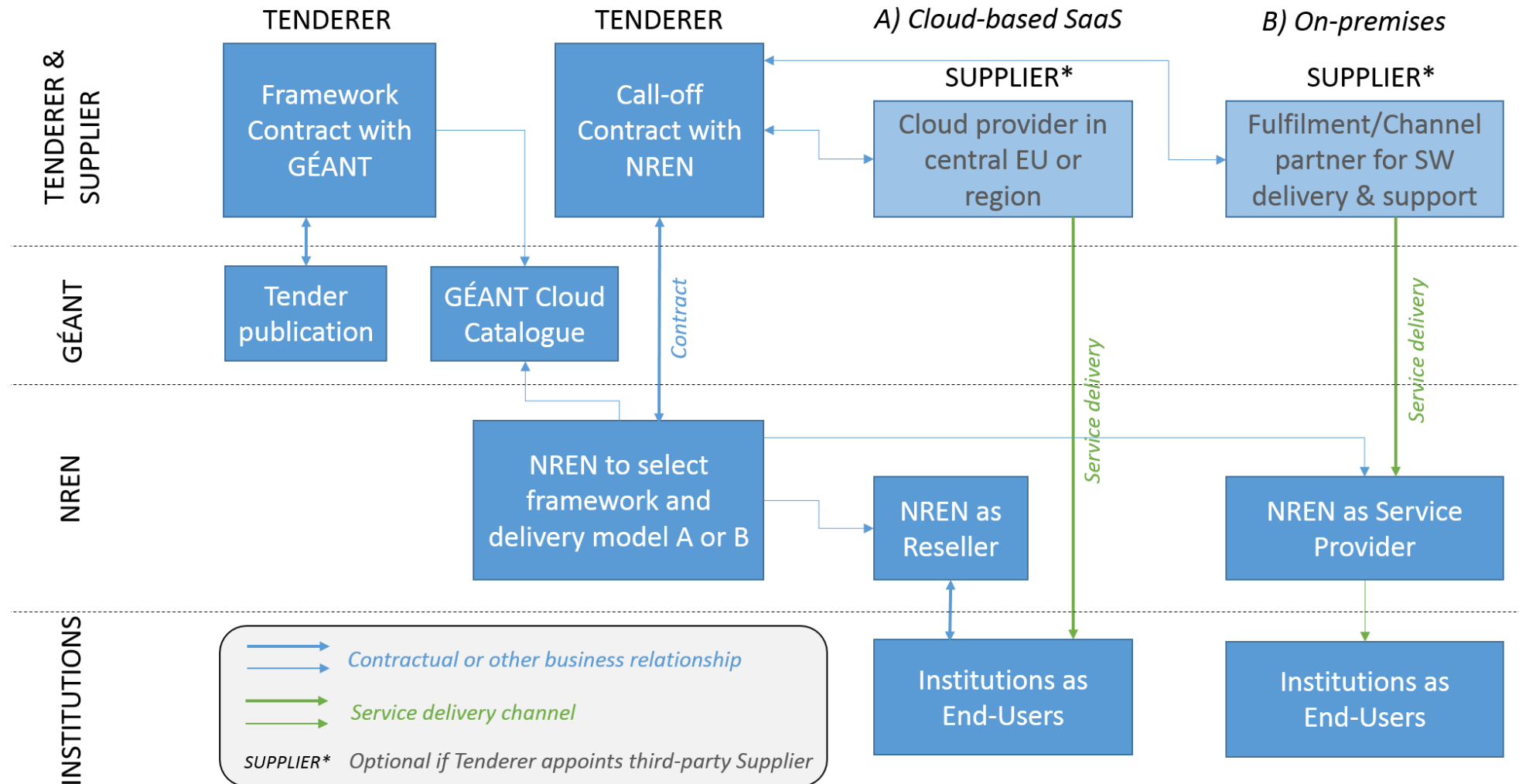
## Make it simple...

- We wanted only Original Service/Infra Providers and not hundreds of resellers
  - Excluding resellers on the supplier side
- We wanted to facilitate NRENs to become the service provider
  - Excluding the institutions on the beneficiary side
- We wanted easy TCO comparison
  - Concurrent user model

- Max. 5 OIPs for dialogue
- 43 NRENs + NORDUnet and GÉANT as beneficiaries



# Service Delivery Workflow





## Proposal for TCO Comparison

---

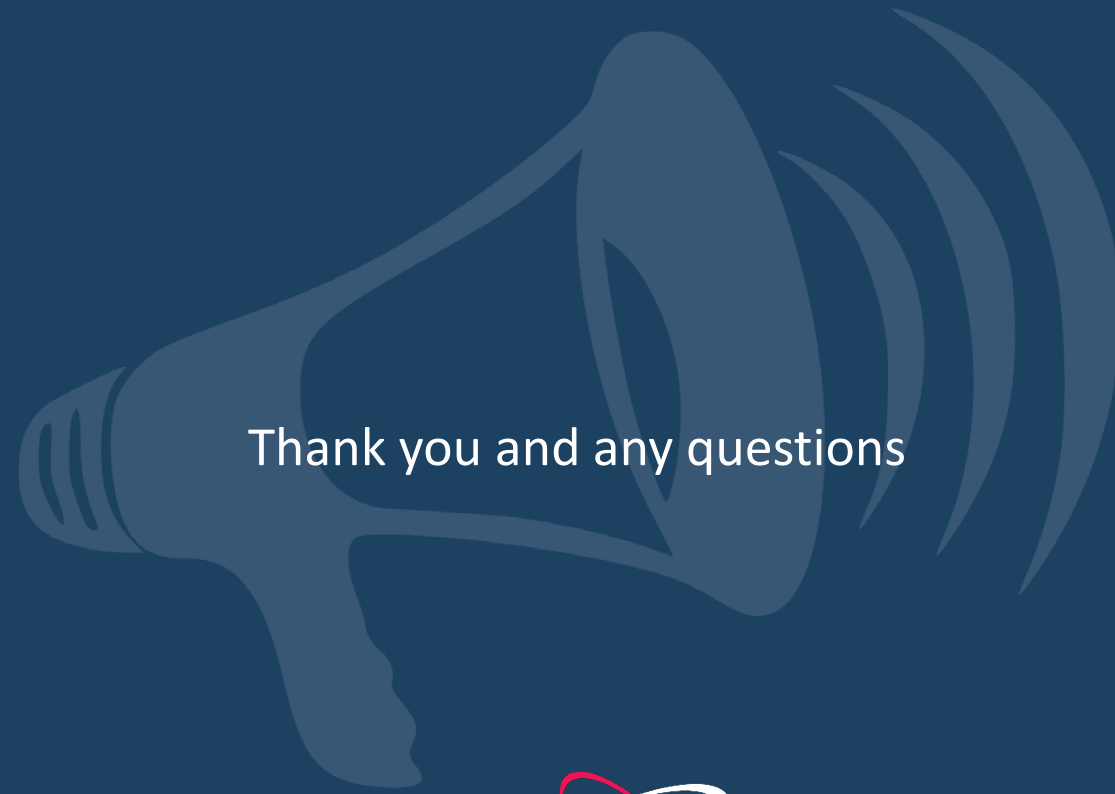
- Tenderers have to price the following three scenarios of **concurrent users**. The price should be provided per month in € for both a SaaS solution and a managed on-premises solution.
  - 250 concurrent users
  - 1,000 concurrent users
  - 2,500 concurrent users
- For the evaluation all three prices will be added together and divided by 3,750 to give an average concurrent user price per month, which will form the basis for the comparison. This is done for both solutions and these two numbers are then added to give the evaluation key.

## List of OIPs pre-notified

- Cisco/Acano
- Adobe
- Ploycom
- Pexip
- Vidyo
- Zoom
- Lifesize
- Viewme
- Starleaf
- Fuse
- Videxio
- Jitsi
- *Join.me*
- *Microsoft*
- *...other 30....*

In case of questions, please contact:

Peter.Szegedi@geant.org



Thank you and any questions



Networks · Services · People

[www.geant.org](http://www.geant.org)



© GEANT Limited on behalf of the GN4 Phase 1 project.

The research leading to these results has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement No. 691567 (GN4-1).