

# GC Cloud Strategy 2024

## Industry Q&A – Wave 1

### **1. Why are we changing the Government of Canada (GC) cloud procurement?**

**A:** The new GC Cloud Strategy 2024 will support departments and agencies as they navigate IT modernization in a way that incorporates long-term cloud procurement, increasing stability in their cloud environment and maximizing business value across the whole government. To support the new GC Cloud Strategy 2024, SSC will be developing a new generation of procurement vehicles.

### **2. Why are we changing the Framework Agreement (FA)?**

**A:** A review of lessons learned from the current FA confirmed its value to the GC, as it allows for the procurement of efficient (quick) and secure access to cloud services for the GC. However, the review also identified some challenges and generated key recommendations for improvement as cloud consumption grows across the GC. As such, the FA will be updated to address some of these challenges and recommendations to provide continuity of services and support departments until a new generation of procurement vehicles becomes available. The intent is to transition to the new vehicles with no service interruptions.

### **3. Which procurement vehicle will SSC focus on first?**

**A:** The priority is the Infrastructure as a Service (IaaS) contract vehicle.

### **4. Significant time and effort have been invested in competing for, negotiating and working with the existing framework agreements. Will all that work be discarded now?**

**A:** No. The significant time and effort invested in competing for, negotiating, and working with the existing framework agreements will not be discarded. The intent is to leverage the existing groundwork and build upon it. Multiple components of the framework agreements, such as terms and conditions and security requirements, will be reinvested in the design of the new generation of procurement vehicles.

### **5. Why are you engaging industry when your plans are not finalized?**

**A:** We are engaging industry—along with departments and agencies—early in the process in the spirit of transparency and collaboration. This ensures that all stakeholders can collaborate with us and help us to design and develop the next iteration of cloud services for the GC. We are looking for your collaboration from the earliest stage possible in helping us design a future state that benefits from your expertise and will best meet the needs of the GC.

### **6. Will industry be engaged and consulted on the new strategy?**

**A:** Yes. SSC is embarking on an involved consultation process with industry stakeholders, including existing FA holders and new suppliers who may want to compete for the new GC cloud contract vehicles.

### **7. How and when will you be engaging with industry?**

**A:** The first Industry Day on the GC Cloud Strategy 2024 was held on November 29, 2023. The second Industry Day is planned for January 29, 2024. Details will be posted on CanadaBuys shortly.