Document on the market consultation process with the economic operators interested in providing cloud migration services which are to be procured for the Governmental Cloud of Romania

Cloud Application Migration Services (IaaS/PaaS) for the Governmental Cloud of Romania

1. **General information about the Contracting Authority**

|  |  |
| --- | --- |
| **Name** | Authority for Digitalisation of Romania (ADR) |
| **Type** | Structure with legal personality subordinated to the Ministry of Research, Innovation and Digitalisation of Romania |
| **Activity** | Drafting of public strategies and policies in the field of digital transformation and information society and coordination of their implementation |
| **Address** | Bd. Libertatii No. 14, postal code 050706, sector 5, Bucharest, Romania |
| **URL** | https://www.adr.gov.ro/ |
| **Contact person** | Cristina Marincea |
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1. **Context of the public market consultation**

Romania’s National Recovery and Resilience Plan (NRRP) supports the digital transition with investments and reforms for the digitalisation of public administration in crucial areas such as justice, employment and social protection, environment, public service management and skills development of civil servants, public procurement, cybersecurity, taxation and customs, while building a secure **Government Cloud** infrastructure and supporting electronic identity (eID) deployment.

The Governmental Cloud infrastructure is the **most significant digital investment in Romania**, aimed at improving the development and delivery of **digital public services to citizens and businesses** and significantlyimproving the **interconnectivity** among public institutions in Romania. More information about the Government Cloud can be found at the official link <https://www.adr.gov.ro/cloud/>.

Within the investments in the Government Cloud, the **milestones 156 and 157** of Investment 2 “Investment for Cloud Development/migration” according to Component 7 of the NRRP define specific obligations for the Romanian authorities in terms of migration of various IT applications and systems to the new cloud (see below):

|  |
| --- |
| Migration of Government Digital Service Applications to Infrastructure as a Service – IaaS/platform as a Service – PaaS – in two waves: (1) by Quarter 2, 2025 – at least 5 IT applications and systems, (2) by Quarter 2, 2026 – other applications and systems up to the total target of 30 such IT applications and systems migrated. |

Within the governance set-up for implementing the Governmental Cloud, the **Authority for Digitalisation of Romania is responsible for ensuring the execution of the migration of various IT applications and systems**, according to the milestones indicated above, and receives in this respect **technical assistance/advisory support from the World Bank and the European Investment Bank**. The technical assistance/advisory support also covers the preparation of future award procedures for the migration contracts concerned.

ADR is organised and operates on the basis of Government Decision No 89/2020, as subsequently amended and supplemented.

1. **Internet address where information on the market consultation process is published**

Information on the market consultation process is published on the Romanian public procurement official platform in Romania ([www.e-licitație.ro](http://www.e-licitație.ro) SEAP), as well as in the Supplement to the Official Journal of the European Union on Tenders Electronic Daily. Additionally, the information is also published on the website of ADR under the section https://www.adr.gov.ro/anunturi/.

**This notice will be used solely to ensure** **advertising for public consultation of the market (for information purposes only).** This does not constitute a notice of intent by which the Contracting Authority makes known its intentions regarding planned procurement within the meaning of Article 143 of (Romanian) Law no. 98/2016 on public procurement, as subsequently amended and supplemented.

1. **Description of the necessity of the Contracting Authority**

As already indicated, within NRRP the Authority for Digitalisation of Romania has the task of migrating **at least 30 IT applications and systems** to the Governmental Cloud which belong to various Romanian institutions and public authorities. ADR will ensure the cloud migration process, benefiting from a total budget of **approximately EUR 180 million** from NRRP dedicated to this investment.

The list of IT applications and systems supporting the provision of public services, selected and prioritised for migration to the Government Cloud under Investment 2 of NRRP, is in the process of being finalised.

ADR aims to investigate market capacities to meet the implementation needs of the above-mentioned project in order **to improve the planning and design of future public procurement procedures** (including the estimation of associated costs) through which it will contract cloud migration services.

ADR envisages three strategies for migrating applications to the cloud (IaaS/PaaS): rehost (lift and shift)*,* reorganisation (revision) of the platform (re*-platform/revise)* and redesign (*rearchitect).*

Changes in the IT applications/ systems that will be made from a migration perspective will also cover issues related to **cybersecurity, interoperability and web accessibility**.

ADR expects to launch **several procurement procedures in the course of 2024** to procure cloud migration services and envisages the possibility **of bundling/aggregating several IT applications and systems** in distinct public procurement contracts.

1. **Presentation of the market consultation process**

The market consultation process consists of 4 main phases:

1. ADR will organise **2 market information sessions** during which it will present more information on the process of migration of IT applications and systems in the Governmental Cloud.
2. **Economic operators shall fill in the questionnaire** included in this document and send it filled-in to the ADR.
3. After analysing the questionnaires received, the **ADR may choose to organize bilateral consultation meetings** (individual meetings) with economic operators participating in the market consultation process.
4. ADR will consolidate the findings in a **market consultation report**.
5. **Information sessions**

ADR will organize 2 market information sessions during which it will present more information on the process of migration of IT applications and systems in the Governmental Cloud. The session held in the Romanian language will take place on **25 January 2024**, from 13:00 p.m. to 15:00 p.m. (Romania time) and the session held in the English language will take place on **26 January 2024,** from 11:30 a.m. to 13:30 p.m. Thus, the sessions will have the same content, **the** **economic operators being invited to opt for one of the sessions according to the preference for the working language**.

If your organisation is interested in participating, please indicate your preferred session via an email sent to the ADR, together with details of the participants (name, email address, telephone number, function in the organisation) **by no later than 12:00 (Romania time) on 23 January 2024**. ADR will send invitations to the online meeting after this deadline.

1. **Filling in the questionnaire**

Interested economic operators are invited to respond to this market consultation **by filling in the questionnaire contained in this document.**

The answers can be recorded directly in the editable document of the questionnaire available in SEAP and on ADR’s website, in the section available at the address <https://www.adr.gov.ro/>, in the „News” („Noutăți”) section no later than **23:59 (Romania time) on 4 February 2024**.

For the sake of clarity, we would point out that **the economic operators** **who will submit the filled-in questionnaire are not obliged to also participate in the information sessions described above.**

The answers to the questionnaire can be submitted in both Romanian and English languages (both versions of the questionnaire are available below).

1. **Bilateral consultation meetings (individual meetings)**

The bilateral consultation meetings (individual meetings) will be organised in Romanian/English, either at the request of interested participants in the market consultation or at the ADR initiative **to clarify the information submitted through questionnaires filled in by the participants in the consultation.**

Each bilateral consultation meeting (individual meeting) **will have an estimated duration of 60 minutes**.

The estimated period of individual meetings is **26 February – 8 March, between 09:00 and 17:00** (Romanian time). Economic operators willing to participate in bilateral consultation meetings (individual meetings) must maintain a time availability for those meetings.

**Participation in bilateral consultation meetings (individual meetings) is conditioned by submission of the completed questionnaire in due time.**

The meetings will take place through **online conferences** and **can be recorded** to support the documentation for the public consultation report. Acceptance of an invitation to the bilateral consultation meeting also implies acceptance of this possibility by the invited economic operators.

After each meeting **summaries** (representing the key issues communicated) will be prepared, which will be sent to the participants for agreement. Within two working days the participants must send ADR their replies regarding the summaries In the absence of a reply within the specified deadline, the summaries of the meeting will be considered confirmed.

1. **Market consultation report**

The market consultation process will be completed by publishing a **Market Consultation Report** by ADR in theRomanian Public Procurement Platform, SEAP, in the *Market Consultation section* and onADR’s website in the in the „News” („Noutăți”) section and will be available to all participants or interested persons.

The market consultation report will be published at the latest before the launch of the award procedures covered by this consultation process.

1. **Privacy**

The ADR will conduct the market consultation using information obtained from questionnaires filled in by participants and from the bilateral consultation meetings (individual meetings). Please note that the above information cannot be confidential.

Also, any suggestions/recommendations with an impact on the procurement documentation cannot be declared confidential by the participants to the market consultation.

Where appropriate, participants in bilateral meetings may request with a certain reason the protection of any personal data, technical or trade secrets or data protected by an intellectual property right.

1. **References to measures taken against distortions of competition and/or infringement of the principles of non-discrimination and transparency, both in market consultation and in associated award procedures**

The contracting authority will maintain the traceability of events and document all consultation meetings to demonstrate the application of the principles of public procurement, keeping track of the meetings and topics discussed. Each meeting will be documented by drafting summaries of the meeting.

The information that respondents/organisations provided during consultation meetings will not bring them any advantages or disadvantages for the award procedure/s associated with this market consultation. The answers or participation of economic operators in this market consultation will under no circumstances constitute grounds for exclusion from the future award procedure/s.

**This market consultation is not intended to select a specific tenderer for the future award procedure(s).** This market consultation does not replace the selection process. Respondents/participants will not submit requests to participate or offers in response to this public market consultation.

Participation in this public market consultation is purely voluntary. The contracting authority shall neither grant financial compensation to participants in the public market consultation nor reimburse the costs incurred as a result of participating in the public market consultation.

**The information received by the Contracting Authority during the market consultations may be used in the planning and conduct of the future procurement procedure(s), at the ADR’s discretion,** in accordance with the provisions of the Romanian public procurement legislation.

No information contained in this document, in documents published in SEAP or by any other means in connection with this public consultation process or any communication between the Contracting Authority and any person/organisation in connection with this market consultation may be invoked in the context of a contract, agreement or any other similar form.

1. **Questionnaire**
2. **Section 1: Organisation profile**

Please tell us about your organisation.

1. **Please indicate the identification data of your organisation.  
   [Please provide the name of the organisation, identification details, website, contact address and contact information (phone number and e-mail address) for the person responsible on behalf of your organisation for participating in this market consultation ]**
2. **When was your organisation established?**

[Please insert year – 4 digits]

1. **How many employees does your organisation have? (approximate number of employees in the last closed financial year)**

[Please mark the relevant range in yellow]

| **Type of experience of the employees** | **In total** | **...of which in the EU** | **...of which in Romania** |
| --- | --- | --- | --- |
| Experience in cloud migration of IT applications/ systems in IaaS | <25  <50  <100  <500  <1.000  <10.000  10.000+ | <25  <50  <100  <500  <1.000  <10.000  10.000+ | <25  <50  <100  <500  <1.000  <10.000  10.000+ |
| Experience in cloud migration of IT applications/ systems in PaaS | <25  <50  <100  <500  <1.000  <10.000  10.000+ | <25  <50  <100  <500  <1.000  <10.000  10.000+ | <25  <50  <100  <500  <1.000  <10.000  10.000+ |
| Experience in developing and maintaining *cloud ready and/or native cloud* applications | <25  <50  <100  <500  <1.000  <10.000  10.000+ | <25  <50  <100  <500  <1.000  <10.000  10.000+ | <25  <50  <100  <500  <1.000  <10.000  10.000+ |
| Experience in web application development and maintenance | <25  <50  <100  <500  <1.000  <10.000  10.000+ | <25  <50  <100  <500  <1.000  <10.000  10.000+ | <25  <50  <100  <500  <1.000  <10.000  10.000+ |
| Experience in operating IT infrastructures in cloud computing environments | <25  <50  <100  <500  <1.000  <10.000  10.000+ | <25  <50  <100  <500  <1.000  <10.000  10.000+ | <25  <50  <100  <500  <1.000  <10.000  10.000+ |
| Experience in operating cloud infrastructures | <25  <50  <100  <500  <1.000  <10.000  10.000+ | <25  <50  <100  <500  <1.000  <10.000  10.000+ | <25  <50  <100  <500  <1.000  <10.000  10.000+ |

1. **What was your total turnover in the last closed financial year?  
   Please indicate in the table below the year of your last closed financial year. Please mention the year to which you refer, the overall consolidated turnover, the turnover in Europe and the turnover in Romania as approximate percentages.**

| **Year** | **Turnover in Euro (global)** | **Turnover in Euro (Europe)** | **Turnover in Euro  (Romania)** |
| --- | --- | --- | --- |
| 20.... | EUR... | ... %  of global turnover | ... %  of global turnover |

1. **How many contracts/ projects related to the migration of IT applications/systems to cloud (IaaS/PaaS) have you implemented in the last five years and what has been the approximate total budget of these contracts/projects?**

[Number of contracts/projects total and total amount in euro], of which

[Number of contracts/projects for public institutions and related amount in euro]

1. **How many contracts/projects related to the migration of IT applications/systems to the cloud (IaaS/PaaS) have you implemented in Romania over the past five years and what has been the approximate budget of these contracts/projects?**

[Number of contracts/projects and total amount in euro]

1. **Section 2: Market and operations**

Please tell us about the market you are active in when it comes to migrating applications to cloud services (IaaS/PaaS).

1. **What type of application migration to cloud services (IaaS/PaaS), if applicable, do you outsource/subcontract to third party partners or providers? Please explain why you outsource/subcontract these services.**[Free text – 500 character limit]

1. **The Contracting Authority is considering selecting one or more partners for migration services of ~30 applications in the Governmental Cloud (IaaS/PaaS). What would discourage you from submitting your offer for this/these award procedures?**

[Free text – 500 character limit]

1. **If the Contracting Authority decides to group applications into different lots or award procedures, what grouping criterion/ criteria would you suggest to be used?**

[Free text – 1000 character limit]

1. **What information would you need for each of the ~30 targeted applications to send a qualitative technical-financial offer?**

[Free text – 500 character limit]

1. **In your opinion, what are the main risks and critical success factors in executing/managing application migration to the Government Cloud (IaaS/PaaS)?**

[Free text – 1000 character limit]

1. **Do you have any other information you want to communicate about the market and your operations on cloud migration services?**

[Free text – 500 character limit]

1. **Section 3: Budgeting**

Please present experiences and opinions on budgeting for the migration of applications to cloud services (IaaS/PaaS).

1. **What are the main cost components and what would their relative share of cloud application migration (IaaS/PaaS) be, in your experience? Where applicable, please specify this for each of the migration strategies considered by the ADR and described above.**

[Free text – 500 character limit]

1. **What would be an appropriate contract price adjustment mechanism for the migration of applications to the cloud (IaaS/PaaS) from your experience?**

[Free text – 500 character limit]

1. **What factors would cause you unforeseen costs when migrating applications to the Government Cloud and what would be the best way for ADR to prevent those unexpected costs?**

[Free text – 500 character limit]

1. **Do you have any other information you want to communicate about prices to help ADR budget properly the cloud migration contract(s****) (e.g. fee rate day/person per expert)?**

[Free text – 500 character limit]

1. **Section 4: Scope of the contract with ADR**
2. **How attractive is the subject of the public consultation notice to your organisation?**

[0 – Not attractive at all; 10 – Very attractive)

1. **For the previous question, please indicate the main criteria on which your assessment is based:**

[Free text – 500 character limit]

1. **How can ADR increase the attractiveness of targeted award procedures for your organisation?**

[Free text – 500 character limit]

1. **From your experience, what would be the typical migration duration for each of the three application migration strategies? Please submit information separately for (i) Rehosting, (ii) Platform reorganisation (revision) (Re-platform) and (iii) Redesign (Rearchitect), in your experience**

[Free text – 1000 character limit]

1. **Please explain the main types of expertise and competence you usually use in cloud migration services. Please elaborate for (i) Rehost, (ii) Reorganisation (revision) of the platform (Re-platform) and (iii) Redesign (Rearchitect).**

[Free text – 1000 character limit]

1. **Would you consider submitting your offer if the ADR decides to launch an award procedure for cloud migration services?**

[Yes/No]

1. **Do you have any other information that you would like to provide on the subject matter of the migration services to be considered by ADR?**

[Free text – 500 character limit]

1. **Section 5: Participation in consultation meetings**
2. **Please indicate whether your organisation would also like to participate in a bilateral consultation meeting with ADR (online).**

[Yes/No]

1. **If yes to the previous question, please indicate your language preferences for the consultation meeting** bychoosing one of the answers below**:**   
   [Please mark the relevant answer in yellow]

* I can ensure the participation of relevant staff in the consultation meeting in Romanian.
* I can ensure the participation of relevant staff in the consultation meeting in English.
* I don’t have a preference for the working language.