

# Video and Web Conferencing

European Tendering for Framework Agreements

*TF-WebRTC in Helsinki, Finland*

22/09/2016

A decorative graphic at the bottom of the slide featuring a thick red diagonal band and several glowing, multi-colored lines (blue, purple, yellow) that sweep across the lower right corner.

- 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

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- 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

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- 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

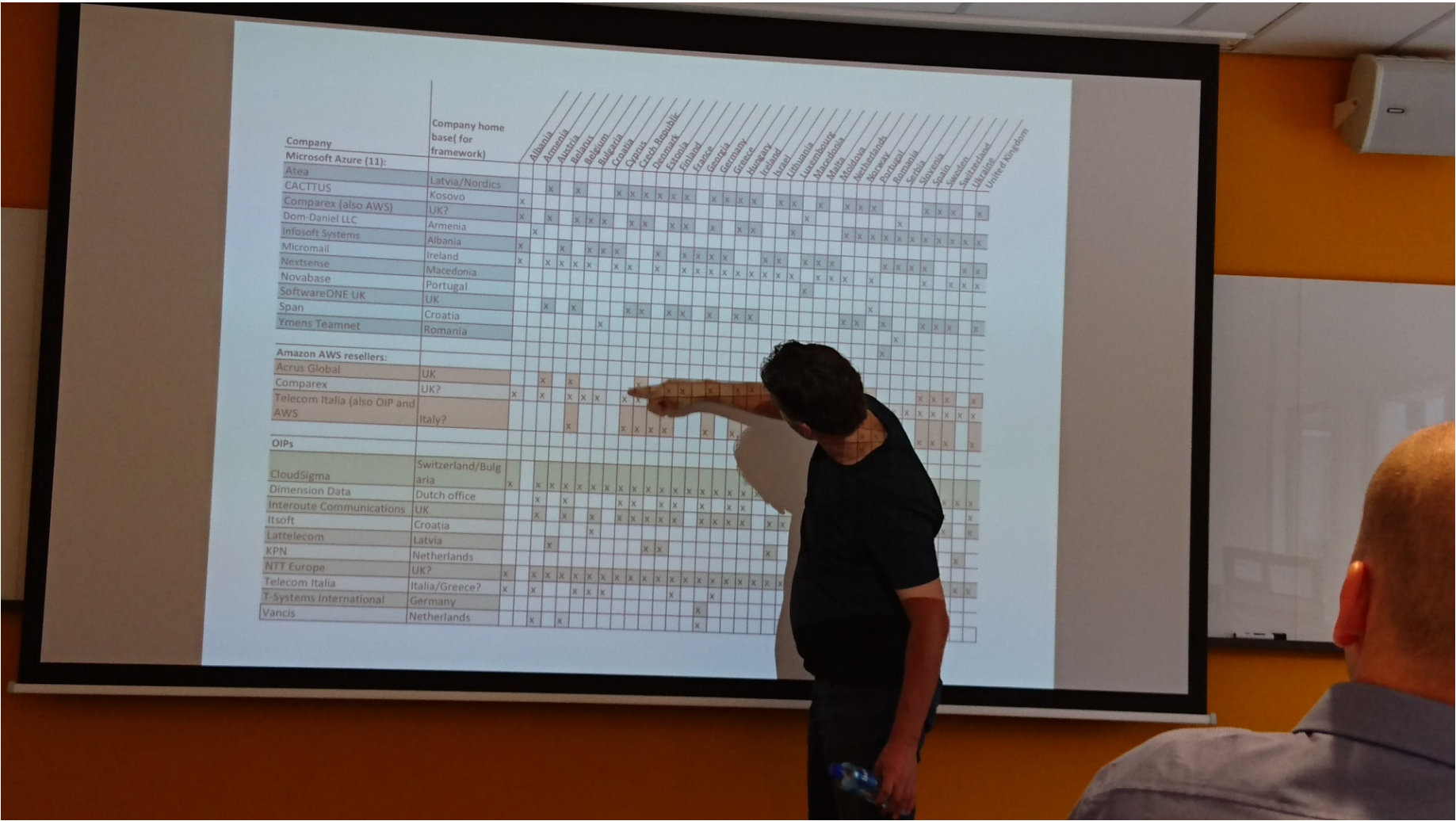
# Technical Requirements for the Outline Proposal

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- 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...

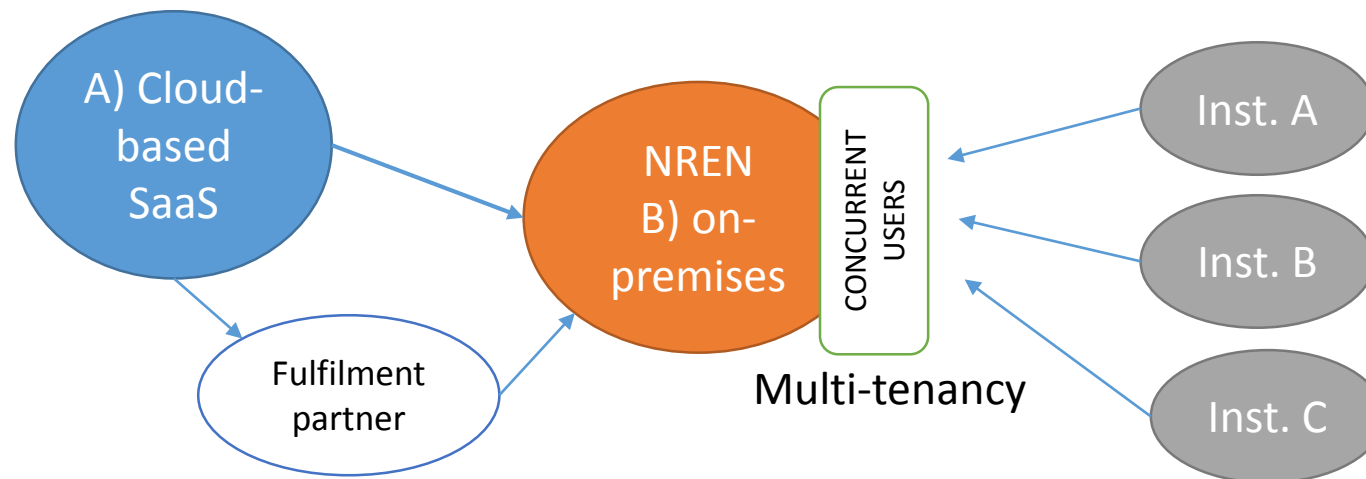




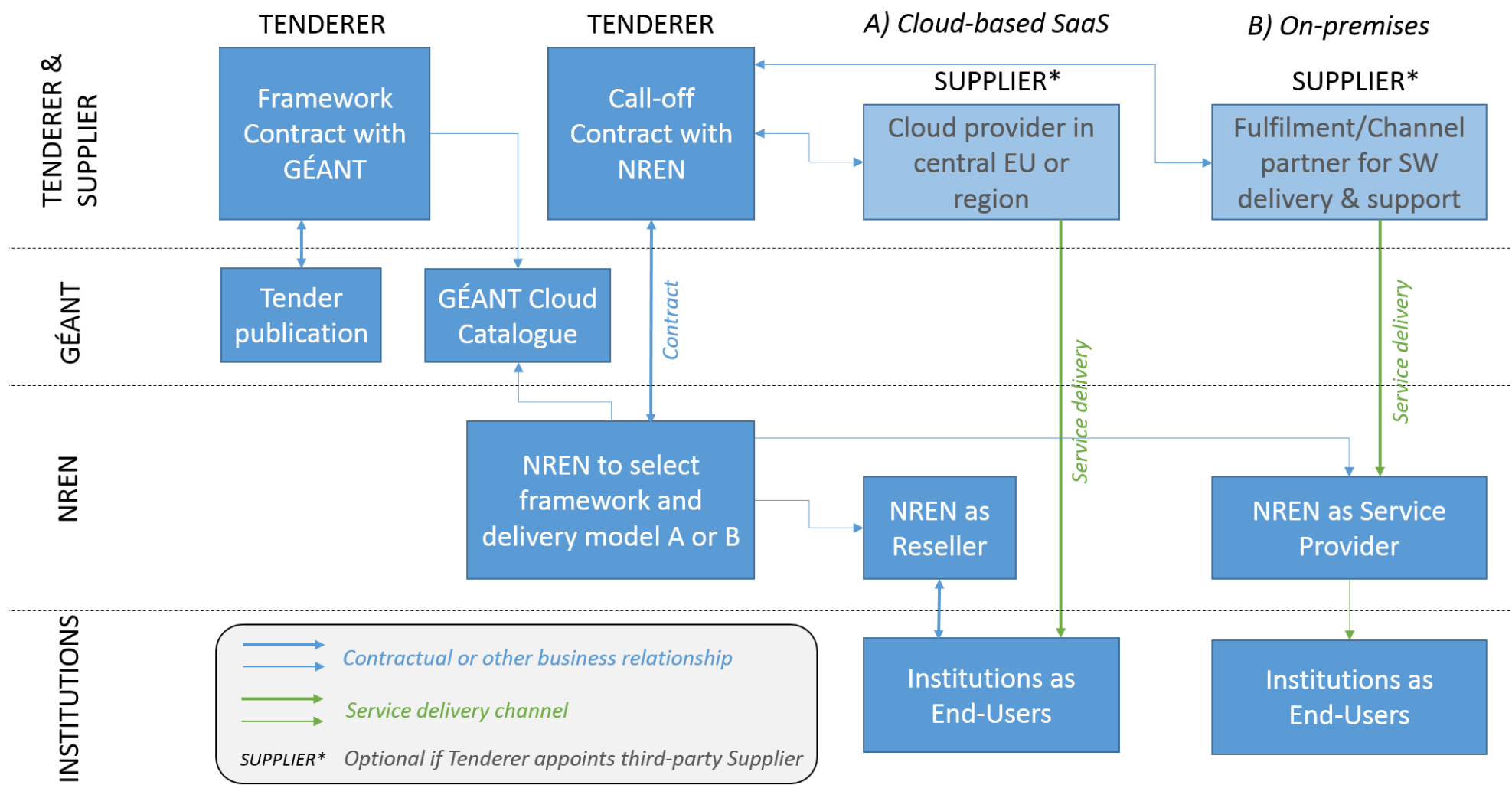
# Make it simple...

- 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





- 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.

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

In case of questions, please contact:

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Thank you and any questions



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