



Cloud First: with new *Buying Cloud Services in Public Sector* handbook, industry coalition provides the first best practice guidance for Europe's public procurers of cloud services.

Brussels, 3rd July 2019 – Launched today, the 66-page guide is designed to help public purchasers in Europe to shape more effective cloud procurement vehicles, facilitate the digital transformation of governments and encourage the public sector to adopt forward-looking cloud first public procurement policy.

Building on best practices from all the cloud ecosystem

Developed by CISPE (Cloud Infrastructure Services Providers in Europe) with the support of Cloud Industry Forum, Danish Cloud Community, DHPA, eco / EuroCloud Germany, EuroCloud France and ISPConnect, the handbook shares the experience of partners, organisations and members in the framing of public procurement in the cloud market.

Together, the coalition represents thousands of companies comprising Europe's cloud ecosystem.

The handbook, launched in the presence of the European Commission during the Brussels event "*How to Transform Governments Through a Smart Cloud Policy*", will be translated into multiple European languages and launched in various EU Member States in September and October 2019.

Facilitate the move to cloud

The handbook is meant to facilitate the digital transformation of governments and the public sector by providing best practice guidance for Europe's public procurers of cloud services. When more government and public agencies adopt forward-looking cloud first public procurement policy requiring that cloud is used as default unless it is justified ("if not cloud, why not?"), these public procurers can ground their decisions on the effective guidance that the CISPE Cloud Handbook provides (<http://bit.ly/2XV9wap>) and ensure the best decisions are being made for the right reasons.

"The recently published DG IT cloud strategy is a great step forward in achieving a coherent EU-wide 'Cloud First' public procurement policy and all the benefits that can bring—beginning inside the Commission and other EU institutions," said **Alban Schmutz, Chairman of CISPE and Vice-President Strategic Development & Public Affairs at OVH**.

"The UK has demonstrated its ability to take the public sector into the cloud with the success of the GCloud initiative, and is totally dedicated to doing more, helping to drive a coherent framework between European states," added **Richard Sykes, Chairman of the Cloud Industry Forum**.

"We have a unique opportunity to bring the capabilities of the cloud to public entities to enable the transformation of services that is expected by citizens," said **Sven Visser, Chairman of DHPA and Director of Cyso Group**. "Working together at a European scale is critical for the success of European companies."

"The French Minister of Digital Economy announced the Cloud Strategy of the French government July 4th 2018, during our annual CloudWeekParis Event, commented **Francis Weill, CEO France of Getronics and President of EuroCloud France**. "This new handbook complements the tools already available to French public buyers for cloud procurement."



“Sharing best practices between European countries is an important role for our associations; we are working hard to get Germany soon at the forefront of a Cloud First policy in the public sector,” said **Andreas Weiss, Director of EuroCloud Germany, part of eco Association of the Internet Industry.**

“Having Europe moving together towards ‘Cloud First’ policies at continental scale is key for the entire ecosystem,” added **Jens Erik Thorndahl, Director of the Danish Cloud Community.**

“Our members expect public services to be an exemplar in how organisations spend their IT budgets,” said **Simon Besteman, CEO of ISPConnect.** “Cloud today needs to be considered as a central asset in the success of policies in the Netherlands and for Europe as a whole.”

About CISPE – <https://cispe.cloud>

CISPE is a non-profit association with a goal of developing greater understanding and promoting the use of cloud infrastructure services in Europe. Members are ranging from SMEs to large multinationals, based in 14 EU Member States and with customers across the EU. CISPE member companies have cumulatively invested billions of euros in Europe’s digital infrastructure and to prepare Europe’s workforce for the high- quality tech jobs of tomorrow.

CISPE has also developed the first dedicated cloud infrastructure Code of Conduct for Data Protection under the EU’s General Data Protection Regulation (GDPR). The code aligns with the strict requirements laid out in the GDPR framework to help providers comply and avoid penalties while helping customers and end users to select cloud providers and trust their services. CISPE is also co-chair - together with EuroCIO - of the cloud infrastructure industry working group sponsored by the European Commission to develop industry Codes of Conducts that facilitates data portability under the framework of the Free Flow of non-personal Data Regulation.

About Cloud Industry Forum – <https://www.cloudindustryforum.org>

The Cloud Industry Forum (CIF), is a not for profit company limited by guarantee, and is an industry body that champions and advocates the adoption and use of Cloud-based services by businesses and individuals. CIF aims to educate, inform and represent Cloud Service Users, Cloud Service Providers, Cloud Infrastructure Providers, Cloud Resellers, Cloud System Integrators and international Cloud Standards organisations.

About Danish Cloud Community – <https://www.cloudcommunity.dk>

Danish Cloud Community was founded in 2011 and is organizing the Danish cloud and hosting providers shaping the future of the industry. With more than 60 members the Danish Cloud Community represents a large part of the total industry in Denmark having 4 basic functions: Knowledge Management, Networking, Certification and Influencing.

About DHPA – <https://www.dhpa.nl>

DHPA represents over 30 leading participants and more than 30 premium class vendors of technology products and services in the Dutch cloud and hosting industry. DHPA participants differentiate themselves through professionalism, quality and focus on information security. Together, these companies are responsible for a significant part of the managed hosting revenue in the Netherlands. For a full overview of DHPA partners and members, visit www.dhpa.nl. The DHPA is leading the industry with its code of conduct through professional, honest and ethical operations. With that, DHPA members serve as an example for the complete online sector with regards to highly qualitative services.

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About eco / EuroCloud Germany (EuroCloud Deutschland_eco) – <https://international.eco.de>

eco (<https://international.eco.de>), with more than 1,100 member companies, is the largest Internet industry association in Europe. Since 1995, the eco Association has been instrumental in the development of the Internet in Germany. eco forms framework conditions and represents the interests of members in politics and international committees. In the Competence Network, important specialists and decision makers of the Internet industry are represented, and current and future Internet themes are driven forward.

EuroCloud Germany as a sub entity of eco is the association of German cloud computing enterprises and represents these in the pan-European EuroCloud network. EuroCloud Deutschland_eco promotes acceptance for cloud services on the German market and to lay the groundwork for international business relations.

About EuroCloud France – <https://www.eurocloud.fr>

EuroCloud France is a non-profit organization. Created in 2001, the association was originally called ASP Forum. In 2009, she became known as EuroCloud France. This change made it possible to take into account the emergence of Cloud Computing and especially to meet our European ambition. With 150 member companies, EuroCloud France is the largest European association of Cloud providers, from the world's leading and national leaders to start-ups. The objective of EuroCloud France is to promote the development of the use of Cloud Computing technologies by French companies.

About ISPConnect – <https://www.ispconnect.nl>

ISPConnect is the trade association of Internet Service Providers in the Netherlands.

Its goal is to represent the collective interests of our members by giving them a clear voice in the media, with regulators and the government by taking part in discussions and debates, starting projects of our own and engaging the media