



The State of Israel
Ministry of Finance – Accountant General
Assets Procurement & Logistics Division
The Government Procurement Administration

August 25, 2019
Proc. 2019-5479

"Nimbus Project"

Re: **Draft Principles for a Central Tender for the Provision of Public-Platform Cloud Services to the Israeli Government – Request for Comments from the Public**

1. The Government Procurement Administration (“GPA”) is presently conducting a process of examination and preparation toward the issuance of a central tender (the “Tender”) for the provision of public-platform-based cloud services to the government ministries and additional governmental units (the “Government”).
2. To this end, on February 28, 2019, the GPA released an announcement of its intention to issue a central tender therefor in the years 2019-2020. Further to such announcement, work has been undertaken to study the area and establish an outline for the Tender. In accordance with the outline currently taking shape, a request is hereby published for comments from the public to the draft principles of the planned Tender.
3. By this public request, we invite any person to provide their comments on the principles of the planned Tender and convey any other relevant information for the purpose of studying the matter. Responses to this request should be submitted according to Section 5 below.
4. **Draft Principles of the Tender**

4.1. **General:**

- 4.1.1. The Tender will require the winning provider to provide cloud services in and outside of Israel to the government and to set up a “region” in the State of Israel, which shall comply with security, durability and

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operational continuity requirements that meet the needs of the Israeli Government and from which cloud-based IT services will be consumable (resources of IT and processing, networks, servers, storage facilities, apps, management services, services, etc.) which are configurable and allocatable in a quick and efficient manner (a “**Region**”). The government will be able to consume cloud services from a region outside of Israel even prior to the operation of the Region in Israel, in accordance with the rules and conditions stipulated in the Tender.

- 4.1.2. The Region to be set up by the winning provider will be operational completely separately from the public-cloud services provided by the provider in any other region in the world, and will include, at the very least, two different “domains” in a separate physical location, from which cloud services may be consumed. Each such domain shall include one data center or more (the data center will not be shared with another domain), and shall have, *inter alia*, cooling resources, network connections and power sources that are completely separate from any other domain (a “**Domain**”).
- 4.1.3. The Tender is planned to be issued with a pre-qualification stage, with the first stage – the pre-qualification (“**PQ**”) – scheduled to be published in December 2019-January 2020.

The Tender is intended to choose a single winning provider that will enter into a direct engagement with the Israeli Government. It is clarified that the services will be provided by a local legal entity which is subject to the laws of the State of Israel.

- 4.1.4. The Region to be set up by the winning provider in Israel will serve not only the Government, but also other customers.

4.2. Draft Principles of the Requirements for the Pre-Qualification Stage:

In the PQ stage, the bidders will be required to comply with several key conditions and requirements, as specified below:

- 4.2.1. Continuous provision of public-cloud services since January 1, 2016.
- 4.2.2. Operation of an official representative office in Israel for a minimum period of 12 consecutive months prior to the date of response to the PQ (the company itself or a subsidiary wholly-owned thereby, not by formal partners/exclusive representatives or others, will be deemed as a representative office).
- 4.2.3. The bidder's revenues from the provision of public-cloud services worldwide amounted to no less than \$2 billion (USD), in each of the years 2017, 2018 and 2019.
- 4.2.4. The bidder operates at least four different regions with a global presence wherein public-cloud services may be consumed, of which:
 - 4.2.4.1. At least **one** of the regions is located in the U.S. and includes at least 3 different domains, which are located at a straight-line distance of at least 40 km from one another.
 - 4.2.4.2. At least **one** of the regions is located in the European Union and includes at least 3 different domains, which are located at a straight-line distance of at least 40 km from one another.
 - 4.2.4.3. At least **one** of the regions is located in one of the following countries: Australia, New Zealand, Japan, South Korea, Taiwan, Singapore, India, Thailand, the Philippines or Vietnam.
 - 4.2.4.4. An additional region may be situated anywhere else in the world.
- 4.2.5. The bidder publishes public price lists denoted in U.S. dollars, which are publicly available, for all products and services offered thereby, in each of the regions operated thereby around the world wherein public-cloud services may be consumed (with the exception of regions designated for the use of specific entities only). The price lists are required to be linked to the bidder's procurement/orders and services operation system.

- 4.2.6. The bidder operates a designated service catalogue that includes at least 500 services and apps (of the bidder's and of third party providers), which are consumable and usable on the bidder's public-cloud platform, by means of independent order and activation by the customer through the account management system without the provider's involvement (actual payment to third party companies may be made either through the cloud-service provider itself or to third party companies directly).
- 4.2.7. The provider publishes an SLA for the public-cloud services provided thereby, which is publicly available and which includes clear metrics and obligations for the provided services.
- 4.2.8. The provider complies with all of the following standards together: ISO27001; ISO27017; ISO27018.

5. **Rules of the Request**

- 5.1. Responses to this request should be delivered to the email address: govcloud@mof.gov.il, **by September 25, 2019 at 13:00**.
- 5.2. **For the avoidance of doubt, this document is neither a tender proceeding nor a request for proposals (RFP)**, and it does not compel the GPA to issue a tender as set forth above nor does it create any other obligation between the GPA and anyone submitting a response to the request. Following the receipt of responses to this request, the GPA shall consider its future actions according to its sole discretion.
- 5.3. It is further clarified that the submission of a response by a provider neither grants an advantage in, nor constitutes a condition for, participation in the Tender, insofar as any is issued in the future, and shall not warrant the provider's inclusion in the Tender or engagement therewith in any other form.
- 5.4. Further to this request, the GPA reserves its right, according to its sole discretion:
- 5.4.1. To contact and meet with prospective providers with a request for information and clarifications, presentations and demonstrations, the

conduct of a pilot, and for a tour of their premises or the premises of their customers.

- 5.4.2. To use the information gathered consequent to the release of this request for the purpose of drafting a tender or comprising a list of prospective providers.
 - 5.4.3. Insofar as a proceeding is conducted in the future for an engagement for the receipt of the above-referenced services, including a tender – to change or add conditions and requirements, and all in accordance with the needs determined by the GPA.
 - 5.4.4. To publish, by way of a tender or otherwise, specifications or features that will be based on the information accumulated as a result of the process.
 - 5.4.5. To make any use of the information provided by providers, including transfer thereof to other parties for the purpose of considering the possibility of entering into an engagement on the matter.
- 5.5. Any and all expenses entailed by the submission of a response to the request are the exclusive responsibility of the providers and shall be borne at their expense. It is emphasized that no provider shall be entitled to any compensation, indemnification, reimbursement or payment whatsoever from the GPA for responding to the request.
- 5.6. A provider submitting a response to this request states that:
- 5.6.1. It agrees to all of the provisions detailed in the document and undertakes that it shall have no claims or demands against the GPA or anyone else in relation to use of the information provided thereby.
 - 5.6.2. The information submitted by the provider or the future use thereof do not infringe upon third party rights, including copyrights, and it alone shall bear the liability for any demand or suit deriving from the claim that use of the submitted information violated such third party rights, and it shall indemnify the GPA immediately upon the receipt of a demand

for any amount it shall be required to pay and/or sued for due to such suit or demand, including expenses and legal fees.

- 5.6.3. The documents of this request are the exclusive property of the GPA.
- 5.7. This request is published with the authorization and supervision of the Central Tenders Committee of the GPA. For the avoidance of doubt, the principles of the Tender presented herein are for the public's comments. The binding principles of the Tender shall be published in the documents of the PQ and the Tender only.
- 5.8. This Request for Comments was originally published in the Hebrew language. In any case of conflict or discrepancy between the English and Hebrew versions, the Hebrew version shall prevail.