

FACT SHEET

PREFERENTIAL QUOTATIONS

Preferential Quotations (PQs) are special legally non-binding offers made by cloud service providers (suppliers) that can be used by Research & Educational institutions, NRENs and the GÉANT Association.

Preferential Quotations are not the result of an EU compliant procurement process conducted by GÉANT. Any institution or NREN who wishes to take advantage of preferential quotations are advised to adhere to their local procurement and tender regulations.

What is a Preferential Quotation?

Preferential Quotations (PQ), sometimes called Educational quotations, are special offers issued by cloud service vendors or software development companies that allows GÉANT members to use or buy certain services under special terms and conditions that were negotiated by the GÉANT Cloud Team.

These terms and conditions may include, but are not limited to: special prices, additional discounts, additional features not available to the general offering at the same service level, service agreements fully aligned with GDPR requirements, etc.

NREN member institutions are not obligated to use the services. The PQ simply indicated the availability and terms of services for institutions if they choose to take advantage of the offer.

Who is eligible?

Each PQ is slightly different and prospective users should check each PQ to see if they are eligible to take advantage of it. In general, PQs are available to:

- **Institutions** that are linked with NRENs in their country
- **NRENs** that wish to secure services for their own needs
- **The GÉANT Association** to consume services for their own needs,
- **Individual users** that are members or associated with or on staff of institutions above that wish to consume services for their own private use

Please be advised that it is important to thoroughly check the PQ text for correct scope.

What is the valid timeframe?

Most PQs are valid for at least one year with possible extensions. You are kindly advised to check each quotation text or the GÉANT Clouds Website for the exact list of currently available quotations and their terms of validity.

The quotations themselves do not limit time for the agreement between institutions and suppliers, and it is possible to use services beyond the end of the current quotation duration.

What are the benefits?

Since the PQs are not the result of a formal procurement procedure or tender process conducted by GÉANT, institutions are strongly advised to observe all applicable local procurement laws and annual spending limits. If the yearly usage is likely to exceed spending thresholds, the institution wishing to use the service needs to follow their local procurement laws and procedures but can use a PQ as a starting point in their procurement process and as one of their three quotations if required to do so.