



Background

 Aim: Mobile Device and Desktop Synchronization Service for the Nordic Academic community



Scope

To deliver a Mobile Device and Desktop Synchronization Service for the Nordic research and higher education community

Process

Service requirements specified via a user involvement process

Public framework procurement using the 2 stage restricted procedure



Differentiators in tender (1)

AAI integration with SAML2
Security and encryption at all levels
Willingness to interconnect directly at the network level
at a NORDUnet POP
Safe harbor
Willingness to accept National laws with regards to
personal data handling



Differentiators in tender (2)

Collaboration features and abilities
Multitude of platform and OS integration support
Pay as you grow business model
API capabilities
Integration with 3'rd party software



Status

Service Operational for all 4 NRENs

DelC

FUNET

SUNET

UNINETT

90% of Swedish Universities is using the service



Info links

Tender documents can be found at:

https://portal.nordu.net/display/NORDUtender/NORDUnet+tender+for+a+mobile +device+and+desktop+syncronisation+serviceMore information on the service

More information about the service can be found at:

https://www.box.com/



How does Box tell about itself?

Box is a simple, secure content-sharing solution that both users and IT love and adopt.



8M

Users on Box globally

170 K

Businesses actively using Box

200M

Files accessed per month

16

Million dollars raised

82%

the Fortune 500 now



The legal process

- Tender issued December 12, 2012
- Contract awarded March 15, 2013
- contract was signed April 7, 2013
- Then, individual contracts with each country
- For CSC this took about 6 months
- What did we learn: it takes a lot of time



The team

- Thomas Hyllested, NORDUnet, Jan Meijer, UNINETT, Stefan Liström, NORDUnet, Jan Hyllegaard, DeIC, Leif Johansson, SUNET, Per Nihlen, SUNET
- What did we learn: it takes a lot of resources



What was especially difficult?

- The finalisation of the frame contract, as the NRENs shifted their thinking about what should be part of the framework, which made the Framework contract far more comprehensive as originally intended
- They claim Safe Harbor ensures good data protection, whereas we did not think so – they prevailed



What was positive?

- Box agreed (with CSC) for the agreement to be under Finnish law
- Box agreed to extend the time before data is erased



Lessons learned

- Contracts with American companies always take time
- Those contracts also use up resources and cost real money
- Surprises do come the NSA thing there is nothing we or Box can do about it



Questions?

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