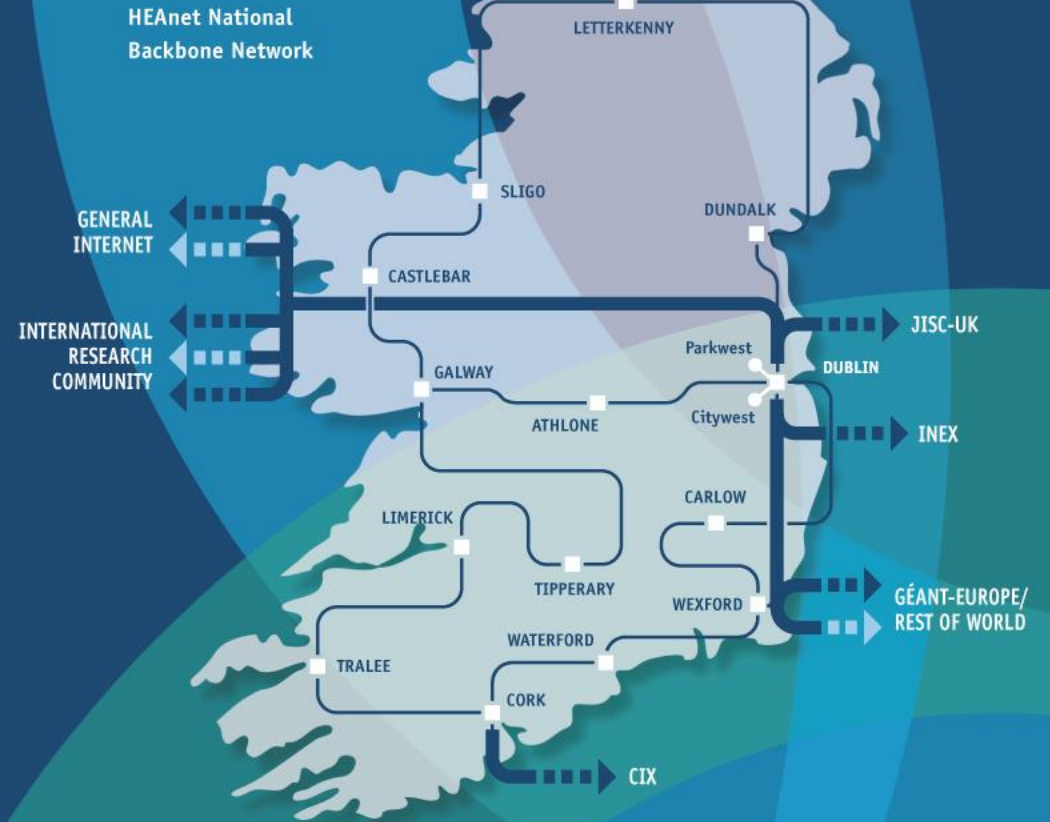




TF EDU
HEAnet Brokerage Services
17/04/2023



What We Do

- Save clients time, effort and money
- Create education sector ICT frameworks
- Work with GÉANT on IaaS+ and more
- Run workshops, webinars and training for clients
- Assist clients at a high level in running their own procurements



How We Procure

- Run mini competitions under Office of Government Procurement (OGP)
- Run HEAnet frameworks using open procurement procedure
- Run HEAnet DPS
- Collaborate with other NRENs to create frameworks and DPS
- Broker preferential pricing agreements

LMS - Buy vs Build

- We buy
 - Institution contracts directly with the LMS provider
- Used to offer a Moodle service
 - Retired the service in 2019
- LMS Market in Ireland is approximately
 - 30% Canvas
 - 30% D2L
 - 10% Blackboard Learn/Ultra
 - 30% Moodle

Why Buy

- Less time spent keeping the lights on
- Allows more time to work with the Academics
- LMS knowledge is scarce
- Upgrades are managed by the providers
- Security hardening done by the provider
- Prime contractor





Thank you

