

UbuntuNet Alliance

AWS Framework Agreement

Purpose:

This document serves as an information flyer for UbuntuNet Alliance NRENs, Higher Education, Research, and schooling affiliates.

Background:

With the intention to help digital modernization scale across Africa focusing Education and Research segment, in response to this ask, AWS initiated conversations with the UbuntuNet Alliance¹, hereinafter 'The Alliance', serving as the alliance of national research and education networks (NRENs) across east and southern Africa. The Alliance has member NRENs from 16 countries including Burundi, Botswana, the Democratic Republic of the Congo (DRC), Ethiopia, Kenya, Madagascar, Malawi, Mozambique, Rwanda, Somalia, Sudan, South Africa, Tanzania, Uganda, Zambia, and Zimbabwe. This network of NRENs represents over 1,000 universities and research institutions and over 3.48 million students and educators. The goal was to establish a framework agreement between The Alliance and AWS partners similar to the agreement AWS has in the United States (US) with Internet2 and in Europe with GEANT and the Open Clouds for Research Environments (OCRE). In November 2023, The Alliance selected two partners to sign separate frameworks with: Redington Gulf and Eiffel Corp.

Overview of the Agreements

As of June 2024, The Alliance and Redington³ (AWS partner) signed the UbuntuNet contract covering the resale of all AWS Services, resale of software from the AWS Marketplace and Redington professional & managed services.

NRENs and Institution Benefits:

1. The purpose of the agreement is to maximize the buying power of The Alliance and the discount methodology for the resale of AWS Services following a volume purchase agreement (VPA) structure whereby the partners commit to pass down a specific pre-negotiated discount based on the volume of business they aggregate across The Alliance. Customers are getting a discount for AWS Services without having a commitment from day 1. Base discounts start at 7% and can increase beyond based on the tiers⁴ negotiated between The Alliance and Redington.
2. Data Egress Waiver: AWS secured to enroll all of the NRENs within the alliance into the Global Data Egress Waiver² (GDEW) program giving the universities and research institutions a waiver of egress charges up to 15% of the total AWS monthly consumption.
3. AWS Marketplace: As part of the proposal process, Redington included private offers for some software solutions from AWS Marketplace (e.g. Security, Learning Managed System, Student Information System, DB, Customer Relationship Management, AI/ML Functional model) based on customer demand.

1. Website for the UbuntuNet Alliance: www.Ubuntunet.net
2. GDEW: <https://aws.amazon.com/blogs/publicsector/data-egress-waiver-available-for-eligible-researchers-and-institutions/>
3. <https://redingtoncloud.com/aws>
4. tiers: as aggregate consumption from the entities increase, discount will increase too.

4. Managed and Professional Services: Redington offers negotiated fixed hourly rates for the following service categories: Cloud Managed Services, Cloud Migrations (Infrastructure & Applications), Cloud Application Modernization & Optimization, Technical Support, Project Management, Advisory Services, and Software Development.
5. Free training and certification for 10 AWS certified Solution Architects from the member NRENs.
6. Enablement: From Nov 2023 Redington and AWS started enablement sessions holding webinars with NRENs and universities via The Alliance. We held webinars covering the following topics: Cloud 101, AWS Cloud value proposition for Research and Higher Education. Redington and AWS are available to deliver country specific sessions.
7. Cloud adoption support: Events, Redington and AWS will support local NRENs events to promote cloud transformation and frame agreement knowledge. Workshops for Executives and Technical teams with the aim to support strategy and plan definition. Proof of concept for technology testing and innovation projects.

Contracting

For customers in enabled countries, Redington can sell through the NRENs as AWS Partners/resellers or through AWS partners appointed by the NRENs.

Procurement

Customers must still follow their procurement policies and for public institutions, relevant procurement laws, when buying through this framework. Private institutions are not beholden to public procurement laws and therefore must only abide by their procurement policies. Public institutions can directly buy under this framework if the contract value is within the direct buy threshold for their specified country. That said, if a tender is required for a specific opportunity, Redington can bid as any other partner. Lastly, from a procurement perspective, the same NRENs can be onboarded as distribution resellers, by doing so, the NRENs will be the country transformation agent with their universities and research institutions. End customers will receive monthly invoices with detailed consumption data.

How to Engage.

Institutions can start the process reaching Redington aws_ubuntunet@redingtongroup.com

Term

The agreements will have a four-year term with the ability for The Alliance and the partner to renegotiate the discount tiers after the first two years.

1. Website for the UbuntuNet Alliance: www.Ubuntunet.net
2. GDEW: <https://aws.amazon.com/blogs/publicsector/data-egress-waiver-available-for-eligible-researchers-and-institutions/>
3. <https://redingtoncloud.com/aws>
4. tiers: as aggregate consumption from the entities increase, discount will increase too.

List of NRENs

NREN	Country
Burundi Education and Research Network (BERNET)	Burundi
Botswana Research and Education Network (BotsREN)	Botswana
Ebale, the NREN of DRC (Eb@le)	Democratic Republic of the Congo (DRC)
Ethiopian Research and Education Network (EthERNET)	Ethopia
Kenya Education Network (KENET)	Kenya
Malawi Research and Education Network (MAREN)	Malawi
Mozambique Research and Education Network (MoRENNet)	Mozambique
Research and Education Network for Academic and Learning Activities (iRENALA)	Madagascar
Research and Education Network for Uganda (RENU)	Uganda
Rwanda Education Network (RwEdNet)	Rwanda
Tanzania Education and Research Network (TERNET)	Tanzania
Tertiary Education and Research Network of South Africa (TENET)	South Africa
Somali Research and Education Network (SomaliREN)	Somalia
Sudanese Research and Education Network (SudREN)	Sudan
Zambia Research and Education Network (ZAMREN)	Zambia
Zimbabwe Research and Education Network (ZIMREN)	Zimbabwe

1. Website for the UbuntuNet Alliance: www.Ubuntunet.net
2. GDEW: <https://aws.amazon.com/blogs/publicsector/data-egress-waiver-available-for-eligible-researchers-and-institutions/>
3. <https://redingtoncloud.com/aws>
4. tiers: as aggregate consumption from the entities increase, discount will increase too.