

From: [REDACTED] on behalf of [CAMPOLARGO Mario \(DIGIT\)](#)
To: [REDACTED]
Cc: [VAN DAMME Philippe \(DIGIT\)](#); [REDACTED]; [DIGIT CLOUD II PUBLIC CONSULTATION](#)
Subject: RE: Introduction Google Cloud | European Commission
Date: 03 September 2018 10:31:06

Our Ref: digit.ddg.dir(2018)5040165

Dear [REDACTED],

Thank you for your interest in European Commission's activities in the Cloud. As you very well pointed a public consultation is on-going in the scope of the procurement procedure Cloud II.

You mention being specifically interested in the aspects of this procedure. As far as this aspect is concerned, I recommend that you request this specific information to my colleagues specifically in charge of this file, i.e. Philippe Van Damme as the authorising officer, and [REDACTED] for the technical aspects (both in CC). I understand that you already contacted them, so I leave you in their capable hands.

However, we are very interested to have your point of view on the aspects you are referring in your kind invitation, and I welcome the idea of a meeting where you would expose the outstanding aspects of your offering and to what extent they could bring innovation for our services. This exchange must not refer to the on-going procedure for obvious reasons.

Please coordinate with [REDACTED] to organise this meeting.

Best regards,
Mário CAMPOLARGO
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From: [REDACTED]
Sent: Monday, August 13, 2018 3:01 PM
To: CAMPOLARGO Mario (DIGIT) <Mario.Campolargo@ec.europa.eu>
Subject: Introduction Google Cloud | European Commission

Dear Mr. Campolargo,

Nice to e-meet you. Let me quickly introduce myself. I work for the Google Cloud division out of our Brussels office and am responsible to investigate whether we can provide value towards the European institutions through our technology offerings.

In that sense we are very much interested to participate in your Cloud II market consultation. I believe it could be beneficial for both of us that we have the opportunity to meet with you to discuss relevant topics regarding our offering.

Possible agenda points could be:

- Cloud ACT/GDPR
- Overview of Google Cloud portfolio

- Google Cloud market position
- Competitive differentiators

Depending on which topics you would like to discuss, i'm happy to invite a Google Exec from either Google Cloud and/or Policy side to accompany me to this meeting.

Looking forward to hearing from you.

Kind regards



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What the analysts say: [Forrester](#) & [Gartner](#)

