

# CAUDIT Cloud Infrastructure Forward Commitment Program.

March 2026



## The challenge.

CAUDIT has advised member institutions to review forward procurement plans on the assumption of ongoing price pressure, with procurement in H2 2026 expected to be problematic. The market data supports this:

- **Pricing volatility is extreme.** A recent large government order shifted from \$500 to \$3,400 for a 32GB memory configuration within a single week.
- **Vendor price increases of 15–30%** have already landed in early 2026, with further increases of **20–40% expected in April/May.**
- **There is limited pricing visibility beyond May 2026** and into the second half of the year.
- **Vendors cannot hold pricing.** Quote validity has compressed from 30 days to effectively **7–14 days**, including time consumed by internal approvals.
- **This is structural, not cyclical.** Vendors, analysts, and CAUDIT's own engagement confirm this is a supply chain issue with no normalisation expected before H2 2027 at the earliest.

The gap between quote, purchase approval, and shipping is now actively exposing institutions to material price changes and delivery risk.

## The program.

Macquarie Cloud Services (MCS) is offering CAUDIT member institutions an **Infrastructure Forward Commitment Program** - a prepaid credit mechanism that locks current pricing and guarantees supply ahead of further market escalation.

### How it works:

- 1** Your institution purchases prepaid infrastructure credits from MCS **prior to 22 April 2026** at current market pricing. Minimum commitment: **\$500,000.**
- 2** MCS executes a bulk procurement with Dell Technologies in late April, securing hardware at locked pricing and guaranteed allocation.
- 3** Credits are redeemed against **the full CAUDIT Cloud service catalogue** and not limited to Dell hardware. Eligible services include IaaS, colocation, HPC, Azure and SOC services.
- 4** Procurement is executed through **CAUDIT pre-approved contract frameworks.** No individual RFX process is required.

## Why collective participation matters.

This program is designed to deliver the best possible infrastructure pricing available to the sector, but the outcome is directly linked to the scale of collective commitment.

**The more CAUDIT members that participate, the better the result for every member.** MCS secures significant discounts with Dell Technologies based on aggregate volume across all participating institutions. A larger combined order means:

-  **Better unit pricing:** bulk procurement at sector scale unlocks pricing tiers that no individual institution can access alone.
-  **Higher priority for supply allocation:** in a constrained market, large consolidated orders receive preferential fulfilment over smaller, fragmented purchases.

**To achieve the best result for all members, CAUDIT encourages institutions to allocate its known infrastructure budgets through this program.** This includes:

- Planned hardware refreshes and new deployments
- Research infrastructure funded through ARC, NHMRC, MRFF, NCRIS, or institutional grants
- Data centre and campus IT capital programs
- Infrastructure procurement currently in planning for CY2026 or CY2027

Every dollar committed to the program strengthens the collective buying position.

## What you need to do.

**If you have a defined requirement or BoM:** Share it with MCS for pricing validation and credit allocation. Timeline: 2 weeks to credit purchase.

**If you have budget but no finalised design:** Contact MCS with your budget envelope and objectives. MCS will conduct a rapid scoping exercise. Timeline: 3 weeks. You do not need a finalised design to purchase credits.

**If you are in early planning:** Contact MCS for a no-obligation briefing and tailored business case. Timeline: 4 weeks.

## Critical deadline.

**All credit purchases must be completed prior to 22 April 2026.**

## Contact.



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