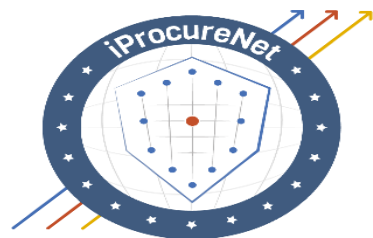


THE ROLE OF JOINT PROCUREMENT: LESSONS FROM THE IPROCURENET PROJECT



Innovation by developing a European Procurer
Networking for security research services



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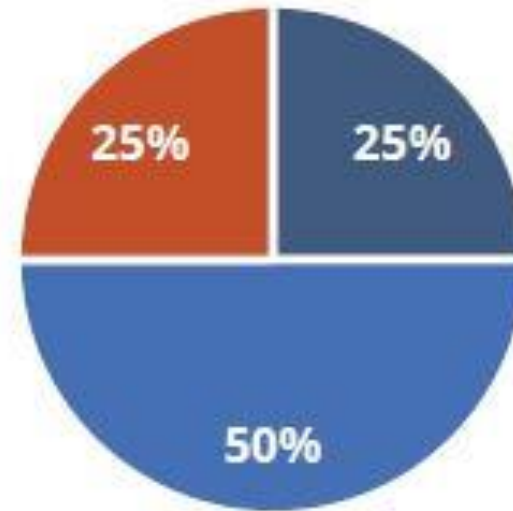
THE ONLINE SURVEY

- The iProcureNet project conducted an online survey among European public procurers.
- The aim of the survey was to learn more about existing **joint cross-border public procurement (JCBPP) initiatives** throughout Europe

What we found out?

LACK OF EXPERIENCE BUT POSITIVE ATTITUDE

- Around 75% of the respondents had a **positive attitude towards JCBPP**
- 25% had experienced
- 50% were interested or even planned to engage in JCBPP



- Experienced JCBPP
- Consider JCBPP
- Not interested

Difficulties that had to be overcome?

DIFFICULTIES THAT HAD TO BE OVERCOME

■ Different **language and culture**.

- A common language should be agreed upon in the beginning of the cooperation.
- In most cases, English is the first language (procurement of vaccines in Estonia)

■ Different **processes**.

- There can be differences in procurement practices in the beginning of the cooperation.
- Therefore, it is good idea to start by identifying different practices and harmonizing them.

DIFFICULTIES THAT HAD TO BE OVERCOME

- The **coordination** among public procurers from different countries can prove to be difficult.
 - Organize frequent (weekly) telco
- Agreeing on the **assessment process** and decision.
 - the evaluation part of the tender can present difficulties,
 - especially in the case of prescribing the subject of the tender using functional specifications,
 - In the case of the **FABULOS** project, this issue was approached by setting up an **External Evaluation Panel** in addition to the Technical Evaluation Committee.

Is it even worth it?

BENEFITS OF JOINT CROSS-BORDER PUBLIC PROCUREMENT

- The following **main benefits of JCBPP** have been chosen by the respondents from multiple-choice questions:
 - economies of scale;
 - possibility to negotiate better contract conditions;
 - promotion of innovation and R&D;
 - collaboration, sharing knowledge and exchanging good practice - professionalization
 - standardization of technical specifications.

BENEFITS OF JOINT CROSS-BORDER PUBLIC PROCUREMENT

- JCBPP can be the solution to some of the problems specific to the health sector but also security
 - high level of confidentiality in the health sector
 - different kinds of agreements for confidentiality are typical here
 - in the case of joint procurement for vaccines in Estonia, JCBPP had the effect of **revealing prices and opening up the market.**

Needs & Opportunities for Joint Security Procurement?

WHAT DO WE DO?

The objectives set for WP2 of the iProcureNet project are to:

- Collect and analyse the investment trends included in in the investment plans from the procurers involved in the consortium and from the TGs;
- To process these data and produce the initial list of candidate segments for JP

WHAT DO WE DO?

- Input sources of information is also very important element for the success of the iProcureNet project.
- Mainly used sources are:
 - Investment Plans;
 - Internal Security Fund - Borders and Visa, and Police;
 - H2020 programme - Network of Practitioners and H2020 programme R&D projects;
 - International Trade Fairs/Exhibitions

INVESTMENT PLANS

- Investment plans are a very good basis for the initial analysis and identification of potential candidates and segments for JCBPP
- Our ambition is to go further and to collect more investment plans by attracting external partners
- in some MS there is more than one organisation/agency with an investment plan - can be shared and analysed during next project cycles (as for example Romania).

INVESTMENT PLANS

- To do further analysis and identify potential and support for JP from participants dedicated questionnaire was developed and sent to all identified partners.

	Common requirements and interest for JP (product sub-category)				
	Drones (UAV)	Document scanners/detectors	3D Modelling Scanner	Cameras/Photo traps	AVT/SUV/Special vehicles (document checking, thermal vision)
Country					
1	Yes	No		No	
2				N/A	
3				N/A	
4	No	Yes	N/A		
5	N/A	No		No	Yes
6	Yes		No	No	No
Result: Possible JP candidate	Yes	No	No	Probably, needs additional information	No

DEDICATED WORKSHOPS

- several workshops with network of practitioners and H2020 programme R&D projects
- **ROBORDER, FOLDOUT project**
 - The goal of the workshops was to present the ROBORDER system and FODOUT to iProcureNet Partners, National iPNCs and other invited iProcureNet partners.
 - Based on the presentation iProcureNet will identifies potential interest for joint procurement of the presented systems

SECURITY FAIRS

- Security fairs, trade shows and exhibitions as part of the prior market analysis
- To collect information and learn about innovation in segments from market players

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THANK YOU FOR YOUR ATTENTION!

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