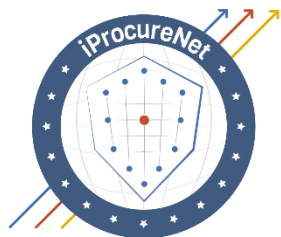


NEEDS AND OPPORTUNITIES FOR JOINT SECURITY PROCUREMENT

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Innovation by developing a European Procurer
Networking for security research services



OUTLINE

- Introduction
- Needs identification process
- Used information sources
- Results
- Way forward

OBJECTIVES

- Collect and analyse the investment trends included in the plans and documents from the procurers involved in the consortium and from the TGs
- Collect and assess the **needs** for procurement of **innovation solutions** based on the preliminary market sourcing.
- To process these data and produce the a lists of **candidate segments** for JP.

The ultimate goal of iProcureNet is to make procurement a catalyst for security innovation.

NEEDS IDENTIFICATION PROCESS (BEFORE)

- Identify your internal and external partners for the collection and needs assessment development partners.
- Determine which data are required to identify needs at the strategic, operational, and tactical levels.
- Determine potential sources of data to inform the needs assessment.
- Schedule interviews, create surveys, arrange focus groups, and collect documents to be reviewed.
- Train focus group facilitators, schedule performance observations, and so forth.
- Pilot test interview protocols, questionnaires, and other information gathering tools.
- Collect and assess information using a variety of appropriated tools and techniques.
- Identify commons segments to foster innovation and JCBPP

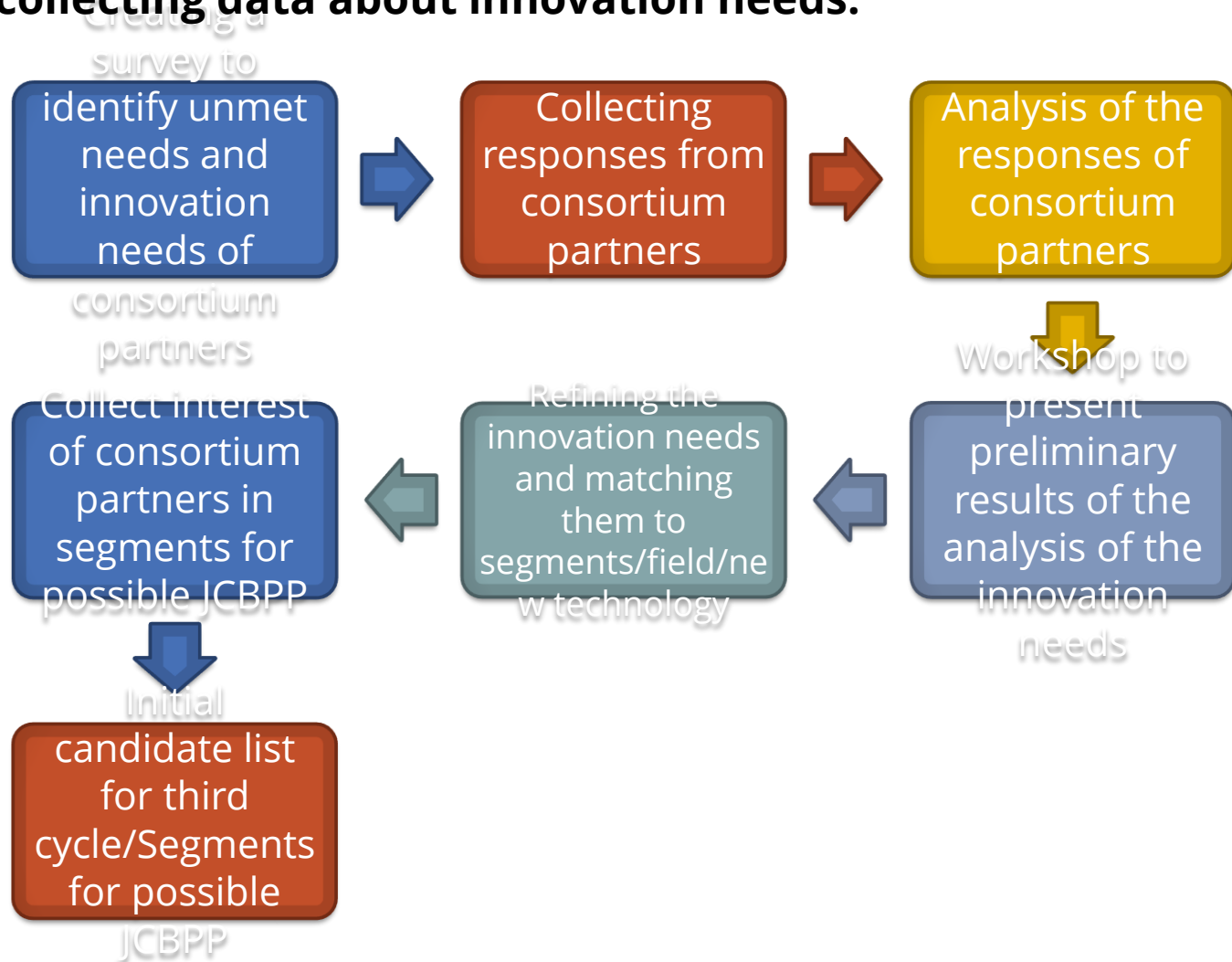
NEEDS IDENTIFICATION PROCESS NEW APPROACH

A new methodology:

- Preliminary market consultation (PMC)
- Value engineering
- Functional specifications

NEEDS IDENTIFICATION PROCESS NEW APPROACH

Process of collecting data about innovation needs:



CREATING A SURVEY TO IDENTIFY UNMET NEEDS AND INNOVATION NEEDS OF CONSORTIUM PARTNERS

- What department or unit at your organisation is responsible for innovation (for example, innovative solutions or goods for police, firefighters or team for developing new solutions)?
- Do you have a plan of long-term investments (for example, horizon of 5-10 years)?
- Has your organisation already identified any relevant sectors that will become a priority in the future, for example, border control, cybersecurity etc.)?
- Has your organisation identified new technologies that could be implemented in the security sector in the future, such as artificial intelligence and big data analysis?
- Has your organisation identified unmet needs of your units, departments or end-users that can not be fulfilled by existing goods or solution on the market?
- Can you identify barriers for innovation at your organisation/department (for example budgetary restraints, legal, etc.)

FINDINGS FROM THE ANALYSIS OF THE SURVEY

- Different organisational concepts of departments influencing innovation uptake
- Barriers to innovation and solutions
- Sectors that will become a priority in the future
- New technologies that could be implemented in the security sector in the future
- Identified unmet needs that cannot be fulfilled by existing goods or solutions on the market

RESULTS

No.	segment/field /new technology	unmet need/application domain
1	Climate change and its consequences.	
2	artificial intelligence	application using AI for search and rescue mission
	artificial intelligence	Use of artificial intelligence in the analysis of data collected through audio-visual and other means application of artificial intelligence in the field of online / offline image evaluation, face reco, search for persons and identifiers in the granetet deepnet, darknete, search in text documents, such as bank account numbers, phrases, etc.
	Artificial Intelligence	Criminal investigation - Artificial Intelligence and Machine Learning, causing a disruption in the traditional ways of working, allowing new approaches and greater speed of processes within the scope of Criminal Investigation.
3	Big data analysis	With the exponential growth of the volume of data to be analysed by the security forces, Big Data and Analytics solutions will enable significant improvements in the quality and analysis of data in real time.

RESULTS

No.	segment/field/new technology	unmet need/application domain
4	Drone/antidrone	Identifying and taking control of unknown UAVs and other devices in order to increase the level of physical security.
	Drone/antidrone	Protection against unauthorised use of drones.
	Drone/antidrone	Drone management and anti drone control
5	Drone	unmanned aircraft systems, their operation being useful in making the execution of specific missions of the Ministry of Internal Affairs more efficient.
	Drone	Sensors and Robotics can also bring high efficiency in the investigation actions, namely in the use of unmanned vehicle
6	video protection	flow management, abnormal movement detection, security of goods and people, detection and identification of suspicious packages, infrastructure protection.
7	Hypervision systems	aggregation of multiple and heterogeneous data) allowing better central coordination/forces deployed in the field
8	Cybersecurity	

RESULTS

Investment plans data collection and analysis

- Anti-drones systems
- Jammers

FINDINGS

- Personal protection equipment
- IT Services
- Documents test systems
- Special vehicles
- **Drones/Monitoring Systems -> Anti drone/Jammers**

WAY FORWARD

- Results validation
- Addressing Innovation products/services
- Close cooperation with other networks of practitioners
- Conduct a market analysis of the refined candidate list
- Present approaches and results in research events
- Publish paper based on the work done under WP2

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