



# ANNUAL CONFERENCE

21 & 22 JUNE 2022

LISBOA - PORTUGAL

**INNOVATION BY  
DEVELOPING A  
EUROPEAN  
PROCURERS  
NETWORK FOR  
SECURITY  
RESEARCH  
SERVICES**

**ZOIA ANSARIMEHR**  
**IPROCURENET NETWORK+COMMUNITY**  
**FRENCH MINISTRY OF INTERIOR**



*The EU Commission insists on cooperation  
between procurers @ EU scale*

*HOW?*

*By publishing PCPs and PPIs*

*GOAL?*

*to address the **unmet needs** of the  
European security services*

# THE GAP



*The EU challenge:  
Market **uptake** of Research and Development  
solutions*

**THE GAP**



*Especially for the **security industry** which is a  
changing and institutional market.*

**SOLUTION**



# Innovation Procurement



**SOLUTION**

**SOLUTION**



*Joint Procurement of security solutions  
can help leveraging supply chain investment  
in innovative solutions*

**I PROCURENET  
IN A  
NUTSHELL**



- **Building a European Network of organisations**

centred on  
the procurement  
of security solutions

- **Facilitating collaboration and dialogue among procurers**





*In practice, WP1 Leader coordinates:*

I. **Sharing and analysis of procurement trends**

II. Development of **common and standardised practices**

III. Pathways for **joint procurement (JP)** of innovative and new to market solutions

I PROCURENET  
IN A  
NUTSHELL

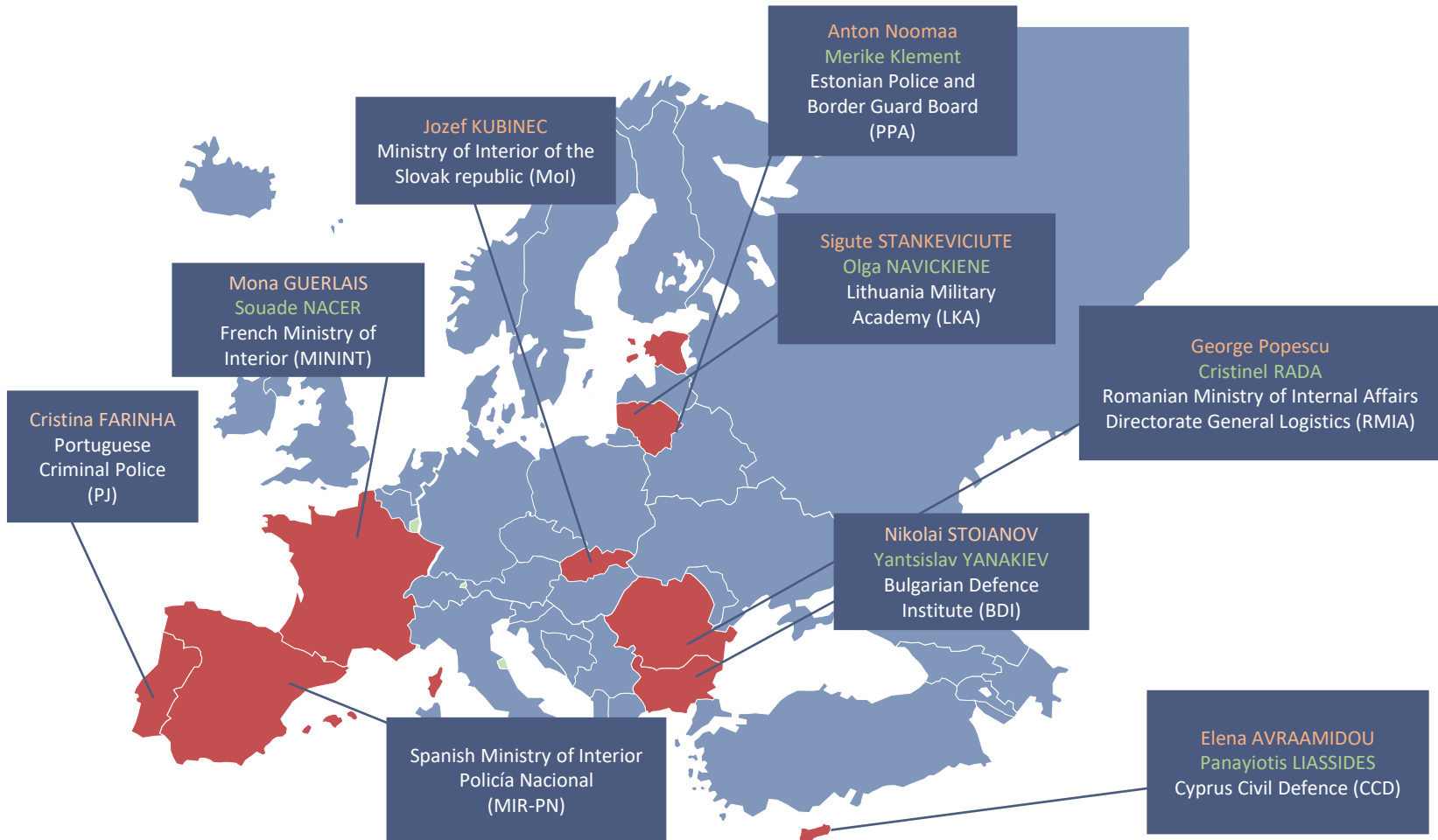


To reach these goals:

WP1 relies on the  
iProcureNet **N**ational  
**C**ontact points called  
**IPNCs**

Together with a *community* of  
people composed of  
individuals and experts  
interested in procurement

# WHO ARE THE IPNCS?



## COORDINATION OF IPROCURENET NETWORK & COMMUNITY

### 3 TASKS

M1

M60

**Task 1 - Identification & coordination of the relevant contacts within the national networks**

MININT, ARTTIC, IPNCs

**Task 2 – Creation & coordination of Topical Groups, Procurers Group and Legal Group**

MININT, ARTTIC, UT, PPA, ISEMI

**Task 3 – Community moderation**

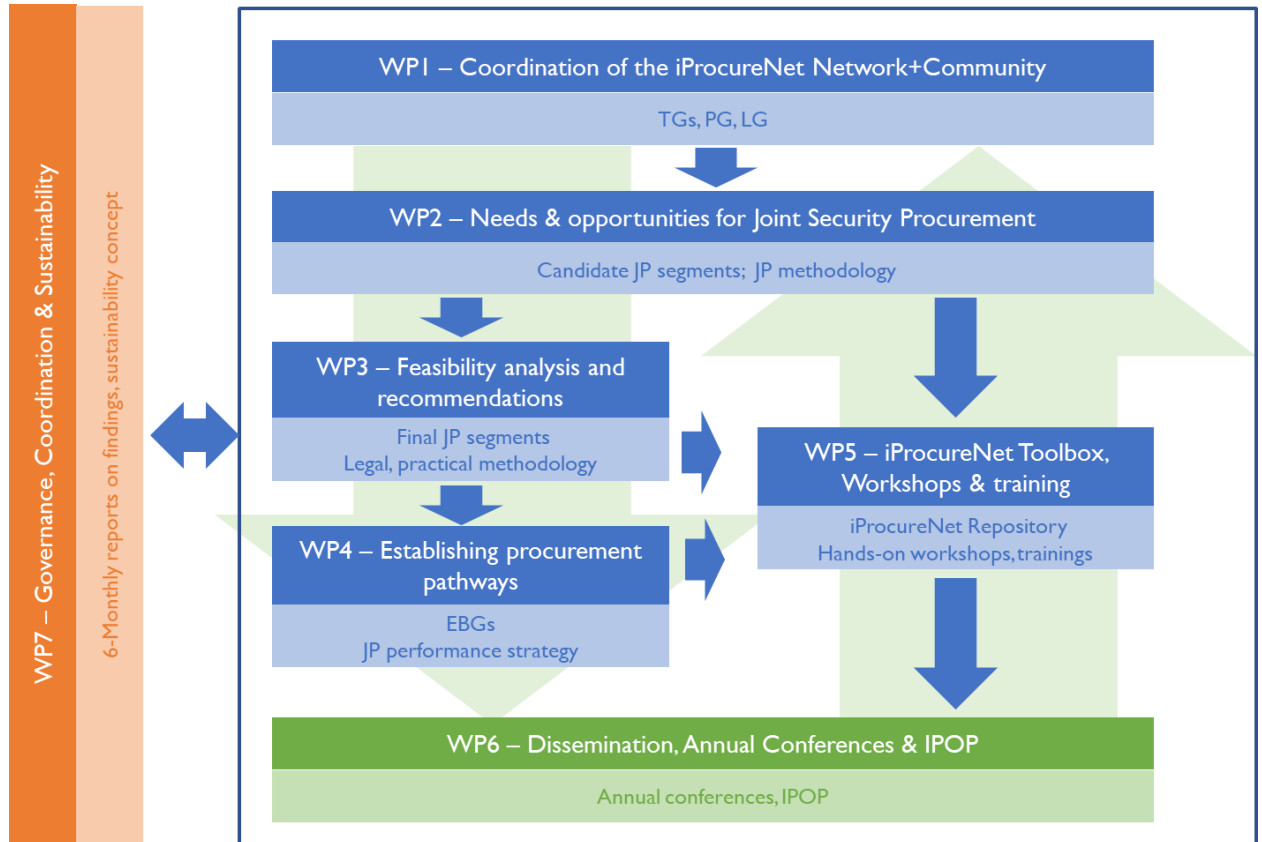
MININT, ARTTIC, IPNCs, Group Leaders

# THE IPROCURENET WORK PLAN

## 8 WORK PACKAGES (WP)

9/26/2022

**All WPs interact with WP1 and its IPNCs**





## SPECIFIC OBJECTIVES OF THE IPNCs

*The IPNCs support in particular:*

Work Package 2

### **Needs & Opportunities for Joint Security Procurement**

**Nikolai Stoianov**, Defence Institute (Bulgaria), is WP2 leader and in charge of the needs and opportunities analysis

Work Package 3

### **Feasibility analysis and recommendations**

**Raul Savimaa**, Police and Border Guard Board (Estonia), is WP3 leader and in charge of feasibility analysis and recommendations

Work Package 4

### **Establishing procurement pathway**

**Jozef Kubinec**, Ministry of Interior (Slovak Republic), is WP4 leader and in charge of establishing procurement pathways

## COMMUNICATION MATERIAL

## PREPARED FOR THE IPNCs

# BEING AN IPNC\*

IPNCs will act as **hubs** for their respective national security procurement network

IPNCs keep the iProcureNet Network+Community running

The IPNC is the **one-stop contact point** for researchers, academia, and European R&I projects to facilitate cooperation with procurers and uptake of R&I results

\*iProcureNet National Contact

# COMMUNICATION MATERIAL PREPARED FOR THE IPNCs

## WHAT DOES THE IPNC DO?

### Stimulate the development of the iProcureNet Network+Community

- Identify relevant actors in their country
- Approach them and invite them join the iProcureNet Online Platform
- Interact and maintain contact with them

### Contribute to the project

- Give feedback on activities and results (e.g. Toolbox)
- If appropriate: take part in General Assembly meetings and online votes

### Be the iProcureNet ambassador

- Disseminate information (newsletters, press releases, event invitations etc.)

### Other support (optimisation of user profiles, translation of content...)

### Make the iProcureNet Network+Community come alive

- Moderate discussion forums (e.g. on certain topics, or language specific)
- Post content (news, updates...)



# 5 Topical Groups

- Topical Groups allow to gather the N+C members within their fields of interests
- Currently, 5 active groups and 2 in development



Innovation by developing a European Procurer  
Networking for security research services

## Procurers Group

Led by the French Ministry of Interior

# PROCURERS GROUP

### Innovation Procurement best practices

- Comparing national investment strategies
- Analysing security markets
- Identifying innovation needs
- Mapping the European procurement environment
- Preparing market uptake and joint procurement
- Building a common European security market

### Benefits

#### Expand your Network

Access the ecosystem of professionals in your field, discuss via our forum, private messages and much more

#### Learn Together

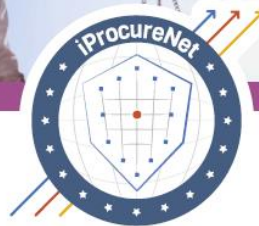
Free workshops, webinar and events for peer-learning

#### Build Knowledge

Share and access resources to build the guidelines and knowledge base for better practices

#### Pave the way

Countries that have found common grounds are ready to procure together or implement solutions



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## Legal Group

Led by the University of Tartu

# LEGAL ADVISORS GROUP

### Overcoming regulation and policies obstacles

- For legal and policy experts who service public procurement
- To support overcoming difficulties caused by differences in transposition of EU law
- To identify main legal obstacles to JCBPP and propose enabling solutions
- To prepare guidance, recommendations and policy briefs
- To support the procurers in the community

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## Ethics Group

Led by the French Ministry of Interior

# ETHICS GROUP

### Responsible, honest and transparent public procurement

- For procurers, ethics and deontology experts, legal experts, and interested practitioners in the security forces
- Analyse and compare ethics regulations and laws in Europe
- To identify tools for ethical procurement in the security sector
- To offer a framework for identification and prevention of risky procedures
- Map risks and opportunities

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## Border and External Security

Led by Police and Border Guard Board Estonia

# BORDER AND EXTERNAL SECURITY GROUP

### Find and implement solutions, discuss needs and trends

- For LEA practitioners and international organisations
- Border management, cross-border crime, human smuggling, migration, rescue at sea, custom security
- Discover innovations in the field
- Discuss and compare procurement trends and best practices
- Establish potential buyers group with other countries
- Prepare potential joint procurement

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## Disaster Resilient Societies

Led by International Security and  
Emergency Management Institute

# DISASTER RESILIENT SOCIETIES GROUP

### React to crisis problems in real time together

- For civil protection, fire & rescue services and other responders
- Focus on crisis management of environmental disasters, man-made accidents, catastrophes, and their impact(s)
- Discover innovations in the field
- Discuss and compare procurement needs, trends and best practices
- Establish potential buyers group with other countries
- Prepare potential joint procurement

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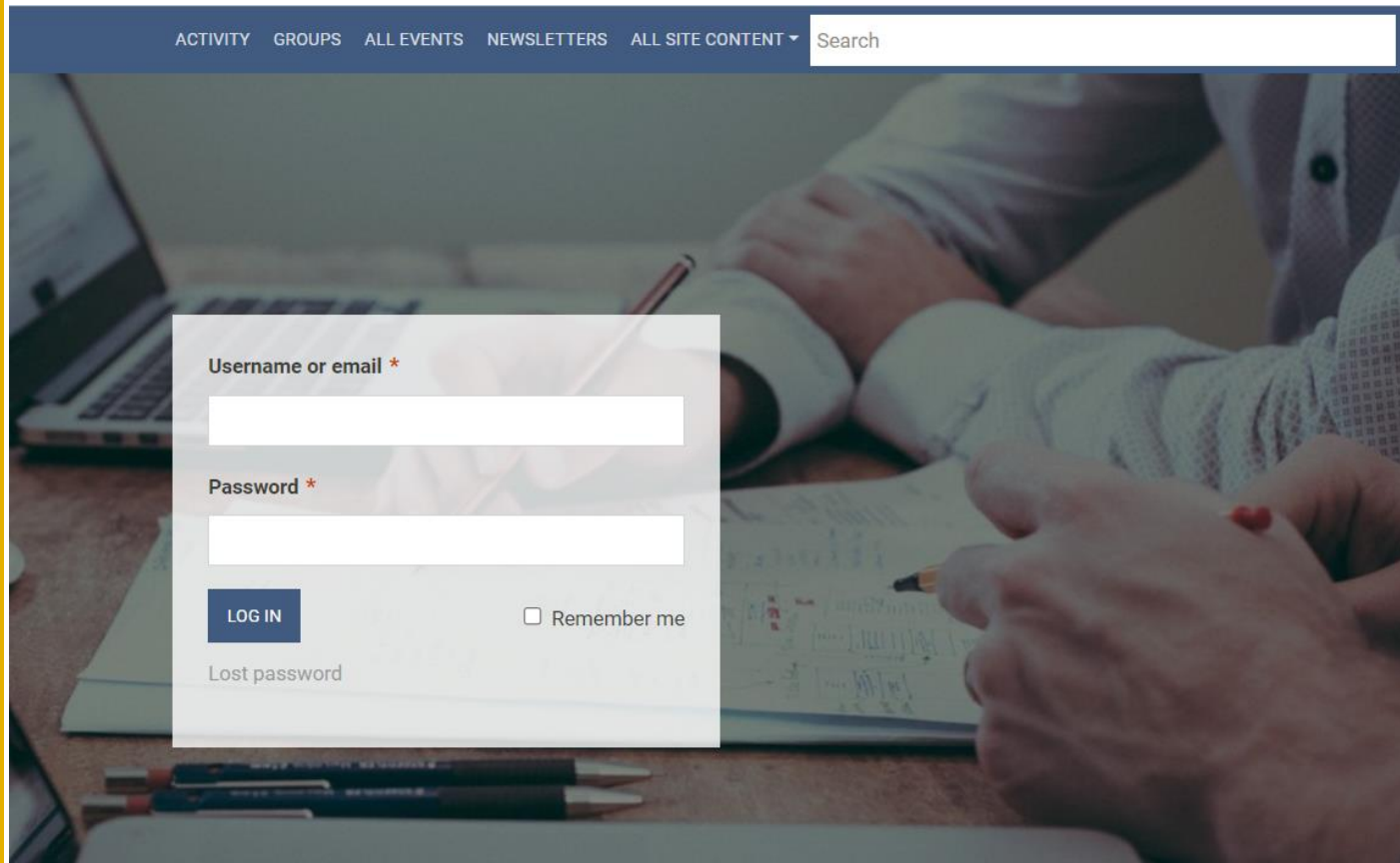
**2 GROUPS  
UNDER  
DEVELOPMENT**

- Fight against crime and terrorism (French Ministry of Interior)
- Innovators / Innovation suppliers group (Ministry of Interior of the Slovak Republic)



- iPOP: the secure iProcureNet exchange platform

A PRIVATE SPACE  
FOR EXCHANGE  
AND  
COLLABORATION





- Becoming a member gives you access to:
  - Discussion forums
  - Resources and document libraries
  - Exclusive events and meetings
  - Peer-learning material
  - And much more!

JOIN Us

- Why not register your interest today? It takes 3 minutes and we will get back in touch.
- Don't miss the Topical Group re-launch event in Fall 2022



## WP1

## CONTACTS

- **Sylvia Cucinelli**, ARTTIC, leads the practical set-up of the Online Platform and of its different groups, facilitate internal communication and is the main contact point for iPNCs

**[sylvia.cucinelli@arttic.eu](mailto:sylvia.cucinelli@arttic.eu)**

- **Zoïa Ansarimehr**, French Ministry of Interior, is the leader of Work Package 1 and therefore in charge of the iProcureNet Network+Community

**[zoia.ansarimehr@interieur.gouv.fr](mailto:zoia.ansarimehr@interieur.gouv.fr)**

# THANK YOU!

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This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 32875.

