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Joint Procurement and R&D in the defence sector based on the experience of ECDI

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Why cross-border joint procurements?



Military Wheeled Vehicles – an example



Pros

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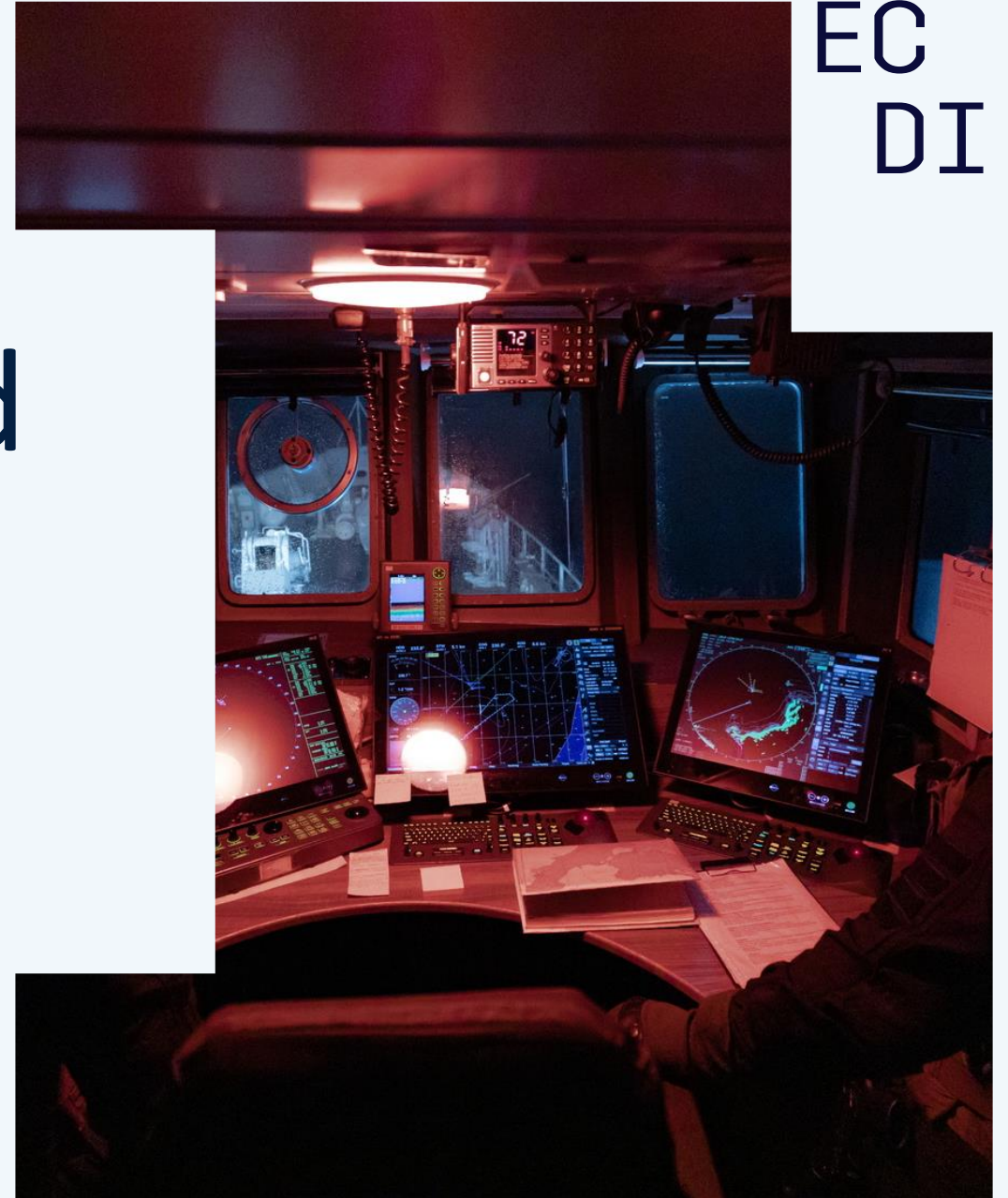


Cons



R&D example based on iMUGS

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For a successful cross-border joint procurement

- communicate
- when the ball is in your court - don't hold on to it, do your part quickly and efficiently
- include the end user in the pre-procurement phase and listen to them
- keep potential tenderers informed of your plans

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Thank You!

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