

iProcureNet 2022 Advanced Security Procurement Conference
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WP2 – IDENTIFYING NEEDS & OPPORTUNITIES FOR JOINT SECURITY PROCUREMENT

APPROACHES, CHALLENGES AND CURRENT FINDINGS

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OUTLINE

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- 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 initial list of candidate segments for JP. Gather the methodological framework developed within the WP2 and feed it to the iProcureNet Toolbox
- Contribute to the 6-monthly public reports of the project.

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

NEEDS IDENTIFICATION PROCESS (1/2)

- 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.

NEEDS IDENTIFICATION PROCESS (2/2)

- 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

DATA CLASSIFICATION

CPV – Common Procurement Vocabulary

- **Main advantages:**

- CPV is single classification system that is widely used in EU and member states.
- CPV identification of the subject – matter of tender is mandatory part of contract notice.
- The contract notice is published in official journals of member states and in the case of above EU threshold procurement also in official EU journal (TED).
- CVP classification is already used in most investment plans/public procurement plans as identification of object of tender.

- **Main disadvantages:**

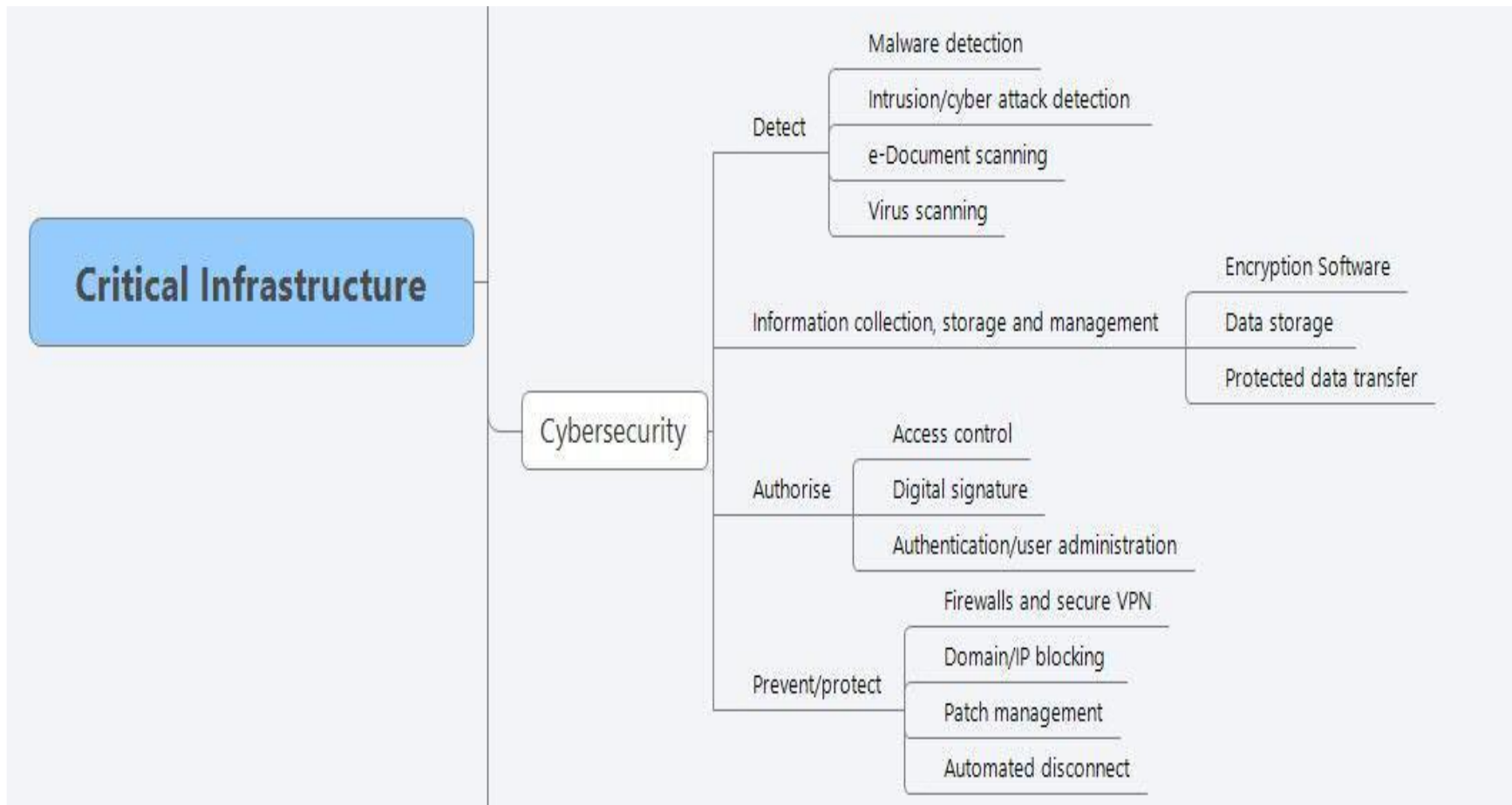
- The main disadvantage of the CPV in investment plans is that this does not indicate what unmet need of procuring entity is actually met. Thus, it is very hard to identify what good or service would mean innovation for contracting authority.

Taxonomy of Security Products, Systems and Services

- Classification of products, systems and services through the application areas as follows:
 - Border security/management
 - Critical infrastructure (e.g., electricity generation/transmission, gas and water systems, banking and finance systems, transportation but also industry and retail)
 - Emergency preparedness centres/Crisis management
 - Security of the citizens, (e.g. households, public and semi-public spaces).

DATA CLASSIFICATION

Taxonomy of Security Products, Systems and Services



Taxonomy of Security Products, Systems and Services

- **Main advantages:**
- Developed schemes takes into account that service provision operates at different levels of governance, ranging from strategic security to security management to the operative level. This taxonomy adds value and contributes to a better understanding of security services by such context: the application areas and distinct functionalities which security staff can perform.
- **Main disadvantages:**
- Proposed hierarchical approach is very common for taxonomy creation but it doesn't cover the situation when one product or services can be used in different areas.

SOURCES

Investment plans

Table 1: Sample (extraction) from the investment plan of MININT (2021)

| Proc. project | Context | Current supplier | Programming year | Estim. amount / year | Purchases 2019 | Comments | Main CPV | | Security Sector |
|--|---------|------------------|------------------|----------------------|----------------|----------|----------|------------|-----------------|
| Training ammunition 9 mm and 5,56 mm (kit Simunition compatible) | Renewal | NSPA/RIVOLIER | 2021 | | 2,084,724 € | | 35330000 | Ammunition | Police |

SOURCES

H2020 programme

- Network of Practitioners – MEDEA, i-LEAD, ILEANET, MEDEA, EXERTER and PEN-CP
- R&D projects - FOLDOUT, ARESIBO, CREST, ROBORDER, CAMELOT, ECHO, FORESIGHT RESPOND-A, BROADWAY, SHUTTLE



SOURCES

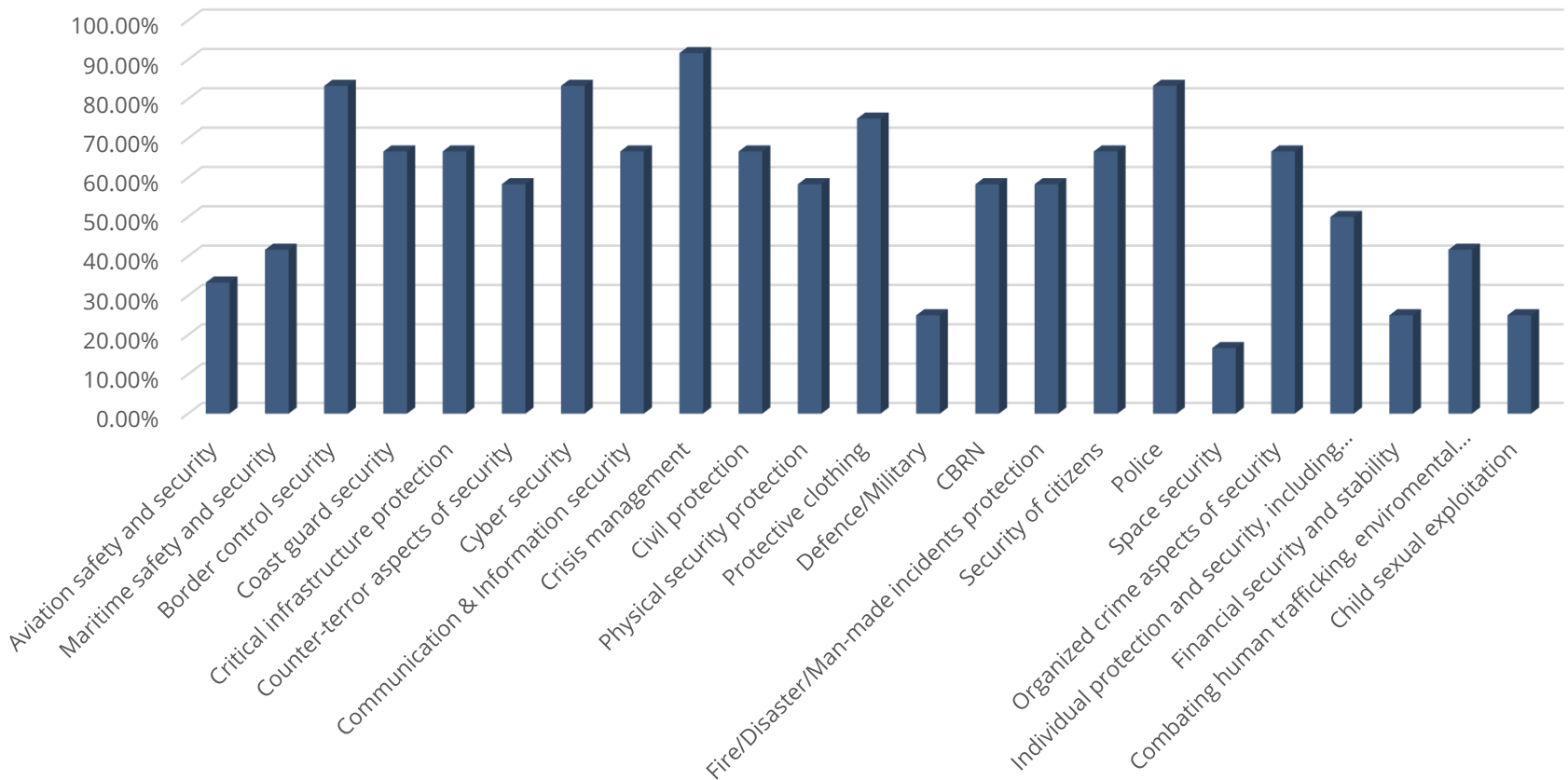
International Fairs

- ISET, IFSEC, SECUREX, MILIPOL, POLSECURE, GPEC, HEMUS

International scientific and applied research conferences

SURVEY

Security Sectors of Interests of iProcureNet - survey result



SURVEY

| Security sectors | Survey result |
|--|---------------|
| Aviation safety and security | 33.33% |
| Maritime safety and security | 41.67% |
| Border control security | 83.33% |
| Coast guard security | 66.67% |
| Critical infrastructure protection | 66.67% |
| Counter-terror aspects of security | 58.33% |
| Cyber security | 83.33% |
| Communication & Information security | 66.67% |
| Crisis management | 91.67% |
| Civil protection | 66.67% |
| Physical security protection | 58.33% |
| Protective clothing | 75.00% |
| Defence/Military | 25.00% |
| CBRN | 58.33% |
| Fire/Disaster/Man-made incidents protection | 58.33% |
| Security of citizens | 66.67% |
| Police | 83.33% |
| Space security | 16.67% |
| Organized crime aspects of security | 66.67% |
| Individual protection and security, including VIP's protection | 50.00% |
| Financial security and stability | 25.00% |
| Combating human trafficking, environmental crime and security | 41.67% |
| Child sexual exploitation | 25.00% |

RESULTS

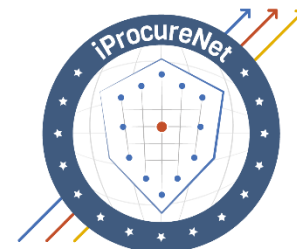
- Gloves for the personnel, EE/LT/CY
- Information technologies and components, BG/EE/LT/SP
- Surveillance cameras, BG/EE/FR/LT/PT
- Different type of specialised vehicles for border security, LT/EE
- Drones/Unmanned Aerial Vehicles
- Maritime intervention vessels (boats), BG/RO/LT
- Shooting training equipment (targets), EE/LT
- Ballistic vests, EE/FR/LT/PT
- Travel documents analysers and scanners, BG/FR/LT/SP
- Forensic software, PT/ES
- Personal Protective Equipment CY/LT
- Explosive detection equipment, FR/LT

WAY FORWARD

- Results validation
- Organization of end-user workshops
- Addressing Innovation products/services
- Close cooperation with other networks of practitioners
- Review and update of methodology and data collection process
- Develop list as an results of cycle III
- Present approaches and results in research events
- Publish paper based on the work done under WP2

THANK YOU!

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Innovation by developing a European Procurer
Networking for security research services