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WP4 - ESTABLISHING PROCUREMENT PATHWAYS MARKET ENGAGEMENT INSIGHTS

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WHAT DO WE DO IN IPROCURENET?

1. We compare investment plans
2. Based on it, we identify segments for possible JCBPP
3. We choose the most promising segment for JCBPP
4. Feasibility study of these segment – legal and financial

WHAT DO WE DO IN IPROCURENET?

5. We do market sourcing/market analysis of each segment
6. We conduct an online survey about JCBPP to collect examples of good practices.
7. As the final step, a joint procurement strategy for each segment is developed.
8. Based on joint procurement strategy, general methodology on how to conduct JCBPP is produced.

WHAT DO WE DO?

**And we repeat the process three time -
3 cycles of iProcureNet**

WHAT DO WE DO IN WP4?

Overview of steps we did last year:

- Conducted market analysis in possible segments for JCBPP for 1st cycle
- Identification of benchmark cases and the best practices for 1st cycle (included in methodology of JCBPP) + 2nd cycle (launched new survey)
- Development of joint procurement strategy for possible segments for 1st cycle
- Development of methodology to be included in the Toolbox for 1st cycle

WHY DO WE ENGAGE WITH MARKET?

WHY do we engage with market?

- WP4 focuses on establishing procurement pathways, and you cannot successfully establish procurement pathways for innovation without engaging with the market.

WHEN AND HOW DO WE ENGAGE WITH MARKET?

- Visiting security fairs to learn state of the art ✓
- Request for information (✓)
- Preliminary market consultation



Why do we engage with market on security fairs?

WHAT IS WAITING FOR US IN THE FUTURE



TO LEARN ABOUT EXISTING SOLUTIONS



SECURITY FAIRS

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

REQUEST FOR INFORMATION

Engagement with market through RFI



No	Segment	Established Buyers' Groups
1	Automatic Cyanoacrylate Fuming Chamber	Group 1:
2	Forensic light source - Cime Lite	Group 1:
3	Personal protective Equipment including Female and male ballistic vest, Tactical ballistic protective vest, Helmets - intervention heavy ballistic protection helmets	Group 2: Group 8: Group 4:
4	Drones/UAV	Group 2: Group 5: Group 11:
5	Nightshoot camcorders and accessories	Group 1:
6	Comparative spectral analysis system for documents/travel document analyzers/ Detection of false identity documents	Group 6: Group 7: Group 10:
7	Surveillance Device with Long Range Thermal Camera	Group 1:
8	Anti drone device / Drone detection equipment	Group 9:

REQUEST FOR INFORMATION

- After the final list of relevant segments for JCBPP was identified, we had to collect information about products and suppliers
- Decided to collect information about possible suppliers through RFI, which would be share as an online survey
- The online survey format would allow the suppliers to provide information about them and their solution in a structured layout

REQUEST FOR INFORMATION

- RFI was disseminated widely and in the following ways:
 - The consortium members were asked to share the survey among:
 - the suppliers they know of, end-users that could be aware of possible products, directors of research at research, institutions, retailers, buyers, and other people associated with the creation, buying or selling of innovative technology.
 - The representatives of the topical groups
 - The H2020 projects establishing a network of practitioners in
 - The H2020 research projects
 - Associations that connect and represent suppliers in the security and defence industry
- We contacted directly 94 entities.

REQUEST FOR INFORMATION

- We received 20 responses to the RFI from suppliers.
- Information provided by suppliers about their companies and products was extracted from their responses and analyzed.
- Data was then classified and categorized based on relevant segment;
 - (for example, all answers concerning segment 3 – Personal protective equipment were included in one subsection 4.6 of deliverable 4.1.)

REQUEST FOR INFORMATION

- We were able to collect information about
 - Size, market power, previous experience
 - Barriers to enter the market
 - technical properties of solutions
 - Costs and benefits of solutions

REQUEST FOR INFORMATION

- Findings
 - Not all suppliers understood questions in same way
 - Not willing to share info about costs associated with solutions
 - Sharing of innovation only in general terms

PRELIMINARY MARKET CONSULTATION (PMC)

PMC as a mean for market to engage with CA

PRELIMINARY MARKET CONSULTATION (PMC)

- One of the effective ways to promote innovation and learn about new innovative solutions is to conduct open market consultation or, as stated in article 40 of the Directive 2014/24/EU, preliminary market consultation

PRELIMINARY MARKET CONSULTATION (PMC)

- PMC can be described as a formalised dialogue between the contracting authority and other entities (economic operators, suppliers or independent experts), aiming to obtain answers to how the contracting authority's problems can be solved.

QUESTION!

- How often is PMC used at your institution?



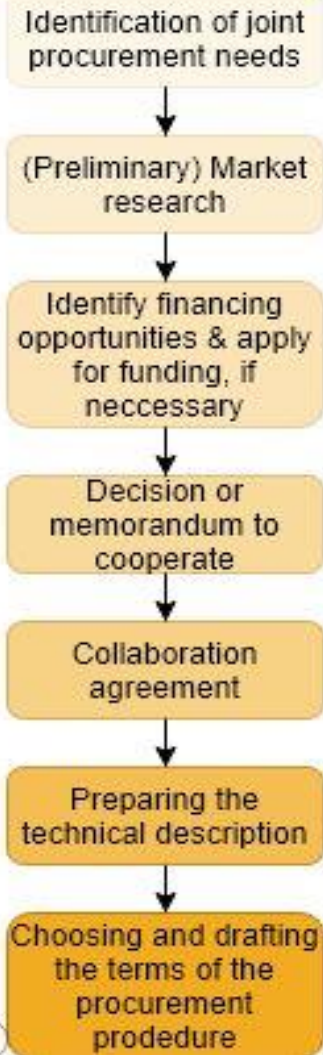
HOW OFTEN IS PMC USED AT YOUR INSTITUTION?

- **Mol/Slovakia:**
 - It is used very often by a wide range of CAs. It is used by Mol around eight times a year in more complicated tenders
- **MININT/FRANCE** uses several types of PMC:
 - Pre-information notice (PIN): when MININT wishes to warn the supplier market of the launch of a procedure.
 - sourcing on the basis of an exchange with a panel of suppliers already known (interview, mail, questionnaires)
 - Launching an RFI: For complex, strategic purchases or purchases corresponding to a new need, the buyer launches an RFI presenting the broad outlines of his purchasing project

WHEN TO CONDUCT PMC IN JCBPP?

- Anytime during the pre-tender phase of public procurement.
- In JCBPP, it is advised to do PMC after the CollA is drafted, so the collaborating parties know their roles in procurement.
- Also, it is recommended to conduct PMC before writing the final technical description as the conclusion from PMC will probably affect writing the technical description.

The Preparation for JCBPP



Preliminary market consultation - See Ch. 4.2.6 of D 4.2

In case of innovation consider:

- * should the purchase include a pre-commercial procurement activity;
- * should the stages of purchasing be arranged into one procedure or conduct two stages as separate procedures;
- * should it be any negotiated procedure – competitive procedure with negotiations, competitive dialogue or the novel innovation partnership, a negotiated procedure without publication of a contract notice;
- * terms of intellectual property rights

In case Defence and Security Directive might be applicable consider:

- * the practice of Member States might be different concerning the applicability of the directive
- * choice between restricted procedure and negotiated procedure with the publication of the contract notice

WHY TO ORGANIZE PMC?

- What are the most important benefits or the reasons for organising PMC?



WHY TO ORGANIZE PMC?

- Reasons to conduct PMC:
 - The contracting authority does not know how it would be possible to ensure the realisation of its unmet need;
 - Identification of the suitable suppliers on the market;
 - Obtaining information about existing technical solutions, their prices, conditions of performance;
 - Promoting innovation in the market;

WHY TO ORGANIZE PMC?

- The white paper "**Lessons learned on legal aspects**" from the project **PPI4HPC** concludes that market consultations have several benefits such as:
 - for technical aspects:
 - Help in reviewing common and lot-specific requirements;
 - Improvement of definition and clarification of ambiguous requirements;
 - for legal and procedure aspects:
 - Conflict of laws during the procurement procedure;
 - Subcontracting;
 - Clarification on the application form;
 - Language;
 - Analysis of candidates' applications (qualification).

BENEFITS FOR SUPPLIERS?

- Suppliers can benefit from PMC in the following ways:
 - A better understanding of the situation and problems of the contracting authority and better understand the need of CA for the innovation;
 - A legal way how to “influence” the preparation of the tender;
 - The opportunity to present innovations, ideas, thoughts;
 - Faster decision-making whether the given supplier is interested in the given tender and whether it is,

ALWAYS KEPT IN MIND

- When organising a preliminary market consultation, what should always be kept in mind is **that the process must comply with the principles of equal treatment, non-discrimination and transparency stated in the directive 2014/24/EU.**

ALWAYS KEPT IN MIND

DEVELOPMENT OF JOINT PROCUREMENT STRATEGY

DEVELOPMENT OF JOINT PROCUREMENT STRATEGY

- Joint procurement strategy for each identified segment was included in Deliverable 4.1 which was submitted on 30th April 2021.
- It includes all information needed by the procurers before writing the tender, such as
 - the overall procurement steps
 - and tools that were considered in the previous phases.

DEVELOPMENT OF JOINT PROCUREMENT STRATEGY

- The information on how to proceed and which steps shall be taken when conducting JCBPP exploits the findings stated in WP3 (lead by PPA and UT).
- The findings of the WP4 team complement these.
- Joint procurement strategy for each EBG has in common steps with the rest of the EBGs.

The Preparation for JCBPP

Identification of joint procurement needs

(Preliminary) Market research

Identify financing opportunities & apply for funding, if necessary

Decision or memorandum to cooperate

Collaboration agreement

Preparing the technical description

Choosing and drafting the terms of the procurement procedure

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THANK YOU FOR YOUR ATTENTION!

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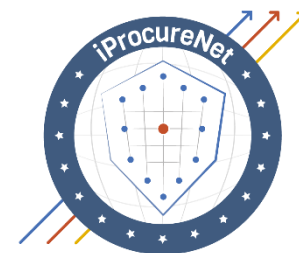
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