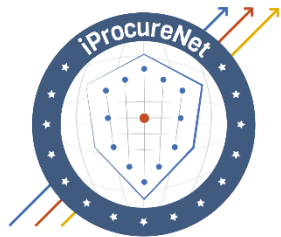


Introduction to iProcureNet

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French Ministry of Interior / iProcureNet

IPROCURENET



Innovation by developing a European Procurer
Networking for security research services



Procurement
at the heart
of security
innovation

An **H2020 funded** project
with **1,5M€ budget**

starting **1 May 2019**

...and lasting **5 years**

14 partners from **10 member states**,
out of which

9 are procurement agencies



Project

Facts

and

Figures

1. WHO ARE IPROCURENET CONSORTIUM PARTNERS?



Portuguese
Criminal Police



ARTTIC



Estonian Police
and Border Guard



Ministry of Interior
of the Slovak
Republic



Policia Nacional
of Spain



ISEMI



French Ministry of
Interior



JERA Consulting
Ltd. UK



Romanian Ministry
of Interior



University of
Tartu



Bulgarian
Defence Institute



Romanian
Border Police



³
Cyprus Civil
Defence

2. IPROCURENET GOALS

Create an **ecosystem** of procurers, prescribers, legal advisors and other key stakeholders of security procurement, to

- share and analyse **security procurement trends and needs** to map the European procurement environment;
- develop **common and standardised practices** and a methodological framework for **cross-border joint procurement**.

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

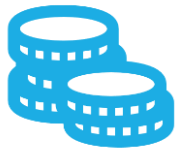
3. CHALLENGES TO JOINT PUBLIC PROCUREMENT



LEGAL CHALLENGES

Different **regulatory standards**

Different national practices in **implementing European directives**



ECONOMIC CHALLENGES

Unease of **suppliers** towards joint procurement due to **lack of experience** and **lower prices**



TECHNICAL CHALLENGES

Different **technical standards**



PRACTICAL CHALLENGES

Different **national priorities**

Lack of knowledge of other countries' practices, investment needs and culture



AWARENESS & INFORMATION

Difficult access to innovation alongside daily duties

Lack of awareness of existing solutions and of joint procurement

4. WHAT IS AT STAKE?

There are several **benefits** for contracting partners to engage in a JPP:

- **Skills:** procurement skills are valuable and **pooling** them together to benefit from capacities of staff is an added value, especially for smaller contracting authorities.
- **Workload and costs:** investigating new products/services requires time, joining forces will allow **sharing** the workload and costs.
- **Price:** economy of scale may lead to **more attractive** offers from suppliers.
- **Market fragmentation:** by enlarging the geographical scope of the market, it becomes **less** fragmented.
- **Interoperability** of services: ensuring operational access to different standards used in different countries.
- **Economic growth** and **jobs** in Europe: helping innovators uptaking European R&D to the market.

CHALLENGES TO INNOVATION PROCUREMENT

- **Unkown territory:** Public procurers are not familiar with innovation procurement procedures, and
 - they generally are not enticed to take risks, as they are:
 - cautious not to be legally challenged
 - expected to make the best use of the public money
 - to provide end-users with the goods and services needed.
- **Higher costs:** new products usually require R&D, which is costly.
- **Fragmented demand:** different specific needs of stakeholders and lack of standardization,
- **Lack of incentive** from stakeholders, both prescribers and end-users.
- **Few opportunities** to **interact with academia** or industry.

METHODOLOGY

Operational mode in 3 cycles

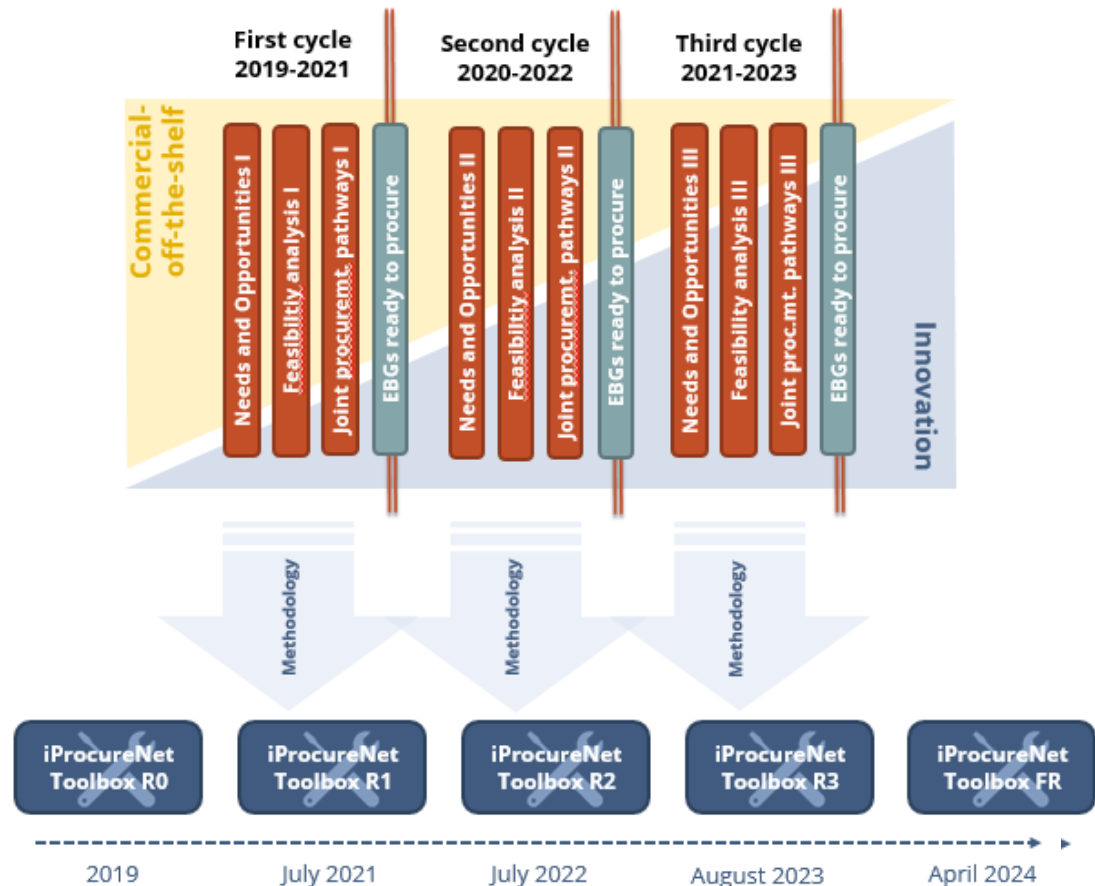
iProcureNET activities are organised in 3 identical cycles, based on the input provided by the Network & Community members.

Each cycle is divided into 3 identical phases:

- Evaluating needs and opportunities
- Conducting feasibility studies
- Identifying JPP pathways



Cover all possible obstacles to Joint Cross Border Public Procurement (JCBPP)



5. RESULTS ACHIEVED

1. Creation of a network of organisation and a community of experts in the field of public procurement in the area of security, especially when it comes to innovation procurement.

IPOP Platform of exchange

The screenshot displays the IPOP Platform interface. At the top, there is a navigation bar with 'ACCOUNT', 'ACTIVITY', 'GROUPS', and 'ALL E'. The main content is divided into two columns. The left column, titled 'Events', lists two upcoming events: 'iProcureNet Advanced Security Procurement Conference 2021: Identifying and Anticipating Needs' (March 09) and 'New date for ILEANET project uptake webinar - ROBORDER' (March 30). Both events have an 'ATTENDING' button. The right column, titled 'Group invitations', shows 'There are no current invitations.' and 'Outstanding membership requests'. Below this, 'My group memberships' lists several groups: 'WP2: Virtual workshop feedback form' (4 members, closed group), 'Border and external security' (15 members), 'Fight against crime and terrorism' (12 members), 'iProcureNet National Contacts (IPNCs)' (13 members, closed group), 'Legal Advisors Group (LG)' (14 members), and 'Procurers Group (PG)' (29 members).

RESULTS ACHIEVED

2. Analysis of the legal environment and opportunities for JCBPP in the field of security

Raoul Savima, police expert analyst with the Estonian Border Police

who will present the methods applied to identify public security needs and how to procure jointly

3. Survey conducted to collect procurement trends and investment plans

Jozef Kubinec, Head of the works and ICT procurement unit with the Slovakian Ministry of the interior

who will make a presentation on the experiences, obstacles and pitfalls of JPP.

RESULTS ACHIEVED

No	Candidate	Possible buyers' groups
1	Automatic Cyanoacrylate Fuming Chamber (PT/FR)	Group 1: PT, FR
2	Forensic light source - Cime Lite (PT/FR)	Group 1: PT, FR
3	Weapons (PT/FR)	Group 1: PT, FR
3.1	Airsoft Weapons – (FR-07) and (PT-82)	Group 1: PT, FR
4	Ballistic vests (PT/FR/RO)	Group 2: PT, FR, RO
5	Ammunition (PT/FR/RO)	
5.1	Different <u>calibers</u> ammunition and grenades – (PT-84), (RO-09)	Group 3: PT, RO
5.2	9x19mm ammunition <u>parabelum</u> (training and police service) – (FR-37), (LT-19)	Group 4: FR, LT
6	Drones/UAV (PT/FR/RO)	Group 2: PT, FR, RO
6.1	Drones - (FR-29), (PT-85), and (LT-56/68)	Group 5: FR, PT, LT
7	Nightshoot camcorders and accessories (PT/FR)	Group 1: PT, FR
8	Comparative spectral analysis system for documents (RO/FR) / travel document analyzers (ES/FR)	Group 6: FR, RO; Group 7: FR, ES
9	Personal protective Equipment	
9.1	Female and male ballistic vest (FR-35) - Ballistic vests (PT-86) - Tactical ballistic protective vest (EE-49)	Group 8: FR, PT, EE
9.2	Intervention heavy ballistic protection helmets (FR-5) – Helmets (LT-23)	Group 4: FR, LT

RESULTS ACHIEVED

10	Surveillance Device with Long Range Thermal Camera (PT/FR)	Group 1: PT, FR
11	Anti drone device (LT-98) - Drone detection equipment (EE - 32)	Group 9: LT, EE
12	Simulation	Interested partners has to be determined in further steps
13	Robotics	Interested partners has to be determined in further steps
14	Detection of false identity documents	Group 10: FR, RO, ES
15	Detection of substances	Interested partners has to be determined in further steps
16	Drones	Group 11: PT, FR, RO, LT
17	Fight against cybercrime	Interested partners has to be determined in further steps
18	Ballistic vests	Group 8: FR, PT, EE
19	Vehicle armouring	Interested partners has to be determined in further steps

RESULTS ACHIEVED

6 webinars organised on innovation procurement in 2020:

Date	Title
11 June 2020	PILOT: Perspectives on innovation procurement #1
08 July 2020	Aligning PP with emerging SMEs and new technologies
18 September 2020	RE-RUN Perspectives on innovation procurement #1
24 September 2020	Pre-commercial Procurement(PCP): the role of demand led R&D
08 October 2020	Perspectives on innovation procurement #2
29 October 2020	Innovation partnerships theory and practice



SOME OF THE
PROJECTS

ALSO FUNDED
BY
EU H2020
PROGRAMME

THAT
IPROCURENET
HAS ENGAGED
WITH

RESULTS ACHIEVED

Collection of methods

At the end of each cycle, iProcureNET will collect the methods developed and tested by the procurers and issue the TOOLBOX.

The Toolbox will contain guidelines tailored to procurers who want to conduct JPP of security COTS or innovative solutions.



Procurers will be enabled to find common ground and the most promising segments for their future JPP.

TOOLBOX will be

- a) made for procurers by procurers
- b) open and flexible
- c) attractive and accessible

Presentation of toolbox will be made by Filomena Vieira, legal advisor to Portugese Criminal Police

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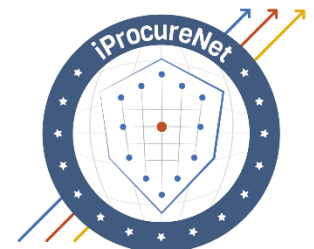


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