

# iProcureNet

Innovation by developing a European Procurer Networking for security research services

## Key findings - April 2020





## Table of contents

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1	The iProcureNet project .....	1
2	What we did in the past six months .....	1
3	Key findings .....	2
3.1	Online survey on joint public procurement .....	2
3.2	Candidates for joint public procurement in the first cycle .....	3
4	What to expect from iProcureNet in the next six months .....	4
	Annex 1: List of iProcureNet National Contacts (IPNCs) .....	5

## Table of figures

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Figure 1 - iProcureNet outputs .....	1
Figure 2 - Attitudes towards cross-border JPP (all sectors).....	2
Figure 3 - Sectors of successful JPP .....	2
Figure 4 - Type of product in successful JPP .....	2

# 1 The iProcureNet project

iProcureNet is a five-year project funded by the European Commission under the Horizon2020 programme for research and innovation and coordinated by the French Ministry of Interior. It aims to create an **ecosystem of procurers, prescribers, legal advisors and other key stakeholders of public security procurement**, to share procurement trends and needs, and open pathways for innovation in public procurement and joint public procurement across EU member states.

In an innovative three-cycle process, iProcureNet will map the European procurement environment, compare national investment strategies, identify innovation needs, and analyse security markets.



Figure 1 - iProcureNet outputs

Find more information on the project and how to get involved as a public security procurement expert on [www.iprocurenet.eu](http://www.iprocurenet.eu).

# 2 What we did in the past six months

- iProcureNet will deliver a public report on its findings twice a year. We will start with a summary of how we kept ourselves busy in the past six months, i.e. from November 2019 to April 2020:
- We prepared the **iProcureNet Online Community Platform iPOP** which is now ready to receive new members;
- We **monitored** European joint public procurement (JPP) and the general procurement landscape in public security and safety;
- We launched and evaluated a **survey on cross-border JPP** (see below);
- We collected and analysed of **different national investment plans** (see below);
- We designed a concept for the iProcureNet **JPP Toolbox**: benchmarking (namely OECD's, DoD's, OPSI's toolkit references, EAFIP's, CIPR PR's, WHO's and several other existing toolboxes) and development of a first (internal) mock version;
- We elaborated a detailed technical description of the **Knowledge Factory** upon which the Toolbox will be based.

### 3 Key findings

#### 3.1 Online survey on joint public procurement

In November and December 2019, an online survey was run. The aim of the survey was to learn more about existing (cross-border) joint public procurement (JPP) initiatives in Europe, to **collect examples of JPP** and to identify **good practices** as well as **pitfalls** to be avoided.

The survey was run among all sectors of procurement. It was assumed that insights into obstacles and good practices in other sectors can feed into the discussion iProcureNet is maintaining for the security sector. A detailed analysis of the survey results will be presented in a separate brief. Some first insights, however, will be shared here.

An overall of **41 responses** from 14 countries (DE, IE, RO, TR, FR, EE, CH, US, PT, IT, FI, GR, SK and one unspecified) was obtained.

##### Lack of experience but positive attitude

Around 75% of the respondents has a positive attitude towards JPP: 25% had experienced it whereas 50% were interested or even planned to engage in JPP. The rest expressed no interest.

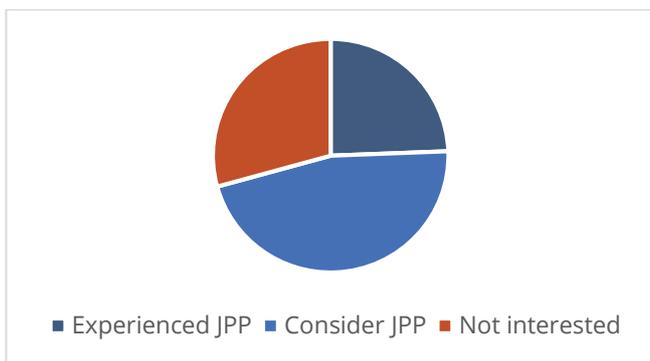


Figure 2 - Attitudes towards cross-border JPP (all sectors)

##### Few JPP examples from the security sector

Ten respondents had previous practical experiences with cross-border JPP. Of these, two had experiences in the field of security and defence,

both contracts were related to services and one of them related to pre-commercial procurement (PCP). Out of those ten experiences, six were related to services and four to supplies.

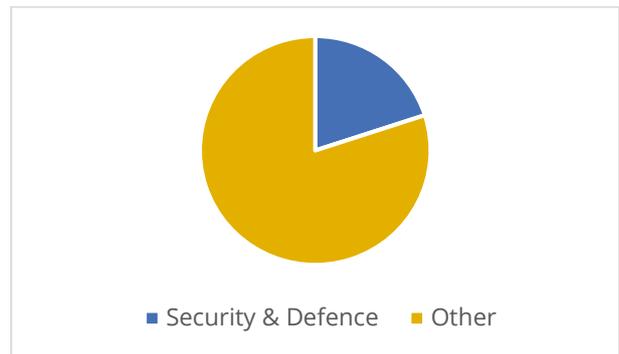


Figure 3 - Sectors of successful JPP

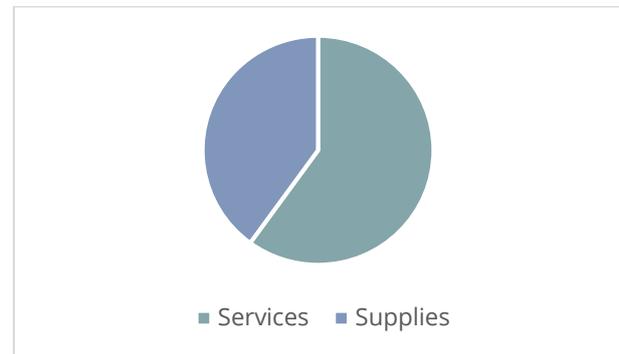


Figure 4 - Type of product in successful JPP

##### Stressing the benefits of JPP

All ten respondents had **positive experience** and they agreed to consider again participating in cross-border JPP in the future. They indicated the following benefits of JPP:

- Economy of scale;
- Possibility to negotiate better contract conditions;
- Promotion of innovation and R&D;
- Collaboration, sharing knowledge and exchanging good practice;
- Standardisation of technical specifications.

**Some disadvantages and pitfalls**

- Different and longer processes
- Different language and culture
- Legal obstacles mainly related to the pre-tender phase (harmonizing market research results etc) and post-tender phase (contract management).
- Difficult coordination among stakeholders from different countries, mainly in defining common technical requirements and common assessment processes and decisions.

**Preparation is key**

- The **preparatory phase** (pre-tender phase) is by far the most crucial stage for the decisions taken / selections made during this phase will influence the success of the whole process.
- Ensure the active involvement of end users.
- **Identify key stakeholders** and ensure support from Senior Management early on.

**Adopt a project management attitude**

- Organise each joint public procurement using **project-based management**. Divide all actions into phases with deadlines and responsible persons, setting common Key performance

- indicators (KPIs) and rules for information flow and decision making.
- Have a thorough training in **assessment preparation** to get a common process and avoid long discussions.
- Focus on functional (as opposed to technical) specifications referring to **long-term needs**.

**Steer the market**

- PCP is a very good method for public procurers to **buy R&D from several suppliers in parallel**, to **steer the development of solutions** to meet their needs. It makes suppliers compete through different phases of development.

**National laws are not the problem**

Those 31 respondents with no experience in JPP pointed out similar potential advantages and disadvantages of cross-border JPP. None of them, however, pointed out restrictions in national law that would impede cross-border JPP. 19 responders were interested to participate in JPP in near future. The responders pointed out multiple sectors suitable for JPP, especially public order and safety, health, defence and environment.

### 3.2 Candidates for joint public procurement in the first cycle

During the first cycle of the project iProcureNet received and collected **seven investment plans** from public security procurement departments in Cyprus, Estonia, France, Lithuania, Portugal, Romania and Spain.

Based on these, an internal list of potential candidates for joint public procurement could be established. Overall, **seven pairings of candidates** for joint public procurement from different categories could be identified.

**Potential for innovation procurement**

A particular **potential for public procurement of innovation** was identified in the following areas:

- Simulation systems
- Robotics
- Detection of false identity documents
- Detection of substances
- Drones
- Fight against cybercrime
- Ballistic vests
- Vehicle armouring

## 4 What to expect from iProcureNet in the next six months

- We will issue the **detailed results of the survey** on joint public procurement., including possible interviews to provide more in-depth information. We are also planning to run a **second survey** focussed more on innovation in public security procurement.
- We will be issuing the **first release of the iProcureNet Toolbox** in June 2020, built with the purpose of answering two main questions: why and how an entity should adopt a JPP. The Toolbox will contain dedicated sections on JPP insights, Governance and Ethics knowledge and guidelines of joint public security procurement. After the release in June, the major part of the work for the months to come will consist of the toolbox development through the inputs received, specially from WP 2 and 3.
- **Additional investment plans** from other countries and the update of existing plans will be integrated in the second iteration of the analysis during the second cycle of the project in 2021/22.
- **Internally**, we will conduct a feasibility analysis of the identified candidates for joint public procurement; we will start formulating a joint public security procurement strategy, taking into account the recommendations from the survey, and we will start evaluating relevant markets for the most promising segments identified through the investment plan analysis.



## Annex 1: List of iProcureNet National Contacts (IPNCs)

Are you a European public security procurement expert and would like to **get involved with iProcureNet**? Please find below the list of national contact points.

In case your country of origin is not in the list, feel free to reach out to the coordination team through [contact@iprocedurenet.eu](mailto:contact@iprocedurenet.eu).

<b>France</b>	Mona Guerlais	French Ministry of Interior	ipnc-france@eurtd.com
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<b>Lithuania</b>	Sigutė Stankevičiūtė	Agency for Science, Innovation and Technology	ipnc-lithuania@eurtd.com
<b>Bulgaria</b>	Nikolai Stoianov	Bulgarian Defence Institute	ipnc-bulgaria@eurtd.com
<b>Estonia</b>	Helen Nook	Estonian Police and Border Guard Board	ipnc-estonia@eurtd.com
<b>Cyprus</b>	Elena Avraamidou	Cyprus Civil Defence	ipnc-cyprus@eurtd.com
<b>Portugal</b>	Cristina Farinha	Portuguese Criminal Police	ipnc-portugal@eurtd.com
<b>Spain</b>	Olga Ramil	Spanish Ministry of Interior – Policía Nacional	ipnc-spain@eurtd.com
<b>Romania</b>	Gabriel Iancu	Romanian Ministry of Internal Affairs – Directorate General Logistics	ipnc-romania@eurtd.com
<b>Hungary</b>	Márton Müller	Hungarian National Police	ipnc-hungary@eurtd.com