



## DOING BUSINESS WITH THE AGENCIES OF THE EUROPEAN UNION

Turin, January 30<sup>th</sup> 2024

PALAZZO MADAMA – Piazza Castello, Torino

08:45 – 09:30	Arrival and registration of participants
09:30 – 09:50	Institutional welcome and introduction <i>Torino Chamber of commerce Municipality of Turin ETF Piemonte Agency</i>
<b>I. PROCUREMENT BY EU AGENCIES</b>	
09:50 – 10:00	Introduction of the day
10:00 – 10:10	How Agencies contribute to the EU <i>ETF</i>
10:10 – 10:30	Strategic relevance of EU public procurement and highlights on the regulatory framework <ul style="list-style-type: none"> <li>- Procurement strategy state of play</li> <li>- Principles of public procurement</li> <li>- Overview of procedure types and contracting methods</li> <li>- Joint procurement</li> </ul> <i>ETF</i>
10:30 – 10:50	Future of procurement: sustainability and emerging technologies University of Turin, Department of Law
10:50 – 11:20	Procurement needs of participating agencies (Part 1): <ul style="list-style-type: none"> <li>- Agencies' mandate</li> <li>- Specific procurement needs and planning</li> </ul> <i>Group 1: HADEA, ECDC, EEA, EMA, EFSA</i>
11:20 – 11:40	Coffee break
11:40 – 12:40	Procurement needs of participating agencies (Part 2): <ul style="list-style-type: none"> <li>- Agencies' mandate</li> <li>- Specific procurement needs and planning</li> </ul> <i>Group 2: EFCA, EIOPA, Eurojust, F4E Group 3: ETF, CEDEFOP, EU-OSHA, CEB</i>
12:40 – 12:55	Experiences from the business <ul style="list-style-type: none"> <li>- Experiences, main challenges and opportunities</li> <li>- Joint tendering and subcontracting</li> </ul>
12:55 – 13:00	Closure of morning session
13:00 – 14:00	Networking lunch
<b>II. PROCUREMENT IN PRACTICE</b>	
14:00 – 14:10	Introduction of the afternoon session
14:10 – 14:30	Making the utmost of the eProcurement tools <ul style="list-style-type: none"> <li>- Registration and credentials to Funding and Tenders portal</li> <li>- How to look for procurement opportunities</li> <li>- How to submit tenders</li> <li>- Historical data</li> </ul> <i>EEA</i>
14:30 – 15:00	Practical guidance on tender preparation <ul style="list-style-type: none"> <li>- Administrative documents</li> <li>- Exclusion, selection and award criteria</li> <li>- Technical and financial proposal</li> <li>- Common practical issues and how to address them</li> </ul> <i>EIOPA, EFSA, F4E</i>
<b>III. AGENCIES IN DIRECT</b>	
15:15 – 17:00	Business to Agencies meetings

## PARTICIPATING AGENCIES AND BODIES:

Below the table summarising the thirteen participating bodies, their location, sector and brief description of the mandate.

Participating agency/ body	Location	Participating person	Sector	Brief description
<b>CEDEFOP</b> <a href="https://europea.eu">CEDEFOP   European Centre for the Development of Vocational Training (europea.eu)</a>	Thessaloniki, Greece	Dimitra ELEFTHEROUDI	Employment	Support the promotion, development and implementation of the Union policy in the field of vocational education and training (VET) as well as skills and qualifications policies by working together with the Commission, Member States and social partners. To this end, enhance and disseminate knowledge, provide evidence and services for policy-making, including research-based conclusions, and facilitate knowledge sharing among and between Union and national actors.
<b>ECDC</b> <a href="https://ecdc.europa.eu">European Centre for Disease Prevention and Control</a>	Stockholm, Sweden	Suvi TURKKI	Health	ECDC collects, analyses and shares data on more than 50 infectious disease topics such as COVID-19, influenza, HIV/AIDS, hepatitis, measles, tuberculosis, antimicrobial resistance and vaccination. ECDC experts assess risks to Europe and provide guidance to help countries prevent and respond to outbreaks and public health threats.
<b>EEA</b> <a href="https://eea.europa.eu">European Environment Agency</a>	Copenhagen, Denmark	Corina SAMSON Stefania TOMASINA	Environment	The EEA is an agency of the European Union, whose task is to provide sound, independent information on the environment. The EEA aims to support sustainable development by helping to achieve significant and measurable improvement in Europe's environment, through the provision of timely, targeted, relevant and reliable information to policy-making agents and the public. The European environment information and observation network (Eionet) is a partnership network of the EEA and its member and cooperating countries. Through Eionet, the EEA brings together environmental information from individual countries concentrating on the delivery of timely, nationally validated, high-quality data. This knowledge is made widely available through the EEA website and forms the basis of both thematic and integrated environmental assessments. This information serves to support environmental management processes, environmental policymaking and assessment, as well as citizen participation.
<b>EFCA</b> <a href="https://efca.europa.eu">European Fisheries Control Agency</a>	Vigo, Spain	Tuula JUTILA	Maritime	It was set up by the European Council (Regulation (EU) 2019/473 of the European Parliament and of the Council of 19 March 2019). Its mission is to promote the highest common standards for control, inspection and surveillance under the Common Fisheries Policy and in cooperation with the European Border and Coast Guard Agency and the European Maritime Safety Agency, each within its mandate, supports the national authorities carrying out coast guard functions

<b>EFSA</b> <a href="#">European Food Safety Authority</a>	Parma, Italy	Marco CORTOPASSI Giorgia CIANI	Health	Safety in the food chain from farm to fork is at EFSA's core. We contribute to protecting human life and health, taking account of animal health and welfare, plant health and the environment. We deliver independent and transparent scientific advice to policy makers, through cooperation with our partners, and in an open dialogue with society.
<b>EIOPA</b> <a href="#">European Insurance and Occupational Pensions Authority</a>	Frankfurt, Germany	Inga NAUMANE	Finance	<p>The main goals of EIOPA are:</p> <ul style="list-style-type: none"> <li>To improve consumer protection and rebuild trust in the financial system</li> <li>To ensure strong, effective and consistent regulation and supervision, taking account of the interests of all member states and the different nature of financial institutions</li> <li>To bring about more harmonised and consistent application of the rules for financial institutions and markets across the EU</li> <li>To strengthen the oversight of cross-border groups</li> <li>To promote coordinated supervisory responses from the EU</li> </ul>
<b>EMA</b> <a href="#">European Medicines Agency</a>	Amsterdam, The Netherlands	Katarina SLACHTICOVA Alina AALTO	Health	The mission of the European Medicines Agency (EMA) is to foster scientific excellence in the evaluation and supervision of medicines, for the benefit of public and animal health in the European Union (EU).
<b>ETF</b> <a href="#">European Training Foundation</a>	Turin, Italy	Barbara GOTTERO Chiara CERATO	Employment	<p>The European Training Foundation (ETF) is the European Union Agency that supports countries outside the EU in improving their human capital development, in the context of European Union (EU) external relations policies. Currently the ETF cooperates at country and regional level with the countries of the EU Neighbourhood and Enlargement regions, and in Central Asia, as well as contributing to the EU external policies and programmes at Pan-African level.</p> <p>In 28 partner countries, the ETF contributes to the development of human capital by providing advice and support to the countries themselves and to the EU Delegations on the reform of education, training and employment policies and systems. This contributes to social wellbeing, stability and prosperity in the countries surrounding the European Union.</p>
<b>EU-OSHA</b> <a href="#">European Agency for Safety and Health at Work</a>	Bilbao, Spain	Silvia GRADOS Pascale TURLOTTE Paraskevi LOGOTHETI	Employment	The European Agency for Safety and Health at Work (EU-OSHA) is the primary European information source for occupational safety and health (OSH). Created in 1996 and located in Spain, EU-OSHA is responsible for the collection, analysis and dissemination of relevant safety and health information for researchers, safety and health professionals, policy makers, employers and workers.
<b>Eurojust</b> <a href="#">Eurojust   European Union Agency for Criminal Justice Cooperation (europa.eu)</a>	The Hague, Netherlands	Ian FOWDEN	Justice	Eurojust is the European Union Agency for Criminal Justice Cooperation. We bring together prosecutors and judges from across the EU and beyond, in an effort to effectively tackle all forms of serious cross-border crime. Through our expertise and support, we make sure that criminals are held responsible for their actions and justice is done.

<b>F4E</b> <a href="https://europa.eu">Fusion for Energy - Bringing the power of the sun to Earth (europa.eu)</a>	Barcelona, Spain	Cristina ORTIZ-SCHOUSBOE Laura ROMANO	Research and Technology	The F4E JU was created in order to: i) provide Europe's contribution to ITER, to demonstrate fusion as a viable and sustainable source of energy; ii) support fusion research and development initiatives; and iii) contribute towards the construction of demonstration fusion reactors.
<b>HaDEA</b> <a href="https://europa.eu">European Health and Digital Executive Agency (europa.eu)</a>	Brussels, Belgium	Petra GERBAUX TONOVA	Health and Digital	HaDEA, the Health and Digital Executive Agency, implements EU programmes on behalf of its parent EC DGs, having for aim to strength Europe in the domains of health, food safety, digital technologies and networks, industrial capacities, and space.
<b>CEB</b> <a href="https://coebank.org">CEB: the social development bank in Europe   CEB (coebank.org)</a>	Paris, France	Antoine HENRY Laurence GENDRE	Development bank	The Council of Europe Development Bank (CEB), a multilateral development bank with an exclusively social mandate. The CEB is an observer in the NAPO network. It can piggyback on EU Agencies tenders and contracts, and their rules are very simple, inspired by the Directives.

## PARTICIPATING LOCAL AUTHORITIES :

Below the table summarising the local authorities participating:

Participating local authority	Participating person	Brief description
<b>CAMERA DI COMMERCIO DI TORINO</b> <a href="http://camcom.it">Camera di commercio di Torino (camcom.it)</a>	Dario GALLINA   President	The Torino Chamber of Commerce is a public institution with autonomy of statute, regulation, management and accountability. The mission of the Chamber is to foster the growth of local economy and enhance it through effective and targeted initiatives, thus playing the role of spokesman towards competent authorities for more than 220,000 companies based in the Province.  <a href="#">CV Gallina breve ITALIANO agg. marzo 2023 CON FOTO.pdf (camcom.it)</a>
<b>COMUNE DI TORINO</b> <a href="http://comune.torino.it">Città di Torino - Servizio Telematico Pubblico (comune.torino.it)</a>	Spokesperson to be confirmed	
<b>CENTRO ESTERO</b> <a href="http://centroestero.org">Centro Estero per l'Internazionalizzazione - Ceipiemonte</a>	Giorgia GAROLA   Vice Presidente	Piemonte Agency is the first Italian agency dedicated to inward and outward internationalization. On behalf of our members it guarantees top class free, responsive and tailored services.  <a href="http://centroestero.org">Giorgia Garola (centroestero.org)</a>

Link to the description of Progetto Tender under which the seminar is funded and organised on the side of the local authorities: [Tender - Ceipiemonte \(centroestero.org\)](http://centroestero.org)

## OTHER LOCAL PARTICIPANTS:

Below the table summarising the participating local economic operators, institutions and universities.

Name	Location
3A Srl	Torino
3R international Srl	Torino
A.M.I.S. Srl	Torino
Acit	Torino
AKRONOS TECHNOLOGIES Srl	Torino
AMET	Torino
Anylink Group Srl	Asti
Archibuzz Srl	Torino
Atlantica Digital S.p.A.	Roma
AUGEOS Spa	Torino
AWorld Srl Società Benefit Srl	Torino
Ballaré e Associati Ss	Novara
Be Team Srl	Piacenza
BEOND Srl	Torino
Be-St srl	Torino
Bigbag Web S.r.l. S.B. Srl	Torino
BMTI Scpa	Roma
BYLOGIX Srl	Roma
CCTO Istituzione	Torino
Cdo Piemonte	Torino
CITTA' DI TORINO	Torino
Coop Liberitutti	Torino
CSCI Soc cons	Novara
CSI Piemonte Soc cons	Torino
DAMUS ENGINEERING Srl	Torino
Daniela Vacca	Torino
DAP Distretto Aerospaziale	Torino
DELTA-TI IMPIANTI Spa	Torino
Elexi studio legale	Torino
Elisabetta Riccio Fotografia	Torino
E-MENTOR Srl	Torino
ENVIRONMENT PARK Spa	Torino
Experientia Srl	Torino
Forestae Srl	Torino
Fujiko I.T. Srl	Torino
HAL SERVICE	Vercelli
Hello Export	Torino
HICARE RESEARCH Srl	Torino

I.S.C.S. Srl	Torino
I.T.G. Sas	Torino
IBIS	Novara
IFT Srl	Torino
IGC Srl	Torino
IK Produzioni Srl	Torino
Intellygenza Srl	Torino
ITALIA GASTRONOMICA Srl	Novara
ITHACA Srl	Torino
Kairos3D Srl	Torino
Kinetikon Srl	Torino
Limo Comunicazione Srl	Torino
Logos Centro Studi Srl	Torino
Mailander Srl	Torino
MASSIMO COSSO	Torino
MTEDD	Torino
NPO Torino srl	Torino
NT PLANET Sas	Torino
OVERSEA Srl	Torino
Paneco Ambiente Srl	Cuneo
Pensavalle Emanuele	Torino
Perrone 10	Torino
Politecnico di Torino	Torino
PRAXI Spa	Torino
Promos Italia	Milano
REGIONE PIEMONTE	Torino
Robin studio srl	Torino
SAGAT Spa	Torino
SAN Srl	Torino
SEEd Srl	Torino
Sertec Srl	Torino
SGI Srl	Torino
Sidera srls	Torino
SIMULARIA Srl	Torino
Sixeleven Srl	Torino
SKILLBIT srl	Torino
Smart Revolution Srl	Torino
Socialsur srl	Torino
SOLVIGOR SRL	Alessandria
Studio Legale Fabrique	Torino
Taurus 1916 Srl	Torino
Teknopatent	Torino
TIMESIS Srl	Torino
UNI scienze gastronomiche	Cuneo

UNIONCAMERE PIEMONTE	Torino
Unioncamere Piemonte	Bruxelles
Università di Torino	Torino
UPTOFARM Srl	Torino
VINCENZO BONA Spa	Torino
WELT SAS	Torino
Xori Holding Srl	Torino