

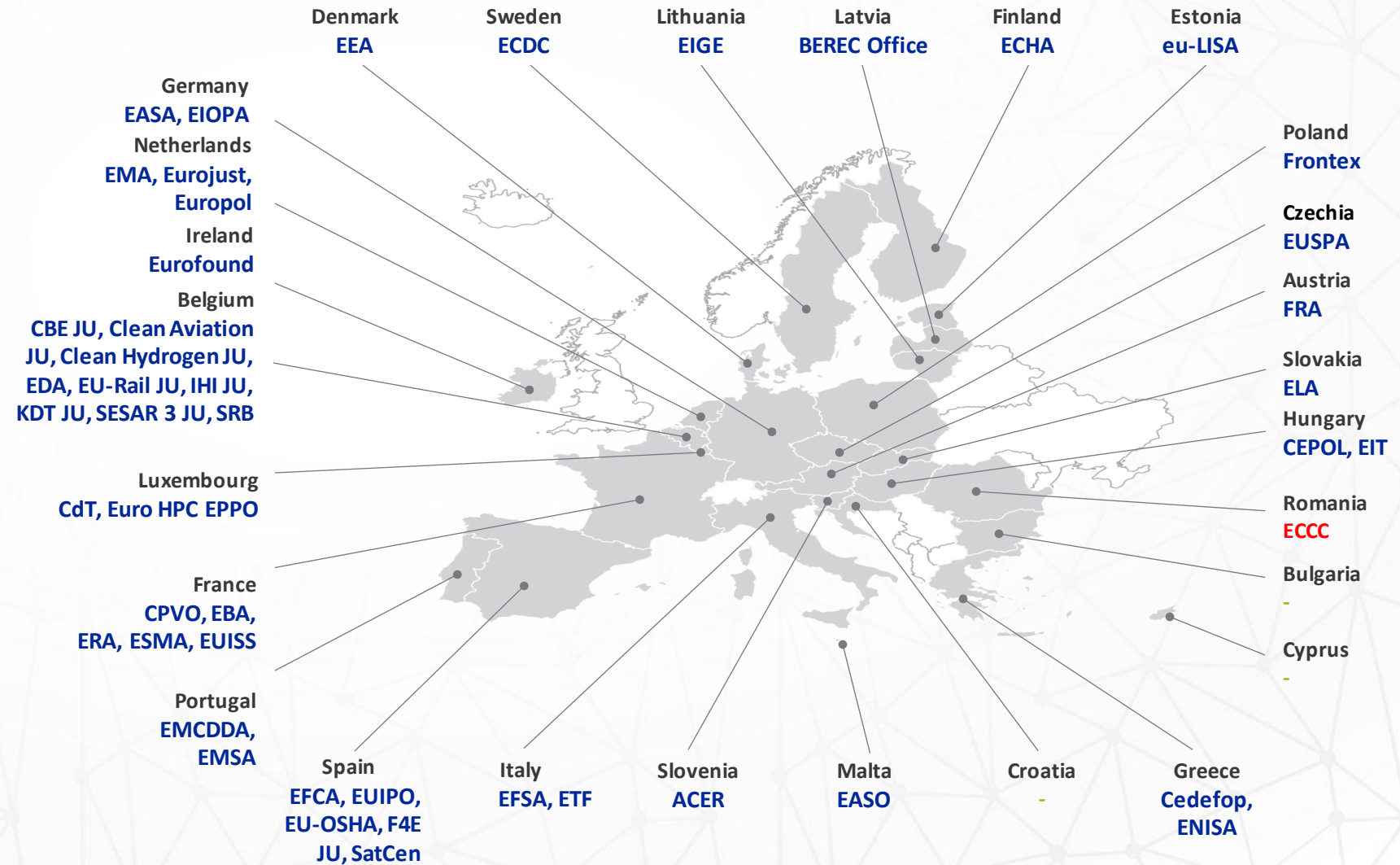


EU Decentralised Agencies

EU decentralised Agencies and Joint Undertakings



- A total of 49 Network members:
 - 39 EU Agencies
 - 9 Joint Undertakings
 - 1 EU body (ECCC)
- Located in 24 EU Member States
- About 12000 staff employed
- Total agencies budget is 35,2 bn€
- EU funding of JU is 16,7 bn€





The work of the EU Agencies directly impacts the lives of more than 440 million EU citizens



We enhance the value of individual EU Agencies and Joint Undertakings by deepening their collaboration, with the objective of providing EU citizens, businesses and institutions the right foundation to achieve their priorities. In so doing, we represent a cost-efficient, agile and impactful administrative backbone for the implementation of Union policies.



Through our combined knowledge and actions, we contribute to the implementation of EU policies and strive for the development of a more sustainable, inclusive and competitive Europe for the benefit of all EU citizens.

<https://agencies-network.europa.eu>

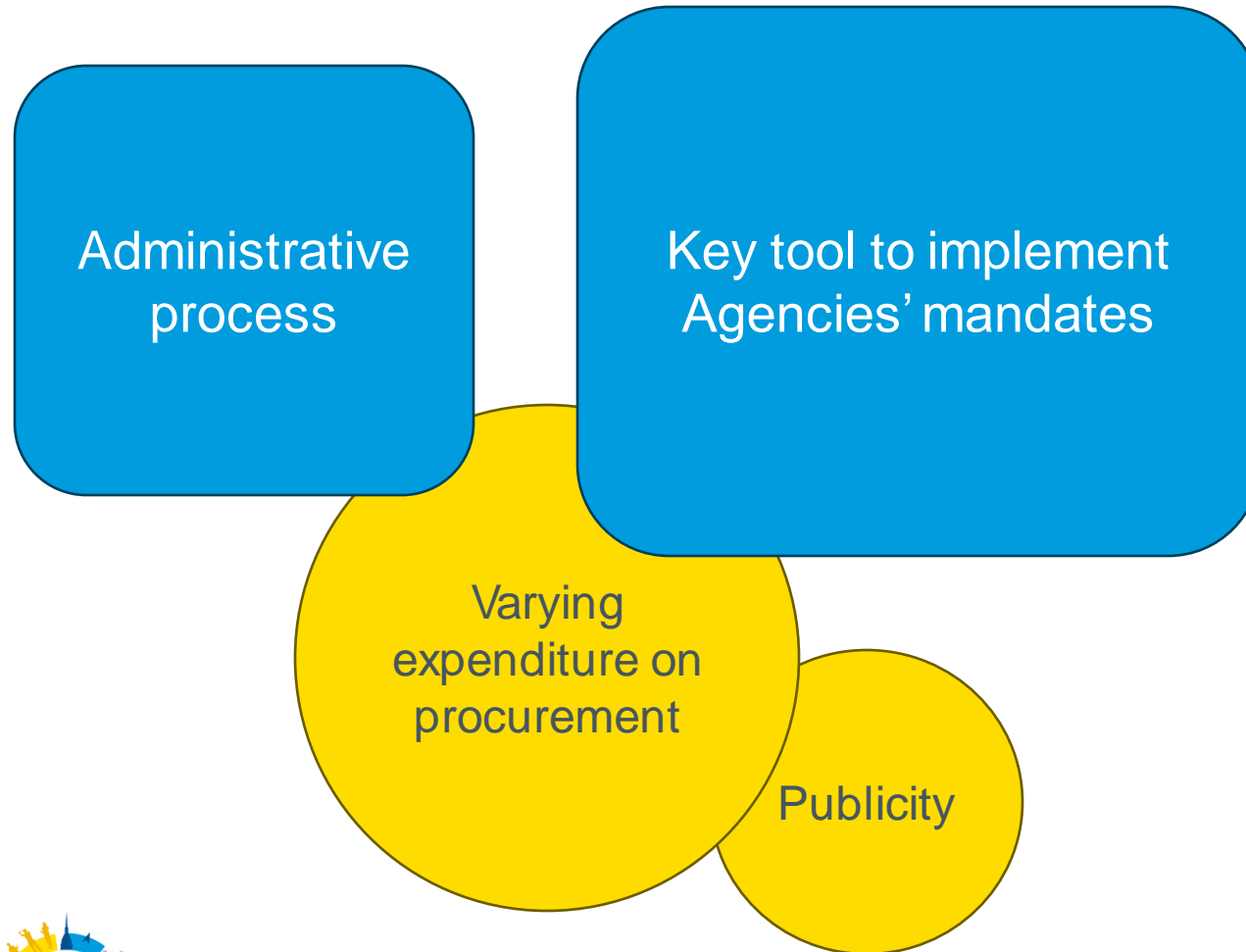


Thank you for your attention

EU AGENCIES PROCUREMENT

Overview and highlights

The role of public procurement



Legal framework

Regulation (EU, Euratom) 2018/1046



Principles

TRANSPARENCY

EQUAL TREATMENT

NON-DISCRIMINATION

PROPORTIONALITY

WIDEST COMPETITION

SOUND FINANCIAL MANAGEMENT

Main procedure types and thresholds

Open

- For purchases \geq € 143,000
- Open to all interested economic operators
- One step procedure (min 37 days to submit tender)

Restricted

- For purchases \geq € 143,000
- Two step procedure:
 - Step 1: Interested economic operators request to participate (min 32 days) and are assessed against exclusion and selection criteria
 - Step 2: Only those who are pre-selected may submit tenders (min 30 days)

Negotiated

- For low and middle value purchases:
 - Below € 15,000 | Single tender
 - € 15,000.01 - € 60,000 | min 3 candidates
 - € 60,000.01 - < 143,000 | min 5 candidates
- Economic operators are invited to submit tender following expression of interest
- Shorter timescales

Publication, communication and submission via F&T portal

Procurement process



Planning

- Identifying needs and drafting of specifications
- Selection of the type of procedure
- Definition of selection and award criteria



Publicity

- Ex ante advertising and publication of the contract notice according to thresholds
- Tender submission



Opening and evaluation

- Public opening for procedures \geq € 143,000
- Evaluation of exclusion, selection and award criteria (best quality-price)



Contract award

- Award decision
- Signature of contract
- Publication of the contract award notice according to the thresholds
- Annual list of contractors



Performance of the contract

- Standard contractual conditions
- Receipt of supplies and services
- (e)Invoicing
- Payment

Contract types

Framework contract

- Defines the subject
- Exact quantity and delivery times not known
- Has a maximum budget ceiling not to be exceeded
- Is implemented through specific contracts/ order forms that define quantity, delivery and price
- May have different forms:
 - **Single**
 - **Cascade**
 - **Reopening of competition**

Direct contract

- Defines the subject
- Exact quantity and delivery times known
- Fixed price corresponds to tenderer's financial offer
- Can be implemented without further formalities



Pooling forces in procurement



Inter-agency procurement procedures

- Economies of scales and efficiency gains
- Framework contracts for horizontal services e.g. AI for communication, HR and expertise training
- Lead agency is responsible for procedure and overall contract management
- Participating agency executes specific contracts, receives deliverables and pays



Joint tenders and subcontracting

- A tender may be submitted by a group of economic operators
- Tenderers may rely on subcontractors to carry out specific tasks under the contract



THANK YOU! GRAZIE!



EU Agencies procurement



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DOING BUSINESS WITH THE AGENCIES OF THE EUROPEAN UNION

Turin, January 30th 2024

Future of procurement: sustainability and emerging technologies

Roberto Caranta

University of Turin

2014 Directives & FR etc

Horizon 2020

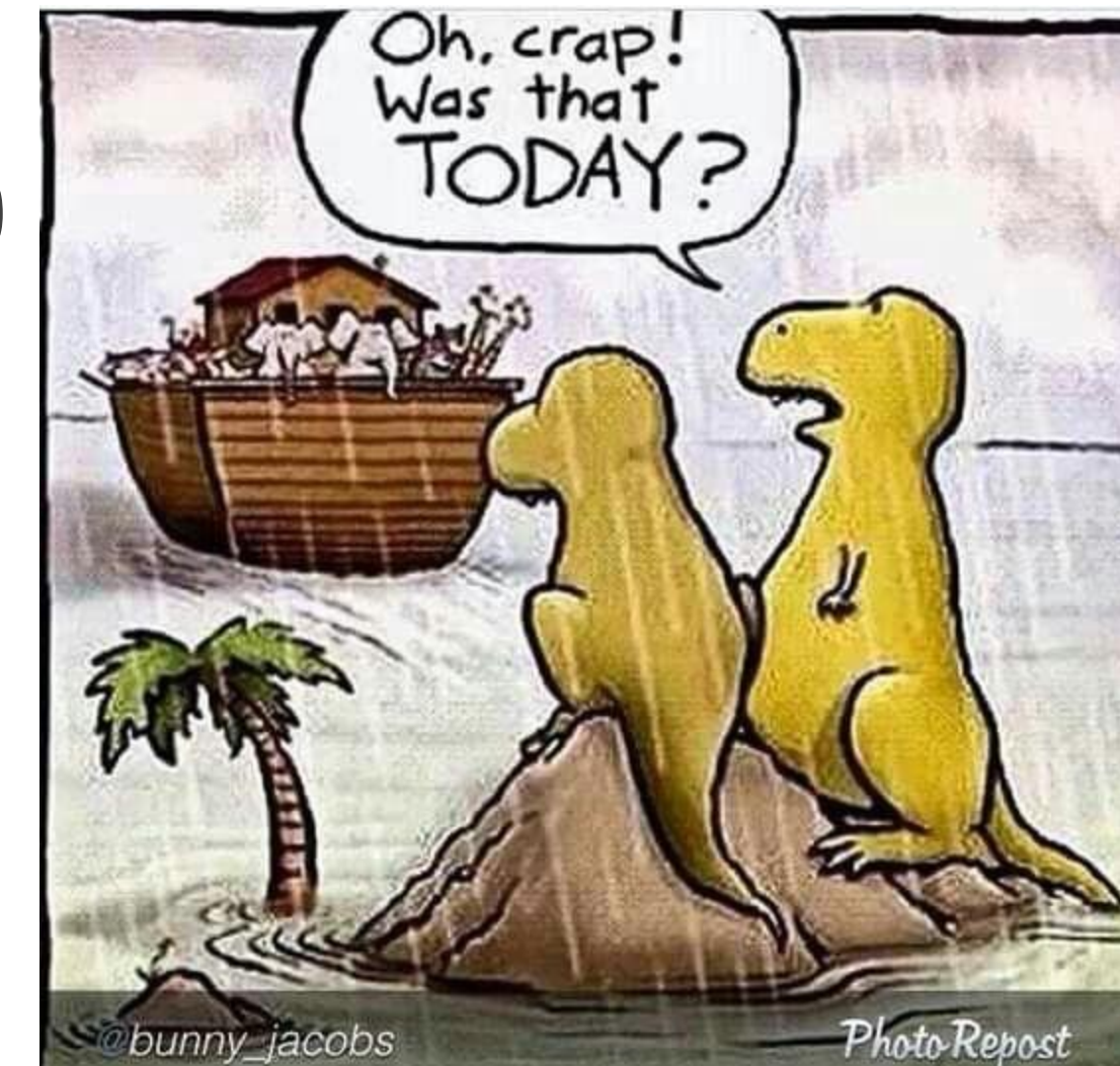
- A general 'sustainability principle',
 - New rules referring to life-cycle
 - Incl award criteria and LCC
- generally **not mandatory** at EU level



EUROPEAN GREEN DEAL

will transform the EU into a modern, resource-efficient and competitive economy, ensuring:

- no net emissions of greenhouse gases by 2050
- economic growth decoupled from resource use
- no person and no place left behind



The European Green Deal

- Lot of emphasis on procurement
- More Guidance
- More mandatory criteria

https://privpapers.ssrn.com/sol3/papers.cfm?abstract_id=3589168#references-widget



The Green Deal!

- Public authorities, including the EU institutions, should lead by example and ensure that their procurement is green. The Commission will propose **further legislation and guidance** on green public purchasing.
- COM(2019) 640 final



shutterstock.com · 2012041661

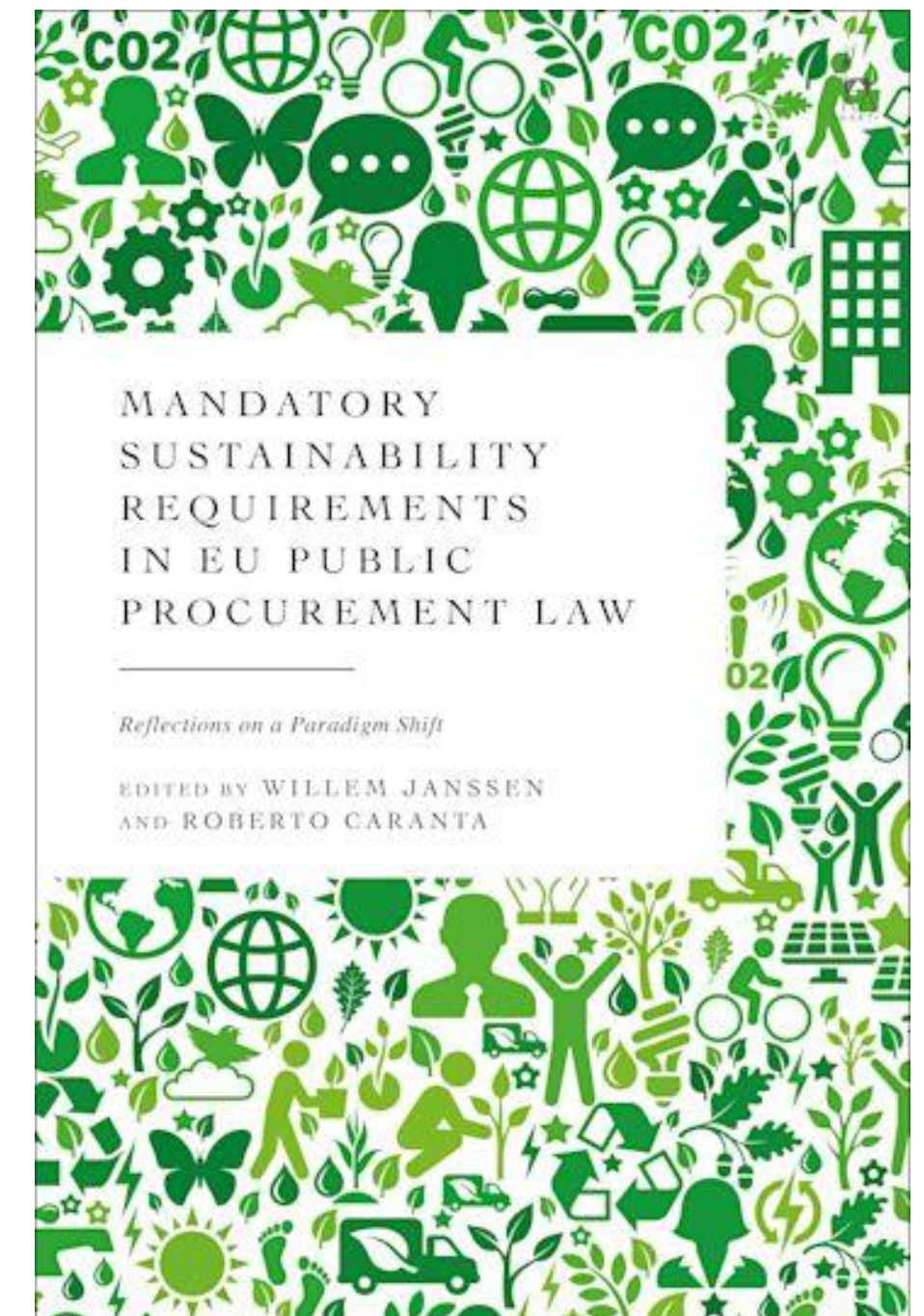


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What's new already?

- Deforestation Regulation (EU) 2023/1115
- Battery Regulation (EU) 2023/1542
- EED (EU) 2023/1791
- RED (EU) 2023/2413



AND SOCIAL!



- ❖ **Directive (EU) 2022/2464 Corporate Sustainability Reporting Directive (CSRD)**
- ❖ **Directive (EU) 2022/2041 on adequate minimum wages in the European Union**
- ❖ **Proposal for a Corporate Sustainability Due Diligence**
- ❖ **Proposal for a Regulation on prohibiting products made with forced labour on the Union market**

MIND 18(2)



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SAPIENS
NETWORK



RECENT STUDIES

STUDY
Requested by the CONT Committee



STUDY
Requested by the EMPL Committee



The social impact of public procurement

Can the EU do more?



Policy Department for Economic, Scientific and Quality of Life Policies
Directorate-General for Internal Policies
Authors: Valentina CAIMI, Silvia SANSONETTI
PE 740.095 – October 2023

EN

Due Diligence in EU Institutions' Own-Account Procurement: Rules and Practices



Policy Department for Budgetary Affairs
Authors: Claire METHVEN O'BRIEN, Roberto CARANTA
Directorate-General for Internal Policies
PE 738.335 – January 2024

EN

- EU Institutions & agencies insisting on compliance along the supply chain and
- Often asking more than just compliance, being proactive on aspects such as climate impact



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Dir 2014

- Mandatory e-communication
- E-procurement
- Innovation procurement



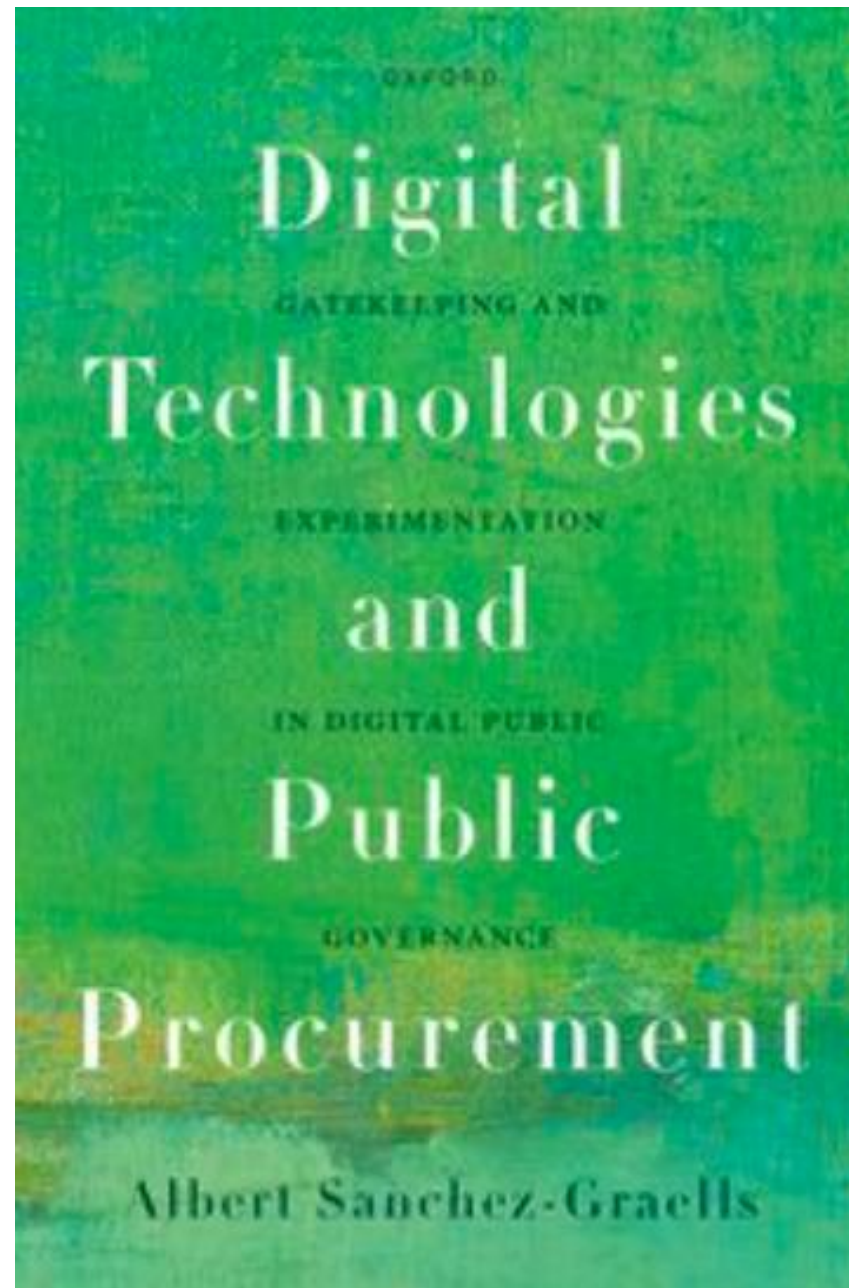
Purchase of AI

- As part of its [digital strategy](#), the EU wants to regulate artificial intelligence (AI) to ensure better conditions for the development and use of this innovative technology.
- standard EU model contractual AI clauses have been drafted in assignment of the public buyer community and have been [peer-reviewed](#) by experts

<https://public-buyers-community.ec.europa.eu/communities/procurement-ai/resources/eu-model-contractual-ai-clauses-pilot-procurements-ai>



Your must read

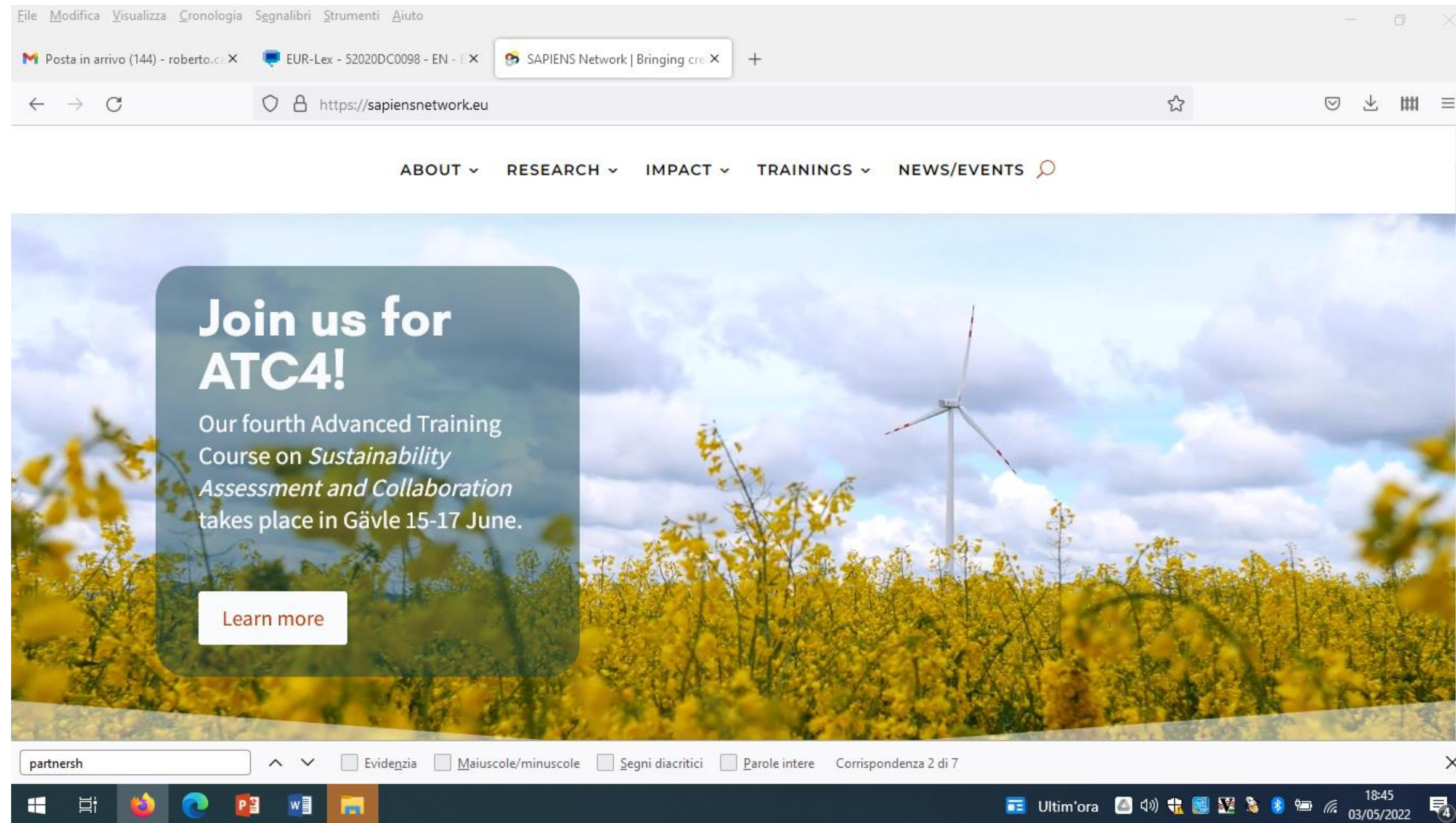


- ❖ Through a detailed case study of procurement digitalisation as a site of unregulated technological experimentation, ASG demonstrates that relying on ‘regulation by contract’ creates a false sense of security in governing the transition towards digital public governance. This leaves the public sector exposed to the ‘policy irresistibility’ that surrounds hyped digital technologie



This project has received funding from the European Union's Horizon 2020 research and innovation programme under the Marie Skłodowska-Curie grant agreement No 956696.

THANKS!



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Procurement needs of participating Agencies



Health and Digital Executive Agency (HaDEA)

The European Centre for Disease Prevention and Control (ECDC)

European Environmental Agency (EEA)

European Medicines Agency (EMA)

European Food Safety Authority (EFSA)

Primary procurement focus:



1. Crisis Preparedness



2. Health Promotion and Disease Prevention



3. Health Systems & Health Workforce



4. Digital Transformation

The European Centre for Disease Prevention and Control (ECDC), Sweden



Primary procurement focus: research, studies and digital transformation.

Some examples of our procurement:

- **Literature reviews**
- **Vaccine effectiveness studies**
- **Knowledge and data management services**
- **Software development services**
- **IT consultancy services**
- **Facility Management related services**



European Environment Agency (EEA), Denmark

Primary procurement focus:

- IT consultancy services – Web development
- Graphic design and layout
- Strategic communication
- Online language trainings
- Web user experience
- Portal(s) technical maintenance and evolution
- Staff engagement survey (Inter-agency)
- Consultancy services to assist the EEA in providing key analysis and data relevant to the EU policy areas and legislations such as nature, climate, health, economy and resources, sustainability.

European Medicines Agency (EMA), The Netherlands



Primary procurement focus and needs:

(1) Sound functioning of the Agency:

- Facilities, HR, Finance, Audit/Legal

(2) Mandate/Core business:

- Scientific studies
- DARWIN EU Coordination Centre
- Subscriptions and access to (healthcare) data and datasets
- Strategic communications

(3) IT projects and operations enablers:

- Operational IT (infrastructure and HW/SW)
- Regulatory stakeholder applications and EMA's Cloud strategy
- Architecture modernisation

European Food Safety Authority (EFSA), Italy



Primary procurement focus

Scientific services for data collection and analysis:

- Chemistry, toxicology, nutrition, agronomy, veterinary, biology, statistics, data science.

Running the Agency:

- All corporate and logistical services

Procurement needs of participating Agencies



European Fisheries Control Agency (EFCA)

European Insurance and Occupational Pensions Authority (EIOPA)

European Union Agency for Criminal Justice Cooperation (Eurojust)

The European Joint Undertaking for ITER and the Development of Fusion Energy (F4E)

European Fisheries Control Agency (EFCA), Spain



Administrative procurements in 2024:

- Interim services (with EU OSHA Bilbao)
- Brokering: for language training, sea safety special training and other management training

Operational procurements in 2024:

- Legal services in maritime and aviation law
- EFCA cooperates with Spanish and sister agencies in tenders
- Possibly in future: remote control technologies, remote piloting, aircraft and vessel charters

European Insurance and Occupational Pensions Authority (EIOPA), Germany



Primary procurement focus:

- Market Data
- Studies (like, behavioural research, financial inclusion, data bias & fairness metrics in insurance)

Running the Agency:

- ITC Equipment and Services
- Event brokerage
- Staff training

European Union Agency for Criminal Justice Cooperation (Eurojust), The Netherlands



Primary procurement focus:

- Operational work
- IT Services (development & security)
- Software/Hardware
- Interpretation
- Hotels

Site and Facilities:

- Catering
- Security (physical)
- Cleaning
- Facility management (handyman)

The European Joint Undertaking for ITER and the Development of Fusion Energy (F4E), Spain



Primary procurement focus

Operational:

- Design finalization, supply-manufacturing of various components/technologies + technical support (e.g. engineering support, Nuclear Safety, etc...), R&D
- Site/buildings construction

Administrative:

- ICT services/software dev.
- Events organization
- Legal and Medical services
- Training broker
- Interim services

Procurement needs of participating Agencies



European Training Foundation (ETF)

European Centre for the Development of Vocational Training (CEDEFOP)

European Agency for Safety and Health at Work (EU-OSHA)

Council of Europe Development Bank (CEB)

European Training Foundation (ETF), Italy



Primary procurement focus

Projects in the regions:

- Support to research and studies
- Meeting management
- AI for Communication activities

Running the Agency:

- Digital and IT
- Site and sustainability

European Centre for the Development of Vocational Training (CEDEFOP), Greece



Primary procurement focus

Projects/Core business:

- Studies, Surveys, development of on-line tools

Supporting Services:

- ICT, Web-development, Editing
- Building related services, sustainability

European Agency for Safety and Health at Work (EU-OSHA), Spain



**Primary procurement focus
mostly related to OSH:**

- **Expert articles**
- **Case studies**
- **Surveys**
- **Social research activities**

But also in the fields of:

- **Communication and promotion**
- **Evaluation services**
- **General administration, logistics and ICT**

Council of Europe Development Bank (CEB), France

Primary procurement focus

Running the Bank:

Digital and IT

Facility Management

HR and communication

Projects:

Consultancy support to projects



Funding & Tenders Portal (Single Electronic Data Interchange Area – SEDIA)

Stefania Tomasina & Corina Samson / Doing business with EU Agencies / Torino - 30 January 2024

From Ted . eTendering to F&T Portal



- TED eTendering is an EU institutions' eProcurement platform based on EU Directives on public procurement. Allowing free electronic access to **call for tenders' documents** such as contractual documentation, technical specifications, annexes, questions and answers etc.,
- To be gradually phased out as from 25 October 2023 and replaced by the [Funding and Tenders \(F&T\) portal](#) which will progressively take over all of its functionalities.
- Still in use for Negotiated procedures (contract value between EUR 15,000 and EUR 143,000)

From Ted . eTendering to F&T Portal



F&T Portal (Funding & Tenders Portal)

One single portal – one stop shop

For all exchanges with economic operators

- Search opportunities in EU funding programs or procurement procedures
- [Subscribe to calls for tenders](#)
- Consult procurement documents
- [Create and submit a question](#)
- Register in the Participant Register
- Access eSubmission
- Access the Submission Receipts (proof of submission)
- View, edit or delete draft submissions
- Withdraw submissions and access the Withdrawal Receipt (proof of withdrawal)



How to participate

- No Log-in required to navigate through the portal
- Find opportunities
- Find partners

An EU Login account is required as soon as you wish to actively participate in a procurement procedure.

To submit a tender: register and appoint an entrusted contact person

Funding & tender opportunities
Single Electronic Data Interchange Area (SEDIA)

Register Login

HOME SEARCH FUNDING & TENDERS HOW TO PARTICIPATE PROJECTS & RESULTS WORK AS AN EXPERT SUPPORT

Show all

5 Oct 2023 09:30 All events >

How to participate in 5 steps

- 1 Find an opportunity
- 2 Find partner(s)
- 3 Create an account
- 4 Register your organisation
- 5 Submit your proposal or offer

Learn how to find and apply for suitable EU funding and tender opportunities.

Learn more

What are calls for proposals?

With calls for proposals the Commission selects, on a competitive basis, organisations or natural persons to implement projects co-financed by EU because these projects contribute to EU policy aims.

In a nutshell:

- Advance payments allowed
- Reimbursement for real costs
- Deliverable is a report or completion of project

See all calls for proposals

What are calls for tenders?

With calls for tenders the Commission aims to purchase goods, services or works in exchange for payment of an agreed price.

In a nutshell:

- Payment to agreed conditions and price
- Delivery of goods, services or works in compliance with predefined requirements
- Execution according to contractual conditions.

Read more

See all calls for tenders

Useful links

- Calls for tenders on Ted
- Overview of all EU funding opportunities
- Access to publications and data on OpenAIRE
- Apply for EU loans & venture capital
- Find funding in the EU Macro-Regions
- Publish in Open Research Europe (Open Access)
- Public list of entities excluded or subject to financial penalty - EDES Database

Learn more



Search funding & tenders

The screenshot shows the European Commission's 'Funding & tender opportunities' search page. The header includes the European Commission logo and the text 'Single Electronic Data Interchange Area (SEDIA)'. The navigation menu has 'SEARCH FUNDING & TENDERS' highlighted. A search bar is present with a dropdown menu showing 'Search funding & tenders', 'Funding updates', and 'Archived funding (FP7-CIP)'. Below the search bar, there are filters for 'Type' (Grants: 643, Tenders: 572), 'Submission status' (Forthcoming: 156, Open for submission: 1059, Closed), 'Programming period', 'Programme / Programme group', 'Call', and 'Type of grants calls'. The main content area displays a list of search results, including titles like 'Support to the Ministry of Public Administration and Local Self-', 'Support to improve the sanitary and phytosanitary quality moni', 'Supervision of works for Construction of the Clinic for Dermatol', 'Acquisition of Anti-Covid Material', 'Conclusion of framework contracts for correction of spelling an', 'Insurance and Assistance in Connection with Work-related Trav', 'Study on the System Architecture of a Quantum Communicator', and 'Provision of security guarding and reception services at eu-LIS/

- ENTER **KEYWORDS**
- USE **filters**
- You can search for a specific call by entering the tender reference number or title if you know it.
- You can filter on ongoing calls (select 'open'), planned calls (select 'forthcoming') or finalized calls (select 'closed').
- You can choose to have the calls displayed per opening date, title, ID or deadline.
- Clicking on the title of the call, will take you to the platform from where you can respond to the call for tenders.

How to prepare your tender in eSubmission

Submission terms

Submissions must be sent exclusively at the address for submission given below.

Submission method
Electronic

Address for submission

[Access submission ↗](#)

- Click on **Access submission**: this will redirect you to the eSubmission portal, provided that you are logged in with your EU Login account.

PIC
Participant Identification Code

European Commission | Funding & tender opportunities
Single Electronic Data Interchange Area (SEDIA)

Register Login

HOME SEARCH FUNDING & TENDERS HOW TO PARTICIPATE PROJECTS & RESULTS WORK AS AN EXPERT SUPPORT

The participant register is now multilingual! Select your preferred language from the top right corner of the Portal.

If you want to participate in a call for proposals or in a call for tenders with eSubmission, your organisation needs to be registered and have a 9-digit Participant Identification Code (PIC). Please quote your PIC in all correspondence with the Commission. The register contains all participants of EU programmes.

Is your organisation already registered? PIC search

Please check whether your organisation has already been registered. If so, no need to register it again.

[Search a PIC](#)

Register your organisation

To register your organisation or as a natural person, you need to login into the Portal or, if you are a new user, create your account.

Check what information you need to register in the Online Manual – and keep it to hand during the registration procedure. To start registration, click on the button below.

[Register your organisation](#)

You can suspend the registration process at any time: the data entered can be saved as draft and you can continue your registration later. To return to your registration, please log in and get into My Organisation(s) in the My Area section. Incomplete, draft registrations are automatically deleted after one year.

Additionally, for actions where the SME status is an eligibility criterion (like, e.g. the SME Instrument) you must also carry out the SME self-assessment.

Should your project or tender be successfully evaluated, the registered data will be verified by the Validation Service team before the signature of the Grant Agreement or of the Framework Contract.

- To learn how to obtain a PIC in the [Participant Register](#), refer to this [page](#).

- Declare the parties
- Select the lot
- Upload your documents
- Submission report
- Submit your tender

[Login](#)

In F&T to manage your submission



Quick guide to eSubmission

- On the [Quick guides eSubmission](#) page you can find guidance in **24 EU** official languages on how to submit your request to participate / tender using eSubmission.
- Choose the relevant procedure, step or round and click on the language button.

Open procedures

Follow the guidelines on how to submit a tender in the open procedures.



How do I get technical help?


If you need help, you can contact our support team, from 08:00 until 20:00 CET/CEST.



ec-funding-tender-service-desk@ec.europa.eu



+32 (0) 229 71063

 The support team operates in **English only**.

Support and tutorials

European Commission | Funding & tender opportunities
Single Electronic Data Interchange Area (SEZIA)

EN Register Login

HOME SEARCH FUNDING & TENDERS HOW TO PARTICIPATE PROJECTS & RESULTS WORK AS AN EXPERT **SUPPORT**

Support overview
Guidance & Manuals
FAQs
Helpdesk & Support Services
Support videos

Popular support topics

Grants Tenders

eProcurement wiki Personal area eProcurement wiki F&T eProcurement wiki

FAQ How to change the EU Login account details? FAQ How to update my organisation data?

FAQ What are calls for tenders?

Latest published Support videos

General Process Flow
An introduction to the Funding & Tenders Portal IT tools: Business process flow

2 Factor Authentication
IT Communication Team
How to enable 2-factor authentication on the Funding & Tenders Portal

FUNDING & TENDERS PORTAL
Roles and Access Rights in the Funding & Tenders Portal

Funding & Tenders portal
How to appoint a LEAR in the Funding & Tenders Portal

See all Support videos

Under the tab **SUPPORT** you can find all the guidance that you need to navigate in the F&T portal:

- FAQ
- F&T eProcurement Wiki
- Videos

<https://youtu.be/M3rozTAYSNw>

Thank you



EU Agencies Network 2023-24



Practical guidance on tender preparation

1. Before preparing the tender

- Make sure you are eligible to participate in the tender procedure
- Do not seek personal contact with staff from the procuring institution
- Submit your tender by the given deadline
- Submit the tender only via the required channel

TOP TIPS

- **Check the eligibility criteria**
- **Look for details in case of questions/doubts**
- **Check the indicated timing and correct time zone for the submission deadline**
- **Use the indicated platform for submission**

Starting to prepare the offer

- Make sure you have sufficient available resources and time to prepare your offer
- Familiarise yourself with the e-Submission platform and technical requirements
- Submit questions well in advance to benefit from the answers
- Read carefully the Terms of Reference
- Don't leave your offer open for interpretation
(open tender procedures do not allow for negotiations/changes)

TOP TIPS


- **Consult management/staff/your partners**
- **Involve your IT department if required**
- **Ask all what is not clear**
- **If needed, ask for an extension of the deadline**
- **Request a site visit if the call foresees it**

2. Preparation of the tender



Administrative documents, Exclusion & selection criteria

Applicable to the tenderer - pass or fail assessment



Administrative documents

- LEF and BAF (*template*) 

Exclusion criteria

- Declaration on honour on exclusion (*template*) 
- Specific evidence (e.g. judicial record, tax payment) 

Selection criteria (technical, professional and economic capacity)

- Declaration on honour on selection (*template*) 
- Specific evidence ad-hoc (e.g. CVs, certifications, turnover) 

TOP TIPS

- Use templates provided
- Tick all boxes in the Declarations on Honour
- Rely on partners and subcontractors
- Do not send documents which are not required
- Cover all requirements
- If in doubt, ask a question via the F&T Portal

Award criteria: quality & price

Applicable to the tender – point-based assessment

Award criteria: quality

- Technical offer



The technical offer is not negotiable

It must respect the minimum requirements

Evaluation is carried out based only on information contained in the technical offer

Award criteria : price

- Financial offer



TOP TIPS

- Pay attention to weighting of award criteria
- Present clearly the added value of your offer
- Be concise and relevant
- Avoid using hyperlinks
- Check carefully the requirements of the financial offer
- Respect template and ceilings of the financial offer

MAKE A COMPLETENESS CHECK BEFORE SUBMITTING YOUR TENDER !

3. After submission of the tender - Evaluation

Evaluation Committee and Process

Evaluation Committee:

Composition → Members & Experts

Rules of contacts → Financial Regulation (FR)

Decision making

TOP TIPS

- Do not contact Evaluation Committee members
- Ensure Contact point during the evaluation process
- Compliance vs Merit (yes/no vs good/bad)

Process:



Compliance evaluation:

- Check whether essential criteria (must or wish?)
- Rejected: variants, price above ceiling, ambiguous (cannot modify)

Technical Merit :

- exclusively award criteria announced (not comparison between tenderers; not based on prior experience)
- Minimum quality – threshold (per criteria or overall)
- Each criteria evaluated: criteria, sub-criteria, points

Merit of Financial offer: credibility

- Weightings
- Complete and not ambiguous (explain if necessary)

TOP TIPS

- **Ensure you meet the minimum criteria**
- **Understanding of Award criteria and weighting is key to succeed**
- **Adapt your offer:**
 - **consider the efforts and**
 - **highlight the added value**
 - **offer only what is requested**
- **Test your financial offer**

Notification of results – Non successful

Understand root causes of not being successful

- Request of further information : name of the successful tenderer, the characteristics and relative advantages and the contract value (few exceptions)
- Request a debrief, if possible
- What went wrong?
- Seek for new opportunities

TOP TIPS

- **Request further information on your tender and against successful one**
- **Internal analysis: what went wrong?**
- **Seek for new opportunities**

EU Agencies Network 2023-24



FUSION
FOR
ENERGY



Thank you!