



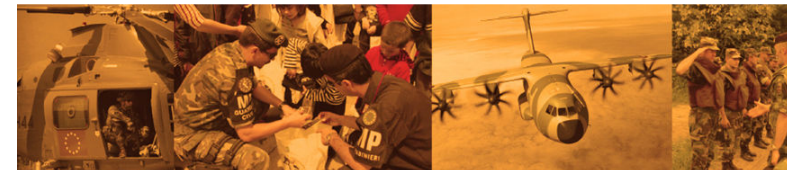
European Defence Agency

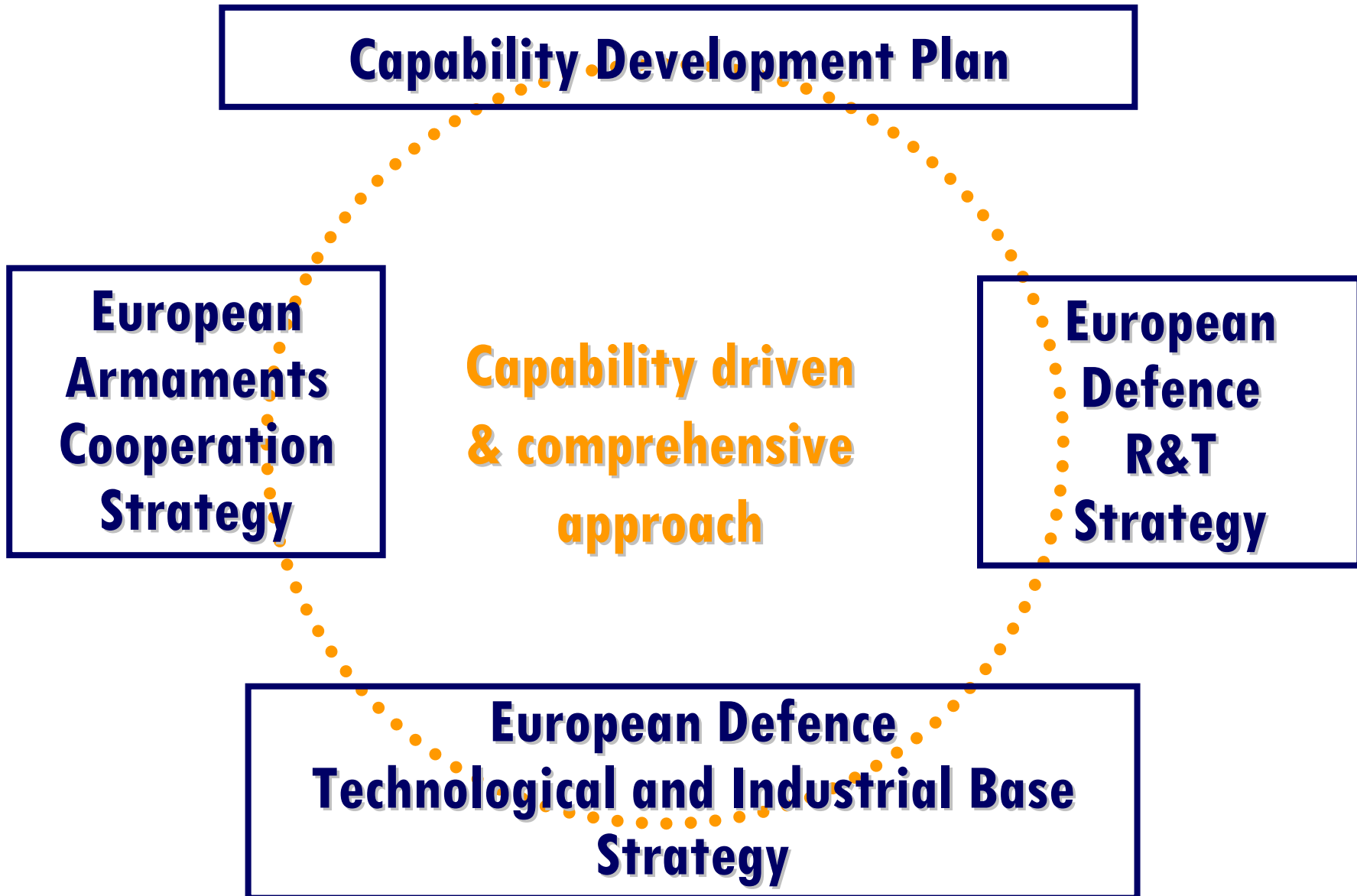
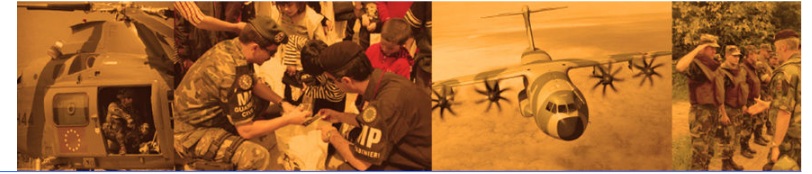
Depth and diversity of a competitive EDTIB: SMEs in defence

Pieter Taal
Assistant Director for Defence Industry
Brussels | 31 March 2010

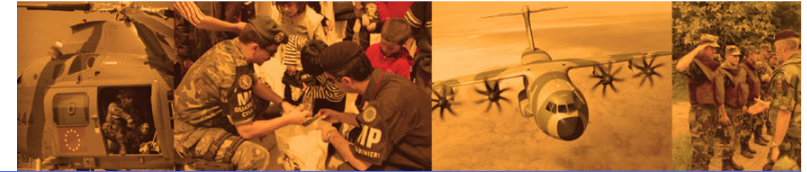


Mission and Functions





EDA flagship projects & programmes



Capabilities

- Maritime Surveillance
- European Air Transport Fleet
- Third Parties Logistic Support
- Helicopter Training

Armaments

- Military Airworthiness Authorities
- Future Transport Helicopter
- Multinational Space Based Imagery System
- Unmanned Aerial Systems



R&T

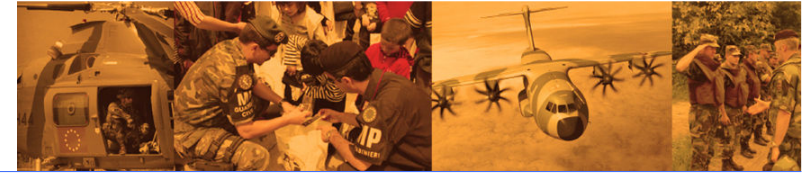
- Force Protection
- Research on Innovative Concepts and Emerging Technologies
- European Framework Cooperation for Security & Defence

I&M

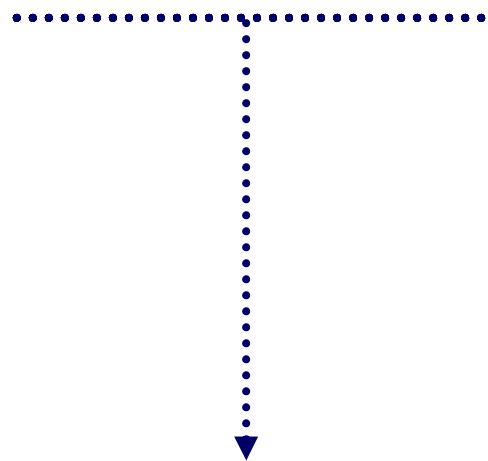
- Key industrial capabilities (FAS, Ammo)
- Regime on Defence procurement
- Code of Conduct on Offsets
- SMEs guidelines
- Level Playing Field

Focus on concrete projects & programmes
— output oriented approach



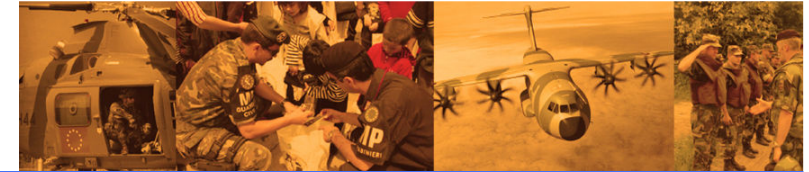


In close coordination with Member States, EU Commission, Lol/Framework Agreement, Industry and Academia



Strong and competitive EDEM and EDTIB fundamental underpinning of ESDP

Intergovernmental Regime on Defence Procurement



Governments

Industry

Code of Conduct

Art. 346 TFEU

> 1M€

- A voluntary non-binding approach
- Fair and equal treatment of suppliers
- Mutual transparency and accountability
- Mutual support
- Mutual benefit

Code of Best Practice in the Supply Chain

No threshold

- Fair competition in Supply Chain
- Prime responsible for the selection
- Promotes opportunities where it is efficient, technically and financially appropriate

Exclusions & Exceptions

EBB1 > G2I

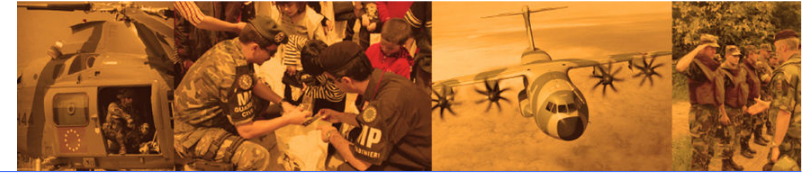
Single portal:
Electronic
Bulletin Board

www.eda.europa.eu/ebbweb/

EBB 2 > I2I

Increase **transparency and competition**
in the EDEM



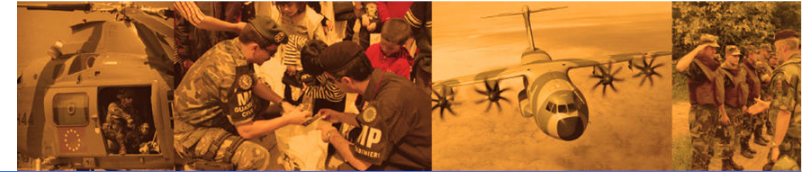


Government – to – Industry contracts (as of 15/03/2010)

- **479 Contract Opportunities published**
- **290 Contracts Awarded under competition**
 - ❖ with a total value of **€4,1 bn**
 - ❖ out of which **89 contracts (31%)** are cross-border awarded with a value of **€ 1,4 bn**
- **504 Contracts Awarded without competition**
 - ❖ with a total value of **€ 14,8 bn**

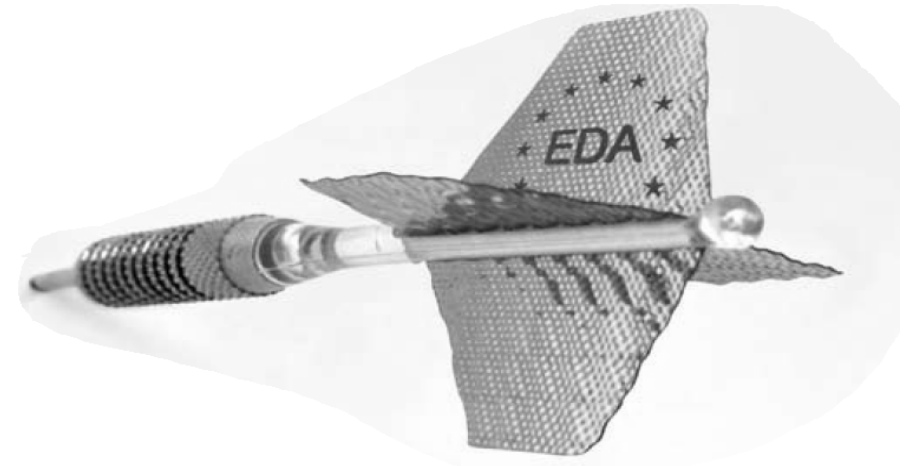


€ 18,9 bn - estimated **total value** of the **EBB1** market



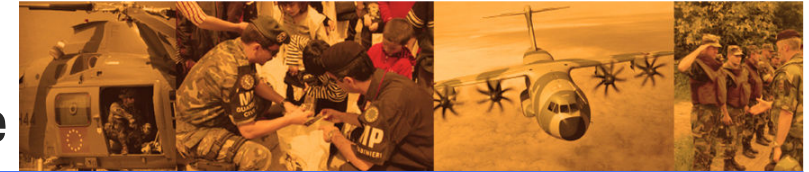
Industry – to – Industry contracts (as of 15/03/2010)

- **78** registered companies
- **47** Contract Opportunities published
- **155** potential Contract Opportunities
- Used mostly as a **market research tool** for identifying new suppliers



New business opportunities down the supply chain

European Defence Technological & Industrial Base



Characteristics of the future EDTIB

- ✓ **Capability Driven**
- ✓ **Competent**
- ✓ **Competitive**



Key actions for Governments:

- **Clarifying priorities**
- **Consolidating demand**
- **Increasing investments**
- **Ensuring Security of Supply**
- **Increasing competition and cooperation**

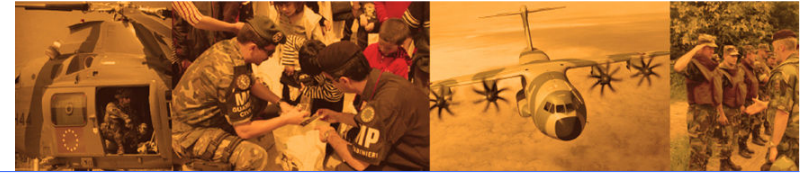


Roadmaps

- **Key Industrial Capabilities**
- **Security of Supply**
- **Increase competition**
- **Depth and diversity**



EDTIB Roadmaps



Key industrial capabilities

Identifying a common view of the key industrial capabilities to be preserved or developed in Europe (Future Air Systems, ammunition)

Security of Supply

Achieving mutual confidence in Security of Supply (mutual support measures, spreading best practice)

EDEM

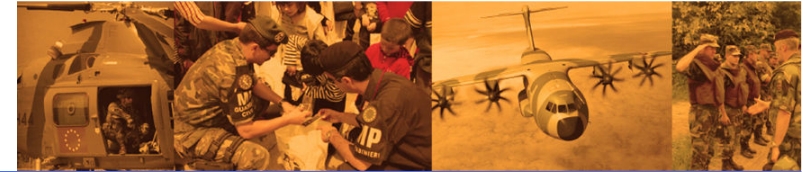
Increasing competition in the Defence Market (Regime on defence procurement + associated elements)

Depth and diversity

Support measures for SMEs and EU12 countries



Depth and diversity of the EDTIB



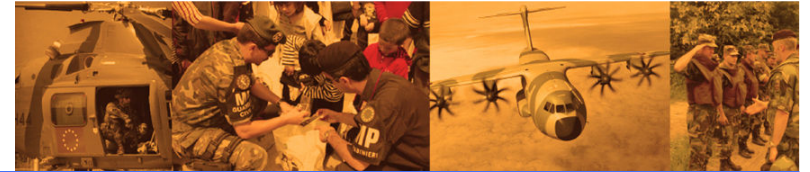
EDTIB Strategy

*“the future success of the EDTIB in Europe will depend upon **effective utilisation of potential and innovation** wherever these are to be found in Europe — **in SMEs, and in suppliers not always associated with defence, and in new Member States**”*

EDTIB Depth and Diversity Roadmap

EDA to develop in close dialogue with pMS and industry support measures aimed at making SMEs prosper further in a European scale market

Why SMEs?



Advantages:

- Flexibility and speed
- Innovation
- Specialised knowledge (niche capability)

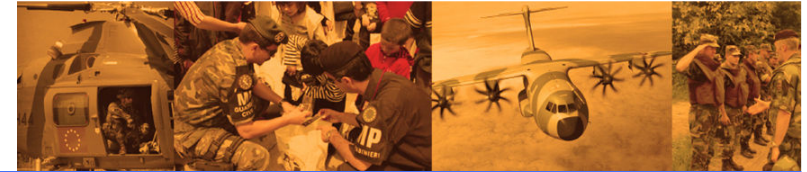
SME - Smartest Men Ever



Challenges:

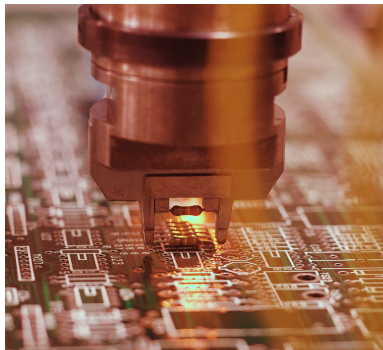
- Access to information
- Access to markets
- Access to well established supply chains
- Access to finance (also timely payments)

Depth and Diversity of EDTIB

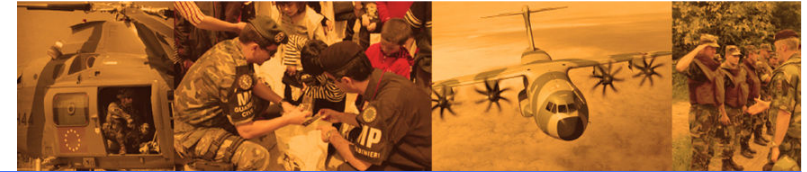


2 main areas:

- **stimulating governments' approach towards industry**
 - exploring the scope for standardising the criteria for certification of suppliers
 - “Guidelines for facilitating SMEs' access to the defence market”
- **facilitating access to information and clustering/ partnering of companies**



Guidelines for facilitating SMEs' access to the defence market



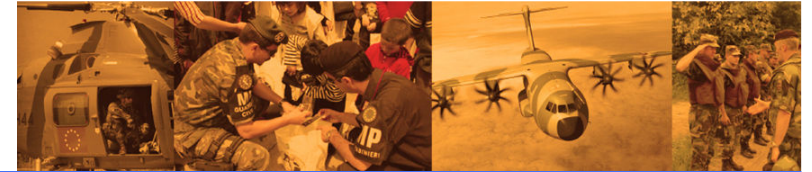
- Agreed by SB NAD on 9 October 09
- Set of recommendations for pMS authorities
- Apply to national procedures



“Chapters”:

- Access to information
- Procurement
 - general issues
 - language
 - certification
 - lower value contracts
- Intellectual Property Rights
- R&T- related policies

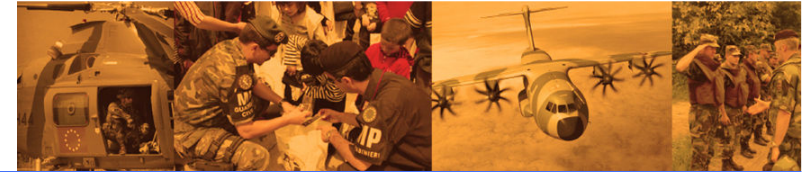
Guidelines for facilitating SMEs' access to the defence market



Access to information:

- **Government PoCs network for issues related to defence SMEs (exchange of information and experiences)**
- **events on future armaments and R&T priorities**
- **B2B events related to specific programmes/ projects**
- **encouraging capability-building by NDIAs**

Guidelines for facilitating SMEs' access to the defence market



Procurement:

■ **General:**

- timely payments (30 days)
- informing about the subscription to CoBPSC
- contracting authorities may encourage main contractors to deal with their subcontractors on not less favourable conditions than those between contracting authorities and main contractor.

■ **Language**

- pMS encouraged to address the language issue; first step is to provide during the tendering process non-legally binding information in English

■ **Certification**

- information on certification criteria and documentation required - part of EBB Vademecum

■ **Minimum reaction time for smaller contracts (above 250 000 €)**

- at least 20 days limit for receipt of tenders



Guidelines for facilitating SMEs' access to the defence market



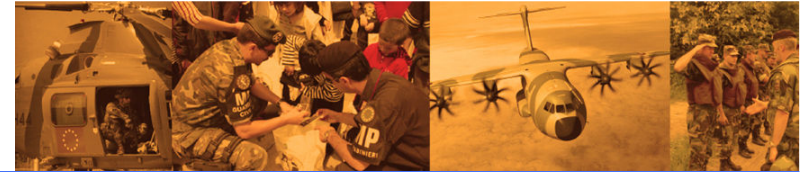
Intellectual Property Rights

- Ensuring availability of information on IPR protection within MoDs
- Procurement authorities may encourage main contractors to deal with their subcontractors on not less favourable IPR protection terms than those agreed between the MoD and the main contractor.

R&T-related policies

- Providing relevant information on R&T priorities, projects etc.
- Collaborative programmes between government and industry provide good incentives for SMEs but require appropriate provisions for IPRs and for the future use of the technology developed.
- Simple processes, quick feedback for the industry.

Depth and Diversity of EDTIB



Facilitating access to information and clustering/ partnering of companies

■ EBB – Electronic Bulletin Board

www.eda.europa.eu/ebbweb/

Government Contracts

Reference	Expiry on	Type	Title	Country	Publication Date
EDA-2787	CAN	La projet de recherche a pour objet de valider en condition opérationnelle du bâtiment d'avants et de mesures "Mange" d...	FRANCE	07/10/2009	
EDA-2721	02/11/2009 07:30	CN	Procurement 220 kinds of spare parts of ECU	GREECE	25/09/2009
EDA-2709	CAN	P-3C ORION: Delivery of a RF-simulator	GERMANY	18/09/2009	
EDA-2708	CAN	maintenace condition opérationnelle des navires de la Marine Nationale de Type 146 (Gardie-moteurs/veilleur); MCR (Mâtin...	FRANCE	18/09/2009	
EDA-2706	CAN	F-16 Transparences	NETHERLANDS	17/09/2009	
EDA-2700	30/11/2009 11:05	RF	RF Ground Based Surveillance Radar	SWEDEN	17/09/2009
EDA-2693	02/11/2009 01:00	CN	Procurement of Tyres for Aircraft C-27	GERMANY	15/09/2009
EDA-2708	08/11/2009 02:00	CN	C-130 / Hercules TP-A-35 LE engine / three Quick Engine Change-assembly (including transport dolly).	NETHERLANDS	15/09/2009
EDA-2704	CAN	Surveillance and Target Acquisition (STA) Suite	IRELAND	15/09/2009	
EDA-2700	CAN	Project SEER	UNITED KINGDOM	15/09/2009	

Industry Contract Opportunities

Reference	Expiry on	Type	Title	Contractor	Publication Date
EDA-S-993	CN	SPIN	Local subcontractors for Civil Work & RF	INDRA	29/08/2009
EDA-S-994	CN	SPIN	Communication infrastructure to carry telephony based voice services and IP based data services.	GENIETIQ	13/08/2009
EDA-S-993	CN	SPIN	Request For Information regarding military testing of PowerPC/MBA	France SAS	27/08/2009
EDA-S-992	CN	SPIN	Request For Information regarding flip-chip components assembly onto a ceramic substrate	MBA France SAS	27/08/2009

■ JIPs – Joint Investment Programmes

the requirement to include “the small ones” – SMEs, ACA, NGL in the cross-border consortia
 JIP – FP (55 M€) - strong participation and good success rate (23%) – 4 out of 8 contracts are led by SME

■ TPLS – Third Party Logistic Support Platform

www.eda.europa.eu/tpls/

TPLS
Third Party Logistic Support

Home | Register | Business Opportunities | Contact | Documentation | Help | Legal Notice | Search

Published on 25/03/2009

On 02 April 2009, EDA participating Member States have decided to establish the European Third Party Logistic Support Platform (EU TPLS Platform) intended to serve as an interactive showcase for European industries having expertise in the field of mission and operations-related TPLS.

Registered Economic Operators ([register here](#)) are given the opportunity to advertise their services alongside a Catalogue of Services covering the whole spectrum of logistic support whereas Contracting Authorities ([register here](#)) have the possibility to search for commercial solutions for mission and operation-related logistics. In addition, Economic Operators will find TPLS-related business opportunities posted by Contracting Authorities.

The Platform will not act as a Contracting Authority. The actual contracting will be conducted between the respective Contracting Authority and the successful Economic Operator(s) according to the rules applicable to the specific case; the use of the Platform ([Purpose and Functioning of the EU TPLS Platform](#)) will neither amend nor supersede any legal obligation or political commitment to be observed by the parties.

[Read more](#)

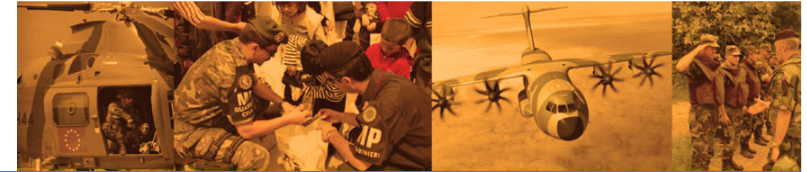
For additional information contact us [here](#)

EDA's TPLS Platform Administrative Cell
Rue des Drapiers 17-23
B-1050 Brussels

www.eda.europa.eu - eu_tpls@eda.europa.eu



Depth and Diversity of EDTIB



Facilitating access to information and clustering/ partnering of companies

- **ACDIT - armaments cooperation driven IT platform** where information on future capability needs will be posted and industry will be able to find partners – to be launched in autumn 2010;
- **business-to-business events** to support cross-border consortia building and raise awareness of business opportunities, especially related to EDA projects – to be launched in 2010;
- **NDIAs Best Practice Guide** stimulating the support and bringing forward ideas for actions/ initiatives directed towards NDIAs' members - to be approved in autumn 2010;
- **Supply chain aspect of FAS initiative**
 - Take supply chain aspects into account from the outset
 - Make use of dual use technologies as much as possible
 - Stimulate European supply chains for future systems



European Defence Agency

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