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**Competitiveness of the European Rail Supply Industry
1st Workshop on Procurement and International Aspects**

Brussels, 5 October 2017

Venue: Residence Palace, 155 Rue de la Loi, 1040 Brussels

9.15-9.45: Registration and welcome coffee

9.45-10.00: Welcome speech – Ms Birgit Weidel, Acting Head of Unit, Advanced Engineering and Manufacturing Systems unit, DG GROW

10.00-11.30: Session I (part 1)

11.30-12.00: Coffee break

12.00-13.30: Session I (part 2)

Session I: International perspective of the European Rail Supply Industry

Co-Chairs: Ms Birgit Weidel, Acting Head of Unit – Advanced Engineering and Manufacturing Systems unit, DG GROW; Mr Peter Kovacs, Head of Unit – Public procurement and intellectual property unit, DG TRADE

Opening: Chairs

- The growing importance of project financing in international competition – Mr **Arturs Alksnis**, Economic Advisor, **UNIFE**
- Economic diplomacy – Mr **Peter Versteeg**, Advisor for EU Economic Diplomacy, Service of Deputy Secretary General for economic and global issues, European External Action Service (**EEAS**)
- Supporting SME internationalisation – Mr **Crispin Waymouth**, Deputy Head of Unit, Enterprise Europe Network and Internationalisation of SMEs unit, **DG GROW**; Mr **Roger Dirksmeier**, General Manager Rail Systems, **FOGTEC**
- Tackling non-tariff barriers related to procurement
Mr **Nicolas Erb**, EU Affairs Director, **ALSTOM**
 - a) Multilateral aspects (WTO GPA, IPI, FTAs) – Ms **Sonya Gospodinova**, Policy Officer, International Affairs, Access to Procurement Markets unit, **DG GROW**
 - b) Bilateral aspects (FTAs, IPI) – Ms **Marianne Gumælius**, Senior Expert, Public Procurement and Intellectual Property unit, **DG TRADE**

Q&A

13.30-15.00: Lunch

15.00-16.30: Session II

Session II: Procurement within the EU

Chair: Mr Bonifacio Garcia Porras – Head of Unit, Access to Procurement Markets unit, DG GROW

- Level playing field with foreign competitors on EU market for projects – Mr **Philippe Citroën**, Director General, **UNIFE**
- The use of the MEAT/ best quality-price ratio principle – Ms **Anna Lupi**, Legal and Policy Officer, Public Procurement Strategy unit, **DG GROW**
- Sustainable Public Procurement – Ms **Anna Lupi**, Legal and Policy Officer, Public Procurement Strategy unit, **DG GROW**

Q&A

16.30-17.30: Discussion, way forward and conclusions