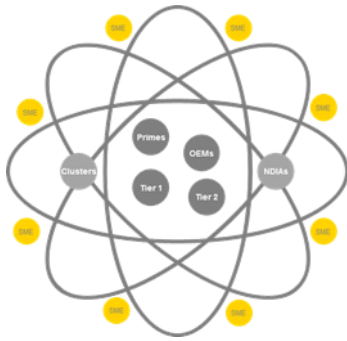


NDIAs and defence-related clusters: providers of assistance to defence-related



SMEs

Services provided by NDIAs and defence-related clusters

▶ NDIAs and defence-related clusters can play an important role in the supply chain process. Among other works, they provide contacts to industry, privileged access to information on the defence supply chain system and facilitate the development of SMEs and the equipment sector within a competitive supply chain. As mentioned above, they offer different services, both general and specific on defence procurement, defence supply chain, access to finance and support to innovation. These services cover the following areas:

The Figure below summarises the main services provided by NDIAs and defence-related clusters, according to the four topics addressed in this handbook.

<p>DEFENCE PROCUREMENT</p> <ul style="list-style-type: none"> • Providing information on current tenders and procurement processes • Monitoring of call for tenders • Supporting members in the preparation of the tendering documentation (e.g. template) • Facilitating contacts with government and international institutions • Providing information on import/export procurement opportunities and legal and administrative processes • Organising "information days" or "country days" with information on future national opportunities and/or export processes and opportunities in other countries 	<p>DEFENCE SUPPLY CHAIN</p> <ul style="list-style-type: none"> • Providing information on current/on-going business opportunities • Supporting members in the preparation of the offer's documentation (e.g. template) • Facilitating contacts with other companies (national and foreign), particularly between prime contractors and suppliers/SMEs (match-making events) • Helping normalisation of relationships between Primes and SMEs • Providing information on import/export business opportunities and legal and administrative processes • Providing a unique point of contact for Primes and other large companies searching for sub-contractors and/or collaborators
<p>SUPPORT TO INNOVATION</p> <ul style="list-style-type: none"> • Providing guidance and support for the partnership establishment • Promoting scientific research in the defence industry through cooperation with academia, laboratories, RTOs, centres of excellence • Providing information and advice on intellectual property and patents • Providing contact information to relevant organisations (also to specialised legal support) regarding Intellectual Property Rights 	<p>GENERAL SERVICES</p> <ul style="list-style-type: none"> • Networking: <ul style="list-style-type: none"> ○ Providing an overview of relevant events (e.g. exhibitions, conferences...) and organising networking event ○ Promoting collaboration between members • Regulation: providing information on relevant national and EU laws, institutions, standards, policies, and procedures • Marketing and Promotion: <ul style="list-style-type: none"> ○ Finding new opportunities (e.g. conferences) for companies to advertise on forums and events relevant to their business ○ Creating public and easy accessible websites and databases, folders and brochures on members, for national and foreign actors ○ Representation at trade fairs ○ Creating a database of members' capabilities • SMEs Initiatives: developing a SME strategy and specific actions directed for SMEs within associations
<p>ACCESS TO FINANCE</p> <ul style="list-style-type: none"> • Providing information on possible EU financial support (grants for investment, innovation, employment, export), including R&T funds • Helping to identify the right type of financial intermediaries • Helping to identify the more appropriate financial instrument according to SMEs needs • Organising targeted events on access to EU funding 	

Figure 4 : Main services provided by NDIAs and defence-related clusters

You can find the lists of the NDIAs and defence-related clusters and their related contact details on the EDA Procurement Gateway at the following link: <http://www.eda.europa.eu/procurement-gateway/information/industry-rto-directory> .