Effective Procurement Methods (EPM)
Common Off-The-Shelf Procurement
Introduction - Why pooling demand?

- To develop common effective and efficient procurement policies, procedures and practices in the defence sector
- To benefit from economies of scale and cost reductions
- To develop/boost cooperation between defence procurement bodies
- To generate increased interoperability among European Armed Forces
- To benefit from increased competition
- To support European defence industries in their efforts aimed at more cross-border consolidation
- To make the EDA a “one-stop-shop” for the entire range of defence cooperation
- To contribute to achieving the objectives of the EDTIB strategy
Effective Procurement Methods

• Implementation of a clear tasking by the EU-Treaty
• Investigate into new common procurement methods – exploit all available tools
• Focus – for now – on OTS to circumvent “standard pitfalls” of collaboration
• Focus on identification of existing common demand
• Develop concept on the basis of “simple but sexy” pilot cases – your support needed!
• Create a generic and reusable process as “vehicle” which can carry different “cargos”
• Use existing tools and sources (eg. NAMSA) – don’t reinvent the wheel
• Use EDA as Central Purchasing Body if needed
• Use framework contracts to avoid pMS commitment up-front and to cope with different budgetary cycles
Identification of common demand

- **Streamlining Procurement:**
  - Sharing procurement plans in advance
  - Possibilities for coordination of orders
  - Procurement experts network

- **Decision-making bodies should be aware of cooperative possibilities**

- **Share best practices**

- **Identify barriers** (legal aspects, budgetary cycles, common requirements...)
Common Demand – Identified product/service areas

EUMS “Compilation of Member States findings on Pooling & Sharing” Extract:

- **Transport / logistic support:** Integrated logistic system for transport aircrafts, Medevac, deployable medical structure, medical support, helicopter availability, basic logistic (food, water, fuel), camps construction for international operations

- **Education and training:** CBRN training, logistics staff training, diverse pilot training, helicopter training, flight simulators training

- **Vehicles:** multi-lift, soft-skin vehicles, land surveillance vehicle, wheeled armoured personnel carrier for light infantry, heavy and light wheeled vehicles

- **Ammunition, weapons and individual equipment:** rocket launcher, auxiliary equipment field artillery, non-guided ammunition, light weapons, mines and explosive devices

- **Communications:** radio equipment
Joint Procurement Options

Lead Nation

Other organisations (NAMSA, OCCAR)

Other possibilities (e.g. open national contracts to pMS)

EDA as Central Purchasing Body
Intergovernmental Cooperation (EDA as CPB)

Steps to take:

Identification of common demand
through
P&S, CODABA, UOR, User Groups, BG Planning etc.
define CSR as necessary

Responsibilities:

pMS
supported by EDA

Traditional:

Establish Cooperation
through
„CAT B light“
SB non-rejection

Technical Specifications

Joint Procurement Initiative

Fast Track:

Establish Cooperation
through
SB Decision
-Joint Procurement Initiative
-Technical Specifications
-Entrustment of Central Purchasing Body

SB Decision:
EDA with input cMS

TechSpecs:
cMS with EDA support

Joint Procurement Initiative:
cMS with EDA support
Contracting Phase (EDA as CPB)

Steps to take

- Tender Procedure
- Tender Evaluation
- Contract Award and Management

Responsibilities

- EDA with cMS support
- cMS with EDA support
- EDA for cMS
Thank you for your attention!