



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

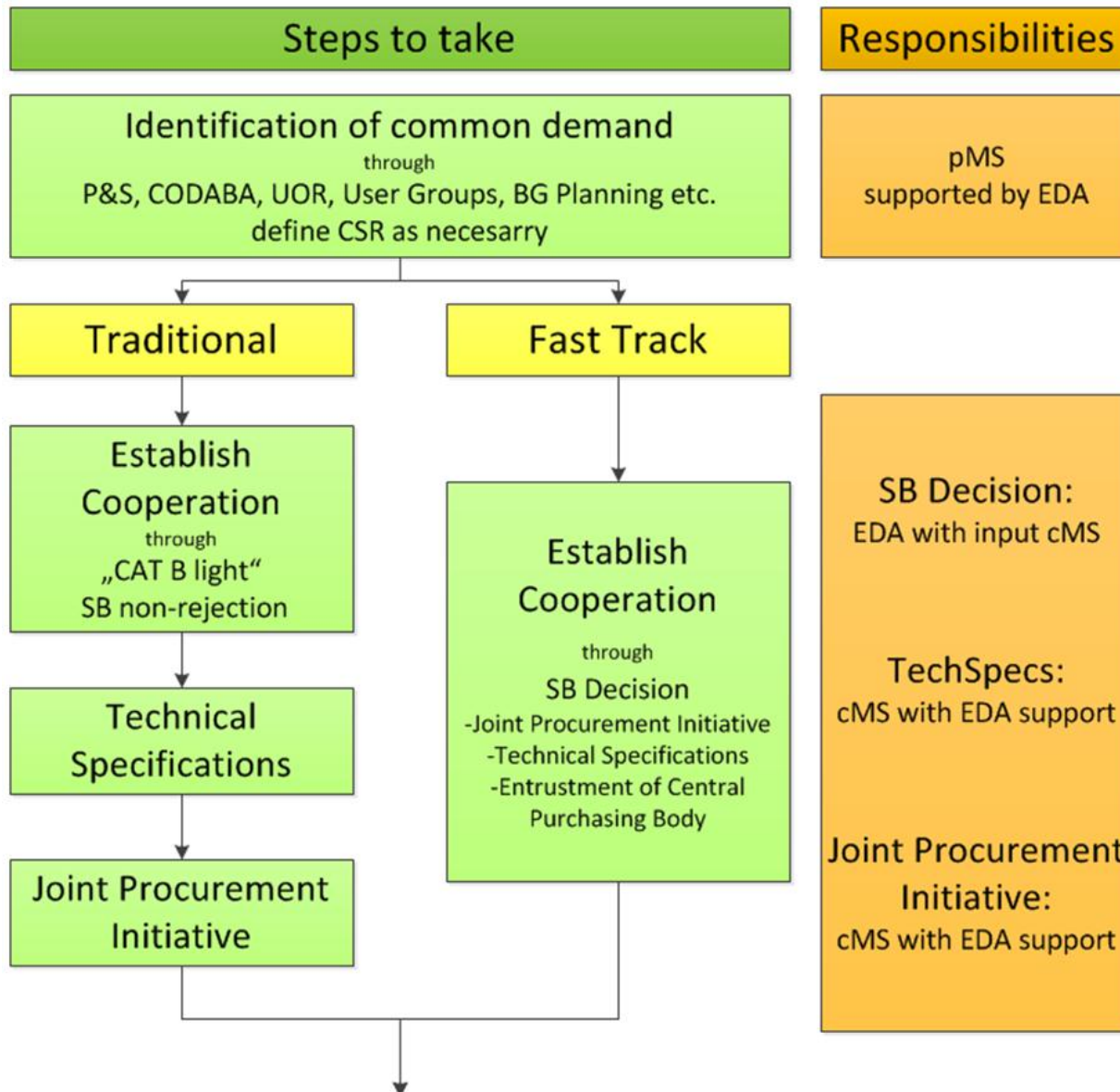
Lead Nation

Other organisations (NAMSA, OCCAR)

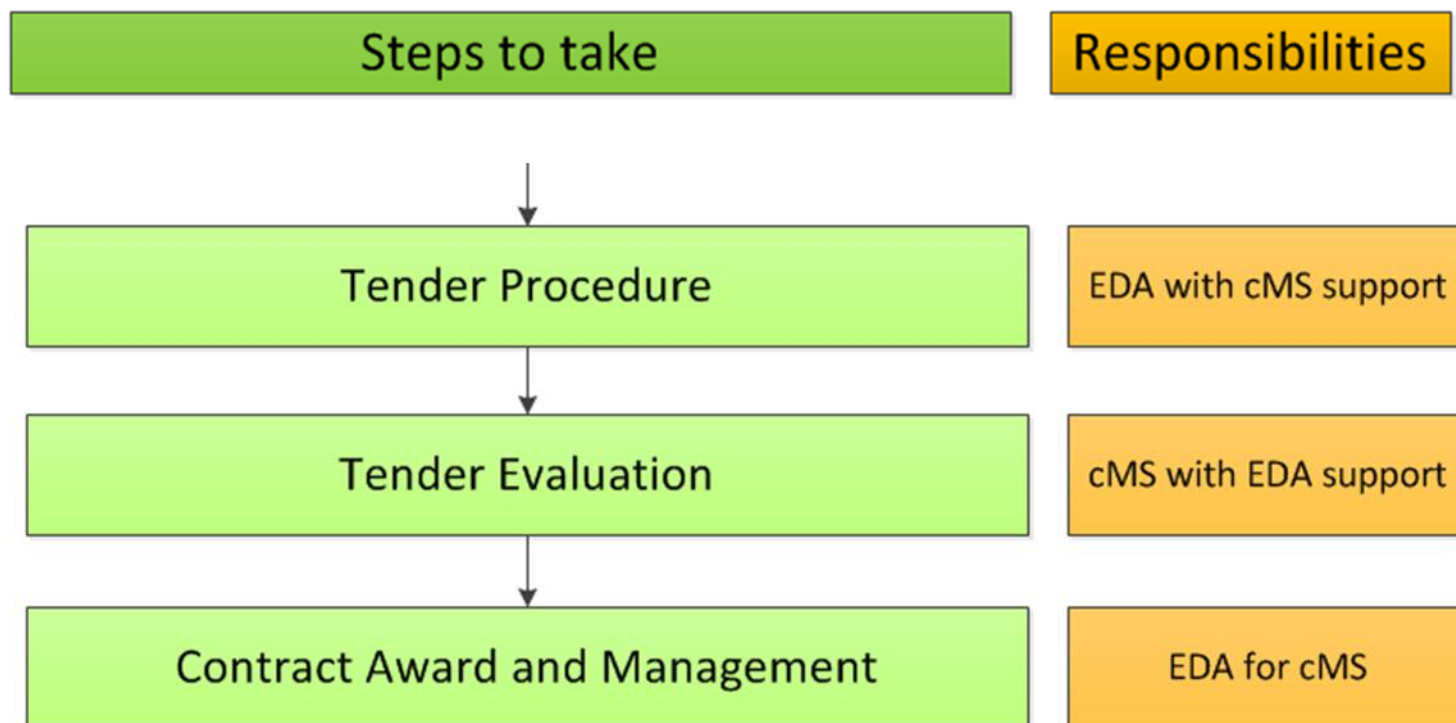
Other possibilities (e.g. open national contracts to pMS)

EDA as Central Purchasing Body

Intergovernmental Cooperation (EDA as CPB)



Contracting Phase (EDA as CPB)





Thank you for your attention!