

**EPM Pilot Case**  
**Logistic Services for the EU BG 2012/2**  
**Industry Information Session**

**20 February 2012**  
(EDA PREMISES – RUE DES DRAPIERS, 17-23 - BRUSSELS)

- **EDA Presentation**

The session was opened by a general presentation of the European Defence Agency explaining its strategic and operational context, mission and functions and a brief summary of the Industry and Market Directorate work strands. More information can be found here:

<http://www.eda.europa.eu/>

- **EPM Presentation**

The Pre-Information Notice 2012/S 016-024383 had been published in the context of the Agency's work on Effective Procurement Methods. This initiative aims at exploring new opportunities for more effective procurement methods and for improving the effectiveness of defence expenditure through developing practical and innovative ways for more cooperative action, particularly in the field of common off-the-shelf procurement through the development of best practices and guidelines facilitating bi- and multilateral common procurement.

The presentation used is available on the EDA website: <http://www.eda.europa.eu/>

- **Industry presentation**

The companies who attended to the information session had the opportunity to introduce themselves and provide background information.

- **Pilot – Case & Procurement Procedure**

During the information session EDA procurement guidelines and procedures were presented. The information on procurement rules can be found here: [http://www.eda.europa.eu/Libraries/Documents/EDA\\_Procurement\\_Rules\\_and\\_Rules\\_on\\_Financial\\_Contributions.sflb.ashx](http://www.eda.europa.eu/Libraries/Documents/EDA_Procurement_Rules_and_Rules_on_Financial_Contributions.sflb.ashx)

The Pre-Information Notice for the provision of logistic support to the EU Battlegroup 2012/2 foresees that the procurement procedure used will be a multiple framework agreement with several economic operators. This implies the reopening of competition once a need is identified. A multiple framework agreement is a legal agreement between two parties - in this case, the EDA and the Contractor. It acts as the basis for the future purchase of services by the Agency. The framework agreement contains, *inter alia*, a description of the scope of services that can be purchased by the EDA, including methodology, timing and fees to be

respected by the Contractor. It is a contract of a fixed duration but with no fixed value, only a maximum total value.

- **Questions and answers**

The EU Battlegroups` structure role were discussed. An EU Battlegroup is a military unit operating in the context of Common Security and Defence Policy (CSDP) of the European Union. Often based on contributions from a coalition of member states, each of the eighteen Battlegroups consists of a battalion-sized force (1,500 troops) reinforced with combat support elements. The groups rotate, so that two are ready for deployment at all times. The forces are under the direct control of the European Council of the European Union.

Interested companies can find more information here:

<http://www.consilium.europa.eu/homepage/showfocus?lang=en&focusID=63122>

[http://www.consilium.europa.eu/ueDocs/cms\\_Data/docs/pressData/en/esdp/91624.pdf](http://www.consilium.europa.eu/ueDocs/cms_Data/docs/pressData/en/esdp/91624.pdf)

The discussion also focused on the identification of potential barriers with an impact in the deployment phase. Industry agreed that for a feasible deployment, the rapid reaction schedule should be realistic and industry should be involved from the very beginning in order to achieve the objectives on time.

Some other elements with a direct impact in the final price of the provided services were identified. In this sense airport / sea port accessibility, future location of the camp, customs duties, level of political risk in the country, previous arrangements with the local authorities (e.g. taxes) or climate conditions were inter alia identified as important factors to be taken into account.

Industry took this opportunity to make clear to the Contracting Authority that the Technical Specifications are key information and should be properly defined to facilitate economic operators to provide prices adjusted to the real situation.