

EXPLORING OPPORTUNITIES FOR JCBPP AND IP IN THE SECURITY SECTOR



In today's rapidly evolving world, the security sector faces unprecedented challenges, necessitating innovative solutions. The iProcureNet project identifies several critical areas where Joint Cross-Border Public Procurement (JCBPP) and Innovation Procurement (IP) fostering groundbreaking advancements. These areas include simulation systems, robotics, detection of false identity documents, substance detection, drones, cybercrime prevention, ballistic vests, and vehicle armoring. Recognizing the significance of these domains, iProcureNet has embarked on a journey to develop a comprehensive market analysis to identify the most promising segments.

Prior market analysis or market research

1

Market analysis, whether formal or informal, involves searching for products and suppliers within specific segments, assessing the current state of a sector, and gathering information through methods such as preliminary market consultation, networking, online searches, discussions with colleagues, and attending conferences or fairs.

Steps to conduct market analysis

2

Identify security solution suppliers, engage with the market, and gather information through online surveys. Assess at least three suppliers, considering factors like size, market influence, and EU experience, including options from other Member States.

Solution comparison where possible

3

When comparing solutions, the online survey includes targeted questions for detailed product and solution information. Solutions are categorized through a cost-benefit analysis, identification of technical properties and performance variations, and assessing the total cost of ownership throughout the entire life cycle.

Assessment of Each Market Segment

4

The final stage of the market analysis involves a comprehensive assessment of each market segment. This includes a thorough examination of the identified suppliers, their market presence, and the potential impact of their solutions on the security sector.



Overview of the revised list of segments for JCBPP

| Segments | Suitable for JCBPP as COTS or as innovative implementation of solutions There should be considered: | Suitable for JCBPP from national budget or funds If considering EU Funding: |
|---|---|---|
| DRONES/Unmanned aerial vehicles (UAVs) | <ul style="list-style-type: none"> • The applicable Directive • The suitable award procedure • The suitable type of contract | <ul style="list-style-type: none"> • Suitable for purchasing as COTS under ISF • Suitable for development of innovative solutions and prototype or related cooperation under Europe2030 |
| BALLISTIC VESTS | <ul style="list-style-type: none"> • The applicable Directive • The suitable award procedure • The suitable type of contract | <ul style="list-style-type: none"> • Suitable for purchasing as COTS under ISF • Suitable for development of innovative solutions and prototype or related cooperation under Horizon Europe |
| METAL DETECTORS | <ul style="list-style-type: none"> • The applicable Directive • The suitable award procedure • The suitable type of contract | <ul style="list-style-type: none"> • Suitable for purchasing as COTS under ISF • Suitable for development of innovative solutions and prototype or related cooperation under Horizon Europe |

There exist legal and regulatory pathways for JCBPP of COTS products as well as for purchasing solutions with innovative implementation

COTS products are more easily suitable for JCBPP both from a legal assessment viewpoint while innovative implementation or innovative development aspects are more suitable for financing from EU funds, also by applying JCBPP.

Find out more in the iProcureNet Toolbox at www.iprocurenet.eu, a free tool by procurer for procurer aiming at providing guidance and best practices for JCBPP and IP in the security sector.

