iProcureNet

Innovation by developing a European Procurer Networking for security research services

Key findings – April 2022

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1 The iProcureNet project

iProcureNet is a five-year project funded by the European Commission under the Horizon2020 programme for research and innovation and coordinated by the French Ministry of Interior. It aims to create an **ecosystem of procurers, prescribers, legal advisors and other key stakeholders of public security procuremen**t, to share procurement trends and needs, and open pathways for innovation in public procurement and joint public procurement across EU member states.

In an innovative three-cycle process, iProcureNet will map the European procurement environment, compare national investment strategies, identify innovation needs, and analyse security markets.

iProcureNet Toolbox

A methodology, guidelines and a knowledge base of joint procurement practices in Europe

iProcureNet Network+Community

Institutions and individuals involved in security procurement

Trainings, Workshops & Conferences

Networking, dissemination, peer learning and capacity building

Established Buyers' Groups

Countries which have found common ground and are ready to procure together

Figure 1: iProcureNet outputs

Find more information on the project and how to get involved as a public security procurement expert on www.iprocurenet.eu.

2 What iProcureNet did in the past six months

iProcureNet will deliver a public report on its findings twice a year. We will start with a summary of how we kept ourselves busy in the past six months, i.e. from October 2021 until April 2022:

- First release of the iProcureNet Toolbox including input from the WPs during the first cycle (MS nº 8 of the GA).
- Kick-off meeting of Topical Group Leaders.
- Survey sent to the IPNCs to identify their needs and requirements.
- Participation of iProcureNet TGL in ENLETS' procurement TIG's survey on ballistic vests.

2.1 Mid-term Report on Network + Community and the Working Groups (D1.2)

This report summarises the iProcureNet's Work Package 1 findings for the period ranging from May 2019 to December 2021. In compliance with the Annex 1 (Part A) of the Grant Agreement, the findings of this deliverable focus on the lessons learnt from:

- the creation of the Network and Community as well as its development

- the setting up of the Topical groups, their working methods, and outputs

Depending on these lessons, the deliverable may propose re-orientation with respect to working methods/processes.

2.2 Description of Methodological Process for Common Procurement (D3.5)

Deliverable 3.5 provides a description of **methodological process for joint cross-border public procurement** (JCBPP), *a.k.a.* collaborative cross-border procurement. The process description is meant to serve two general purposes:

- As a part of the future procurement toolbox (currently in development), the purpose is to offer **guidance to practitioners** who are in the process of preparing a JCBPP procedure. The design, development and maintenance of a **procurement toolbox** is one of the final objectives of the iProcureNet project and included among its "tools" there will be a comprehensive methodology of and guidelines for JCBPP in the security sector, which can be compiled based on the D3.5. As such, D3.5 aims to share more efficient and innovative methodologies in procurement framework *via* the future toolbox.

- At the same time, D3.5 pursues to provide a **milestone for the project partners.** In turn, compilation of D3.5 benefitted mostly from the results of WP3, presented in deliverables 3.2-3.4, empirical research and analysis conducted in WP4, and the steps aimed at creating a JCBPP toolbox in WP5. By summarising and presenting iProcureNet's internal results about JCBPP procedure, the purpose of D3.5 is to build a common ground for planning the further steps within the project and in turn, a step in building an EU network centred on facilitating cross-border collaboration among procurers of security solutions.

D3.5 achieves those ends *via* the following actions:

1. Monitoring, providing an overview and critically analysing the current procurement practice as evidence based on contract notices published in Tenders Electronic Daily (TED).

2. Mapping the **challenging topics** that deserve special attention during different steps and phases of a JCBPP in the internal security sector.

3. Sharing **recommendations** for approaching the identified critical legal issues.

4. Sharing a comprehensive overview of currently available financing options in the EU in the multiannual financial framework (MFF) budget period of 2021-2027.

Where applicable, D3.5 focuses on the **types of products** that iProcureNet selected as the most suitable for joint cross-border purchasing, namely drones/UAVs, metal detectors, and ballistic vests.

The results of D3.5 concern legal analysis, financial availability, and conditions analysis, leading to the following **key findings**:

1. iProcureNet must continue efforts concerning potential avenues of cooperation between project partners as well as **with EU agencies** such as Frontex or Europol. In the case of progress in this area, future legal and financial research must accompany the new options of cooperation.

2. **EBGs** are currently detected for metal detectors while other items need additional specification of detailed needs and discussions between possible interested parties.

3. To benefit from the current good practices of JCBPP on the market, continued monitoring of information published in TED is beneficial for the project. In particular, the focus of the monitoring should be on purchases of products of the preferred list (UAVs/drones, ballistic vests, and metal detectors) and on other relevant cases of JCBPP in the security sector.

4. In order to develop or facilitate a common approach from the project partners towards certain issues characteristic for JCBPP, the following alternatives should be considered:

   a. research or training **workshops** within iProcureNet,

   b. inter-networks' workshops, dissemination of knowledge between networks,

   c. **exchange of experience** with interested third parties. For instance, attention should be paid to the actual JCBPP practice such as joint tender by the Norwegian Police Shared Services (PFT) and the Police Authority and the Coast Guard in Sweden.[1]

5. The following legal research topic needs attention in the next project phases:

   a. **intellectual property** rights in a JCBPP, in particular in the case of innovation procurement, is worthy of further attention in the way of workshops or seminars.

   b. links between **JCBPP and innovation** – how can one promote the other? Because the issue of innovation in JCBPP is a very wide topic, division into smaller tasks and subtopics is crucial. Feedback and recommendations from iProcureNet partners are crucial in compiling and focusing on the most critical subjects.

   c. A closer look into national approaches towards **contract modification issues**. Currently, the performance phase of public contracts has been receiving a little less attention compared to the preparation stage even though the related issues can pose major significance in actual JCBPP practice.

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[1] 2021/S 060-153167 - https://ted.europa.eu/udl?uri=TED:NOTICE:153167-2021:TEXT:EN:HTML&src=0. Contract award notice - https://ted.europa.eu/udl?uri=TED:NOTICE:654966-2021:TEXT:EN:HTML.

2.3   iProcureNet Toolbox R1 (D5.2)

Release 1 of the Toolbox is the output resulting from the collection and the analysis of the methods developed by WPs 2, 3, 4 and their findings during the first cycle.

Methodologically, R1 of the Toolbox incorporates a revision of its structure considering the cross-analysis of D3.2, D4.1, D3.3 and D4.2 to embrace the largest number of issues that were defined as relevant to be addressed in this Toolbox.

For the moment, more substantial information is enclosed in the following Chapters and sub-chapters:

- "Why Joint Cross-Border Public Procurement?"
    - o "Role and benefits of JCBPP"
    - o "Methods and tools overview"
    - o Policy, legislation, regulation I
- "Why Innovation Procurement?"
    - o "Methods and tools overview"
    - o "Defining IP, key features"
    - o "Role and benefits of IP"
- "JCBPP and IP in the Security Sector"
    - o "Financial tools and mechanisms"
    - o "Case studies and recommendations"
    - o "Opportunity for JCBPP and IP in the Security Sector"

R1 of the iProcureNet Toolbox is an instrument under construction until its final delivery at the end of the third cycle. Therefore, it must be taken in consideration that there will be an evolution resulting from both the learning process from WPs future deliverables and discussion, and the feedback provided by external users, since the Toolbox will be public.

2.4   Mid-Term Report on Workshops, Webinars and Trainings (D5.6)

A report on the activities, findings and lessons learned from the webinars, the workshops and the trainings was completed and submitted (D5.6) following a review of lessons learned and key findings. The report summarises the workshops, webinars, and trainings that took place during the first half of the project. The main achievement was the planning, organisation, and delivery of a series of 6 webinars in 2020 and a workshop in 2021.

Plans for future webinars were researched, discussed within the Task 5.3 Working Group, and proposed to the Steering Group. Two webinars were agreed and planned during the Spring of 2022:

- 26 April '22 "Market engagement and consultation in the procurement process".

- 17 May '22 "Building Market Demand - in partnership with EcoQUIP Plus and RaDAR".

The concept for an action-learning programme that will enable and inform a series of on-line workshops in the later stages of the project was also developed to be explored with interested partners over the summer period.

A number of peer learning workshop exchanges with other projects also took place during this reporting period. These activities are reported in WP6 (Dissemination).

2.5 Updated Sustainability for Development of the iProcureNet Network + Community (D7.2)

This document highlights the main actions to be undertaken by the iProcureNet project's consortium in order to ensure the sustainability of the project during its running and after its end. This deliverable has been drafted considering sustainability on different levels, as defined in the Grant Agreement: social; political; institutional; economic. The structure of this deliverable is the following. After a brief introduction about the project, its rationale, its purposes and its objectives, the main findings of the project will be introduced: a sustainable Network Community; the iProcureNet Toolbox; the Established Buyers Groups (EBGs); and an Inventory of investments needs. Later, the sustainability issue will be addressed, stressing the importance of the consortium partners' role and the creation of strategic partnerships. Each sustainability level will be defined and along with proposed measures and actions. To conclude, a risk-based approach will be pursued considering the objectives, the impacts, but also the challenges that the project will face, in order to define some mitigation measures.

First of all, the project sustainability will depend on the effective achievement of its biggest goals: the creation of a sustainable NETWORK+COMMUNITY with its IPNCs; the releasing of the IPROCURENET TOOLBOX, its methodology and its guidelines in the field of procurement practices and processes in Europe; the ESTABLISHED BUYERS GROUPS (EBGs); the INVENTORY OF INVESTMENT NEEDS, consisting of a regular investment plan for procurers.

A section of Deliverable 7.2 was dedicated to the role of partners, institutions, and social media in the sustainability of the project. The establishment of relations between iProcureNet partners, stakeholders, and network will enhance the outputs of the project beyond its ending. Sustainability depends on the cooperation among the partners and relies on their efforts they make to identify interested parties. On the other hand, sustainability will not only rely on the strong community iProcureNet is creating, but on its commitment to generate interest and knowledge and to deliver high quality results. Considering the different entities that create the community, like distinguished universities and key actors in the field of public procurement, the project will provide a strong communication strategy, both to keep the existing partners interested and aware of the ultimate findings, but also to explore new ways of procurement and partnerships.

One of the most important findings will be the Toolbox, that will allow further JP of security solutions through the finding of the most promising segments for procurers, the inventory of investments needs, and the subsequent creation of pro-innovation procurement plans. In this way, the benefits of iProcureNet project will continue after the end of EU financing. As mentioned before, the communication strategy has a particular role in enhancing the sustainability of the project, especially when it comes to the Toolbox. It is important that it should be is designed within

a clear, attractive, and comprehensible framework, and that it is disseminated in a proper and coordinated way both at national and European levels. The communication channels of the project need to reach a wider range of potential procurers beyond the security sector, from the public and private ones, also dealing with different topics (i.e. health procurement), interested to join the community even after the end of the project. Amongst this wider range of practitioners, we could mention procurers from complementary missions to the security services such as civil protection, or justice services.

Deliverable 7.2 also explored the partnerships the iProcureNet project established until today. Here are some examples:

1. Request of collaboration by the French International Security Cooperation Directorate (DCIS) for the project IMPULSE (a project about the security of public spaces).

2. A letter of support has been sent for the MATSY (Maturity Assessment for Security Technologies) proposal focused on the design and development of a framework encompassing both technical and societal aspects to assess the maturity of security technologies.

3. Collaboration with the project ENLETS of the DCIS. iProcureNet has already participated to the first TIG (Technology Interest Group) on public procurement and it will continue in 2022.

Different dimensions of sustainability were explored (social, political, institutional, economic), together with suggestions and actions the project aim to undertake in order to reach an overall sustainability of the project. These actions considered the need for the community to meet regularly and to ensure a proactive communication strategy to share the project's main findings. Moreover, in order to reach a wider audience, it would be possible to do online surveys to analyse the target's favourite topics among the ones proposed by the project and to invite eminent experts to the different project's events. This last action would be also particularly important when it comes to the political sustainability. According to the Grant Agreement, the project needs the support of the different local and European institutions, and this is why the partners should put any effort to make them aware of the project and to invite them to participate, when possible, to specific events, like the Annual Conference. The idea is that also the high-level institutions at a European and Member states Level will benefit from this relationship, being able to use research and innovation results of the project to shape European and internal policy making.

Deliverable 7.2 then used a risk assessment approach to deal with the challenges described in the Grant Agreement, also taking in consideration the objectives and the impacts the project aimed to reach. The following risks that may hamper reaching the desired sustainability have been identified, as well as a set of mitigation measures:

3 What to expect from iProcureNet in the next six months

- Webinars to be organised during the Autumn of 2022.

- Progress the concept for an action learning programme.

- Annual Conference in June 2022: "Influential innovation procurement for security in Europe".

- R1 of the Toolbox presentation at the Annual Conference in order to have users/participants' feedback.

- Kick off of the Topical Groups.

- Implementation of the new platform for exchange between Network and Community members, and promotional campaign to enlarge the N+C.

Annex I. Joining the iProcureNet Community

Joining the Community

The Community of experts consists of **experts and stakeholders** in the procurement of security solutions from procurement agencies and departments, from academia, industry, policy and civil society.

As a member of the Community, you represent yourself as an individual.

Joining the Network

The Network of organisations consists of **procurement organisations and departments** active in the acquisition of security solutions in each iProcureNet member state and beyond.

 As a member of the Network, you are the representative of your organisation.

Two options to join:

Your country already has an IPNC

Contact your IPNC (see list **below**)

Your country does not have an IPNC yet

Contact **contact@iprocurenet.eu**, giving background on your motivation and profile.

Figure 2: How to join the iProcureNet Network+Community

Table 1: List of iProcureNet IPNCs as of April 2021

France	Mona Guerlais	French Ministry of Interior	france@iprocurenet.eu
Slovakia	Jozef Kubinec	Ministry of Interior of the Slovak Republic	slovakia@iprocurenet.eu
Bulgaria	Nikolai Stoianov	Bulgarian Defence Institute (BDI)	bulgaria@iprocurenet.eu
Estonia		Estonian Police and Border Guard Board (PPA)	estonia@iprocurenet.eu
Cyprus	Elena Avraamidou	Cyprus Civil Defence (CCD)	cyprus@iprocurenet.eu
Portugal	Cristina Farinha	Portuguese Criminal Police (PJ)	portugal@iprocurenet.eu
Romania	George Popescu	Romanian Ministry of Internal Affairs – Directorate General Logistics (RMIA)	romania@iprocurenet.eu

| Lithuania | Sigute Stankeviciute | General Jonas Zemaitis Lithuanian Military Academy (LKA) | lithuania@iprocurenet.eu |