

European Symposium on
BORDER
SURVEILLANCE
&
SEARCH
AND
RESCUE
Operations Technology
Heraklion, Crete - Greece November 27th - 28th, 2014



Session on EC tools for uptaking and exploitation of successful R&D

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ECORYS

- 10.00 – 10.10 Welcome and introduction
- 10.10 – 10.30 Part I: Discussion on Models for procurement and cooperation
- 10.30 – 10.35 Summary part I
- 10.35 – 10.55 Part II: Discussion on Models for ownership and deployment
- 10.55 – 11.00 Wrap-up

Part I: Models for procurement and cooperation

Background

Each country has its own maritime border surveillance and SAR system(s) in place.

Strong need to interconnect the systems, which results in technological challenges.

Strong need felt by various stakeholders to develop technology in a different way and with stronger user involvement.

Several cooperation and procurement options available, each with own advantages.



Part I: Models for procurement and cooperation

Definitions

Public – Private Partnerships (PPP)

Cooperation between public and private entities

Aim: jointly develop new technologies and sharing investment costs

Examples: infrastructure projects and service contracts

Pre-commercial procurement (PCP)

PCP and POV are more or less similar

Aim: procurement of R&D

Could be used to develop small range of prototypes

No obligation for funding authority to buy innovation

Part I: Models for procurement and cooperation

Definitions

Public procurement for Innovation (PPI)

Used for products with

Aim: creating critical mass to introduce product to the market.

Public authority has buying obligation and could be launching customer

Traditional procurement

Used for off-the-shelf products

Aim: buying products similar to existing products

Public authority use strict technical / operational requirements

Any other options?

Part I: Models for procurement and cooperation

Aspect to consider in discussion of models

How does the model score on the different requirements?

Positive, neutral, negative

What are the benefits?

What needs to be improved?

Part I: Models for procurement and cooperation

Statement 1 (PPP):

PPP is the solution to optimize BS and SAR operations!

Part I: Model for procurement and cooperation

Statement 2 (PCP):

PCP offers end-users technologies and systems that they want.



Part I: Model for procurement and cooperation

Statement 3 (PPI):

PPI offers SMEs and system integrators dedicated research options.

Summary Part I



Part II: Models for ownership and deployment

Background

Maritime border surveillance and SAR systems are expensive

Due to economic crisis public budgets have decreased

Costly investments are postponed

Solution: new ways of deployment and ownership

Part II: Models for ownership and deployment

Definitions

Service contracts

Not the product but the service is bought

Product is owned by manufacturer or service provider

Pooling & Sharing

Public authority owns equipment

Public authorities jointly pool the relevant assets

Each authority is can use equipment when needed

Some examples found with EDA



Part II: Models for ownership and deployment

Definitions

Smart Defence

Also called NATO model

Public authorities jointly develop, purchase and deploy equipment

Obligation to fulfil the NATO's Strategic Concept

Sell and lease back

Public authority sells equipment to lease company

Directly leases the equipment back

Depending on contract, the authority is no longer responsible for maintenance and depreciation

Any other options?

Part II: Models for ownership and deployment

Questions for discussion

Which procurement schemes discussed could support goals of BS and SAR?

- How does the procurement scheme look?
- How can the procurement be financed?
- Who has the ownership?
 - Are service contracts an option in BS or SAR? If not, why not?
 - Pooling and sharing, is that an option for public authorities in BS or SAR?
 - Is the Smart Defence Concept possible in BS or SAR?
 - Are sell and lease back constructions an option for BS or SAR?
- What are the possibilities for standardization of the procurement?
- Practical impediments and solutions

Summary Part II and Wrap-up



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