



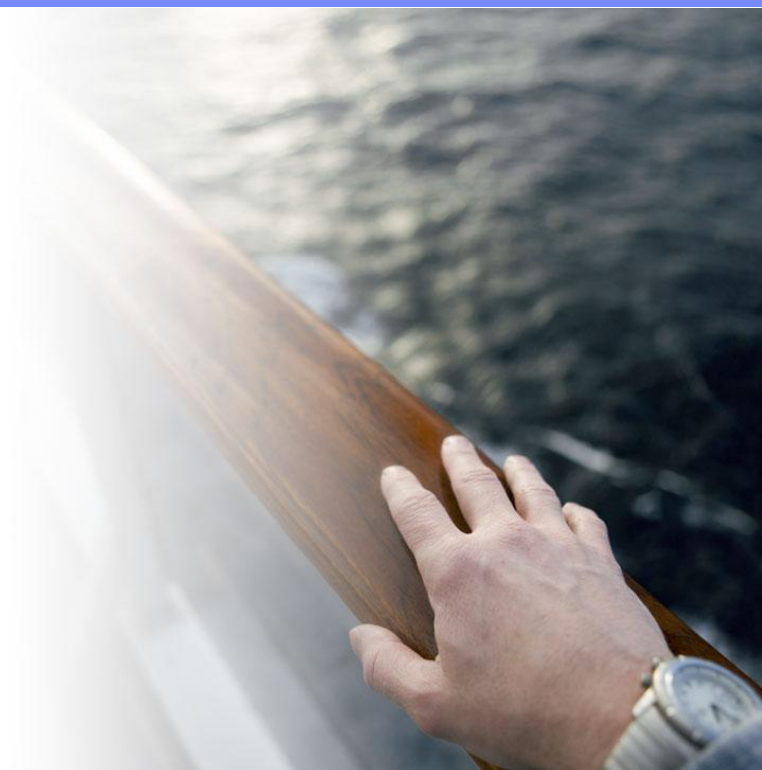
IBM Global Business Services

Guidelines on participation in EU External Assistance Programmes

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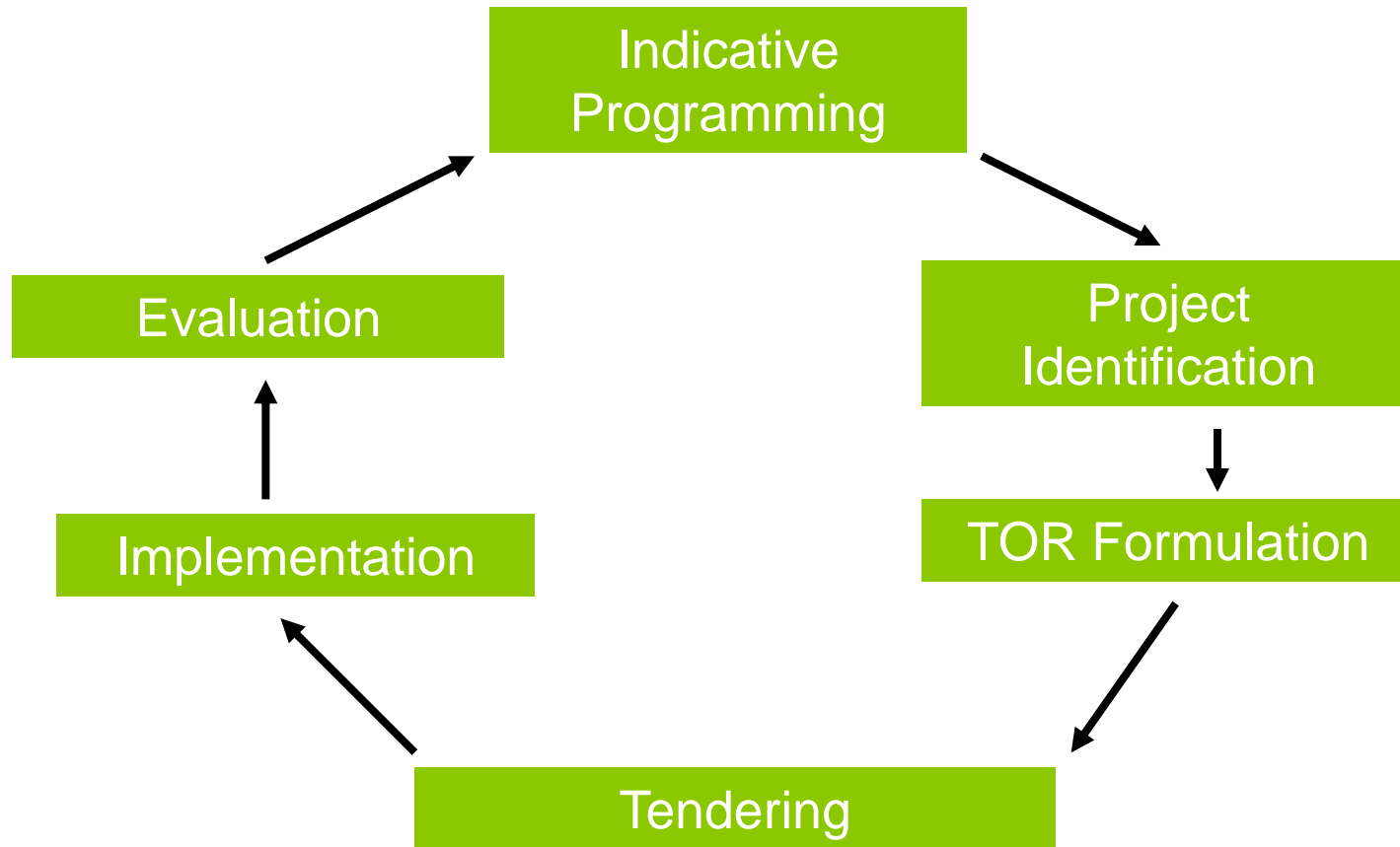


General context

EU : One of the world biggest donors

- EU External Aid Programmes 2007-2013 : 10 BEUR/year
- In more than 150 States, Territories and Regional organisations
- A network of more than 120 Delegations and Representations in the world
- Geographical and thematic programmes.

The Project Cycle



Types of contracts

- Services
- Supplies
- Works
- Grants

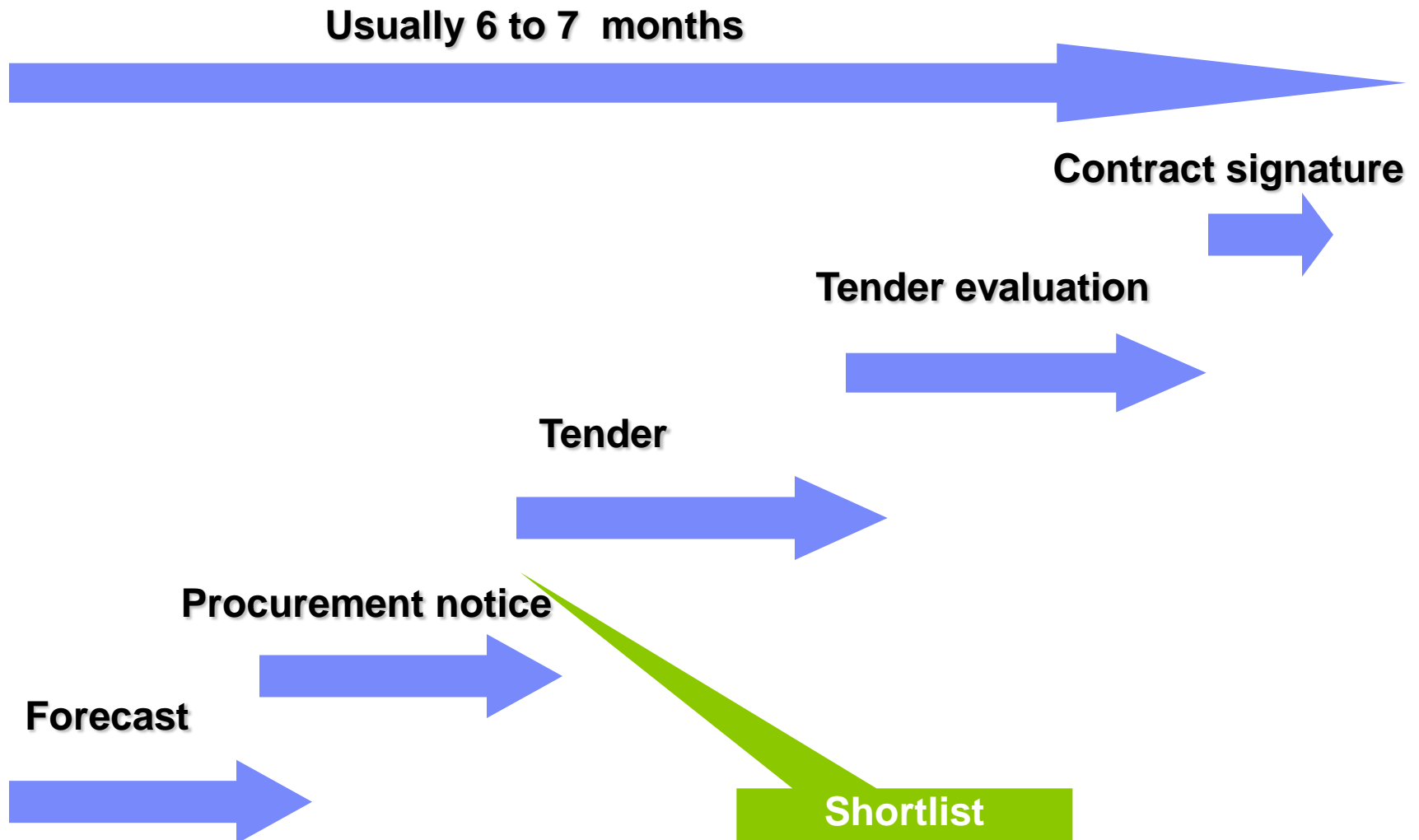
Thresholds

<p>Services</p>	<p>≥ €200.000</p> <p>International restricted tender procedure</p>	<p>< €200.000 but > €10.000 (BUDGET) €5.000 (EDF)</p> <p>1. Framework contracts</p> <p>2. Competitive negotiated procedure (BUDGET) Simplified procedure (EDF)</p>		<p>≤ €10.000 Single tender (BUDGET)</p> <p>≤ €5.000 Single tender (EDF)</p>
<p>Supplies</p>	<p>≥ €150.000 (BUDGET) > €150.000 (EDF)</p> <p>International open tender procedure</p>	<p>< €150.000 but ≥ €60.000 (BUDGET)</p> <p>≤ €150.000 but ≥ €30.000 (EDF)</p> <p>Local open tender procedure</p>	<p>< €60.000 but > €10.000</p> <p>Competitive negotiated procedure (BUDGET)</p> <p>< €30.000 but > €5.000 Simplified procedure (EDF)</p>	<p>≤ €10.000 Single tender (BUDGET)</p> <p>≤ €5.000 Single tender (EDF)</p>
<p>Works</p>	<p>≥ €5.000.000 (BUDGET) > €5.000.000 (EDF)</p> <p>1. International open tender procedure</p> <p>2. International restricted tender procedure (exceptional cases BUD)</p>	<p>< €5.000.000</p> <p>≥ €300.000 (BUDGET)</p> <p>≤ €5.000.000 but ≥ €300.000 (EDF)</p> <p>Local open tender procedure</p>	<p>< €300.000 but > €10.000 (BUDGET)</p> <p>€5.000 (EDF)</p> <p>Competitive negotiated procedure (BUDGET)</p> <p>Simplified procedure (EDF)</p>	<p>≤ €10.000 Single tender (BUDGET)</p> <p>≤ €5.000 Single tender (EDF)</p>

Service contracts

International restricted tender procedure

Tendering procedure timeline



Internet site

Project details can be found at :

<https://webgate.ec.europa.eu/europeaid/online-services/index.cfm?do=publi.welcome>

The screenshot shows a web browser window displaying the European Commission's 'External cooperation programmes' page. The page title is 'Call for proposals & Procurement notices'. The breadcrumb trail is 'European Commission > EuropeAid > Work with us > Funding > Call for proposals & Procurement notices'. There is a 'Login' link in the top right corner.

The main content area features three search tabs: 'Latest Publications', 'Search by reference', and 'Advanced Search'. The 'Advanced Search' tab is currently selected. Below the tabs are several search filters:

- Programme:** A dropdown menu.
- Geographical Zone:** A dropdown menu with the text 'Select a Region or a Country (after the regions)'.
- Type:** Radio buttons for Grants, Supplies, Services, and Works.
- Status:** Radio buttons for Closed, Open, and Forecast.
- Published After:** A date input field.
- Published before:** A date input field.
- Search:** A button to execute the search.

Below the search filters, there is a list of instructions:

- The Latest Publications tab can be used to search the Forecast and Open calls published during the last ten days.
- The Reference Search tab can be used to search a call based on the reference of the call (i.e. 128150 for the call EuropeAid/128150/D/ACT/TR).
- The Advanced Search tab can be used to search calls based on the region, the country, the program,...

In the bottom left corner, there is a 'EuropeAid' logo.

European Commission
External cooperation programmes

Search | Sitemap | Contacts | Legal notice | English (en) | Login

European Commission > EuropeAid > Work with us > Funding > Call for proposals & Procurement notices

Call for proposals & Procurement notices

Latest Publications | Search by reference | Advanced Search | Help

Returns the Forecast and Open calls published during the last ten days.

Your selection returned 51 record(s) Display 10 - 15 - 25 - 50 calls per page.

Ref. # - Title	Published	Updated	Status	Type	Geographical Zone	Programme
128485 - Justice & Constitutional Rights - CSO Support Programme	5/06/2009	20/05/2009	Forecast	Action Grants	South Africa	Africa, Caribbean and Pacific
128618 - Support for Implementation of the EC Information and Communication Programme in Turkey	5/06/2009	2/06/2009	Forecast	Services	Turkey	PreAccession Countries / New Member States
128619 - Provision of Supervision for Construction of Business Incubator Buildings in Kastamonu, Malatya and Tokat	5/06/2009	2/06/2009	Forecast	Services	Turkey	PreAccession Countries / New Member States
128620 - Supply of Enlargement of the European Turkish Business Centres Network to Sivas, Antakya, Batman and Van, Phase I	5/06/2009	2/06/2009	Forecast	Supplies	Turkey	PreAccession Countries / New Member States
128621 - Enlargement of the European Turkish Business Centres Network to Sivas, Antakya, Batman and Van	5/06/2009	2/06/2009	Forecast	Services	Turkey	PreAccession Countries / New Member States
128622 - Technical Assistance to the Telecommunications Regulatory Authority (TRA)	5/06/2009	2/06/2009	Forecast	Services	Lebanon	Neighbourhood
128623 - Construction de nouveaux dortoirs et Rénovation des dortoirs existants des internats de Lano (Garçons) et Sofala (Filles) - Missions de Lano, District de Hihifo, île de Wallis.	5/06/2009	28/05/2009	Forecast	Works	Wallis and Futuna	Africa, Caribbean and Pacific
128625 - Travaux de construction d'un nouvel exutoire	5/06/2009	28/05/2009	Forecast	Works	Togo	Africa, Caribbean and Pacific
128627 - Contract title: Long Term Technical Assistance to Farm Income Diversification Programme (FIDP) phase II	5/06/2009	28/05/2009	Forecast	Services	Malawi	Africa, Caribbean and Pacific
128632 - Organisation des Semaines Du Film Européen 2010 au Maroc. Tétouan, Rabat, Casablanca, Marrakech	5/06/2009	3/06/2009	Forecast	Services	Morocco	Neighbourhood
128633 - Provision of Security Guards Services at EUMM Georgia	5/06/2009	28/05/2009	Forecast	Services	Georgia	Others
128634 - Supply of Fuel	5/06/2009	28/05/2009	Forecast	Supplies	Georgia	Others
128678 - Supply of IT Equipment for the State Revenues Committee of the Republic of Armenia	5/06/2009	4/06/2009	Forecast	Supplies	Armenia	Neighbourhood
128689 - EUROPEAN INSTRUMENT FOR DEMOCRACY AND HUMAN RIGHTS (EIDHR) - COUNTRY-BASED SUPPORT SCHEME/MICRO PROJECTS SCHEME 2009	5/06/2009	3/06/2009	Open » 7/08/2009	Action Grants	Serbia	Human Rights
128597 - Adquisición e Instalación de Suministros para señalización vertical en apego a lo establecido en el Manual Centroamericano de Dispositivos Uniformes para el Control de Tránsito	5/06/2009	4/06/2009	Open	Supplies	Costa Rica	Latin America

« < 1 2 3 4 > » Display 10 - 15 - 25 - 50 calls per page.

Error on page. Internet

Some advices for services contracts (Selection criteria)

Always check if your company/consortium meets
the **selection criteria**

Some advices for services contracts (Selection criteria)

1) Economic and financial capacity of candidate

e.g.” The average annual turnover of the candidate over the last three years (2006-2008) must exceed 1.5 times the annualised maximum budget of the contract”.

Some advices for services contracts (Selection criteria)

2) Professional capacity of candidate

e.g. “at least 3 permanent staff members currently work for the applicant in the fields related to this contract this year.

The fields related to this contract are Cooperation Mechanisms, and EC External Assistance Coordination”.

Some advices for services contracts (Selection criteria)

3) Technical capacity of candidate

e.g.:

- “(a) During the last 3 years, i.e. since November 2006, the candidate has worked on at least two projects in the field of this contract.
- (b) During the last three years, i.e. since November 2006, the candidate must have successfully implemented at least two projects (budget of at least EUR 500 000) in EU countries, Central Eastern European countries or New Independent States with at least 50 percent proportion carried out by the candidate.”

Some advices for services contracts (Selection criteria)

If your company/consortium
does not meet the selection criteria

better not pursue

or

join another consortium.

Some advices for services contracts (Preparing a proposal)

Preparing a proposal

- Requires people who know how to write well
- Requires good CVs
- is costly

Some advices for services contracts (Preparing a proposal)

- Importance of conforming with the TOR, including the annexes
- Don't hesitate to ask questions
- What is not prohibited is allowed.
- The number of companies in a consortium can be freely decided but the rationale needs to be explained.
- The companies that have not been awarded the project, can always ask for the reason why. They will receive an answer.

Service contracts

Framework contracts

Framework contracts

Framework contracts (exist since 2000)

- Good way to gain experience and references
- Internet sites for two main framework contracts:
 - http://ec.europa.eu/europeaid/work/framework-contract/beneficiaries/index_en.htm
 - http://ec.europa.eu/europeaid/work/framework-contract/commission/index_en.htm

Framework contract (Beneficiaries)

- Lot 1: Rural development and food security
- Lot 2: Transport and Infrastructures
- Lot 4: Energy and nuclear safety
- Lot 5: Conferences
- Lot 6: Environment
- Lot 7: Culture, Governance and Home Affairs
- Lot 8: Health
- Lot 9: Education, Employment and Social
- Lot 10: Support to Industry / commerce / services
- Lot 11: Macro economy, Public finances and Regulatory aspects
- Lot 12: Standards
- Lot 13: Humanitarian Aid, Crisis Management and Post-Crisis assistance

Framework contract (Commission)

- Lot 1 : Drawing up Terms of Reference and evaluation of offers
- Lot 2 : Evaluation of call for proposals
- Lot 3 : Organisation of conferences
- Lot 4 : Sectorial and project evaluations
- Lot 5 : Studies for Asia (RELEX)
- Lot 6 : TRADE (post-Doha technical assistance with implementing the WTO agreements)