



EU Sector Seminar – Brussels 27 Nov. 2014

Guidelines on participation in EU External Assistance Programmes

By Melinda Wezenaar – MDF Brussels Branch Director



Accessing EU funds...

Guidelines on participation in EU cooperation



Where to start ?
How to do ?



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Accessing EU funds...

Guidelines on participation in EU cooperation

In order to
avoid....



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Topics of this introductory session

Guidelines on participation in EU cooperation

- Context of EU external relations
- Financial instruments
- Main actors
- Public procurement 'versus' grants
- Where and how to find opportunities
- What rules apply
- Trends, tips & tricks
- Sources of information
- Information on MDF



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EU External Partners 2014 - 2020

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- The EU and its external partners
 - EU – member states
 - EEA
 - candidate & potential candidates - **IPA II**
 - neighbours in the south and the east - **ENI**
 - other partners :
 - ACP countries - **EDF**
 - Asian and Latin American countries – **DCI** (16 countries 'graduated' – 5 more in 2017)
 - Countries of strategic interest worldwide – **PI**
 - **Different partners, different relations...**

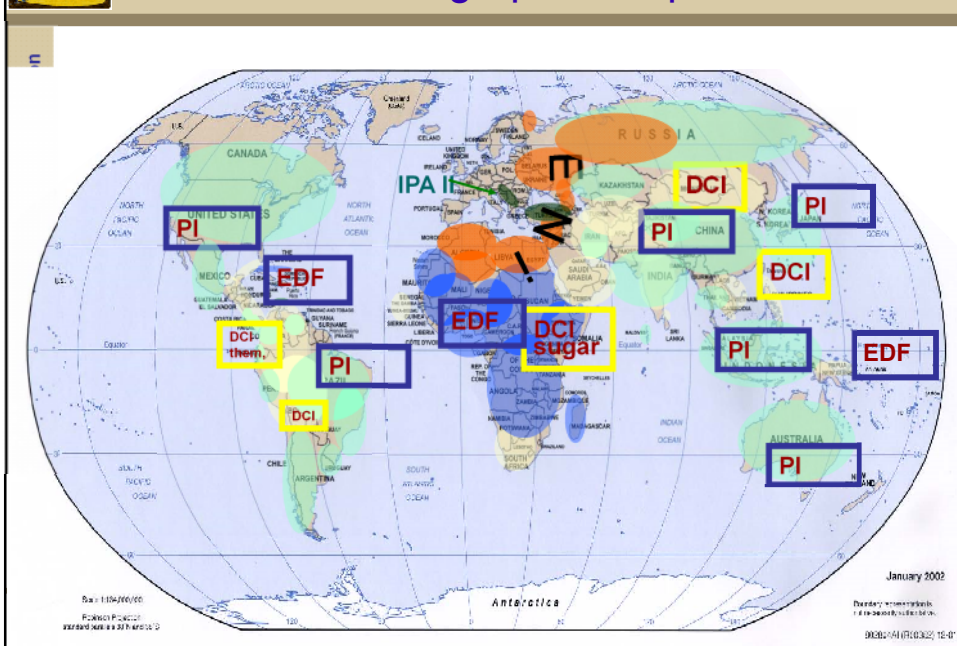


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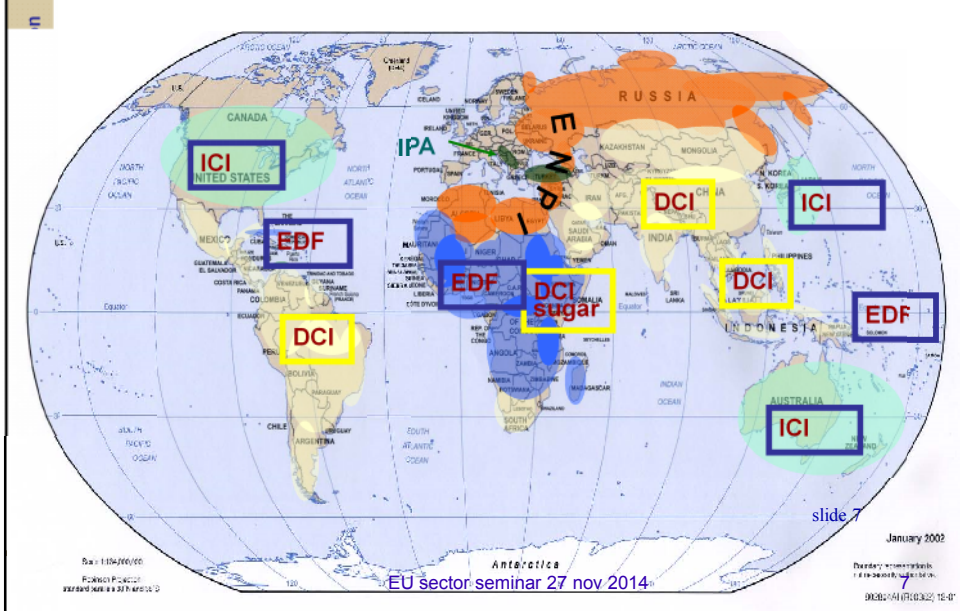


Geographic scope 2014 - 2020

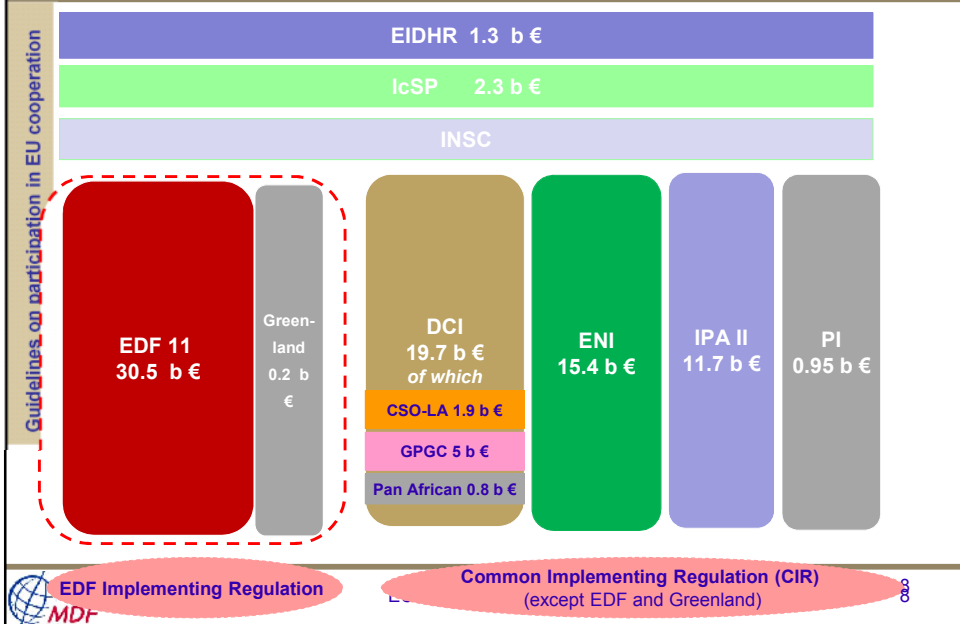




« Old » geographic scope – 2007 - 2013



From 2014 onwards..new financial instruments





Main actors

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- Who are contracting ?
 - Direct management :
 - EU Delegations (130 worldwide)
 - Eur Com: EuropeAid / Devco
 - Indirect management :
 - Partner countries: NAO, technical ministries, ...
 - *But also* : Member state agencies, International organisations (using their own procedures)
- Other actors: EEAS,







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Main actors

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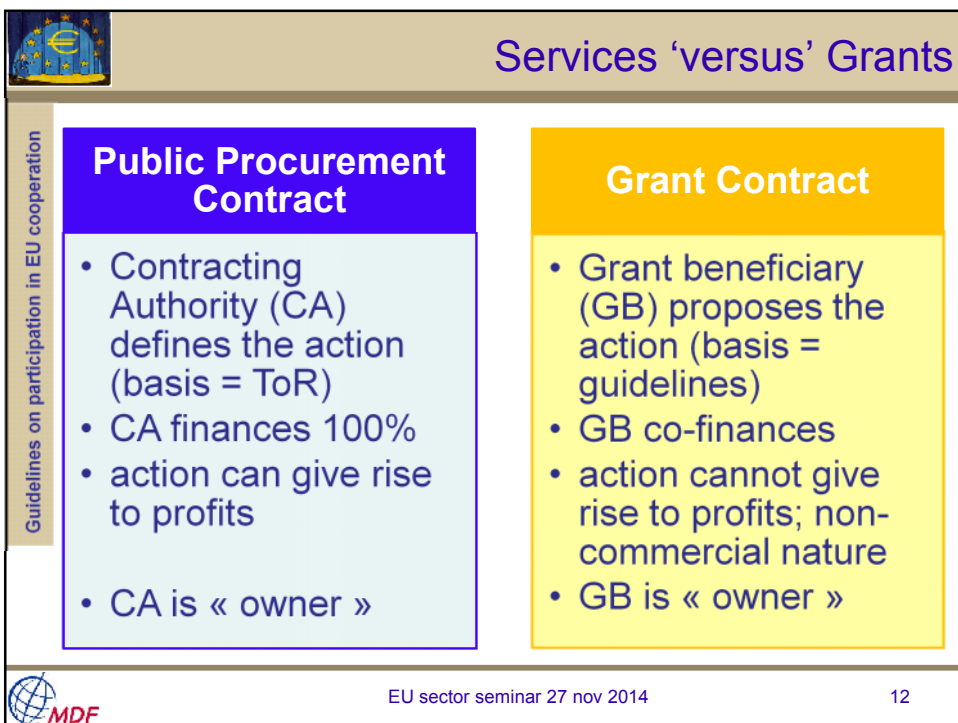
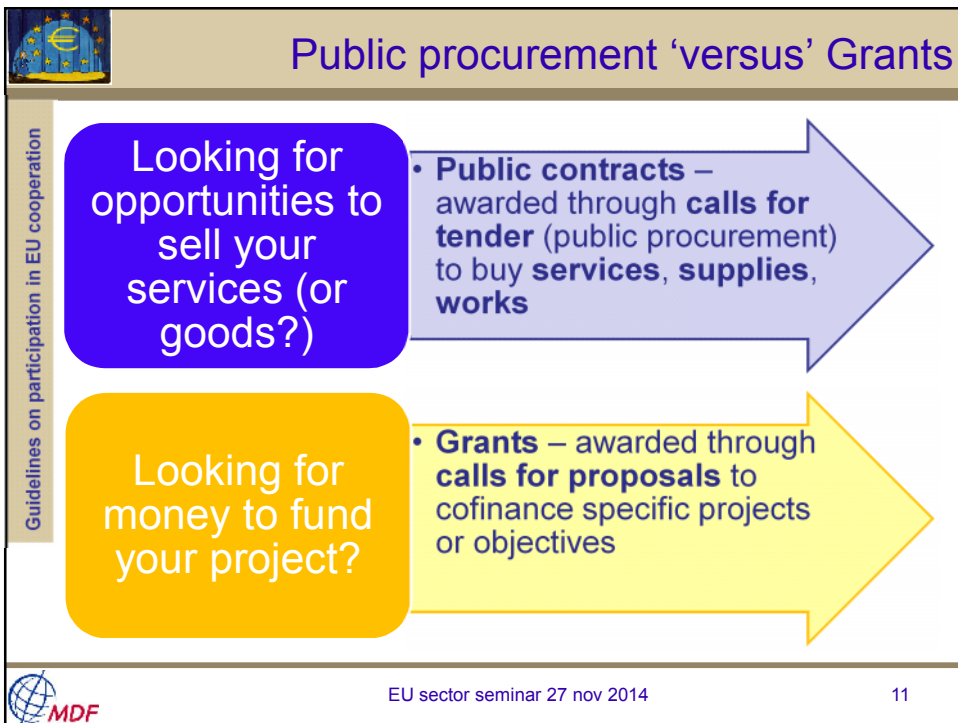
- Who are bidding and implementing ?
 - Private companies
 - NGOs
 - Universities
 - International organisations
 -

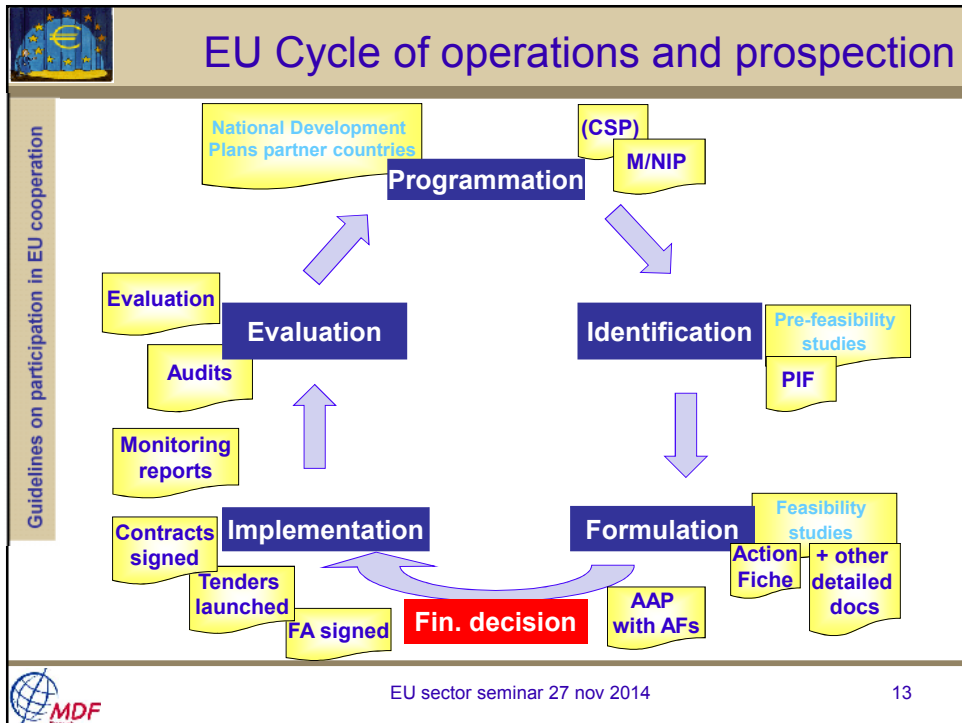




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Where to find EU country programmes?

Guidelines on participation in EU cooperation

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Where to find Action Fiches ?

Guidelines on participation in EU cooperation



http://ec.europa.eu/europeaid/funding/funding-instruments-programming/annual-action-programmes_en


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Key documents per country ?

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http://ec.europa.eu/europeaid/countries-territories-and-regions-where-we-are-active_en


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Where to find tender opportunities?

Guidelines on participation in EU cooperation

The screenshot shows the 'About Funding' page of the EUROPEAID website. It includes sections for 'FUNDING' (About funding and procedures, where does the money come from?, how do we offer funding, procedures and practical guide, funding recipients, legal affairs), 'GRANTS AND CONTRACTS' (grants are direct financial contributions, contracts are awarded through tendering procedures), and 'USEFUL LINKS' (calls for proposals, PADOR, ASSOC - On-line consultation). A 'PRAG Practical Guide' is also featured.

http://ec.europa.eu/europeaid/about-funding_en

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Where to find tender opportunities?

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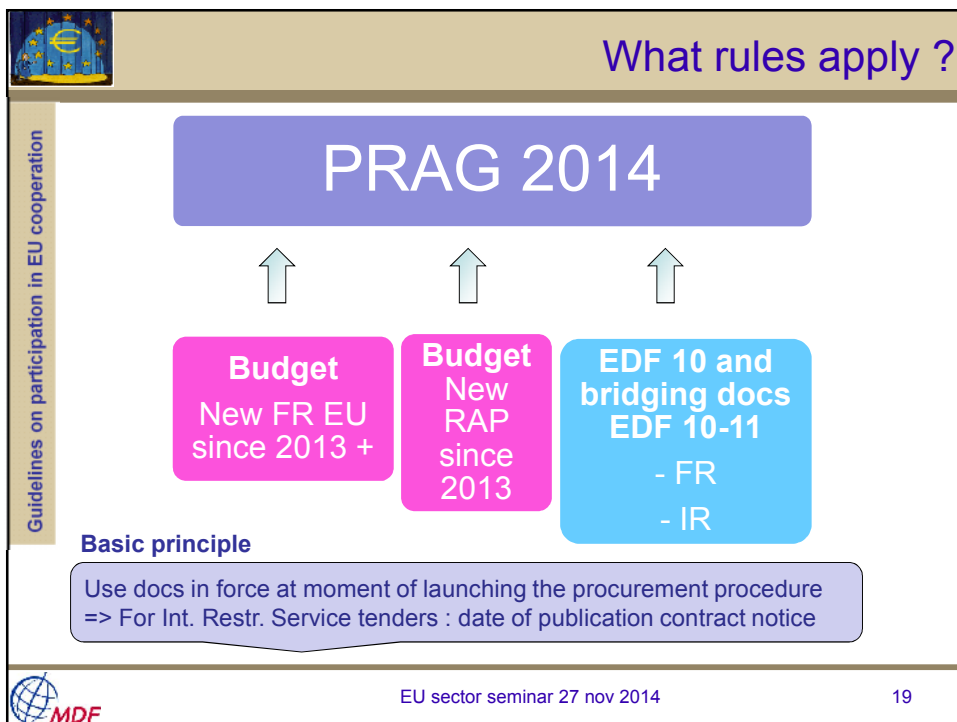
The screenshot shows the 'Calls for proposals & Procurement notices' page. It features a search interface with filters for 'Programme', 'Geographical zone', 'Type' (Grants, Supplies, Services, Works), and 'Status' (Closed, Open, Forthcoming). Below the search filters is a table of results.

Ref. #	Title	Published	Updated	Status	Type	Geographical Zone	Programme
130120	Supply of testing equipment and accessories for the Trade and Agriculture Support Programme	13/06/2014	25/11/2014	Open	Supplies	All Countries	Africa, Caribbean and Pacific
132616	Technical assistance to the establishment of the national accreditation body	08/04/2014	15/11/2014	Open	Services	Ghana	Africa, Caribbean and Pacific
135805	On-site technical support to 12000 Customs of Parliament (COP) Regional Secretariats in the EC neighbourhood	24/06/2014	16/11/2014	Cancelled	Services	All Countries	Instrument for Stability
133510	SUPPLY OF LABORATORY AND METROLOGY EQUIPMENT FOR TESTING AND CALIBRATION LABORATORIES IN GHANA	3/10/2012	16/11/2014	Closed	Supplies	Ghana	Africa, Caribbean and Pacific
135743	Non-state actors in Development Actions in partner countries (in-country), DRAN & DPRK	10/04/2014	14/11/2014	Closed	Action Grants	All Countries	Non-State Actors and Local Authorities
125707	Methodological and Knowledge sharing support to enhance capacities for quality and results in EU external assistance	28/09/2014	14/11/2014	Closed	Services	All Countries	Others

<https://webgate.ec.europa.eu/europeaid/online-services/index.cfm?ADSSChk=1416576265240&do=publi.welcome&userlanguage=en>

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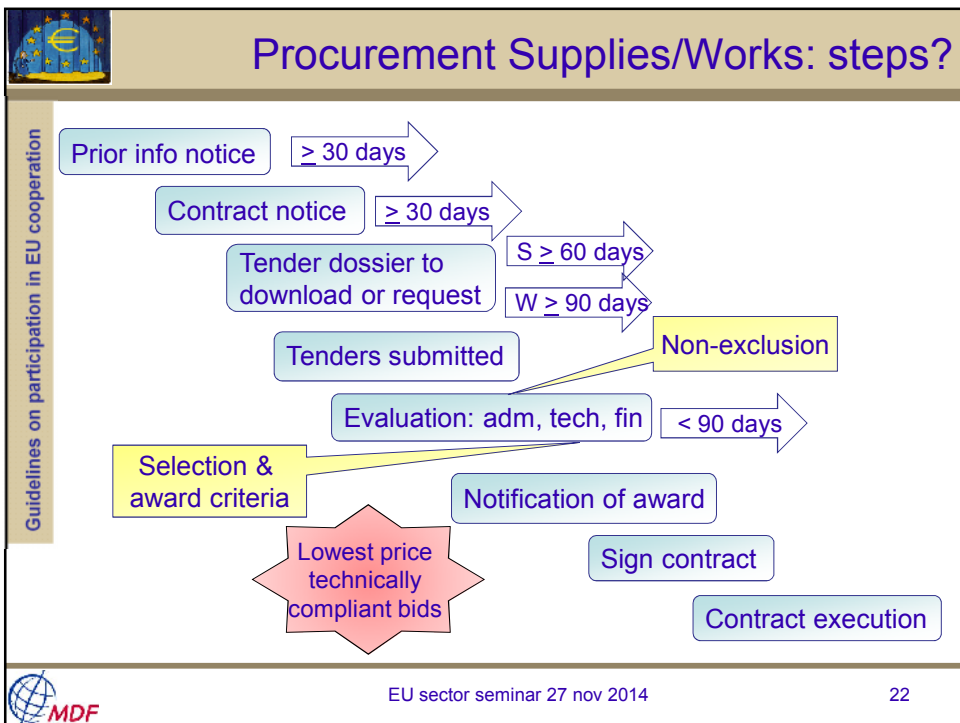
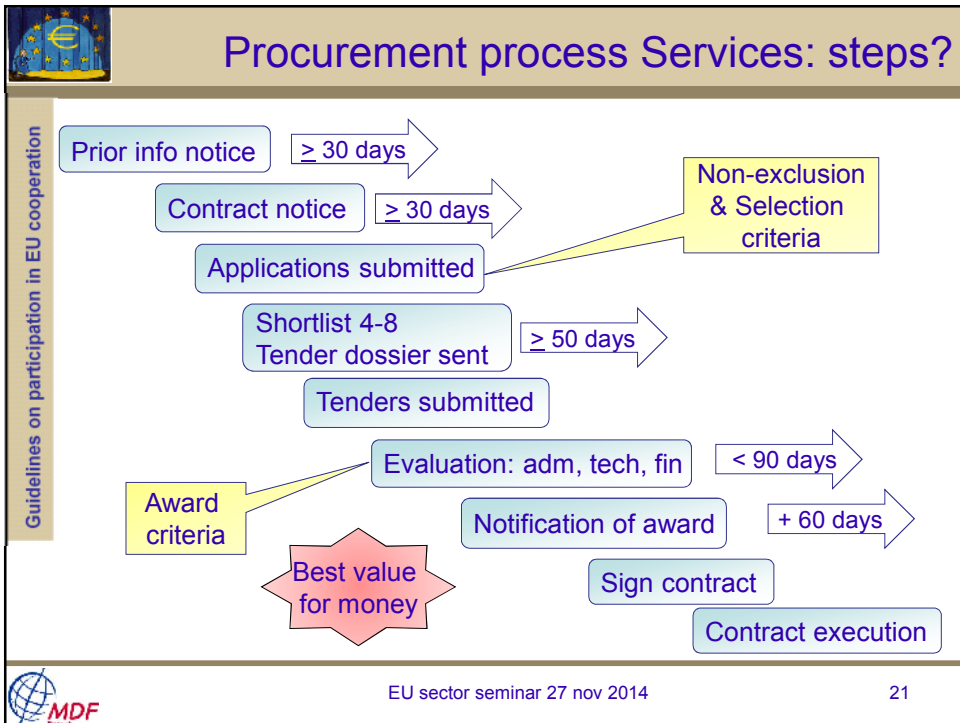
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Which procurement ceilings ?

Guidelines on participation in EU cooperation	Procedures PRAG – 2013 & 2014	Services	Supplies	Works
	International open	N/A	≥ 300 000	≥ 5 000 000
	Local open	N/A	< 300 000 but ≥ 100 000 <u>or</u>	< 5 000 000 but ≥ 300 000
	International restricted	≥ 300 000	N/A	≥ 5 000 000 (exceptional)
	Framework contract	< 300 000 but > 20 000 <u>or</u>	< 300 000 but > 20 000 <u>or</u>	N/A
	Competitive negotiated	< 300 000 but > 20 000	< 100 000 but > 20 000	< 300 000 but > 20 000
	Single tender	≤ 20 000 Purchase against invoice if ≤ 2 500	≤ 20 000 Purchase against invoice if ≤ 2 500	≤ 20 000

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Which trends in EU procurement?

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- Larger contracts => bigger consortia
- Increased competition
- FWC versus comp. negotiated
- Quality of consortia and complementarity
- Organisation & methodology more important than experts (60/40)
- Blending grants & loans
 - Procurement via Financial Institutions
- Increased indirect management with IO
 - Procurement via IO



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Tips & tricks (potential) providers

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- Monitor EU opportunities in an early stage
- Determine your expertise/ added value
- Adapt company CV & references (EU format)
- Promote yourself as a reliable partner to solid (lead) partners in consortia
 - references, specific/complementary expertise, field expertise incl. local, experts
- Develop internal expertise on EU development policies and acquisition opportunities
 - Know the PRAG and related doc, stay informed of updates (EuropeAid website, Permanent Rep., ...)



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Sources of information

Guidelines on participation in EU cooperation

- http://ec.europa.eu/europeaid/index_en.htm
- <http://ted.europa.eu/TED/main/HomePage.do>
- <http://www.eeas.europa.eu>
- http://ec.europa.eu/budget/biblio/documents/regulations/regulations_en.cfm
- http://ec.europa.eu/budget/contracts_grants/info_contracts/doing_business/do_business_en.cfm
- http://ec.europa.eu/budget/biblio/publications/publications_en.cfm
- <http://capacity4dev.ec.europa.eu/home>
- contact the Delegation of the EU or their website



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About MDF

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- MDF is a global training and consultancy agency, with 30 years of experience in international development cooperation, focussing on:
 - Results oriented programmes
 - Learning Organisations
 - Competent professionals
 - High performing partnerships



Our World is about People



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EU services MDF

Guidelines on participation in EU cooperation

MDF Brussels is specialised in EU external cooperation, as partner/ leader in EU programmes; as provider of open entry and tailor made **courses on EU funding & PRAG procedures**

MDF Brussels : Calendar 2015	
Trainings	Dates
GRANTS (mod. 1) in the context of EU External Actions: How to obtain EU funding?	2 - 4 March 2015 1 - 3 June 2015 23 - 25 November 2015
GRANTS (mod. 2) in the context of EU External Actions: How to manage an EU grant contract?	5 - 6 March 2015 20 - 21 April 2015 4 - 5 June 2015 7 - 8 September 2015 26 - 27 November 2015
EU PROCEDURES (mod. 1) in the context of EU External Actions: Procurement Procedures and Service Contract Management	23 - 25 March 2015 15 - 17 June 2015 2 - 4 November 2015
EU PROCEDURES (mod. 2) in the context of EU External Actions: Decentralised Operations and Programme Estimates	26 - 27 March 2015 18 - 19 June 2015 5 - 6 November 2015
(new) LOGFRAME APPROACH in the context of EU External Actions	25 - 27 February 2015 27 - 29 May 2015 18 - 20 November 2015
(new) MONITORING and EVALUATION in the context of EU External Actions	9 - 11 March 2015 8 - 10 June 2015 9 - 11 September 2015 30 Nov - 2 December 2015
Place : Brussels Language : English (these courses are also available in FRENCH for tailor made services)	



www.mdf.nl

info@mdfbrussels.be



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