

MDF Training & Consultancy



EU Sector Seminar – Brussels 10 March 2016

Guidelines on participation in EU External Assistance Programmes

By Melinda Wezenaar – MDF Brussels Branch Director



Mini quiz...

1. IPA II is, proportionally, the largest financial instrument • YES/NO
2. The Country Strategy Paper is the main programming document • YES/NO
3. All EuropeAid funded contracts are awarded on basis of best value for money • YES/NO





Accessing EU funds...

Where to start ?
How to do ?

So you do not
end up like this

...



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Topics of this introductory session

- 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

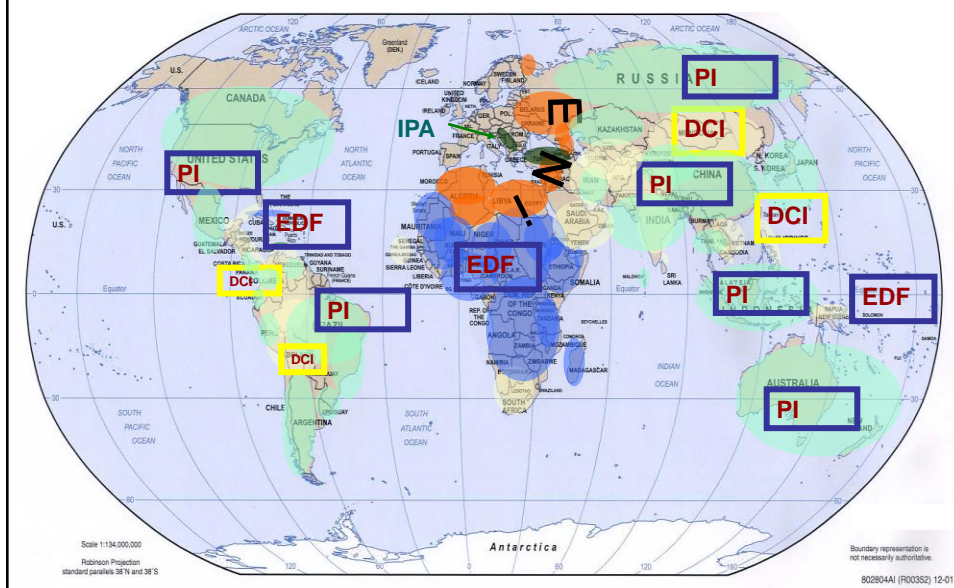
- The EU and its external partners
 - EU – member states
 - EEA
 - candidate & potential candidates - **IPA II**
 - neighbours in the south and the east - **ENI**
 - other partners :
 - ACP countries - **EDF**
 - Asian and Latin American countries – **DCI** (16 countries 'graduated' – 5 more in 2017)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

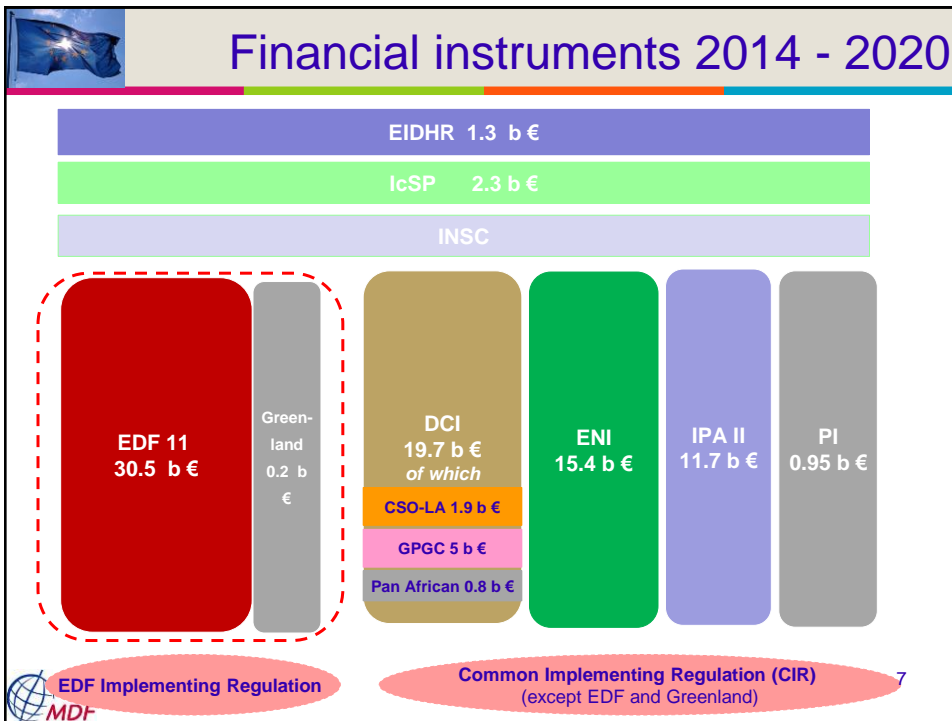



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Geographic scope 2014 - 2020








Instrument for Pre-Accession II

Total (2014-20)	€ 11,7 b
Countries	Candidate and potential candidate countries (Albania, Bosnia and Herzegovina, Montenegro, Serbia, Turkey, Former Yugoslav Republic of Macedonia, Kosovo)
Objective	Support (potential) candidates for EU membership in adopting the EU acquis. Structural reform to sectors to bring them up to EU standards
Priorities	All areas of EU acquis covered; reforms within the framework of pre-defined sectors: areas closely linked to the enlargement strategy, such as democracy and governance, rule of law or growth and competitiveness.
Programming	Strategic focus – Country Strategy Papers 2014 - 2020



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European Neighbourhood Instrument

Total (2014-20)	€ 15,4 b
Countries	European neighbourhood (16 Eastern & Southern neighbours - Russia only for cross-border activities)
Objective	Strengthening the prosperity, stability and security of all. Based on the values of democracy, rule of law and respect of human rights.
Priorities	Democracy and human rights; the rule of law, good governance; market economy principles; sustainable development, including climate action
Programming	Jointly agreed Action Plans as basis for cooperation Single Support Framework 2014-2017



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Development Cooperation Instrument

Total (2014-20)

€ 19,7 b

Countries

ODA list of OECD-DAC

except {
- upper middle income or GDP > 1% global GDP
- beneficiaries IPA, EDF and ENI

Objectives

Reduction, and in the long term, eradication of poverty; + contribute to the achievement of other goals of EU external action, nb fostering sustainable economic, social and environmental development as well as promoting democracy, the rule of law, good governance and respect for human rights.

Programming

Multi-annual Indicative Programmes (3-6 years)



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Thematic programmes

Global Public
Goods and
Challenges

Environment & Climate Change
Sustainable energy
Human development (decent work, soc. justice & culture)
Food security & sustainable agriculture
Migration and asylum

Civil Society
Organisations &
Local Authorities

Strengthen civil society organisations and local authorities in partner countries and, where provided for in this Regulation, in the EU and IPA countries

Civil Pan African
Programme

Support the strategic partnership between Africa and the Union to cover activities of a trans-regional, continental or global nature in and with Africa (complementary with ENI and EDF)



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Partnership Instrument

Total (2014-20)

€ 955 m

Countries

- countries of strategic interest in promoting links
- nb developed and developing countries which play an increasingly prominent role in global affairs
 - and in addressing challenges of global concern
 - or in which the Union has other significant interests

all countries may be eligible

Multi- Annual Programming documents



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Partnership Instrument

Objective

- Advance and promote EU and mutual interests
- Support measures that respond in an effective and flexible manner to objectives arising from the EU bilateral, regional or multilateral relationships with third countries
- Address challenges of global concern
- Ensure an adequate follow-up to decisions taken at a multilateral level

Priorities

promoting dialogue, implementing international dimension of Europe 2020, markets and trade, visibility of EU



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Main actors

- Who are contracting ?
 - Direct management :
 - EU Delegations (139 worldwide)
 - Eur Com: DG EuropeAid=Devco, DG NEAR. FPI...
 - 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

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



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Public procurement 'versus' Grants

Looking for opportunities to sell your services (or goods?)

- **Public contracts** – awarded through **calls for tender** (public procurement) to buy **services, supplies, works**

Looking for money to fund your project?

- **Grants** – awarded through **calls for proposals** to cofinance specific projects or objectives



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Services 'versus' Grants

Public Procurement Contract

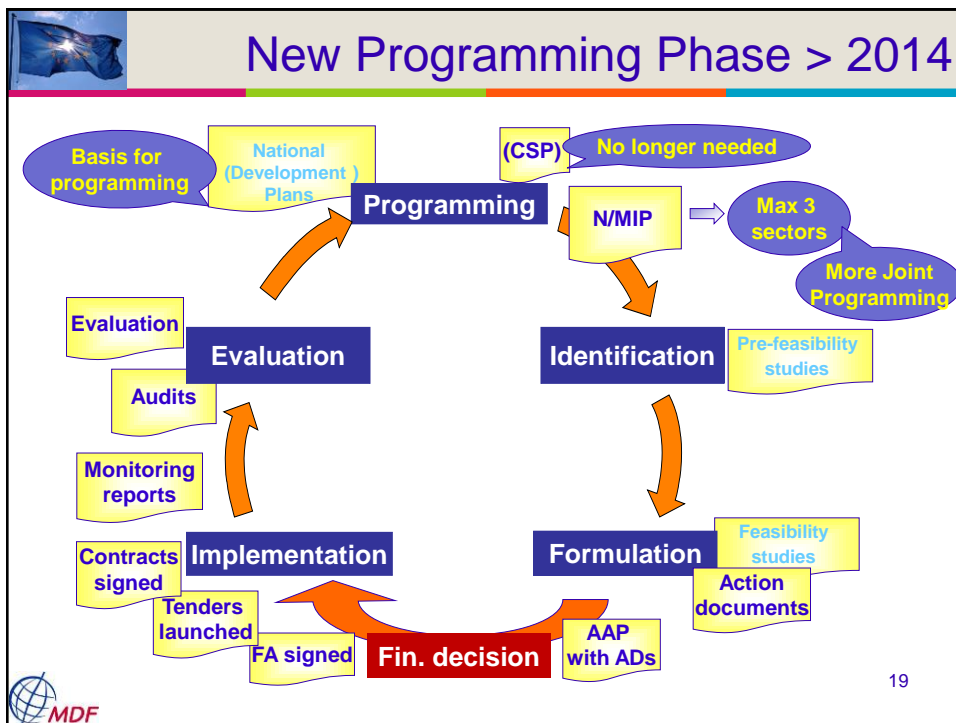
- Contracting Authority (CA) defines the action (basis = ToR)
- CA finances 100%
- action can give rise to profits
- CA is « owner »

Grant Contract

- Grant beneficiary (GB) proposes the action (basis = guidelines)
- GB co-finances
- action cannot give rise to profits; non-commercial nature
- GB is « owner »



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Key documents per country ?

INTERNATIONAL COOPERATION AND DEVELOPMENT
Building partnerships for change in developing countries

European Commission > International Cooperation and Development > Countries territories and regions where we are active

Countries, territories and regions where we are active

REGION

- Africa
- African, Caribbean and Pacific (ACP) region
- Asia
- Central Asia
- EU Neighbourhood region and Russia
- Latin America
- Overseas Countries and Territories (OCTs)
- Sub-Saharan Africa
- The Caribbean
- The Gulf

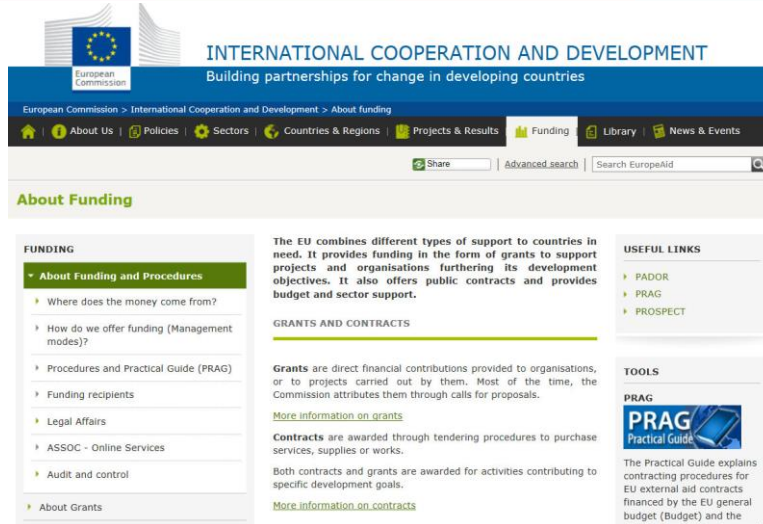
MAP BY REGIONS **MAP BY COUNTRIES**

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

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Where to find tender opportunities?



INTERNATIONAL COOPERATION AND DEVELOPMENT
Building partnerships for change in developing countries

European Commission > International Cooperation and Development > About funding

Home | About Us | Policies | Sectors | Countries & Regions | Projects & Results | Funding | Library | News & Events

Share | Advanced search | Search EuropeAid

About Funding

FUNDING

- About Funding and Procedures
 - Where does the money come from?
 - How do we offer funding (Management modes)?
 - Procedures and Practical Guide (PRAG)
 - Funding recipients
 - Legal Affairs
 - ASSOC - Online Services
 - Audit and control
 - About Grants

The EU combines different types of support to countries in need. It provides funding in the form of grants to support projects and organisations furthering its development objectives. It also offers public contracts and provides budget and sector support.

GRANTS AND CONTRACTS

Grants are direct financial contributions provided to organisations, or to projects carried out by them. Most of the time, the Commission attributes them through calls for proposals.

[More information on grants](#)

Contracts are awarded through tendering procedures to purchase services, supplies or works.

Both contracts and grants are awarded for activities contributing to specific development goals.

[More information on contracts](#)

USEFUL LINKS

- PADOR
- PRAG
- PROSPECT

TOOLS

PRAG
Practical Guide

The Practical Guide explains contracting procedures for EU external aid contracts financed by the EU general budget (Budget) and the 11th European Development

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

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Where to find tender opportunities?



DEVELOPMENT AND COOPERATION - EUROPEAID
Calls for proposals & Procurement notices

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

Calls for proposals & Procurement notices

Latest Publications | Search by reference | Advanced Search | Help

Programme: [dropdown] Geographical Zone: [dropdown] Botswana

Type: ☐ Grants ☐ Supplies ☐ Services ☐ Works
Status: ☐ Closed ☐ Open ☐ Forecast

Published After: [dropdown] Published before: [dropdown]

Your selection returned 335 record(s) Display 10 - 15 - 25 - 50 calls per page.

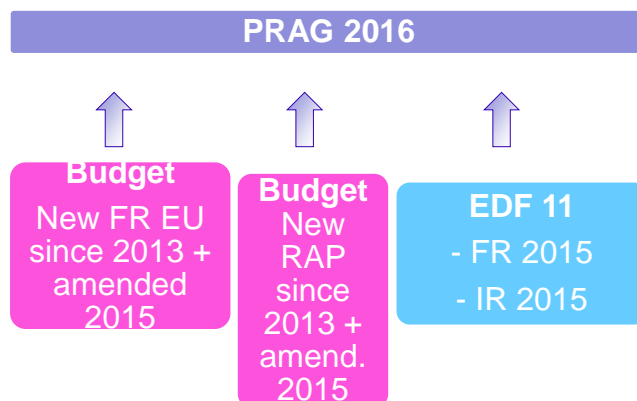
Ref. #	Title	Published	Updated	Status	Type	Geographical Zone	Programme
136541	Pan-African Statistics	23/12/2014	10/06/2015	Closed + 17/04/2015	Services	Pan-African region	
136117	Support package for EU Delegations on the implementation of a Rights-Based Approach to Development (RBA) and the European Instrument for Democracy and Human Rights (EIDHR).	31/07/2014	9/06/2015	Closed + 8/06/2015	Services	All Countries	Human Rights
137211	Framework Contract COM 2015	6/06/2015	9/06/2015	Forecast	Services	All Countries	Others
136537	SWIM and Horizon 2020 Support Mechanisms.	29/10/2015	9/06/2015	Closed + 23/03/2015	Services	All Countries	Neighbourhood
150053	Strengthening Regional, European and Global CSO Umbrella Organisations	28/04/2015	8/06/2015	Open + 23/06/2015	Framework Partnership Agreement	All Countries	Non-State Actors and Local Authorities
136781	EIDHR - Framework contract (FWC) for support to electoral missions	6/03/2015	6/06/2015	Closed + 5/06/2015	Services	All Countries	Human Rights
136325	International Restricted Call for tenders for audit services to assist CSOP Civilian Crisis Management Operations and EU Special Representatives (USRs), and operations implementing LCoP projects/operations	13/02/2015	10/06/2015	Closed + 23/02/2015	Services	All Countries	Others

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

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What rules apply ?



Basic principle

Use docs in force at moment of launching the procurement procedure
 => For Int. Restr. Service tenders : date of publication contract notice



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Which procurement ceilings ?

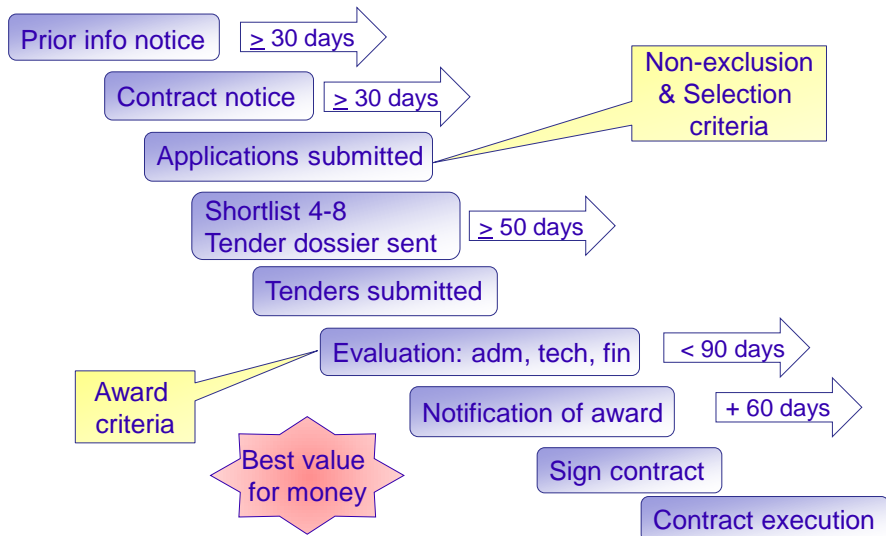
Procedures PRAG – 2013 & 2014	Services	Supplies	Works
International open	N/A	≥ 300 000	≥ 5 000 000
Local open	N/A	< 300 000 but ≥ 100 000 <u>or</u>	< 5 000 000 but ≥ 300 000
International restricted	≥ 300 000	N/A	≥ 5 000 000 (exceptional)
Framework contract	< 300 000 but > 20 000 <u>or</u>	< 300 000 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 Purchase against invoice if ≤ 2 500



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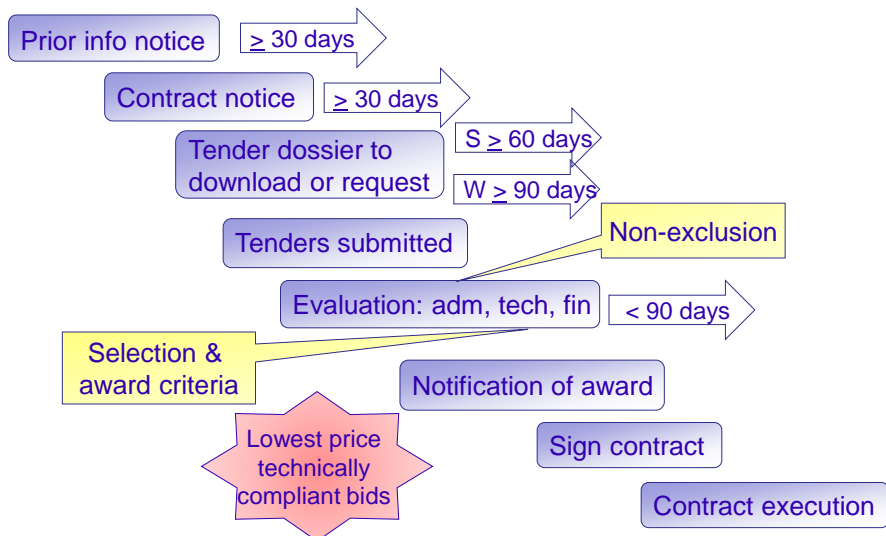
Procurement Services: steps?



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Procurement Supplies/Works: steps?



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Which trends in EU procurement?

- Larger contracts => big consortia
- Increased competition
- Quality of consortia and complementarity
- Large global price contracts
- Large horizontal, thematic programmes incl direct management by other Com DGs and agencies
- Increased indirect management with Int. Org
- Blending grants & loans with Fin. Institutions



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Tips & tricks (potential) providers

- 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 => complementarity
 - 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

- 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

- MDF is a global training and consultancy agency, with 30 years of experience in **international development cooperation**, focusing on:
 - Results Oriented programmes
 - Competent professionals
 - Learning Organisations
 - High-Performing Partnerships



Our World is about People



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EU services MDF

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 : NEXT DATES 2016	
Trainings	Dates
EU Grants in the framework of EU External Actions (module 1): How to obtain EU funding?	30 May-1 June 2016 21-23 November 2016
EU Grants in the framework of EU External Actions (module 2): How to manage an EU grant contract?	18-19 April 2016 2-3 June 2016 19-20 September 2016 24-25 November 2016
EU Procedures in the context of EU External Actions (module 1): Procurement Procedures and Service Contract Management	21-23 March 2016 13-15 June 2016 14-16 November 2016
EU Procedures in the context of EU External Actions (module 2): Programme Estimates	24-25 March 2016 16-17 June 2016 17-18 November 2016
(New) Coaching Services: Access to EU funds / Management / Personal effectiveness: Soft Skills	No fixed date
Place: Brussels Language: English (These courses are also available in FRENCH for tailor made services)	



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