

EXTERNAL ASSISTANCE PROGRAMMES

An Introduction



Overview

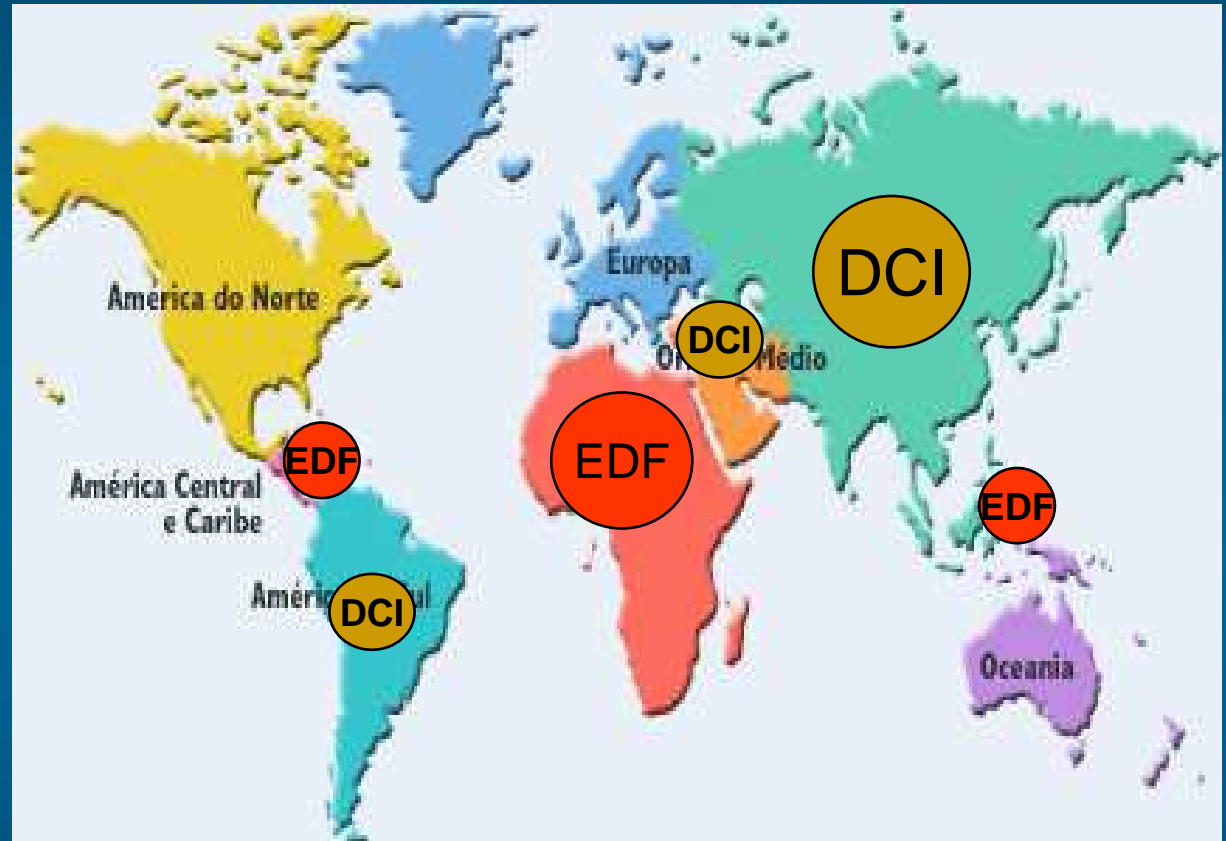
- What are the main programmes?
- What do they fund?
- How is the money allocated and managed?
- How is it tendered? How can you participate?
- What appeal?

Schuman Associates

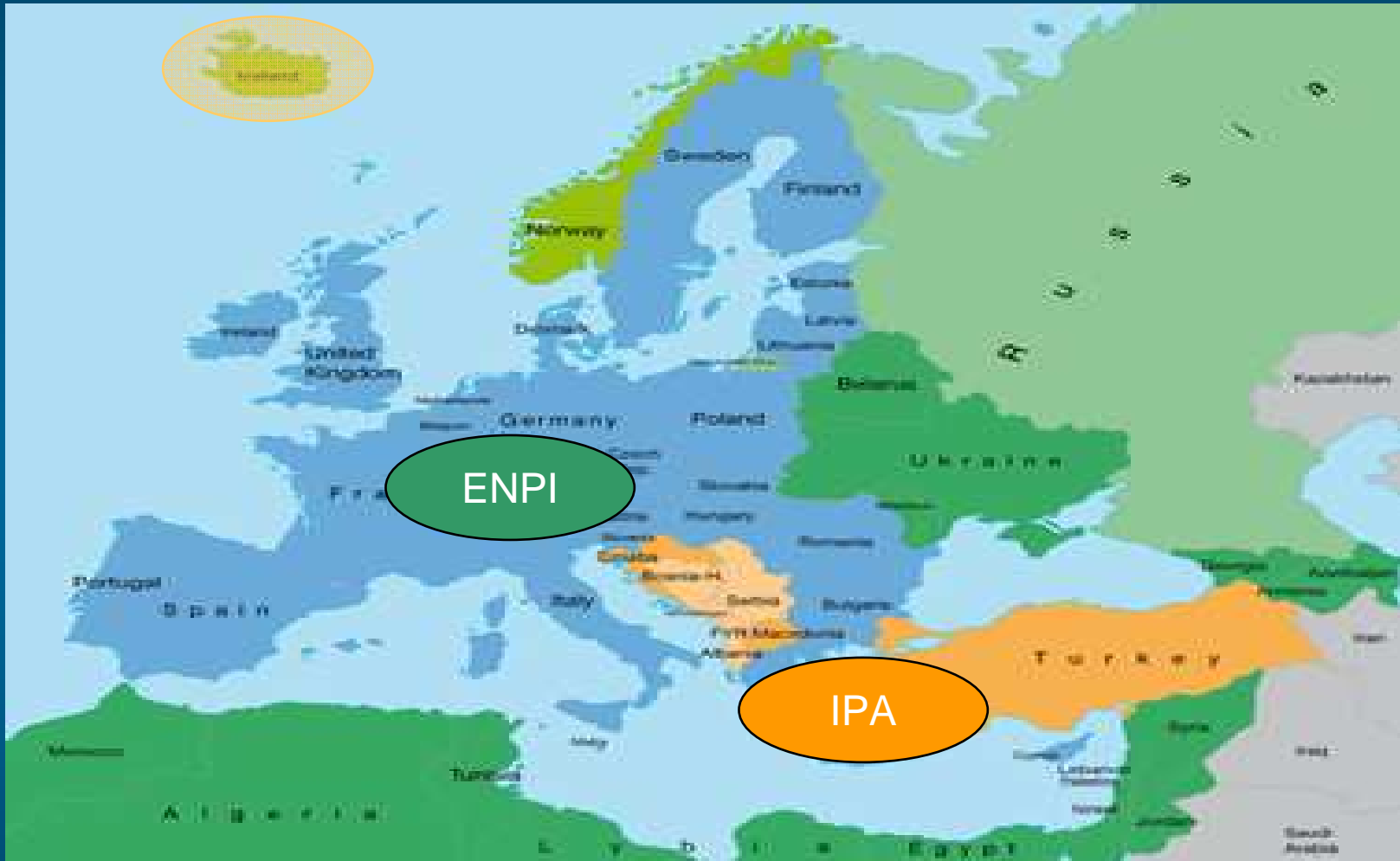
- In Brussels since 1989
- Independent
- Specialised in EU funding
- On-going support to clients
 - Companies
 - NGOs
 - Associations

EU Key Donor on World Stage

- Partners: more than 150 States, Territories and Regional organisations
- Geographical programmes
- Thematic programmes: food aid, humanitarian aid, democracy & human rights, co- financing with NGOs, environment, refugees...
- A network of more than 120 Delegations and Representations in the world



EU and NEIGHBOURS



EU External Aid Programmes 2007-2013

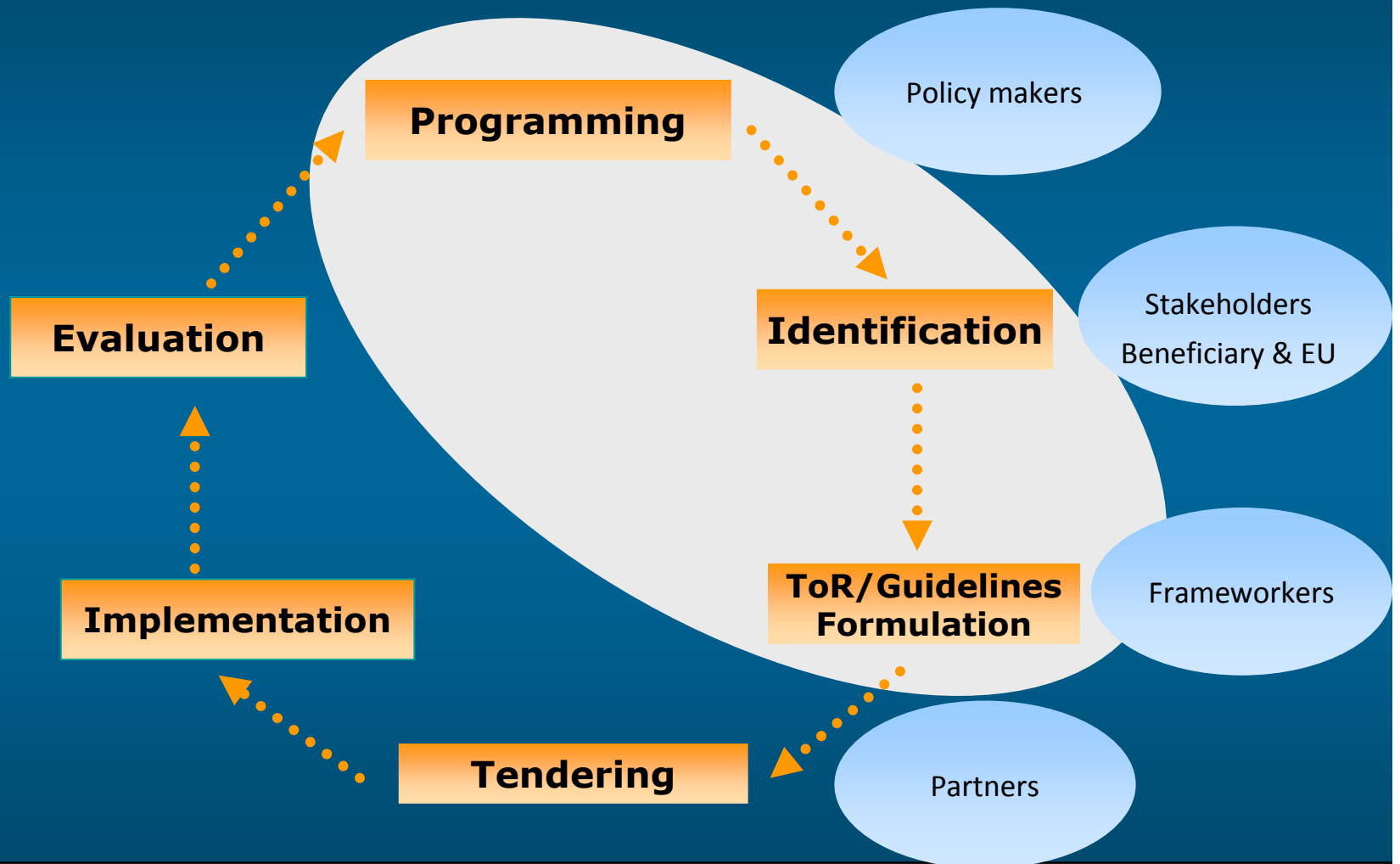
(10 BEUR/year)

	Instrument for Pre Accession Assistance (IPA)	European Neighbourhood & Partnership Instrument (ENPI)	Development Cooperation & Economic Cooperation policy (DCI)	European Development Fund (10 th EDF)
Years	2007-2013	2007-2013	2007-2013	2008-2013
Budget	€ 11 B	€ 13 B	€ 10 B	€ 24 B
Relevant Project Areas	Assist Transition and Institution Building Cross-Border and Regional Co operation Regional, Human Resources and Rural Development	Finance “joint programmes” with MS and partners sharing a joint border Infrastructure Development, Energy Sustainability etc.	Support all forms of cooperation that helps to achieve Millenium Development goals and reduce poverty, infrastructure and energy (particularly for the “stans”)	Economic, social and cultural development: Education Infrastructure Energy Facility

What does the EU fund ?

- Studies (feasibility impact assessment etc.)
- Technical assistance / capacity building
- Grass-root projects
- Publication support
- Conferences / Seminars
- Networks
- Evaluation / Monitoring
- Supplies and equipment
- Civil Works
- Budget support

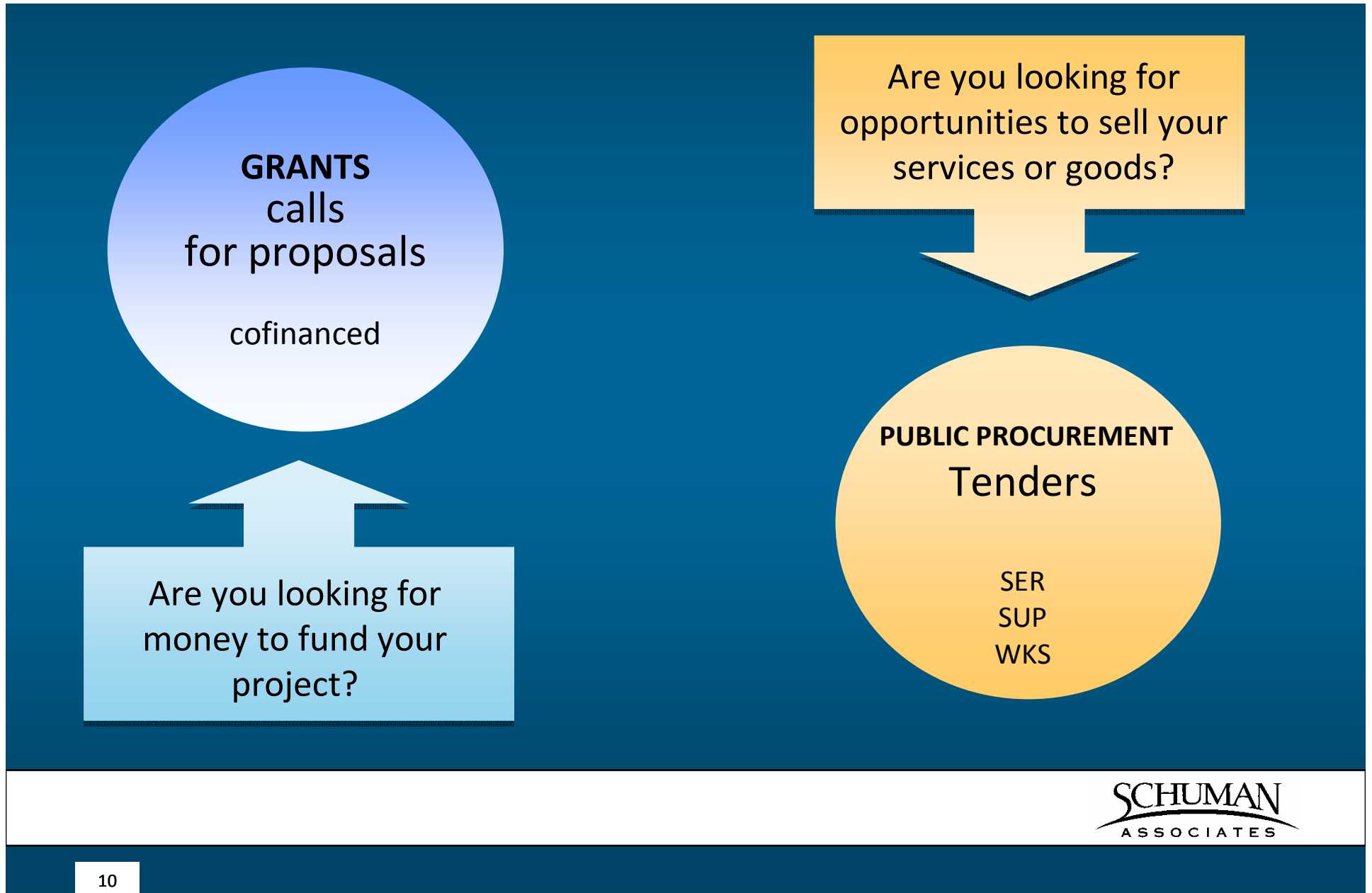
The Project Cycle



EU Tendering

- Types of Contracts:
 - Services
 - Supplies
 - Works
 - Grants
- Types of tendering:
 - Restricted
 - Call for expression of interest + restricted
 - Open tender
 - Call for Proposal

Forms of Financing: bottom up and top-down



External Aid

http://ec.europa.eu/europeaid/index_en.htm

The screenshot shows the website 'External cooperation programmes - European Commission' in a Windows Internet Explorer browser. The address bar displays 'http://ec.europa.eu/europeaid/index_en.htm'. The page features a blue header with the European Commission logo and the title 'External cooperation programmes'. A navigation menu on the left includes links like 'Homepage', 'Who we are', 'What we do', 'Where we work', 'How we work', 'Work with us', and 'Multimedia library'. The main content area has a large banner with the text 'European solidarity for a fairer and more prosperous world'. To the right of the banner, a red circle highlights the 'Funding' and 'PADOR' links. Below the banner, there is a 'Story from the field' section titled 'Helping more children to go to school' with a photo of children and a brief description of the Education Enhancement Programme (EEP) in Egypt. A 'Quick Access' section features a world map with tabs for 'Regions/Countries', 'Themes', and 'Programmes'. The right sidebar contains 'Announcements' with a link to 'Auction floor' and 'Latest News' with two items: 'Louis Michel condemns the escalating humanitarian catastrophe in Sri Lanka' and 'Middle East: Louis Michel announces further € 58 million in humanitarian aid'. The browser's status bar at the bottom shows 'Done' and 'Internet'.

Key Thresholds

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

Eligibility

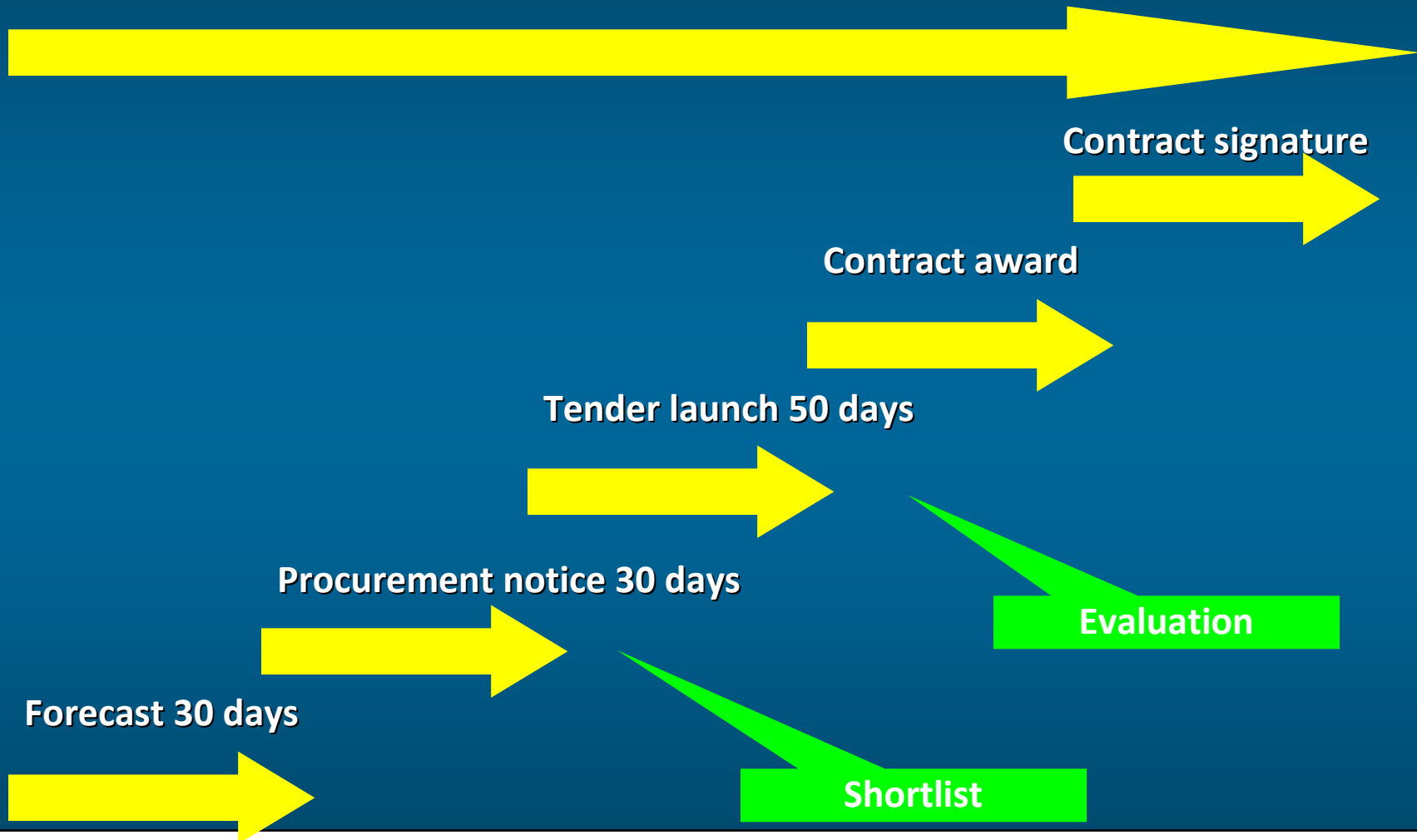
- Exclusion criteria
 - Bankruptcy
 - Misconduct
 - Etc
- Nationality
- Status of organisation
- Experts
- Supply of Goods – certificate of origin

Evaluations

- Services
 - Shortlisting 4-8 candidates
 - Tender evaluation
 - Administrative
 - Technical
 - Financial
- Supplies
 - Compliance
 - Price
- Works

TA Procedure timeline

Procedure takes at least 6-7 months



What appeal possibilities?

- Accept to lose on fair procedure
- Before or after contract award?
- Formal channels
 - EC delegation or headquarters
 - Ombudsman
 - National court
 - OLAF
- Informal channels
 - MEPs
 - EC vs beneficiary
 - Permanent Representations
- Need for facts / basis of argumentation

Thanks

Jan Droge

jan@schumanassociates.com

+34 (0)2 230 7439

SCHUMAN
ASSOCIATES