EXTERNAL ASSISTANCE PROGRAMMES

An Introduction

SCHUMAN ASSOCIATES

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 of 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, tropical forests, refugees, …

- A network of more than 120 Delegations and Representations in the world

EU and NEIGHBOURS

Structural Funds

ENPI

IPA

Old /New EU External Aid Instruments

Phare, Ispa, Sapard, CARDS → Pre-Accession Instrument (IPA)

MEDA, TACIS → European Neighbourhood and Partnership Instrument (ENPI)

ALA, TACIS (only the "stans") → Development Co-operation and Economic Co-operation Instrument (DCI)

EDF → EDF

# 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 (10th 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
- Budget support
- Supplies and equipment
- Civil Works

The Project Cycle
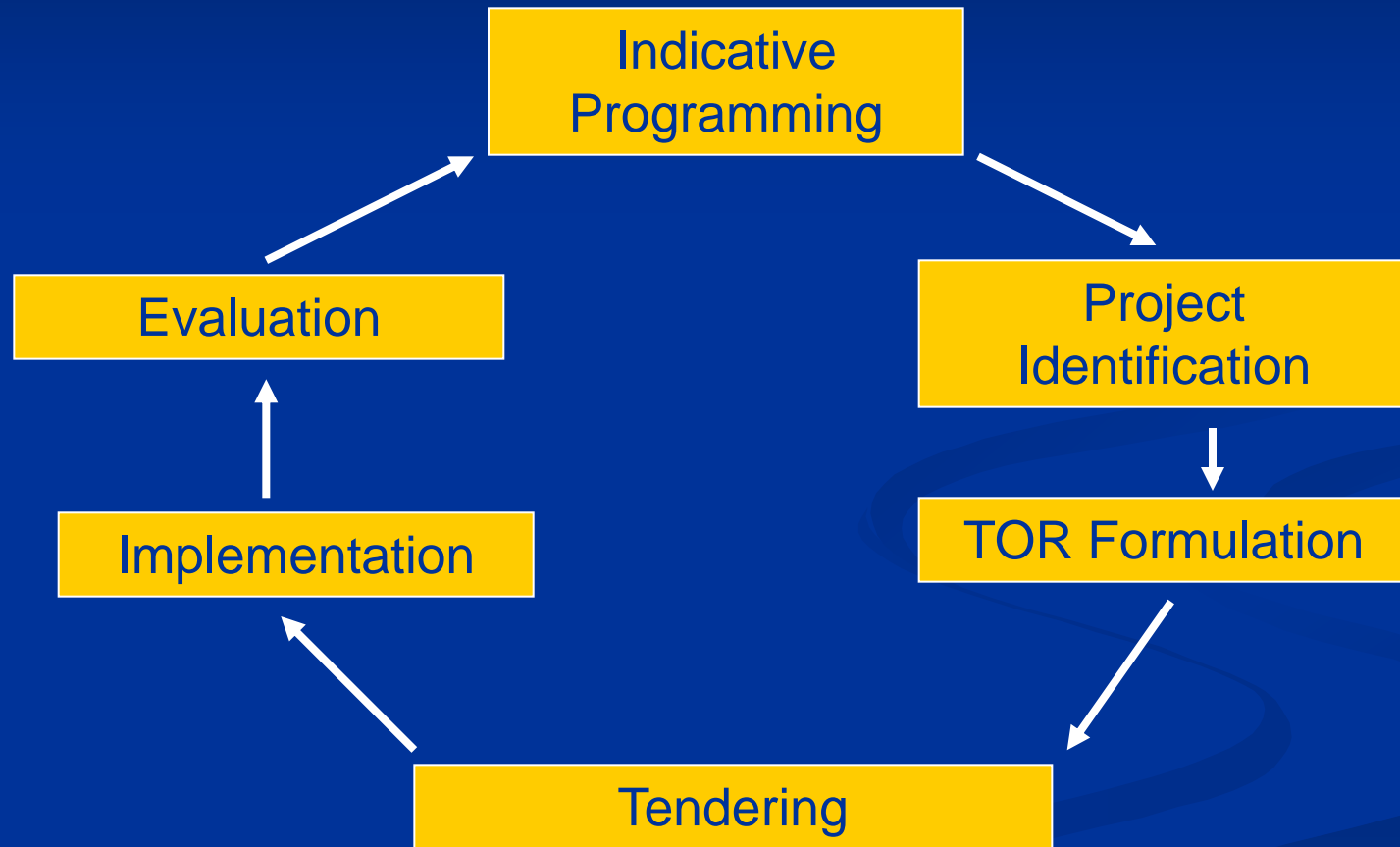
EU Tendering

- 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

GRANTS
(calls for proposals)

Are you looking for opportunities to sell your services or goods?

Are you looking for money to fund your project?

PUBLIC PROCUREMENT
(tenders)
-SER
-SUP
-WKS

**Call for Proposal
- co-funded**

Tendering methods:
- Restricted (EoI + shortlist) or
- Open

Key Thresholds

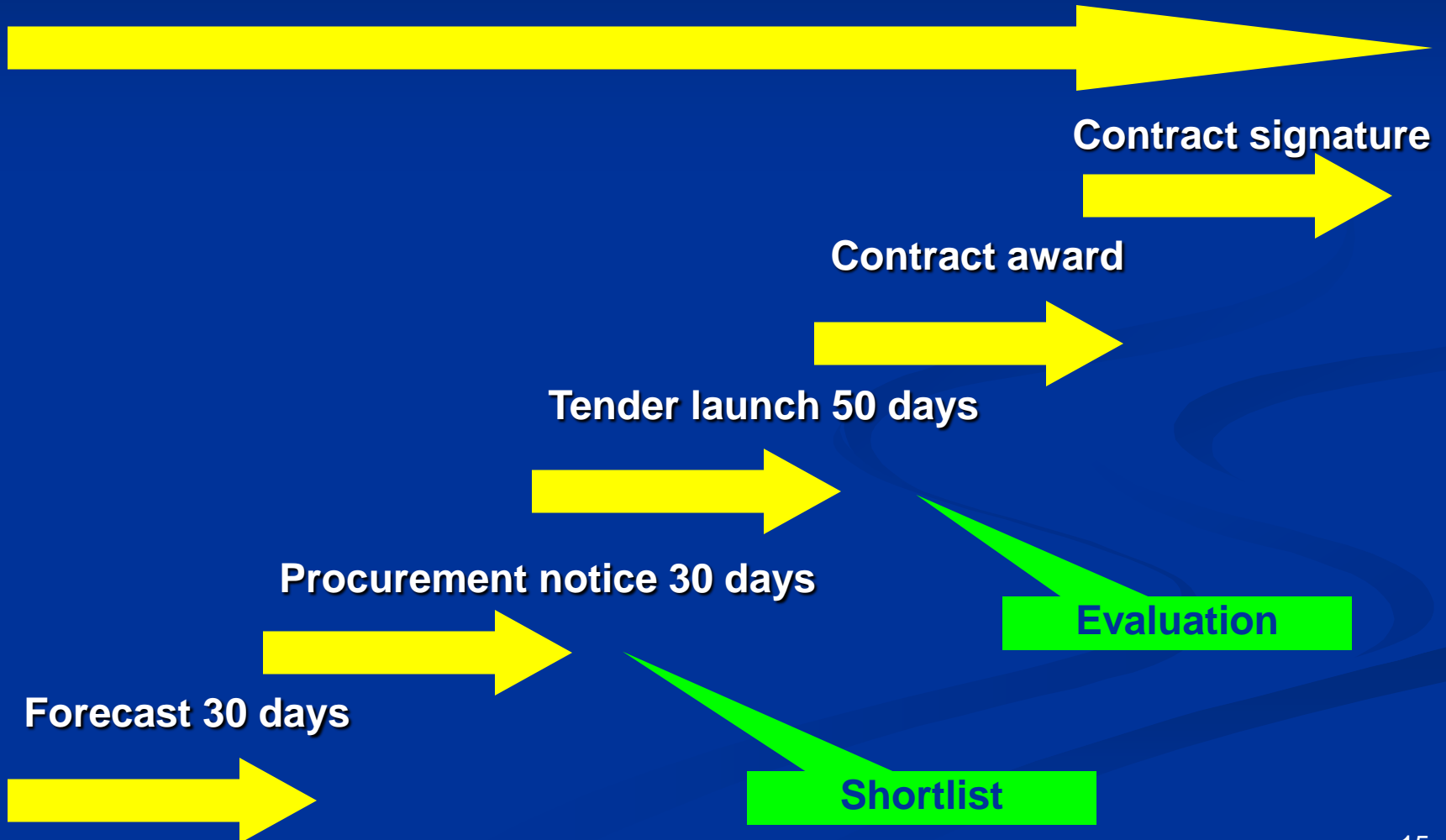|				
Services	**≥ €200.000** **International restricted tender procedure**	**< €200.000 but > €10.000 (BUDGET) €5.000 (EDF)** 1. Framework contracts 2. Competitive negotiated procedure (BUDGET) Simplified procedure (EDF)		**≤ €10.000 Single tender (BUDGET)** **≤ €5.000 Single tender (EDF)**
Supplies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

Eligibility

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

Evaluations

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

TA Procedure timeline

Procedure takes at least 6-7 months

Contract signature

Contract award

Tender launch 50 days

Procurement notice 30 days

Evaluation

Forecast 30 days

Shortlist

What appeal possibilities?

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