

EU Market update by C4P

May 2018

Looking forward

What is open to bid for now

Opportunity of the month - [SW in Service Mode for DIGIT](#)

What is coming up (and you should start working on now)

Looking back

Y2D results

Company of the month - [ICF Mostra](#)

Analysis of the month

[EU Comms](#): Artificial Intelligence to track this market

C4P news

Superpowers of procurement data

Looking forward

121 open opportunities

17 EU countries

Main Sectors: Comms,
Consulting, ICT

C4P predicts **strongest**
contenders for open
opportunities

++€500Mio to be re-
procured in 2018

Overview of open opportunities

As reported in the C4P Platform



Industry Buyers Services Suppliers Pipeline Opportunities Execution Benchmark Logout

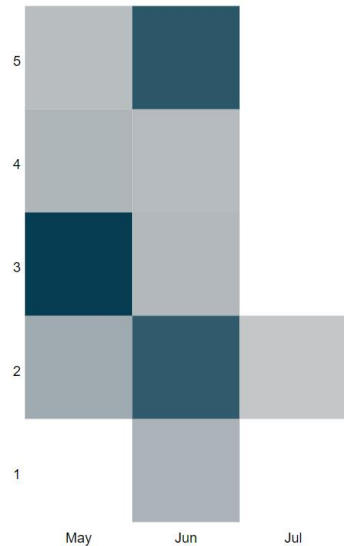
[Reset All](#)

Select a Date: 2018-05-05

Focus on what is coming up in the next 2 months.
Short-term pipeline of opportunities that are already published.

[See opportunity](#)

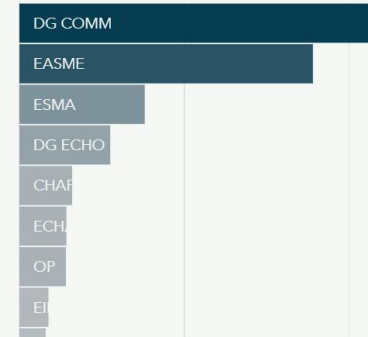
Calendar of Opportunities (week)



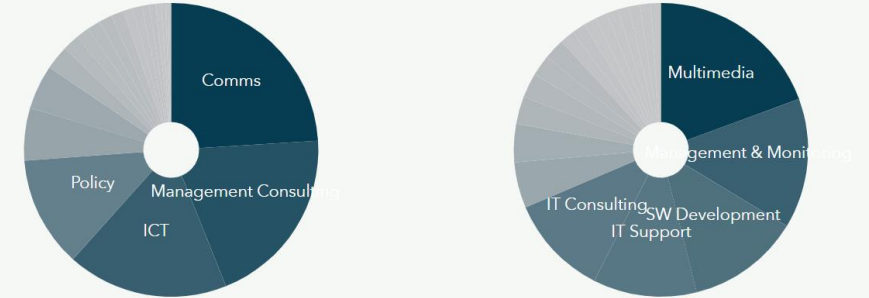
Map of Buyers



Buyers



Service Areas



List of open opportunities

Show 100 entries [selectAll](#) [selectNone](#)

Search:

Year	Title	Buyer	Submission date	Lot Value	Date published
2018	Inter-institutional single FWC for the provision of support for the monitoring of LIFE projects (action grants and operating grants) communication about the LIFE programme and other related activities	EASME	2018-06-29	€80,000,000	2018-05-05
2018	Provision of Audiovisual Production Services, including Graphics, Animation, Media Applications, and Distribution via Multiple Channels - PO/2018-02/A4	DG COMM	2018-06-08	€80,000,000	2018-04-05
2018	ICT Consultancy	ESMA	2018-05-14	€38,000,000	2018-04-19
2018	Single Framework Contract for the provision of VSat Services (Lot 1) and Mobile Satellite Services (Lot 2) for DG ECHO/Provision of VSat Services	DG ECHO	2018-05-14	€16,800,000	2018-04-07
2018	Framework Contract with reopening of competition for the organisation of coordinated activities on consumer product safety in th EU and EEA/EFTA countries	CHAFEA	2018-06-28	€15,000,000	2018-04-13
2018	Framework Service Contract for the provision of IT services for the IT Applications of the European Chemicals Agency (ECHA) related to the REACH Regulation	ECHA	2018-05-17	€14,252,000	2018-03-31
2018	Audiovisual Coverage of EU Current Affairs - PO/2018-05/A4/Europe	DG COMM	2018-05-16	€13,400,000	2018-03-28
2018	AO 10666 "OP Portal Managed Services"	OP	2018-06-13	€9,000,000	2018-05-04

Main open opportunities per Sector

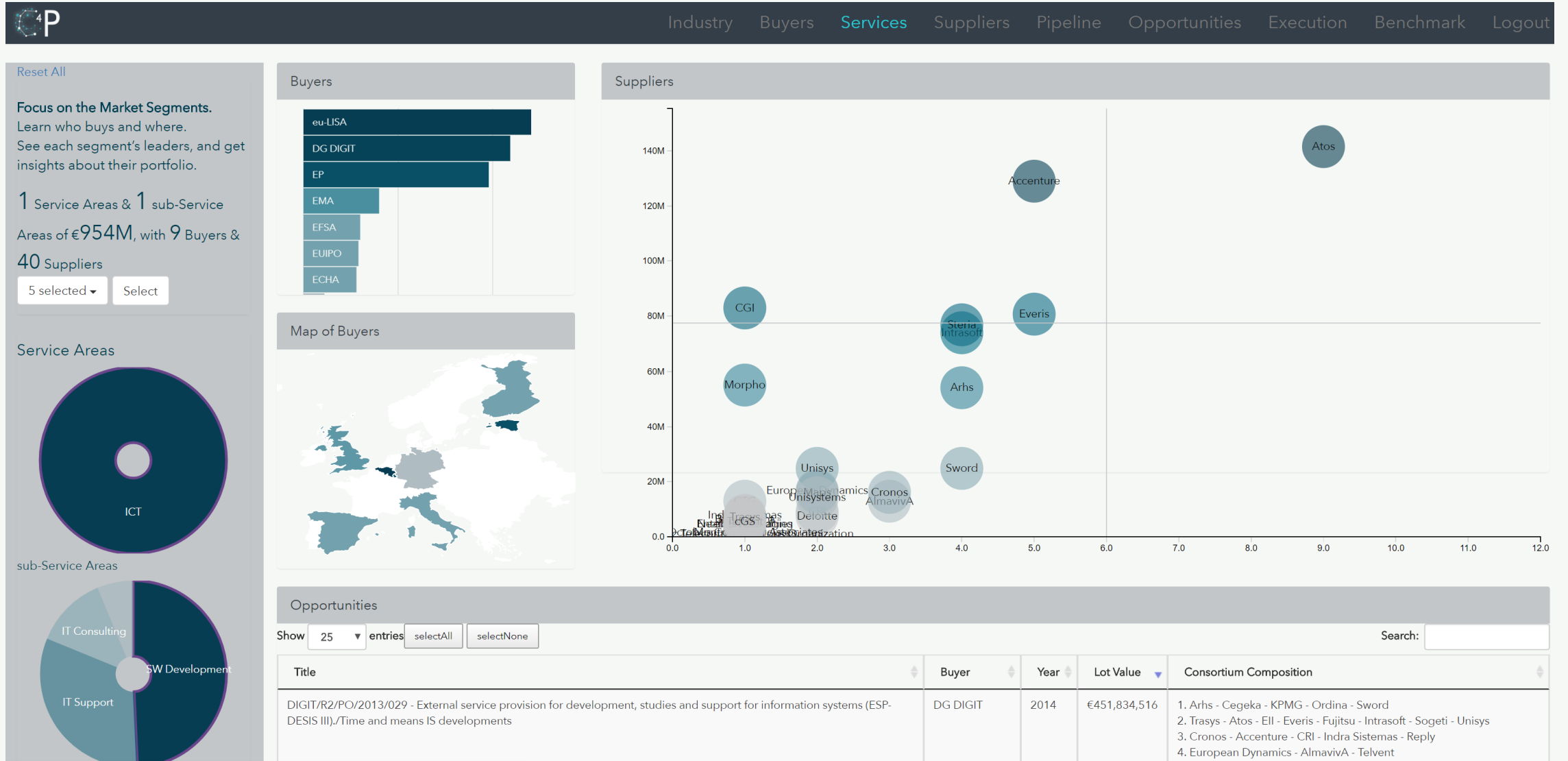
With strongest contenders as predicted by C4P



Sector	Buyer	Title	Deadline	Budget	Contenders
ICT	ESMA	ICT Consultancy (re-published)	14 May	38	Atos, Steria, Staffing agencies
	OP	Portal Managed Services	13 June	9	Arhs, Intrasoft, Siveco
	DG DIGIT	Software development in service mode	5 June	30	Atos, Intrasoft, Everis, Arhs, Accenture
Policy	CHAFEA	Organisation of coordinated activities on consumer product safety in the EU and EEA/EFTA countries	28 June	15	Deloitte, McKinsey, PHE
	DG RTD	Open Research Europe	18 May	6.4	Everis, Sogeti
	EASME	Monitoring Digital Transformation and Key Enabling Technologies	4 May	4	Technopolis, PwC, CARSA
Consulting	DG DIGIT	Project Monitoring and Quality Assurance for Software Development in service mode	5 June	3	CGI, EY, Wavestone, PwC
	ECMWF	Outsourced Procurement Services	17 May	-	Trowers & Hamlins, PwC
	EMSA	Assessment of candidates to managerial functions	9 May	1.5	The Performance Solution, PwC
Comms	DG COMM	Audiovisual Production Services, including Graphics, Animation, Media Applications, and Distribution via Multiple Channels	8 June	80	Videohouse, ALL TV
	SG SCIC	Conference assistant services	8 May	0.6	GL Events, Cecoforma, Team Work

Opportunity of the month: Software development in service mode

Market leaders in ICT delivered offsite



Main opportunities expected in the coming months

That you should start working on now



Sector	Buyer	Title	Deadline	Budget	Incumbents
ICT	CJEU	Maintenance and development of IT systems	Q4	47	Arhs, CGI, Everis
	DG TAXUD	Intra muros' consultancy services for European Union IT systems and applications in the customs, excise and taxation areas (TIMEA2)	Q3	41	Trasys - Unisys
	EEAS	Information systems development lifecycle services	Q4	35	Atos
Policy	DG ENV	Framework contract on economic analysis of environmental and resource efficiency policies	Q4	14	COWI - Ecorys - IEEP - Trinomics
	DG REGIO	Studies, reports and impact assessments	Q2	20	Multiple across Lots, indicatively: PwC, EY, WIIW, Rambøll, ...
Consulting	DG ENV	Framework contract for monitoring of LIFE projects (action grants and operating grants), communication about the LIFE programme and other linked activities.	Q2	64	NEEMO (AEIDL, IDOM, Particip,...)
	EUIPO	Programme and project management and technical consultancy in the field of information technology.	Q2	24	Unisys, European Dynamics, PwC
	DG REGIO	Technical assistance for the assessment, monitoring and closure by the Commission of projects receiving assistance from the ERDF, the CF and the IPA in relation to the associated thematic or sectoral issues and audit of these projects by the ECA	Q2	17	PwC, EY, KPMG, COWI, ...
Comms	DG JUST	Support the design and implementation of communication activities relating mainly but not exclusively to the area of EU justice	Q3	21	Tipik
	DG HOME	Organisation of events related mainly but not exclusively to the area of EU home affairs	Q3	20	ProPager

Looking back

€1.2Bio awarded so far this
year

50% procured in ICT services

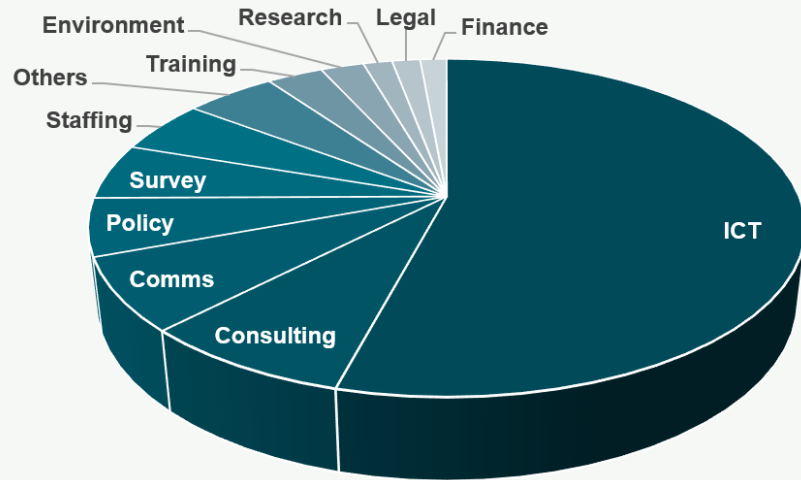
DG DIGIT, ECB have
procured the most

Company of the month: ICF
Mostra

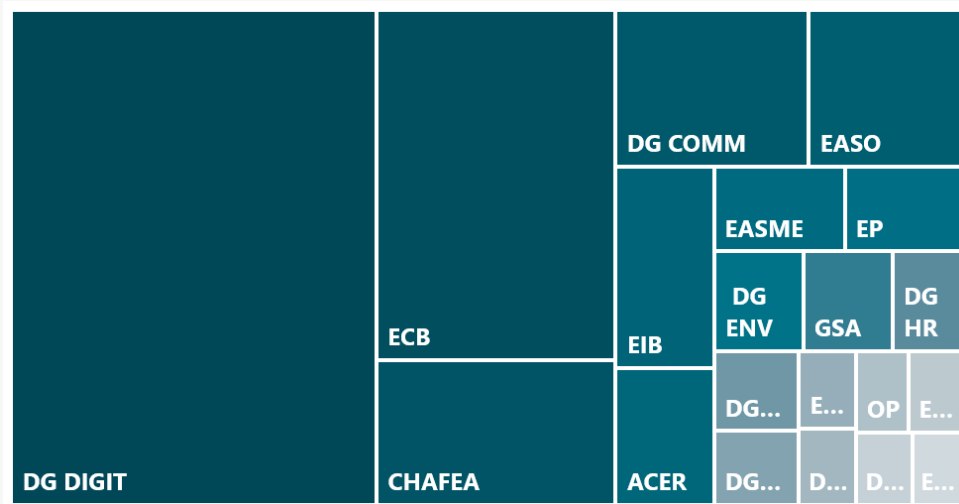
Y2D results - May 18



Sectors



EU Institutions



Companies

ICT

- Unisys
- Microsoft
- Deloitte

Consulting

- IDC
- Gartner
- Deloitte

Policy

- Deloitte
- Eftheia
- ICF Consulting

Legal

- DLA Piper
- PwC
- KSB

Tax

- PwC
- Law Square
- Deloitte

Comms

- ICF Mostra
- Team Work
- Pomilio Blumm

Environment

- Ricardo
- AMEC
- IIASA

Staffing

- Atlas
- HCL
- Randstad

Finance

- McKinsey
- PwC
- KPMG

Company of the month:

ICF Mostra

Market Leader in EU Communications

ICF Mostra

EU services market footprint

Enter Suppliers for Benchmarking

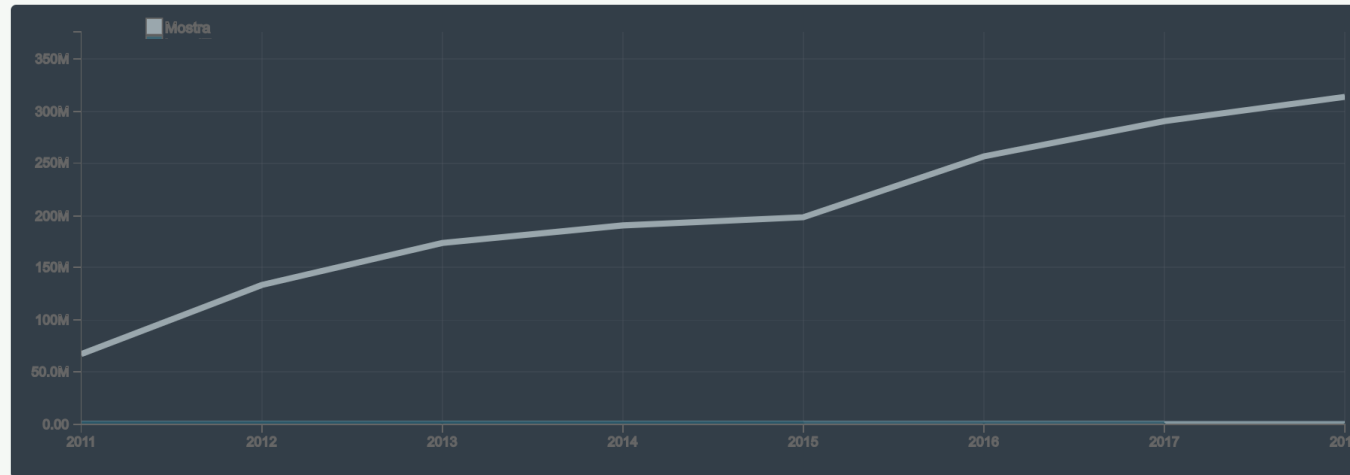
Select 1st Company

Mostra

Service Area

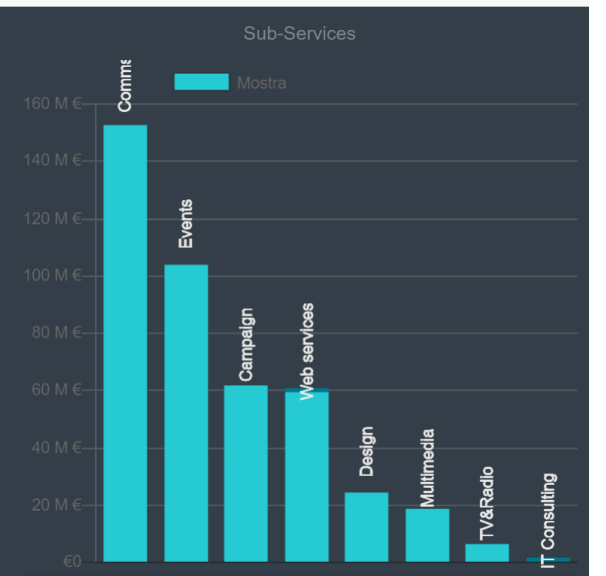
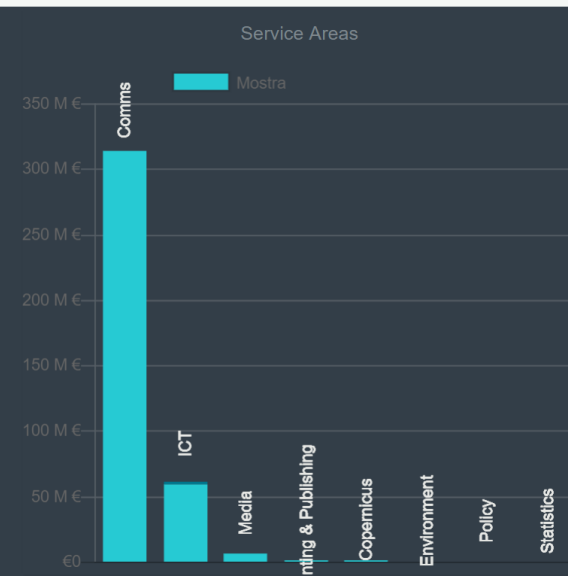
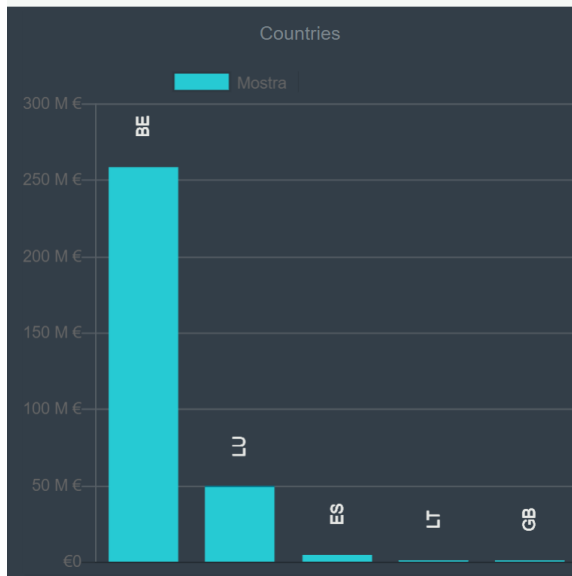
Select all

- Comms
- Copernicus
- Environment
- ICT
- Media



In Numbers

Supplier	Mostra
Revenues	310M €
# Contracts	40
# Clients	24
Rating	B-
# Service Areas	8



ICF Mostra

EU services market footprint



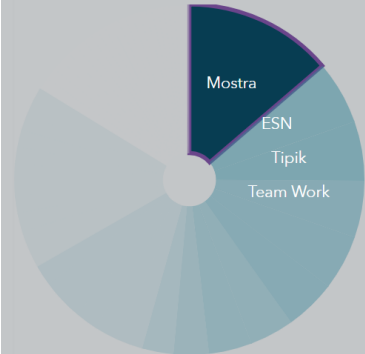
Industry Buyers Services **Suppliers** Pipeline Opportunities Execution Benchmark Logout

[Reset All](#)

Focus on the Suppliers.

What they are good at, their presence at their clients, their momentum and their business partners.

Select a Supplier



Business Methods

€313M Revenues

of Contracts: 40

€7.83M per Contract

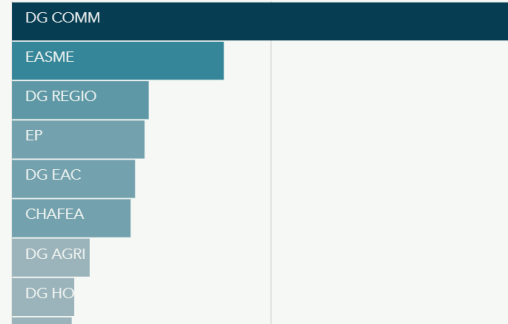
Present in 24 Clients

Active in 8 Service Areas

68.8% share of Contracts

93.5% share in Consortium

Client Base



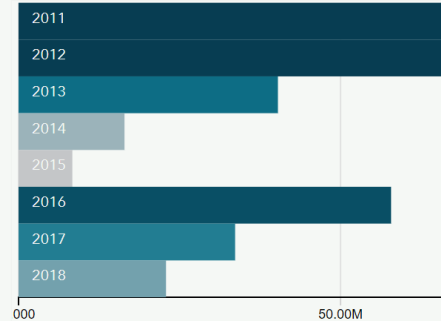
Service Areas



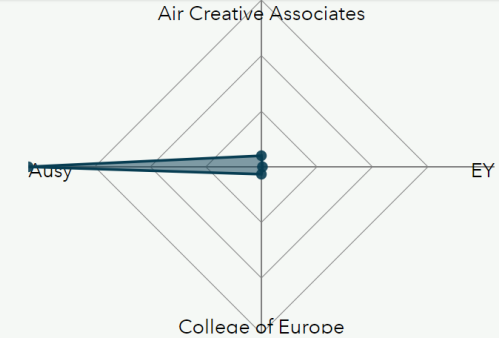
Geographical Focus



Momentum



Business Partners of Mostra in 40 contracts



List of Opportunities

Show 10 entries [selectAll](#) [selectNone](#)

Search:

Year	Contract/Lot Title	Buyer	Supplier Value
2017	Digital communication services - PO/2016-20/A5./Digital communication services - PO/2016-20/A5	DG COMM	€31,633,012

Analysis of the month - EU Communications

€3Bio procured for
Communication services over the
past 7 years

87% of services are procured by
EU Institutions in BeLux

Artificial Intelligence is
required to track this market

ICF Mostra, ESN and Tipik
are the market leaders

Problem

Tracking the EU Comms market

EUs have used no less than **150 different CPV codes** to classify EU Communications projects on TED.eu.

Some **obvious**: "*Event services*"

Some **generic**: "*Business and management consultancy and related services*"

And some **not very relevant**: "*Software programming and consultancy services*"

So, **how can you**:

Track this market?

Assess your **real potential** in it?

Identify its main **buyers**?

Find potential **collaborators**?

Build a realistic and accurate **pipeline**?

C4P Solution



Artificial Intelligence

C4P has developed a proprietary ML solution that classifies opportunities according to their **real nature**, instead of their CPV code.

So our clients have a **complete** and **accurate market view** and an embedded **market radar**, that guarantees that they get all the intelligence they need for this €3Billion worth market.

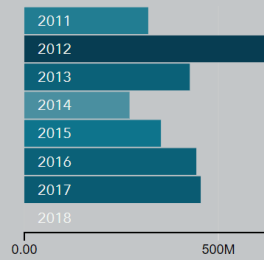
EU Communications

Market overview by C4P

[Industry](#)[Buyers](#)[Services](#)[Suppliers](#)[Pipeline](#)[Opportunities](#)[Execution](#)[Benchmark](#)[Logout](#)[Reset All](#)

A macroscopic view of the Industry.
The Buyers, the Suppliers and how they are linked.
A view across geographies and time.

Year

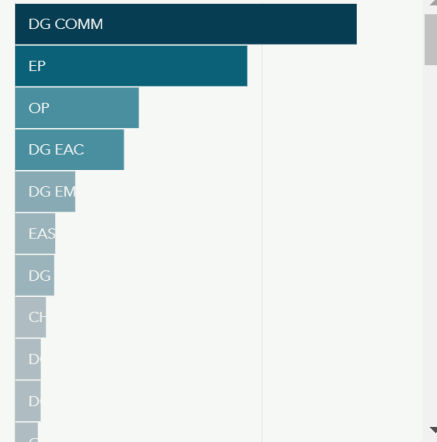


An Industry of €**2.96G**.
1038 Opportunities in 21 Areas.
85 Buyers in 28 countries.
733 Suppliers from 48 countries.
€30M per Buyer.
€4.04M per Supplier.
8.62 Suppliers to Buyers ratio.
5.10 Offers per Opportunity.

Service Areas



Buyers



Map of Buyers



Map of Suppliers



Buyers (EU Institutions) - Suppliers (Service Providers)



C4P news

Superpowers of procurement data

30-31 May 2018, Brussels

Superpowers of procurement data at C4P

About the event

Organised by the **Bulgarian Presidency** of the Council of the European Union and the **Publications Office** of the European Union.

The event is dedicated to the **importance of publishing public procurement data** and its **impact for businesses and policies**.

The event will take place in **30/31 May 2018**, in **Brussels**.

More info and registrations at:

<https://publications.europa.eu/en/web/teevent2018/home>

C4P at Superpowers of procurement data

We are excited to participate in this event, and discuss about **Artificial Intelligence**.

We will go through the **different stages of AI** in analogy to Human Intelligence, and analyse **which superpower** of procurement data can be revealed at each one.

Hint: C4P is now entering the childhood phase of its AI journey.

More intelligence?



Analyst reports

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EU Comms analysis

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C4P Platform

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