

# EU Market update by C4P

August 2018

## Looking forward

Open opportunities

Opportunity of the month: EP-ITS19

## Looking back

Results - Y2D

## Company of the month

Modis

## Analysis of the month

DIGIT-TM

# Looking forward

221 open opportunities

15 EU countries

Main Sectors: ICT, Policy, Comms

C4P predicts **strongest  
contenders** for open  
opportunities

# Open opportunities - Overview

## As reported in the C4P Platform



Industry Buyers Services Suppliers Pipeline Opportunities Execution Benchmark Logout

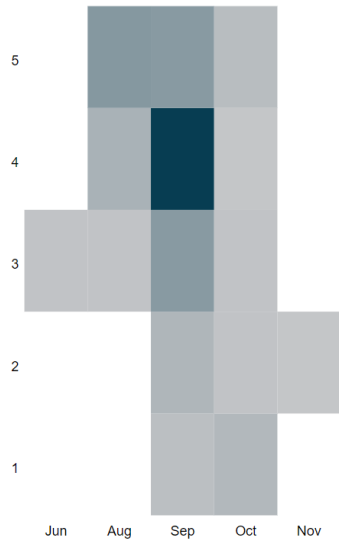
[Reset All](#)

Select a Date: 2018-08-19

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

Search:

| Year | Title   | Buyer   | Submission date | Lot Value    | Date published |
|------|---|---------|-----------------|--------------|----------------|
| 2018 | Framework Contract for Implementation and Maintenance in working order of the Biometrics Part of the Entry Exit System  | eu-LISA | 2018-09-25      | €140,485,849 | 2018-06-27     |
| 2018 | Project management, technical consultancy and business analysis in the field of Information Technology  | EUIPO   | 2018-09-28      | €39,000,000  | 2018-08-03     |
| 2018 | European market observatory for fisheries and aquaculture products (EUMOFA)   | DG MARE | 2018-08-31      | €15,000,000  | 2018-06-08     |
| 2018 | Multiple Framework Contracts with reopening of competition for the provision of Consumer Market Studies   | CHAFEA  | 2018-09-14      | €14,000,000  | 2018-06-15     |
| 2018 | Framework Contract to support the European External Action Service and the General Secretariat of the Council of the European Union in their digital communication and information activities | EEAS    | 2018-08-31      | €13,400,000  | 2018-06-23     |
| 2018 | Framework Contract for Organisation of Events Outside of Poland   | Frontex | 2018-09-24      | €12,000,000  | 2018-08-18     |
| 2018 | Framework contract for studies and technical assistance in the field of emissions   | DG GROW | 2018-08-24      | €9,500,000   | 2018-06-16     |
| 2018 | External service provision in Time and Means for development, consultancy in the field of Information Systems (ECDC-IT-TM)  | ECDC    | 2018-08-30      | €8,500,000   | 2018-07-28     |

# Main open opportunities per Sector

## With strongest contenders as predicted by C4P



| Sector     | Buyer   | Title   | Deadline | Budget | Contenders   |
|------------|---------|---|----------|--------|--|
| ICT        | EP      | External Provision of IT Services (ITS19)   | 12 Sept  | 500    | Incumbents (see next)                                    |
|            | eu-LISA | Implementation and Maintenance in working order of the Biometrics Part of the Entry Exit System                                 | 25 Sept  | 140    | Morpho, Gemalto, Accenture                               |
|            | ECDC    | External service provision in Time and Means for development, consultancy in the field of Information Systems                   | 30 Aug   | 8.5    | Unisys, Unisystems, Atos                                 |
| Policy     | DG GROW | Studies and technical assistance in the field of emissions  | 24 Aug   | 9.5    | TNO, CE Delft, ICF Consulting                            |
|            | DG MARE | European market observatory for fisheries and aquaculture products  | 31 Aug   | 15     | COGEA, Kantor  |
|            | CHAFEA  | Provision of Consumer Market Studies  | 14 Sept  | 14     | Civic, Deloitte, London Economics, ICF Consulting, Ipsos |
| Consulting | EUIPO   | Project management, technical consultancy and business analysis in the field of Information Technology                          | 28 Sept  | 39     | Unisys, PwC, Everis                                      |
|            | EDA     | Artificial Intelligence and Big Data for Decision Making in C4ISR-ABIDE   | 12 Sept  | 0.2    | GMV, Capgemini   |
|            | GSA     | Integrated Management System and Quality Management support services to the GSA   | 31 Oct   | 2      | CGI, Capgemini, Bearing Point                            |
| Comms      | EP      | Production of multimedia online content   | 5 Sept   | 2.5    | Cronos, Intrasoft, Tipik, Eworx                          |
|            | OP      | Provision of graphic design services including static infographics  | 26 Sept  | 1.7    | De Visu Digital, Eworx, Media Consulta, Mono Design      |
|            | EEAS    | Support the EEAS and the General Secretariat of the Council of the EU in their digital communication and information activities | 31 Aug   | 13.4   | Tipik, Cronos, Ausy, Intrasoft                           |

## Opportunity of the month: EP - ITS19 Incumbents

Reset All

Focus on the Market Segments.

Learn who buys and where.

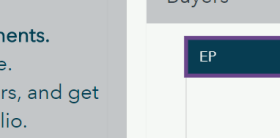
See each segment's leaders, and get insights about their portfolio.

1 Service Areas & 6 sub-Service Areas of €416M, with 1 Buyers & 39 Suppliers


6 selected

Select

Service Areas



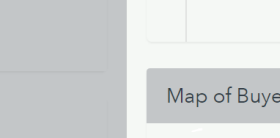
sub-Service Areas




Buyers

EP

Map of Buyers



Suppliers



Opportunities

Show 100 entries

selectAll

selectNone

Search: pe/itec

| Title  | Buyer | Year | Lot Value    | Consortium Composition   |
|--|-------|------|--------------|--|
| PE/ITEC-ITS14 - External provision of IT services./Development and maintenance of production information systems | EP    | 2015 | €196,000,000 | 1. CGI - Intrasoft<br>2. Accenture - CRI - Cronos - Indra Sistemas - Sword<br>3. European Dynamics - AlmvivA - cGS |

# Looking back

€3.2Bio awarded so far this  
year

DG DIGIT, ECB and DG  
EMPL have procured the most

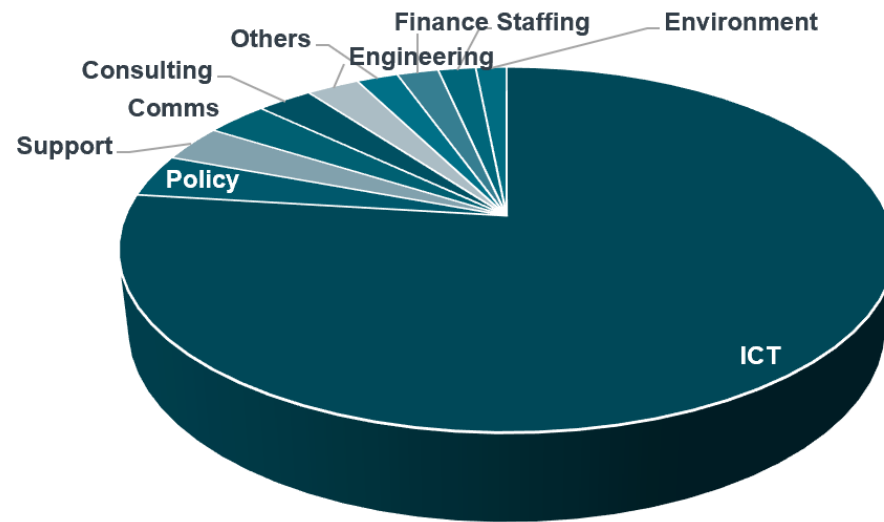
Largest market segment procured is  
ICT services

Company of the month:  
Modis

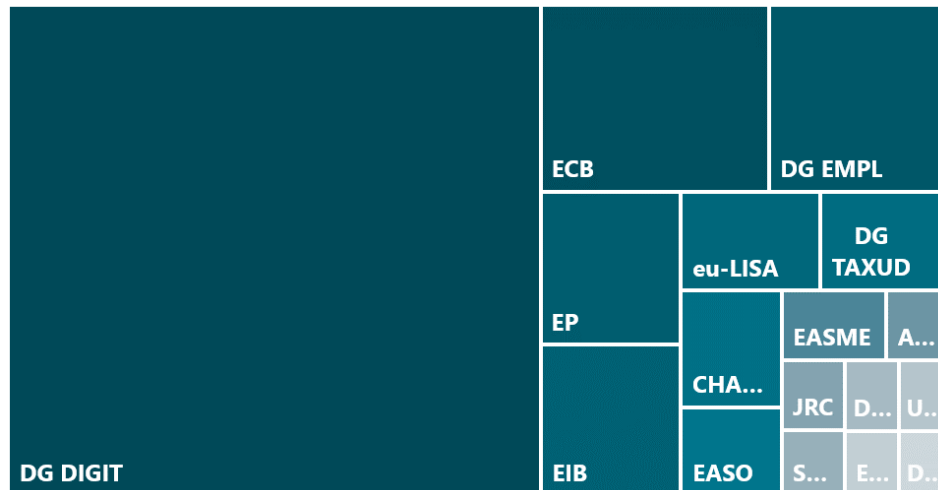
# Y2D Results - August 2018



## Sectors



## EU Institutions



## Companies

|  |   |  |
|--|---|--|
| <b>ICT</b> <ol style="list-style-type: none"> <li>1. Modis ↗</li> <li>2. Unisys</li> <li>3. Sopra Steria ↗</li> </ol>              | <b>Consulting</b> <ol style="list-style-type: none"> <li>1. IDC</li> <li>2. Gartner</li> <li>3. Deloitte</li> </ol> | <b>Policy</b> <ol style="list-style-type: none"> <li>1. Panteia ↗</li> <li>2. Rambøll ↗</li> <li>3. Deloitte</li> </ol>        |
| <b>Legal</b> <ol style="list-style-type: none"> <li>1. DLA Piper</li> <li>2. Linklaters ↗</li> <li>3. Clifford Chance ↗</li> </ol> | <b>Tax</b> <ol style="list-style-type: none"> <li>1. PwC</li> <li>2. Law Square</li> <li>3. Deloitte</li> </ol>     | <b>Comms</b> <ol style="list-style-type: none"> <li>1. ICF Mostra</li> <li>2. Pomilio Blumm</li> <li>3. GOPA Com</li> </ol>    |
| <b>Environment</b> <ol style="list-style-type: none"> <li>1. Stantec</li> <li>2. Agreco</li> <li>3. Ricardo</li> </ol>             | <b>Staffing</b> <ol style="list-style-type: none"> <li>1. Atlas</li> <li>2. HCL</li> <li>3. Adecco</li> </ol>       | <b>Finance</b> <ol style="list-style-type: none"> <li>1. OpenLink</li> <li>2. Frankfurt School</li> <li>3. Deloitte</li> </ol> |

# Company of the month

## Modis

10,000 IT professionals in  
Europe

Mandate to provide over 1,200 IT  
professionals to the EC in Belgium

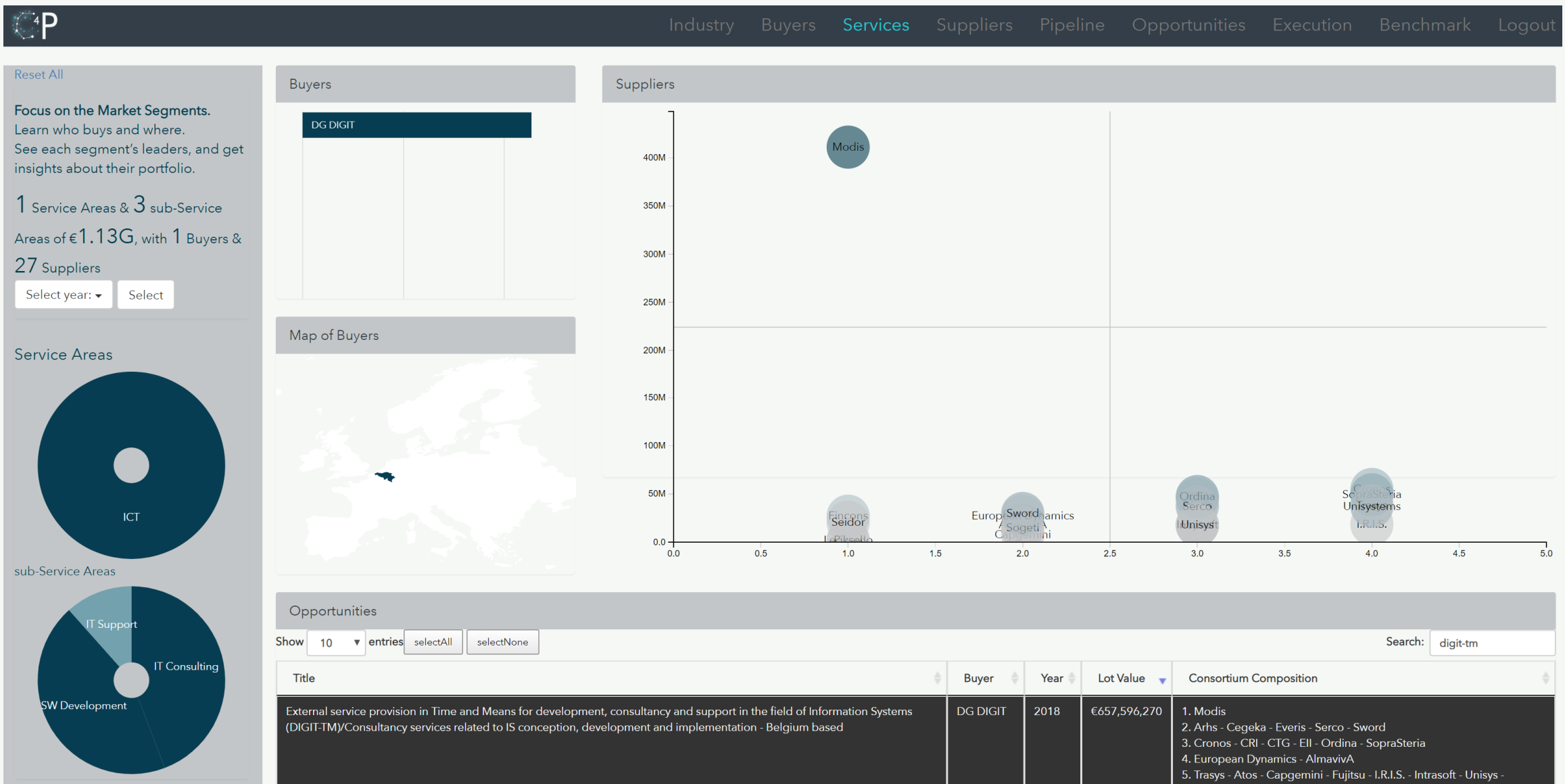
Breakthrough win at the  
European Commission

Contract covers all Directorates  
General and Executive Agencies in  
BE



# Modis

## Undisputed winner of DIGIT-TM



## MODIS

"Today, Modis employs more than 10,000 IT professionals in Europe. In Europe, it provides IT experts to, among other companies, IBM, Ericsson, and HP. In Belgium, examples are Cisco, Telenet and the Flemish Government.

This new EU contract for the Modis Belgium office testifies to the fast-growing company's experience and expertise. To win the DIGIT-TM Belgium contract, Modis's secret weapon is that it can bank on the shortage of IT personnel in the Belgian labour market by calling on its other offices all over Europe.

With Modis, we have a branch in all EU countries. As a part of the international Adecco Group, we are a reliable, solvent partner to the European institutions, as well as to IT professionals looking forward to work on the projects with the EU institutions. Also, we can help their partners find jobs in Belgium through our parent company.

"IT services is in Modis' DNA. Our recruiting, coaching and guidance approach for IT professionals works effectively and brings results. **That is where we differ from traditional IT providers.**"

**Hubert VANHOE**, Managing Director Modis Benelux

# Analysis of the month: DIGIT-TM

EC to spend over **€1 Billion**  
on IT staffing services over the next 4  
years

Looking at the **actuals** of  
**DIGIT-TM**  
**predecessors** gives us a hint  
of how this will run

**C4P Platform** shows that:  
**€281 Mio** was actually spent in **2017**  
By **39** different EC services

# DIGIT-TM

## What actually happened in this market in 2017



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

[Reset All](#)

**Focus on the execution of the contracts.**

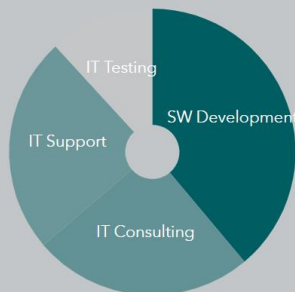
See what the EU Institutions actually buy in specific contracts and which Suppliers deliver what they were awarded.

1 Service Areas & 4 sub-Service Areas of €281M, with 39 Buyers & 32 Suppliers

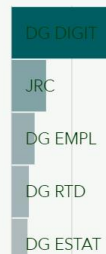
Service Areas



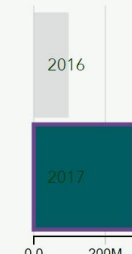
sub-Service Areas



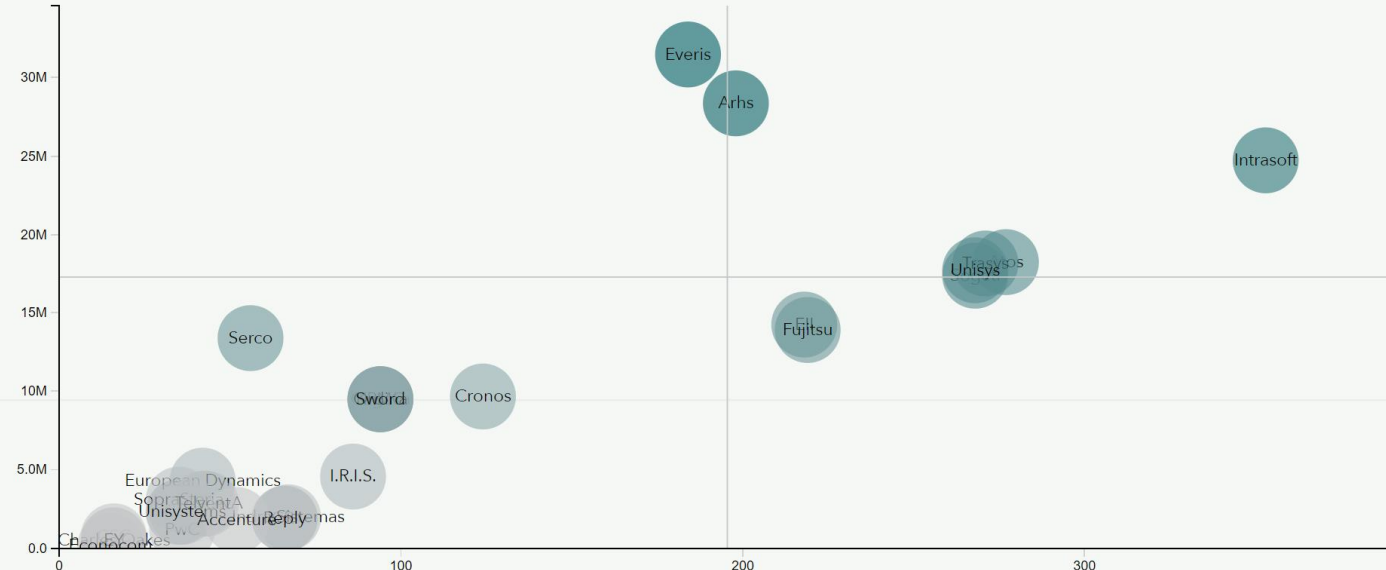
Buyers



Year



Suppliers



EU Programmes



Select a Contract

Search and type enter..

Select a Consortium

Search and type enter..

Specific Contracts

Show  entries

Search:

| Year ▲ | Subject                             | Consortium  | Buyer   | Value   | TED Contract/Lot  |
|--------|-------------------------------------|---|---------|---------|---|
| 2017   | SC 9188 DESIS III INNOVATIA DI 7335 | Unisys / Atos / Eil / Fujitsu / Intrasoft / Sogeti / Trasys | DG BUDG | €92,916 | DIGIT/R2/PO/2013/029 - External service provision for development, studies and support for information systems (ESP-DESI III)/Time and means IS conception, |

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