

EU Market update by C4P

October 2018

Looking forward

Open opportunities

Opportunity of the month: DG GROW-Space Policy

Looking back

Results - Y2D

Company of the month

Everis

Analysis of the month

How FTS helps to **predict** procurement results

CASIS: ICT in DG EMPL

Looking forward

63 open opportunities

10 EU countries

C4P predicts **strongest
contenders** for open
opportunities

Main Sectors: Comms, Consulting, Policy

Open opportunities - Overview

As reported in the C4P Platform



Industry Buyers Services Suppliers Pipeline Opportunities Execution Benchmark Logout

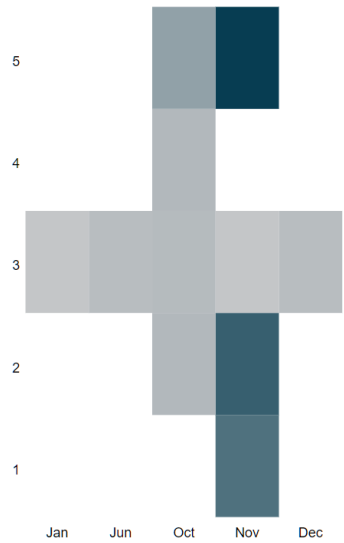
[Reset All](#)

Select a Date: 2018-10-09

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

[See opportunity](#)

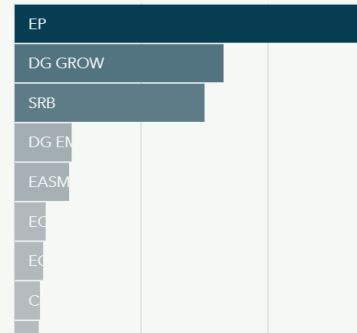
Calendar of Opportunities (week)



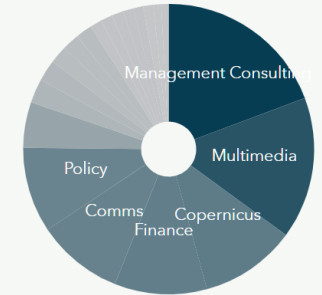
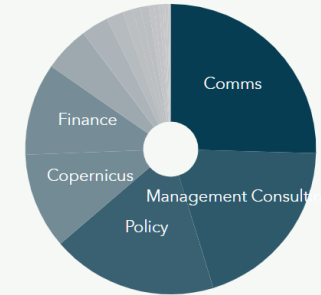
Map of Buyers



Buyers



Service Areas



List of open opportunities

Show

Search:

Year	Title	Buyer	Submission date	Lot Value	Date published
2018	Framework contract for the design, supply, installation, maintenance, rental and transport of audiovisual, multimedia and/or conference equipment/Framework contract for the supply and installation of audiovisual, multimedia and/or conference equipment in Brussels, Strasbourg, Luxembourg and elsewhere.	EP	2018-11-29	€31,000,000	2018-09-25
2018	Provision of Strategic Consultancy, Advice on Investment Banking and Corporate Finance	SRB	2018-11-07	€30,000,000	2018-10-03
2018	Framework Service Contract - Ecosystem Support for Copernicus and the EU space policy - No 712/PP/2018/FC/Support to users	DG GROW	2018-11-01	€12,000,000	2018-08-29
2018	Framework contract for the design, supply, installation, maintenance, rental and transport of audiovisual, multimedia and/or conference equipment/Framework contract for the maintenance, operation, rental, update and transport of audiovisual, multimedia and/or conference equipment in Brussels, Luxembourg and elsewhere.	EP	2018-11-29	€12,000,000	2018-09-25
2018	Framework Service Contract - Ecosystem Support for Copernicus and the EU space policy - No 712/PP/2018/FC/Support to start-ups and business	DG GROW	2018-11-01	€8,000,000	2018-08-29
2018	Framework Service Contract - Ecosystem Support for Copernicus and the EU space policy - No 712/PP/2018/FC/Skills and training	DG GROW	2018-11-01	€7,000,000	2018-08-29
2018	Framework contract for the design, supply, installation, maintenance, rental and transport of audiovisual, multimedia and/or conference equipment/Framework contract for the design of audiovisual, multimedia and/or conference installations in Brussels, Strasbourg, Luxembourg and elsewhere.	EP	2018-11-29	€7,000,000	2018-09-25

Main open opportunities per Sector

With strongest contenders as predicted by C4P



Sector	Buyer	Title	Deadline	Budget	Contenders
ICT	DG EMPL	Helpdesk and Other Support Services to the EURES Portal	17 Dec	4	CRI, Bilbomática
	ECDC	Surveillance Data Management, GIS Data Analysis, Biostatistics and Document Management Services	7 Nov	2.5	Unisystems, Bilbomática, NexTReT
	ESM	Provision of Website Development, Maintenance and Support	5 Nov	-	Tipik, Cronos
Policy	DG GROW	Ecosystem Support for Copernicus and the EU space policy	1 Nov	33	PwC, Bearing Point, EY
	DG EMPL	Services related to the Coordination and Provision of Support to the EURES Network	31 Oct	5	Tipik, Deloitte, Ecorys
	EASME	Assistance mechanism for investment in the blue economy	10 Oct	4.7	Technopolis, AETS, ICF
Consulting	SRB	Provision of Strategic Consultancy, Advice on Investment Banking and Corporate Finance	7 Nov	30	KPMG, Deloitte, Oliver Wyman
	ENISA	Supporting Activities in the Area of Electronic Identification and Trust Services	30 Oct	0.3	Deloitte, NASK, Nimbus, Sealed
	GSA	Integrated Management System and Quality Management support services to the GSA	31 Oct	2	CGI, Capgemini, Bearing Point
Comms	EP	Design, supply, installation, maintenance, rental and transport of audiovisual, multimedia and/or conference equipment	29 Nov	56	Watch TV, European Broadcast Partners
	DG SANTE	Production of educational materials and dissemination activities	14 Oct	0.5	PHE

Opportunity of the month: EU Space Policy

DG GROW providers



Reset All

Focus on the Market Segments.

Learn who buys and where.

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

14 Service Areas & 29 sub-

Service Areas of €109M, with 1

Buyers & 89 Suppliers

All selected (8) ▼

Select

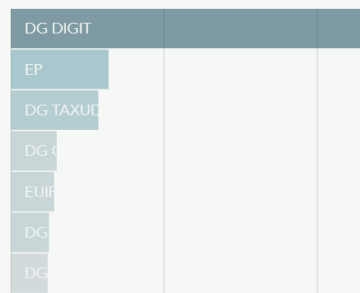
Service Areas



sub-Service Areas

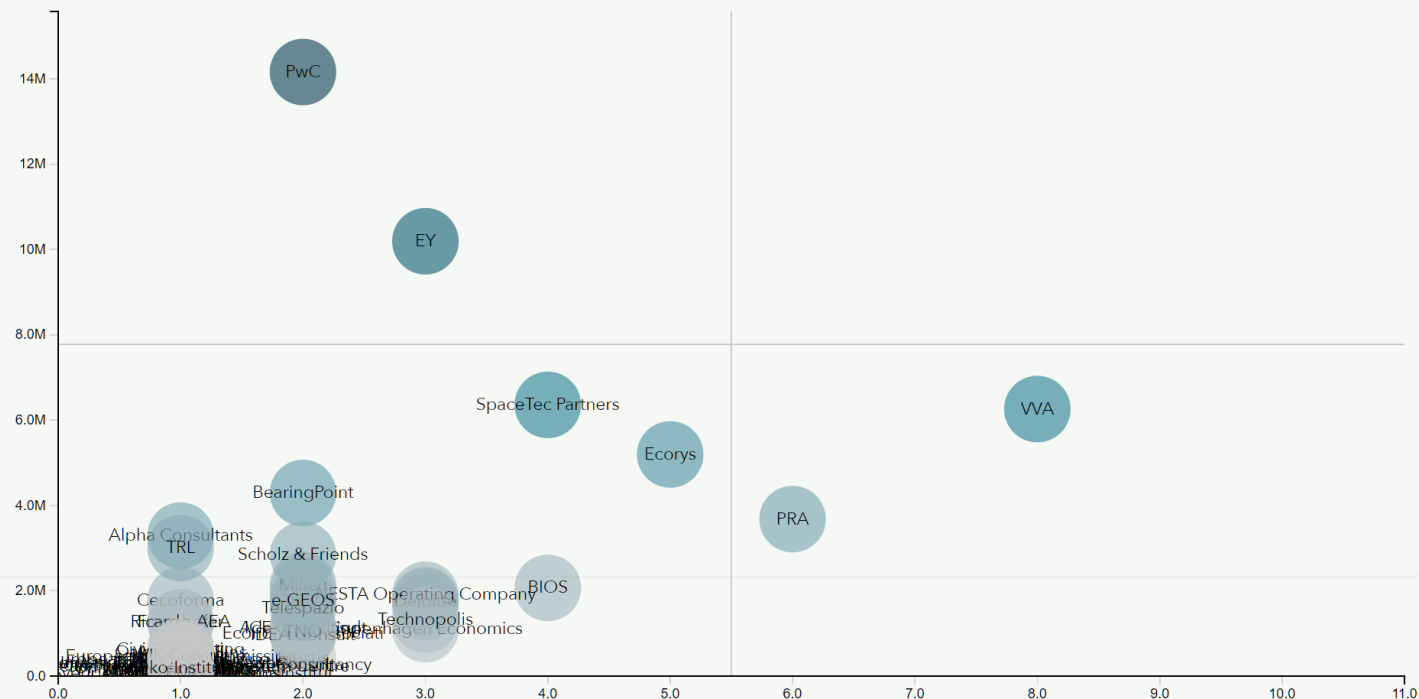


Buyers



Map of Buyers

Suppliers



Opportunities

Show 100 ▾

100 ▼

entries

```
selectAll
```

selectNone

Search:

Title	Buyer	Year	Lot Value	Consortium Composition
Framework contract for expert advisory support to the European space policy and programmes.	DG GROW	2015	€20,000,000	1. PwC 2. BearingPoint 3. EY
Multiple framework contract for the procurement of economic studies and analyses related to impact assessments and	DG GROW	2017	€13,999,995	1. Civic Consulting - Agra CEAS - Copenhagen Economics - LSE - PRA

Looking back

€4Bio awarded so far this year

DG DIGIT, ECB and EIB
have procured the most

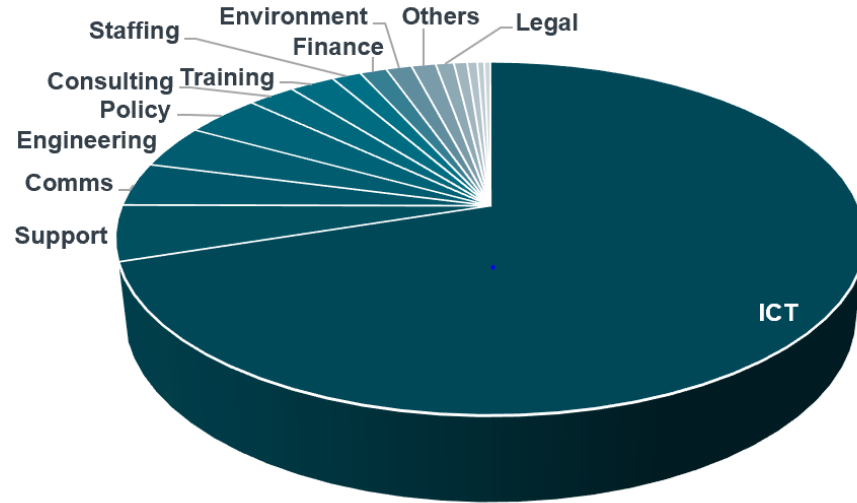
Largest market segment procured is
ICT services

Company of the month:
Everis

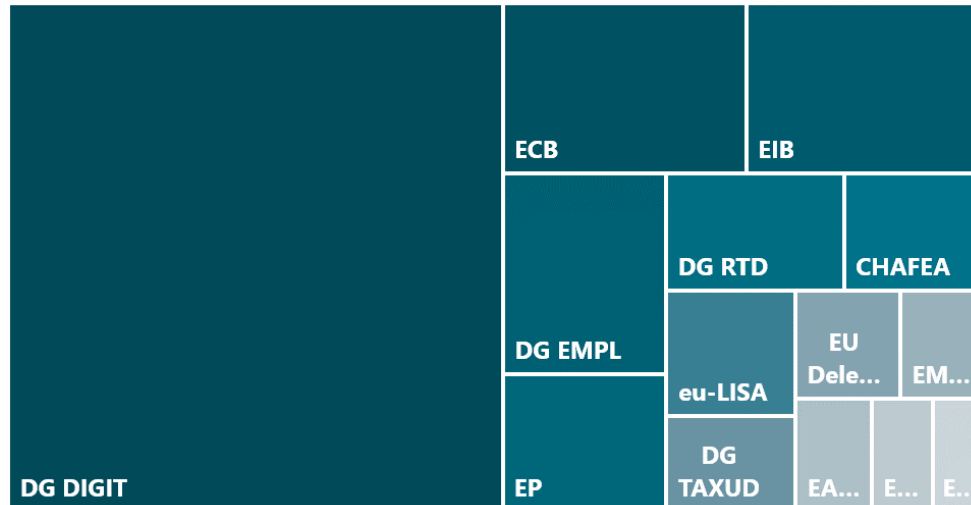
Y2D Results - October 2018



Sectors



EU Institutions



Companies

ICT

1. Modis
2. Unisys
3. Sopra Steria

Consulting

1. IDC
2. Gartner
3. Deloitte

Policy

1. Panteia
2. Rambøll
3. Deloitte

Legal

1. DLA Piper
2. Allen & Overy
3. Linklaters

Tax

1. PwC
2. Law Square
3. Deloitte

Comms

1. Pomilio Blumm
2. ICF Mostra
3. GOPA Com

Environment

1. Stantec
2. Agreco
3. Ricardo

Staffing

1. Atlas
2. HCL
3. Adecco

Finance

1. OpenLink
2. Frankfurt School
3. Deloitte

Company of the month

Everis

Leader of the winning consortium for
DG RTD ICT services

Impressive growth of portfolio in
terms of clients, contracts and
geographies over the past 8 years

Market leader in ICT with strong
presence in Consulting

4th place in C4P ICT Top-10 and
rising

Everis

Market leader in the ICT & Consulting market



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

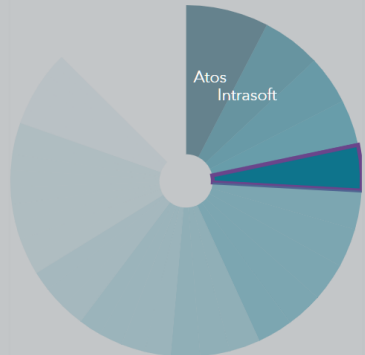
Reset All

Focus on the Suppliers.

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

Select a Supplier

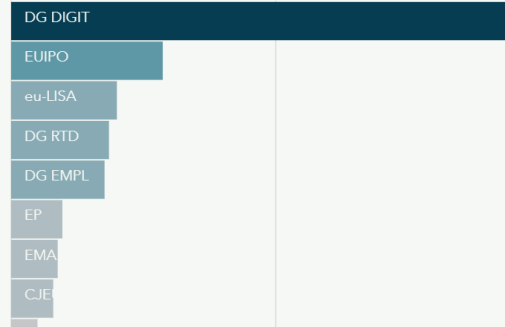
Everis



Business Methods

€468M Revenues
of Contracts: 81
€5.78M per Contract
Present in 27 Clients
Active in 10 Service Areas
29.7% share of Contracts
59.6% share in Consortium

Client Base



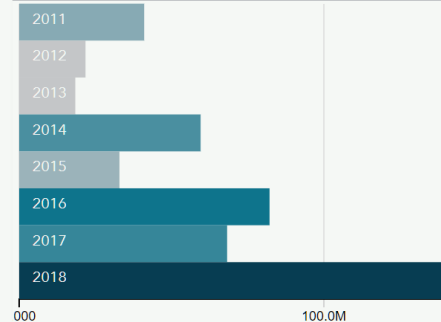
Service Areas



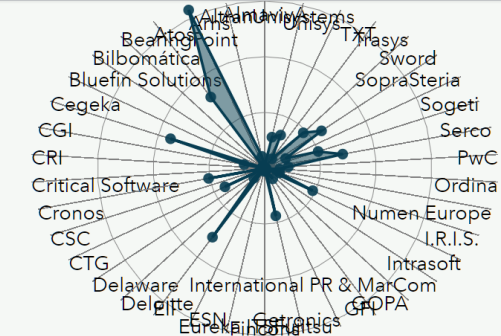
Geographical Focus



Momentum



Business Partners of Everis in 82 contracts



List of Opportunities

Show 10

Search:

Year	Contract/Lot Title	Buyer	Supplier Value
2018	IT-Grant Management (ITGM) IS development and supporting services for Grant Management - Lot 1/Lot 1: IS development (onsite and offsite) - Rank 1	DG RTD	€32,420,997

Analysis of the month: Winner prediction through FTS

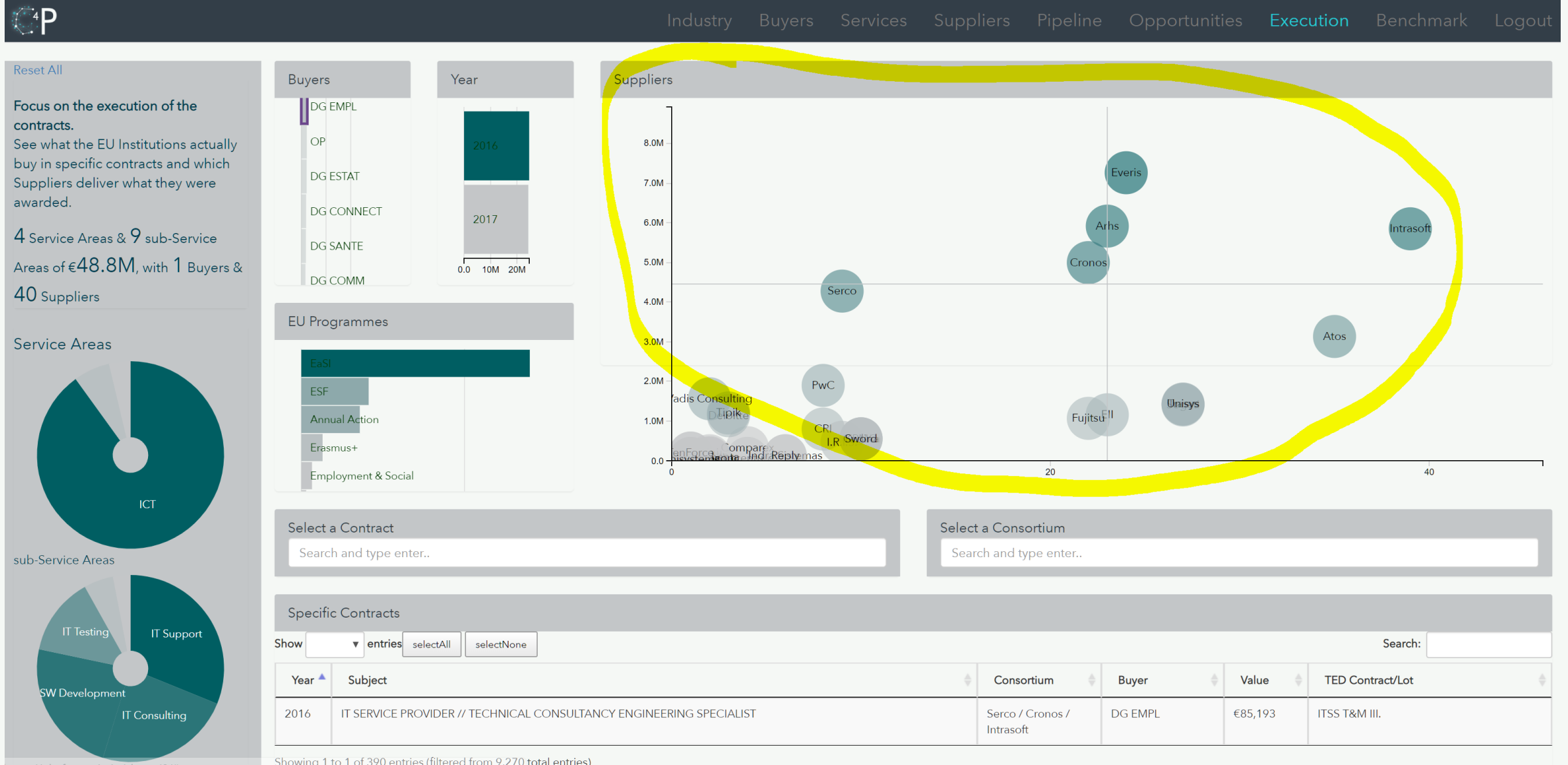
DG EMPL procured CASIS, a
€45Mio/year worth contract for ICT
services

CASIS does not come as a successor
of an existing contract. No
incumbents in place according to
TED

No TED historical data means no data-driven bid strategy?

Not really. Looking at the C4P Platform actuals page, prediction is made possible.

What FTS told us about DG EMPL ICT real spending



And who won CASIS



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.

2 Service Areas & 5 sub-Service Areas of €21.3M, with 1 Buyers & 4 Suppliers

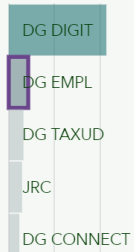
Service Areas



sub-Service Areas



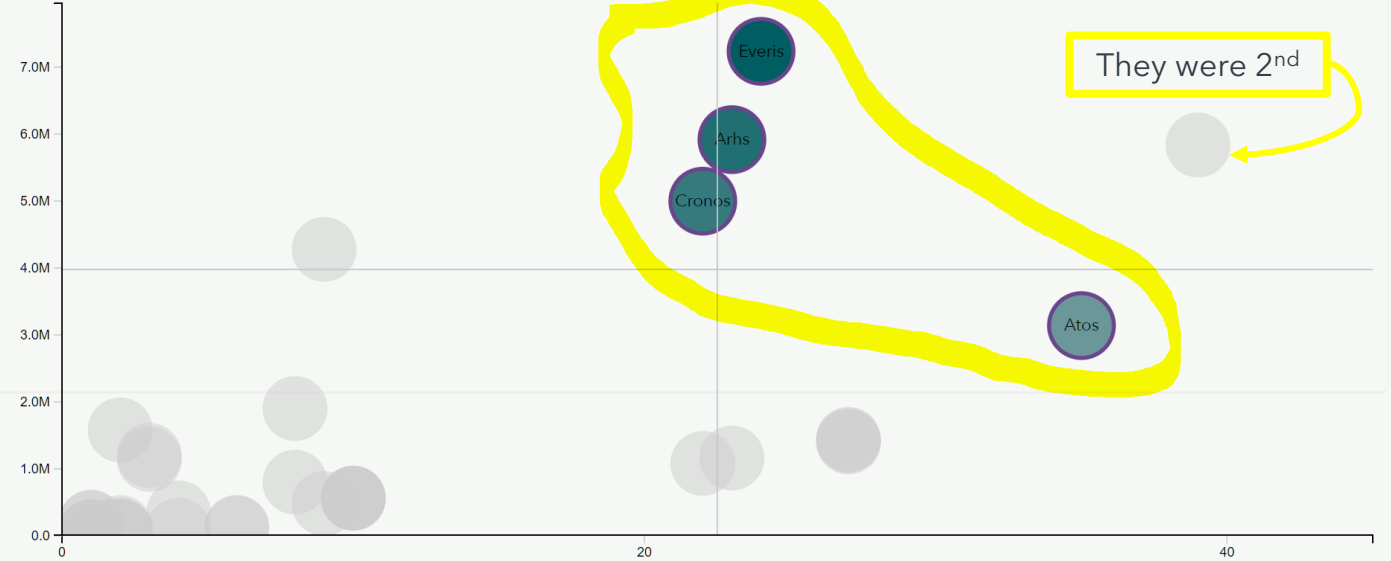
Buyers



Year



Suppliers



EU Programmes



Select a Contract

Search and type enter..

Select a Consortium

Search and type enter..

Specific Contracts

Show

Search:

Year	Subject	Consortium	Buyer	Value	TED Contract/Lot
2016	IT SERVICE PROVIDER // TECHNICAL CONSULTANCY ENGINEERING SPECIALIST	Serco / Cronos / Intrasoft	DG EMPL	€85,193	ITSS T&M III.

Showing 1 to 1 of 104 entries (filtered from 9,270 total entries)

Takeaways

Prediction of procurement results is possible

FTS (delivery) data is as important as TED (procurement) data

Neural networks do miracles

More on this soon

and

DG EMPL seems to be doubling its yearly ICT spending, becoming the 3rd highest ICT spender of the European Commission

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