# EU market update | June 2019

# New opportunities

Open opportunites that are worth exploring
Snapshot in 3 opportunities with AI predictions

# Results to date

Contrat awards in 2019

# Company of the month

IBM

# The C4P way

Meet our new joiners
Startup Grind 2019

C4P

C⁴P

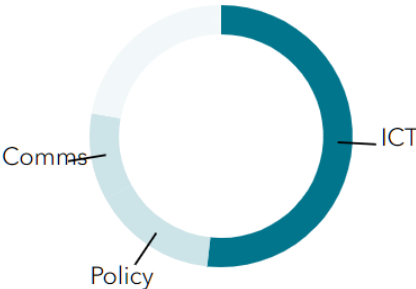DAILY MONITORING | FORWARD PLANNING | DISCOVER | GO DEEPER

207 Opportunities | 49 EU Institutions | 23 Market segments | €670 Million

This is your **daily update** of all relevant opportunities published by the EU Institutions. **Select** any opportunity and let **AI** guide you how to win it.

## Filter by #

RESET ALL FILTERS

## # Market segments



Comms
ICT
Policy

## # Market sub-segments

Select all

## # Country

Select all

## # EU Institutions

Select all

## # Opportunities

Search...

## # Due after

2019-06-02

DISCOVER OPPORTUNITY

| Title | EU Institutions | Deadline | Value | Market Segment | Country | Link to TED | Link to Specs | Published |
|---|---|---|---|---|---|---|---|---|
| Framework Contract for Implementation and Maintenance in Working Order of the Biometrics Part of the Entry Exit System and Future Shared Biometrics Matching System | eu-LISA | 2019-06-26 | €302,550,000 | ICT | EE | TED | Specs | 2019-05-14 |
| Framework Contract - Technical and Logistical Support to the Activities of the Directorate-General Migration and Home Affairs and Related Policies | DG HOME | 2019-06-27 | €40,000,000 | Comms | BE | TED | Specs | 2019-05-07 |
| Technical Support to Prevent and Counter Radicalisation/Policy Makers and Researchers: Support and Exchanges on Radicalisation | DG HOME | 2019-07-31 | €32,000,000 | Policy | BE | TED | Specs | 2019-05-22 |
| Technical Support to Prevent and Counter Radicalisation/Practitioners: Support and Exchanges on Radicalisation (Radicalisation Awareness Network - RAN) | DG HOME | 2019-07-31 | €29,000,000 | Policy | BE | TED | Specs | 2019-05-22 |
| Organisation of Events | DG JUST | 2019-06-11 | €28,000,000 | Comms | BE | TED | Specs | 2019-04-23 |
| ICT Consultancy Services | Europol | 2019-07-03 | €24,000,000 | ICT | NL | TED | Specs | 2019-05-29 |
| Provision of External Assistance (EXTRA)/ICT Support for the eu-LISA Operational site in Strasbourg (including ICT support for the Brussels Liaison Office and DG Home) | eu-LISA | 2019-06-11 | €19,015,079 | ICT | EE | TED | Specs | 2019-05-07 |
| Provision of External Assistance (EXTRA)/ICT Support for the eu-LISA HQ in Tallinn | eu-LISA | 2019-06-11 | €19,015,079 | ICT | EE | TED | Specs | 2019-05-07 |

C4P

🏠 | DAILY MONITORING | FORWARD PLANNING | DISCOVER | GO DEEPER ▾ | 👤

**AI prediction: Strongest candidates**
eu-LISA: Framework Contract for Implementation and Maintenance in Working Order of the Biometric...

1.Atos | 2.Accen... | 3.Morpho | 4.Everis | 5.Europe...

The **Discover page provides** a full view of the EU Market. Discover market leaders for each market segment, country and EU Institution.

## Filter by #

RESET ALL FILTERS

## # Market segments

Level **1** ▾ Select all

Level **2** ▾ Select all

## # Country
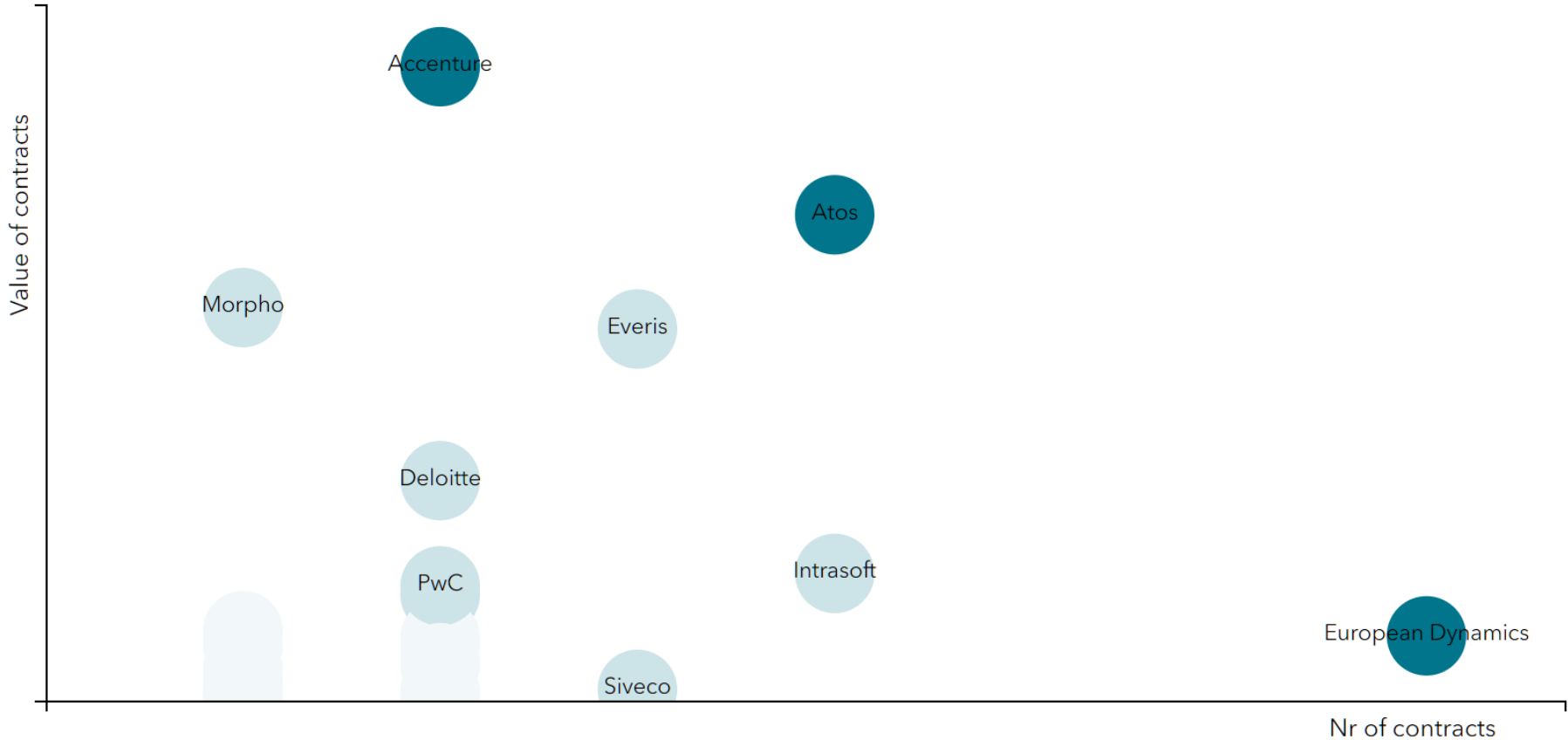
▾ Select all

## # Year

▾ Select year:     Select

## # EU Institutions

Search...

| |
|---|
| eu-LISA |
| DG BUDG |
| DG TAXUD |
| EMA |
| EIB |
| ECDC |
| EUIPO |
| Frontex |
| DG SANTE |
| OP |
| EEAS |
| ERA |

## # Companies

Value of contracts — Nr of contracts

Accenture
Atos
Morpho
Everis
Deloitte
Intrasoft
PwC
European Dynamics
Siveco

## # Contracts

Search...

Show ▾ ___ entries    All    None

**AI prediction: Most relevant contracts in the past**

| Title | EU Institution | Year | Value | Companies |
|---|---|---|---|---|
| Framework contract for the maintenance in working order of the visa information system (VIS) and biometrics matching system (BMS)./Framework contract for the maintenance in working order of the visa information system (VIS) and biometrics matching system (BMS) | eu-LISA | 2016 | €194,450,000 | 1. Accenture - Atos - Morpho |
| Common shared infrastructure (CSI)./Common shared infrastructure (CSI) | eu-LISA | 2017 | €40,000,000 | 1. Everis |

# DG EAC | Expertise in European Cooperation

🏠    DAILY MONITORING    FORWARD PLANNING    DISCOVER    GO DEEPER ▾    👤

DG EAC: Framework Service Contract to provide Expertise and Support for European Cooperation in ...    1.Ecorys | 2.PPMI | 3.Panteia | 4.ICF C... | 5.Universi...

The **Discover page provides** a full view of the EU Market. Discover market leaders for each market segment, country and EU Institution.

## Filter by #

RESET ALL FILTERS

## # Market segments

Level 1  ▾ Select all
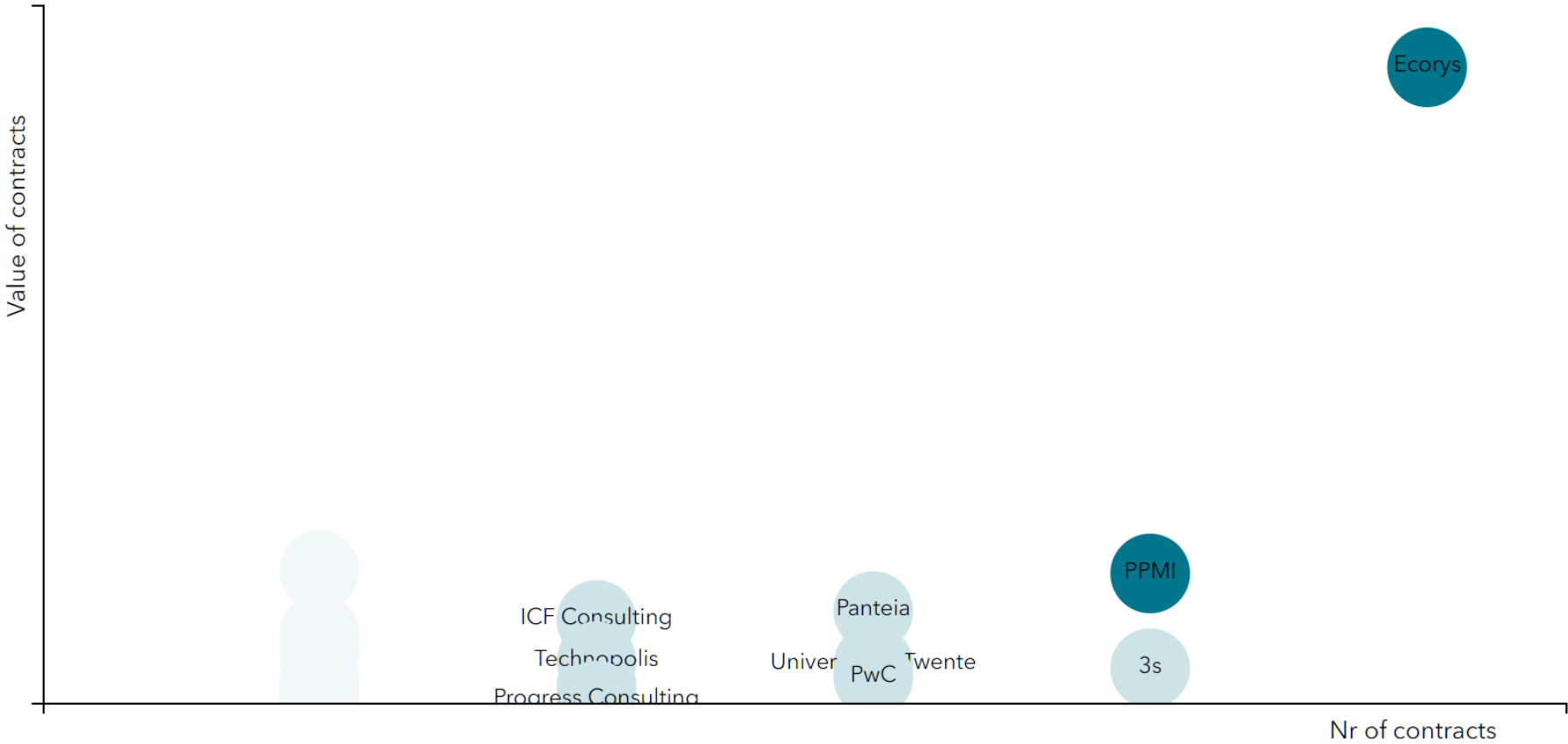
Level 2  ▾ Select all

## # Country

▾ Select all

## # Year

▾ Select year:    Select

## # EU Institutions

Search...

| DG EAC |
|---|
| DG EMPL |
| Cedefop |
| EASME |
| EACEA |
| DG CONNECT |
| CoR |
| DG ENTR |
| DG ESTAT |
| EIGE |
| EP |
| Eurofound |

## # Companies



Value of contracts / Nr of contracts

(Ecorys, PPMI, ICF Consulting, Technopolis, Progress Consulting, Panteia, University Twente, PwC, 3s)

## # Contracts

Search...

Show ▾ ___ entries    All    None

| Title | EU Institution | Year | Value | Companies |
|---|---|---|---|---|
| Framework service contract to provide expertise and support for European cooperation in education, training, youth and sport. | DG EAC | 2016 | €12,000,000 | 1. Ecorys |
| Framework service contract to carry out studies supporting European cooperation in education and youth. | DG EAC | 2015 | €8,000,000 | 1. Ecorys<br>2. PPMI<br>3. ICF Consulting<br>4. Panteia |

The **Discover page provides** a full view of the EU Market. Discover market leaders for each market segment, country and EU Institution.

## Filter by #
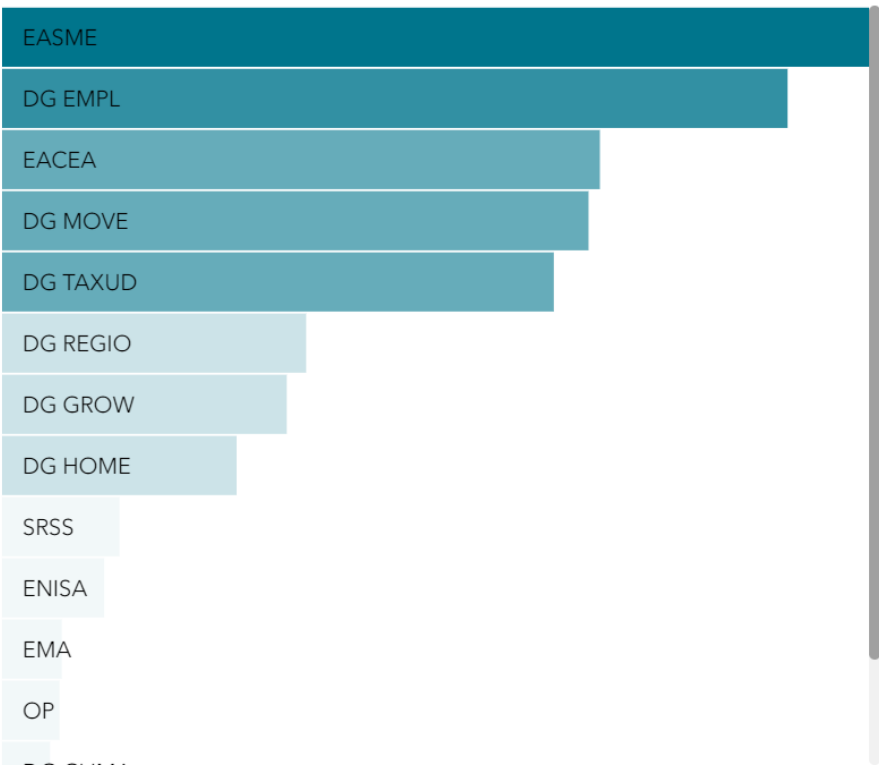
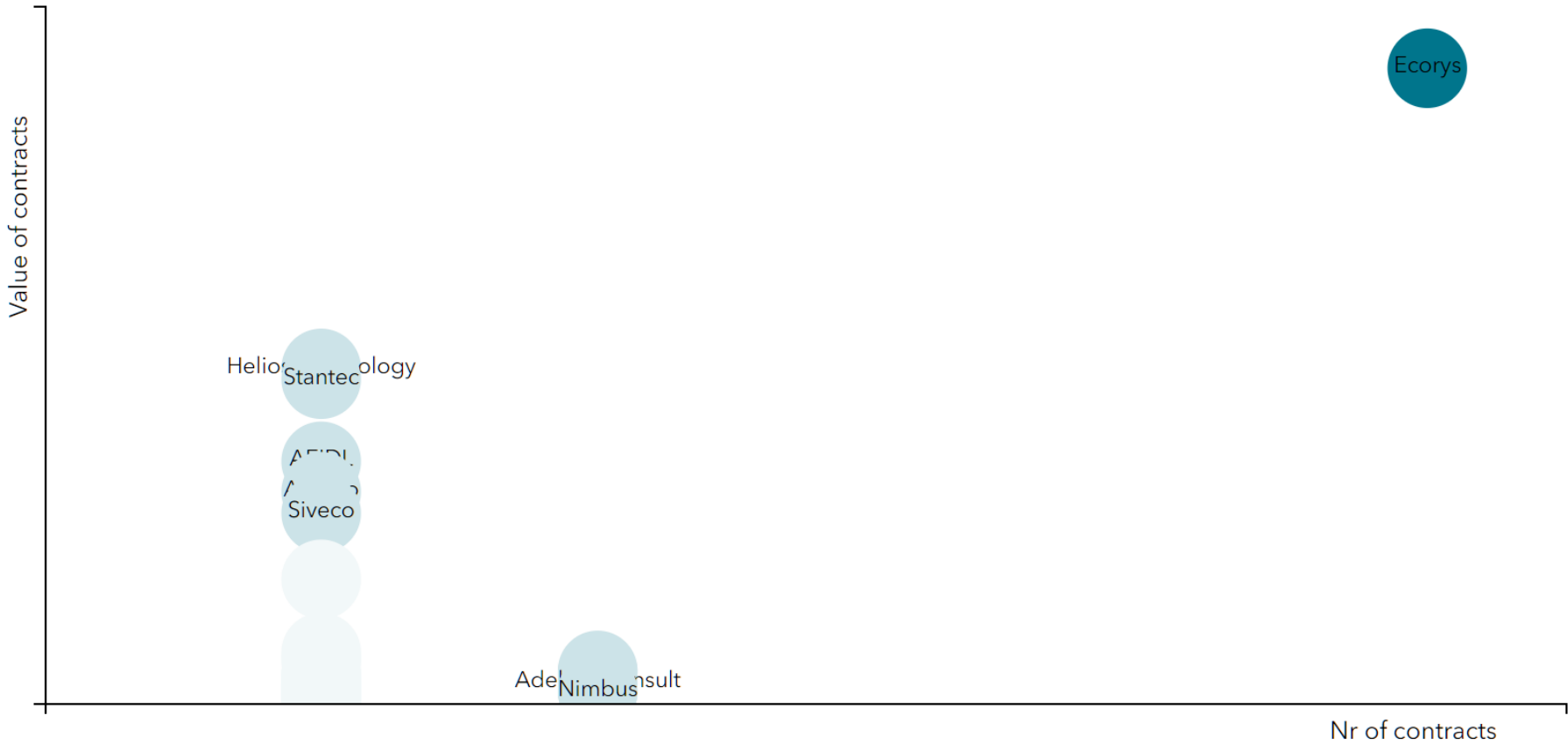RESET ALL FILTERS

## # Market segments

Level 1    ▾ Select all

Level 2    ▾ Select all

## # Country

▾ Select all

## # Year

▾ Select year:    Select

## # EU Institutions

Search...

| |
|---|
| EASME |
| DG EMPL |
| EACEA |
| DG MOVE |
| DG TAXUD |
| DG REGIO |
| DG GROW |
| DG HOME |
| SRSS |
| ENISA |
| EMA |
| OP |

## # Companies



Value of contracts

Ecorys

Helios...ology
Stantec
AF...
Siveco
Ade...    Nimbus...sult

Nr of contracts

## # Contracts

Search...

Show ▾ ___ entries    All    None

| Title | EU Institution | Year | Value | Companies |
|---|---|---|---|---|
| EPALE - Electronic platform for adult learning in Europe. | EACEA | 2014 | €8,700,000 | 1. Ecorys |
| Support to the uptake of Copernicus services by users./Support to Copernicus user uptake promotion, communication and dissemination activities | DG GROW | 2015 | €4,500,000 | 1. SpaceTec Partners - e-GEOS - FDC  2. EY - BearingPoint - Kantor Qwentes - VVA |

ps://platform.c4p.io/charts/1/

# Market segments
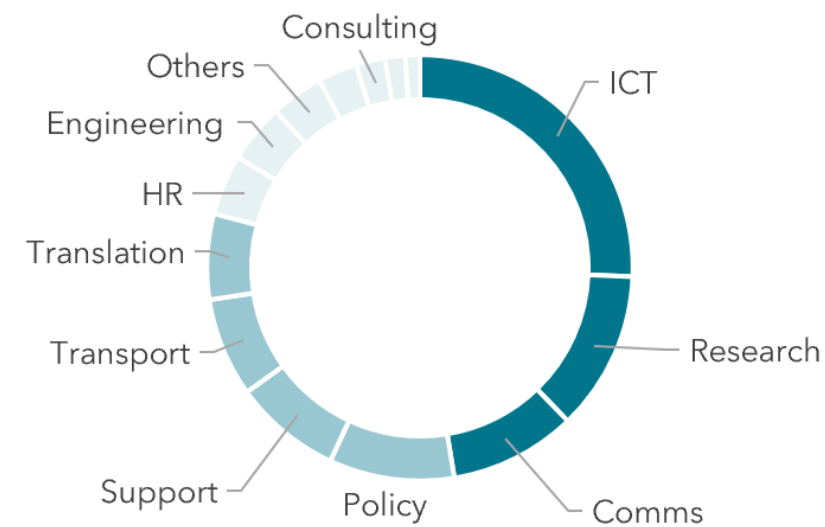


# EU Institutions
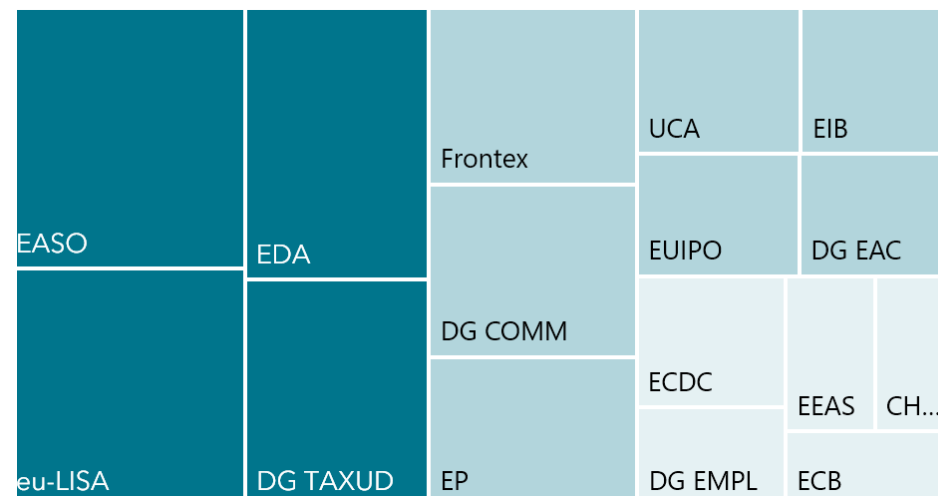


# Companies

| ICT | Policy | Consulting |
|---|---|---|
| 1. IBM | 1. EY | 1.EuroConsultants |
| 2. European Dynamics | 2. Ecorys | 2. EY |
| 3. Atos | 3. Rambøll | 3. Telespazio |

| Comms | Finance | Legal |
|---|---|---|
| 1. ESN | 1. Cigna | 1. ERA |
| 2. Media Consulta | 2. Ipsos | 2. HEC |
| 3. ICF Mostra | 3. Deloitte | 3. AION |

| Research | Environment | Telecomms |
|---|---|---|
| 1. Startlite | 1. BSC | 1. Vodafone |
| 2. ICARE | 2. Space Science | 2. Telekom |
| 3. Elitaliana | 3. Ecorys | 3. Orange |

10 contracts | €280 million | 5 EU Institutions

# IBM in the EU services market

**Select a company** to analyse its **portfolio** in the EU services market.

## Filter by #

RESET ALL FILTERS

## Select a Company

Search...

- Atos
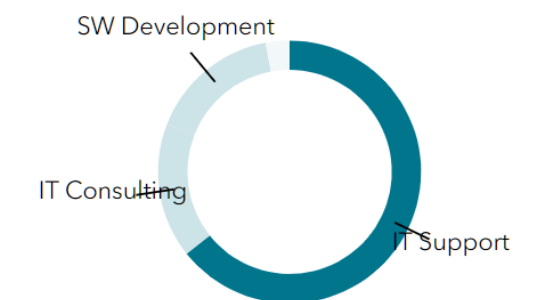- Intrasoft
- Everis
- Modis
- Unisys
- Arhs
- SopraSteria
- Trasys
- **IBM**
- Cronos
- CGI

## # Geographical focus
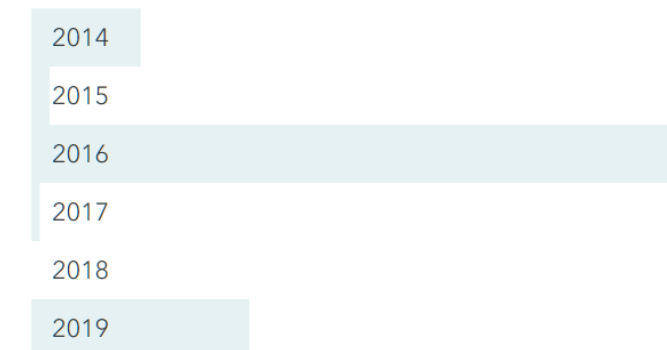
## # Market segments

ICT

## # Market sub-Segments

SW Development

IT Consulting

IT Support

## # Business partners

Atos

SopraSteri    Leonardo

Siveco    Deloitte

## # Clients

- DG TAXUD
- eu-LISA
- DG DIGIT
- EUIPO
- DG ECHO
- Cedefop
- CPVO
- CEPOL

## # Momentum

- 2014
- 2015
- 2016
- 2017
- 2018
- 2019
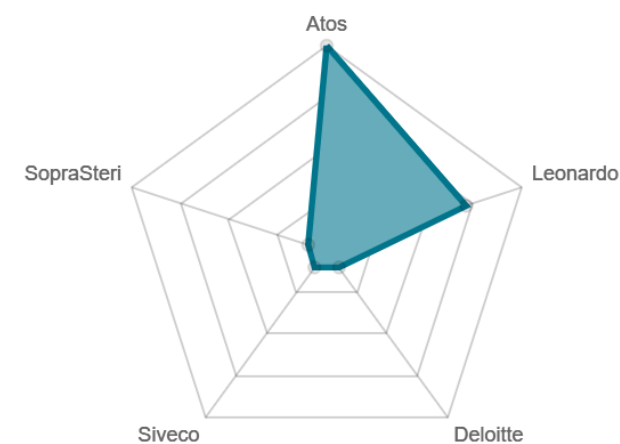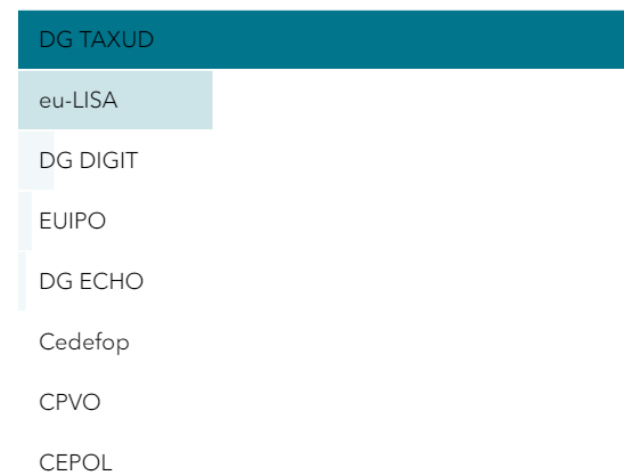
## We hired 3 **smart people** so they can tell us what to do

### Annie Merianou | Commercial Manager

Annie has studied Economics and Marketing-Communication, thanks to her desire to bridge the gap between people and numbers. Annie is passionate about meeting people, developing new relationships, solving problems and contributing to the overall outcome of a project.  Having a customer centric view, Annie joined C4P to provide excellent customer care and build **long-term relationships** with C4P existing and new clients.

### Thanos Tasakos | ML/AI Engineer

Thanos is a graduate of School of Electrical and Computer Engineering and a PhD candidate in Artificial Intelligence at NTUA. His research interests include machine learning, **neural networks**, computer vision, natural language processing and reinforcement learning. Thanos will help C4P to deepen the EU Procurement intelligence by embedding cutting-edge AI algorithms in our software.

### Philippos Konidaris | ML/AI Engineer

Philippos is a top graduate from NTUA. His thesis on the application of generative modelling on medical data was published in the proceedings of the 14th International Conference on Computer Vision and Applications and helped him deepen his understanding in Artificial Intelligence. At C4P, Philippos will be focused on how **deep learning** can enable machines to read public procurement documents and extract information that companies need to respond to call for tenders.

# C4P is among the **top-20 Startups** in Europe

**Startup Grind** is the largest independent startup community, actively educating, inspiring, and connecting more than 1,500,000 entrepreneurs across the world, and hold partnerships with organizations like **Google for Startups**.
At the Startup Grind Europe Conference over 3,000 startups, investors, and innovators will converge in London for discussions around the future of startups, venture capital, artificial intelligence, fintech, and more.
**C4P** is thrilled to have been selected among the **top-20 startups in Europe** and honored to present our **vision in Artificial Intelligence** for the EU Public Procurement at the main stage of the event.