

EU Market update by C4P

June 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 - [DLA Piper](#)

Analysis of the month

ICT [real](#) spending

C4P news

AI for Public Procurement

Looking forward

102 open opportunities

13 EU countries

Main Sectors: Comms,
Consulting, Policy

C4P predicts **strongest
contenders** for open
opportunities

++€400Mio still 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

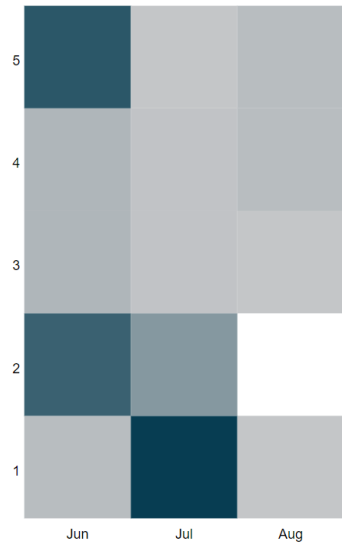
Reset All

Select a Date: 2018-06-02

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

See opportunity

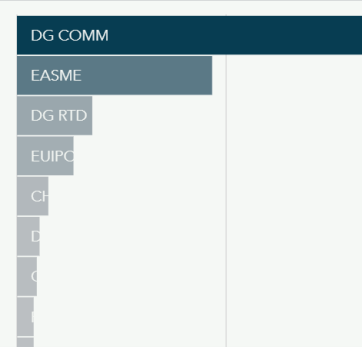
Calendar of Opportunities (week)



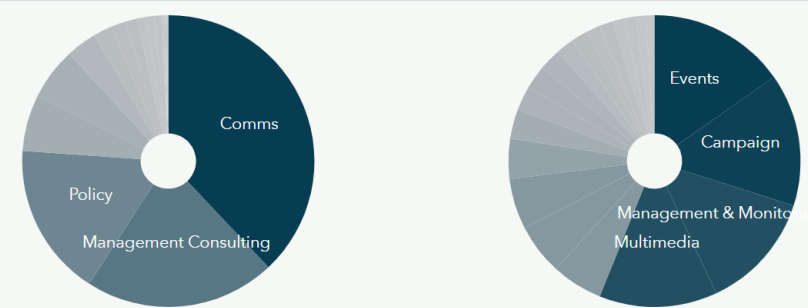
Map of Buyers



Buyers



Service Areas



List of open opportunities

Show 100 entries selectAll selectNone

Search:

Year	Title	Buyer	Submission date	Lot Value	Date published
2018	Multiple framework contract for the provision of services linked to the Organisation of Information and Communication Campaigns - PO/2018-06/A2	DG COMM	2018-07-02	€90,000,000	2018-05-29
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	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	Telephony Communications Services/Mobile Telephony Service	EUIPO	2018-07-03	€16,099,000	2018-06-02
2018	Framework Contract with reopening of competition for the organisation of coordinated activities on consumer product safety in th EU and EEA/EFTA countries	CHAFAEA	2018-06-28	€15,000,000	2018-04-13
2018	Impact Assessments, Evaluations, foresight and Strategic Analyses of Research and Innovation policies and programmes. Framework contract divided in 3 lots/Lot 3: Studying, assessing and evaluating research and innovation programmes and policies (SARI)	DG RTD	2018-07-13	€14,850,000	2018-06-02
2018	Impact Assessments, Evaluations, foresight and Strategic Analyses of Research and Innovation policies and programmes. Framework contract divided in 3 lots/Lot 2: Exploring, Documenting and Analysing R&I policy issues (EDAR)	DG RTD	2018-07-13	€10,920,000	2018-06-02
2018	AO 10666 "OP Portal Managed Services"	OP	2018-06-13	€9,000,000	2018-05-04

Main open opportunities per Sector

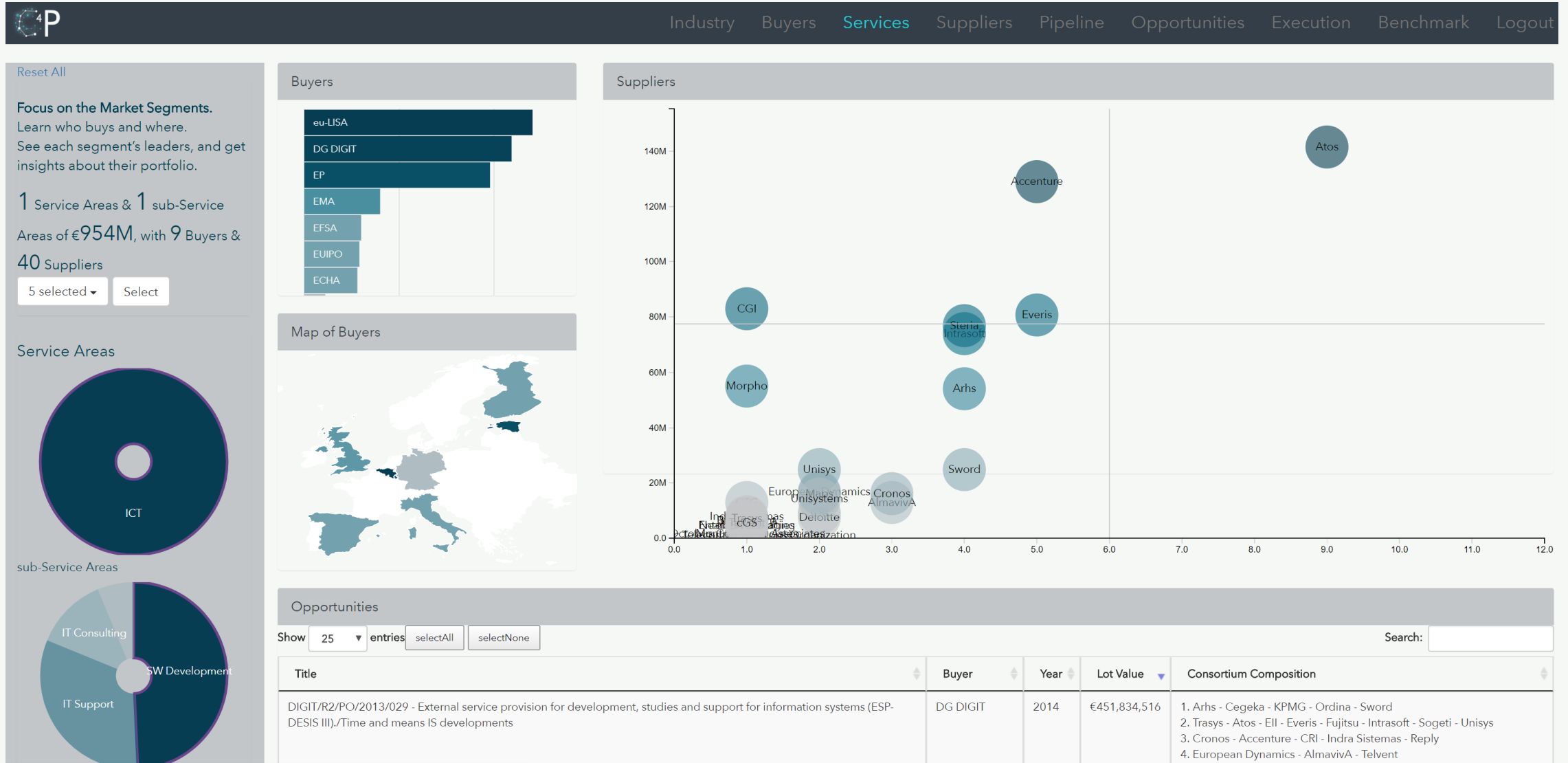
With strongest contenders as predicted by C4P



Sector	Buyer	Title	Deadline	Budget	Contenders
ICT	FRONTEX	Development of ICT software solution for the management of Frontex operational resources - OPERA system	17 June	8	Asseco, Atos, Unisystems
	OP	Portal Managed Services	13 June	9	Arhs, Intrasoft, Siveco
	DG DIGIT	Software development in service mode	16 July	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	Impact Assessments, Evaluations, foresight and Strategic Analyses of Research and Innovation policies and programmes	13 July	34	PwC, Technopolis, JIIP
	EASME	Big Data and B2B platforms: the next big opportunity for Europe	6 June	2.4	Capgemini, PwC, TNO
Consulting	DG DIGIT	Project Monitoring and Quality Assurance for Software Development in service mode	16 July	3	CGI, EY, Wavestone, PwC
	JRC	Exploring Digital Government Transformation in the EU: understanding public sector innovation in a data-driven society	23 July	0.5	McKinsey, PwC, Capgemini
	UCA	Security Risk Management (SRM) consultancy services	29 June	-	PwC, EY, CGI
Comms	DG COMM	Audiovisual Production Services, including Graphics, Animation, Media Applications, and Distribution via Multiple Channels	8 June	80	Videohouse, ALL TV
	DG COMM	Services linked to the Organisation of Information and Communication Campaigns	2 July	90	ICF Mostra, Havas, Media Consulta, Cecoforma
	ENISA	Events Organisation and Meeting Management Services	15 June	3	IDC, T&T Executive, Artion Conferences and Events

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	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

€1.7Bio awarded so far this year

50% procured in ICT services

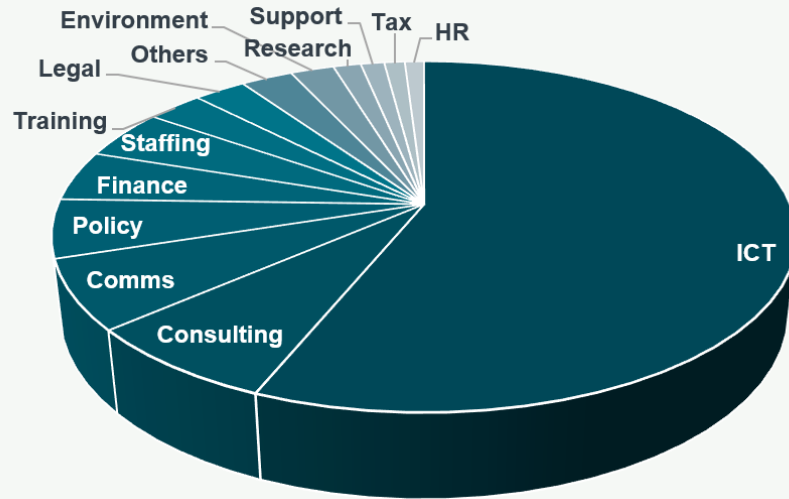
DG DIGIT, ECB have procured the most

Company of the month: DLA
Piper

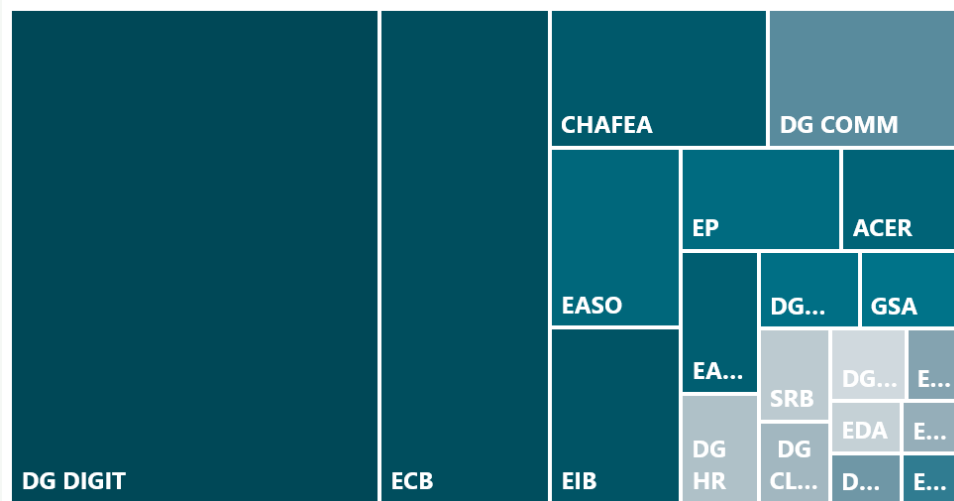
Y2D results - June 18



Sectors



EU Institutions



Companies

ICT	Consulting	Policy
1. Unisys	1. IDC	1. Deloitte
2. Microsoft	2. Gartner	2. Eftheia
3. Deloitte	3. Deloitte	3. ICF Consulting
Legal	Tax	Comms
1. DLA Piper	1. PwC	1. ICF Mostra
2. Hogan Lovells ↗	2. Law Square	2. Team Work
3. KPMG ↗	3. Deloitte	3. GOPA Com ↗
Environment	Staffing	Finance
1. Ricardo	1. Atlas	1. OpenLink
2. AMEC	2. HCL	2. Deloitte ↗
3. IIASA	3. Randstad	3. EY ↗

Company of the month:

DLA Piper

Market Leader in EU Legal services

DLA Piper

EU services market footprint



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

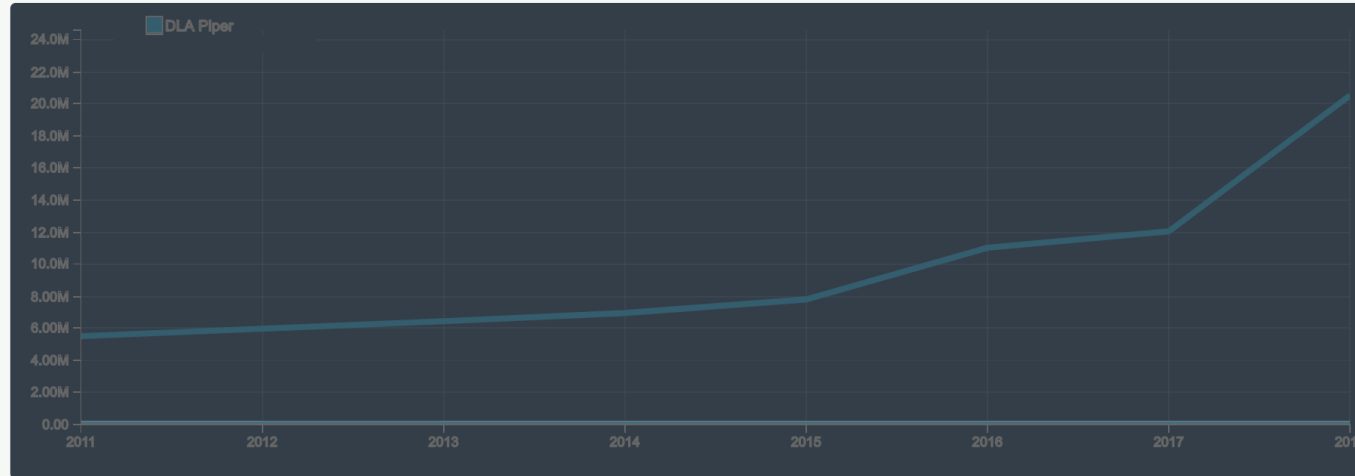
Enter Suppliers for Benchmarking

Select 1st Company

DLA Piper

Service Area

Select all
Comms
Environment
Finance
ICT
Legal



In Numbers

Supplier **DLA Piper**

Revenues **20M €**

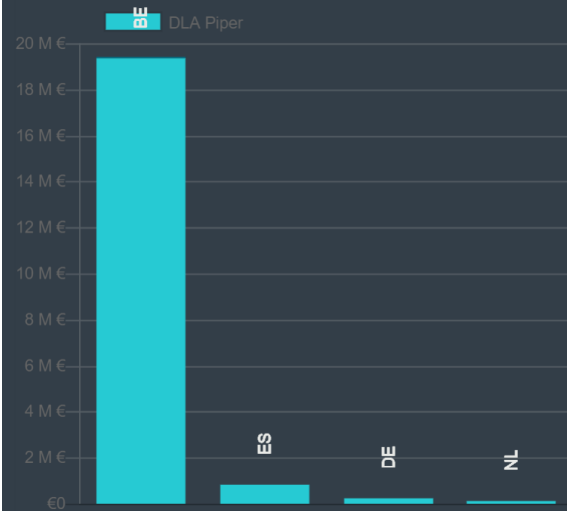
Contracts **20**

Clients **13**

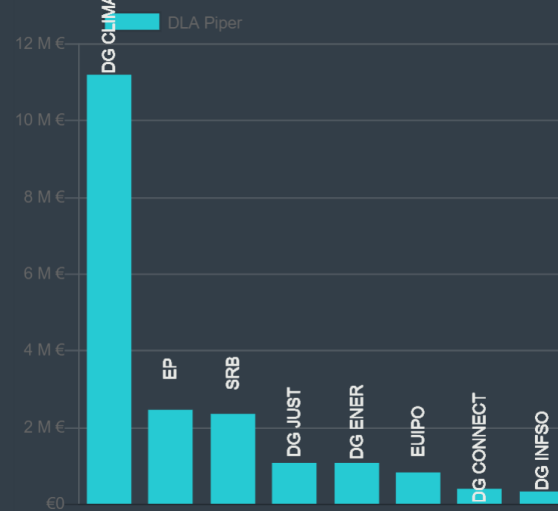
Rating **AA**

Service Areas **7**

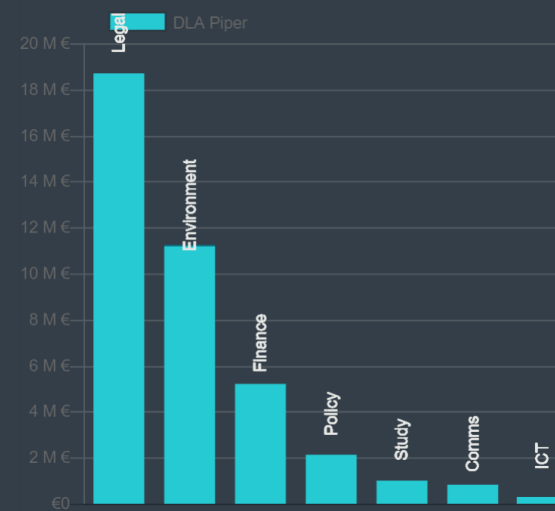
Countries



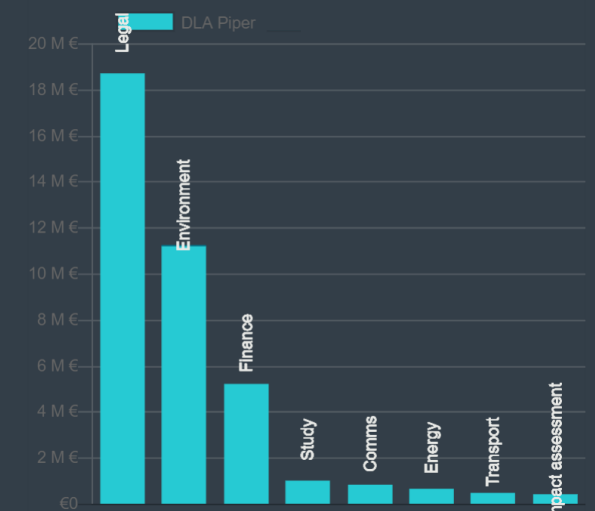
Clients



Service Areas



Sub-Services



DLA Piper

EU services market footprint



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

[Reset All](#)

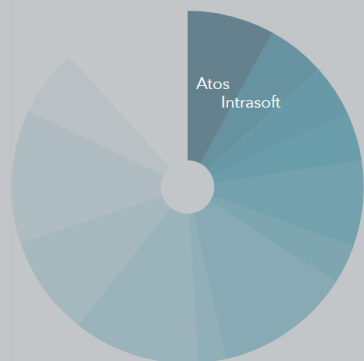
Focus on the Suppliers.

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

Select a Supplier

DLA Piper

Select



Business Methods

€20.5M Revenues

of Contracts: 20

€1.02M per Contract

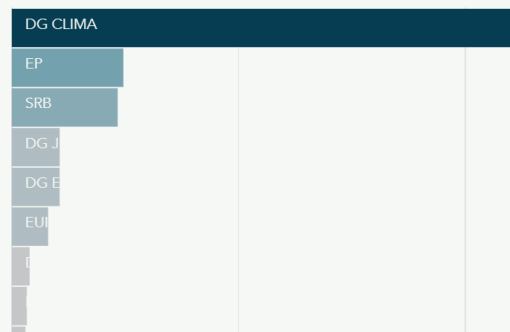
Present in 13 Clients

Active in 7 Service Areas

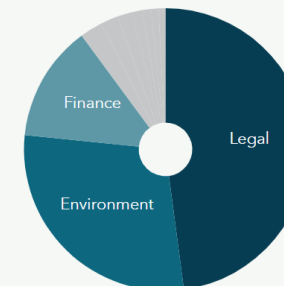
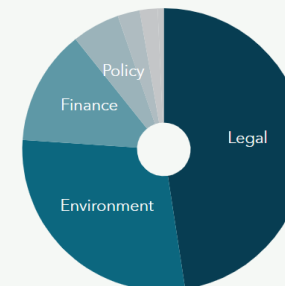
59.1% share of Contracts

96.0% share in Consortium

Client Base



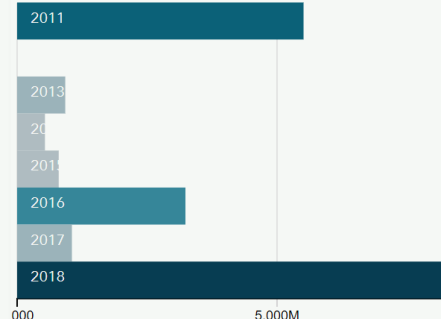
Service Areas



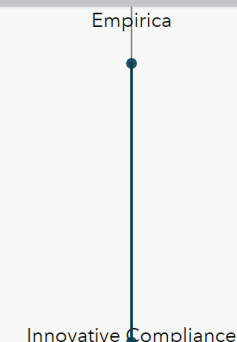
Geographical Focus



Momentum



Business Partners of DLA Piper in 20 contracts



List of Opportunities

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

Search:

Year	Contract/Lot Title	Buyer	Supplier Value
2018	Auctioning of emission allowances and carbon market oversight/Legal assistance	DG CLIMA	€6,000,000

Analysis of the month – ICT real spending

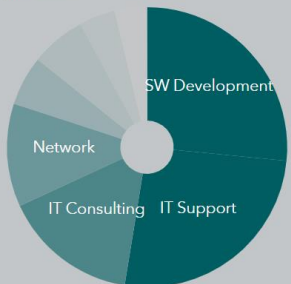
€600Mio/year estimated
spending in ICT services by the EC

In 2016, 70% was spent by DGs
other than DG DIGIT

10 Framework contracts are
used for 50% of the total spending

Intrasoft, Atos and
Belgacom are the market leaders

Data from the Financial Transparency System - 2012-16




Year	Subject	Consortium	Buyer	Contract/lot
2016	GEOPORTAL OF THE EUROPEAN COMMISSION EVOLUTIONARY MAINTENANCE	Atkins	DG ESTAT	The development and maintenance of geographical information systems and geographical

C4P news

AI for Public Procurement

What AI enables C4P to offer to our clients

 Artificial Intelligence	Public Sector	Businesses	Citizens
	Basic reporting	Basic reporting	Access to raw data
	Better TED quality Accurate reporting	Market intelligence Competitive analysis Pipeline development Evidence-based growth strategy	Transparency
	Automated XML notices creation Procurement efficiencies	Intelligent qualification process Semi-automated bidding	Better access to employment opportunities
	Macroeconomic analysis Budget to policy alignment Intelligent fraud detection	Winners prediction Deep competitive analysis	Automated skills-matching to EU opportunities
Works autonomously	Specifications compliance Undisputed proposal evaluations	Autonomous bidding	Autonomous vacancy filling

More intelligence?



Analyst reports

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