

EU Market update by C4P

July 2018

Looking forward

Open opportunities

Opportunity of the month: DG RTD Research & Innovation

Looking back

Results - Y2D

Company of the month

Sopra Steria

Analysis of the month

eu-LISA

Looking forward

106 open opportunities

12 EU countries

C4P predicts **strongest
contenders** for open
opportunities

Main Sectors: Comms, Policy, ICT

Open opportunities - Overview

As reported in the C4P Platform



Industry Buyers Services Suppliers Pipeline Opportunities Execution Benchmark Logout

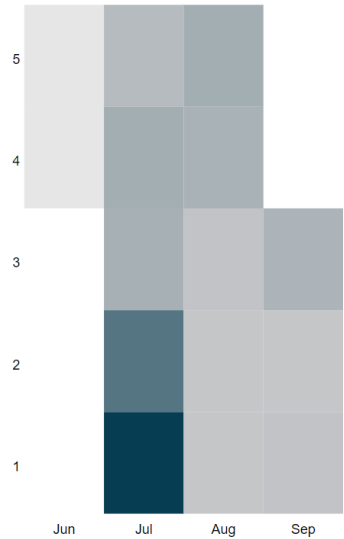
[Reset All](#)

Select a Date: 2018-06-22

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

[See opportunity](#)

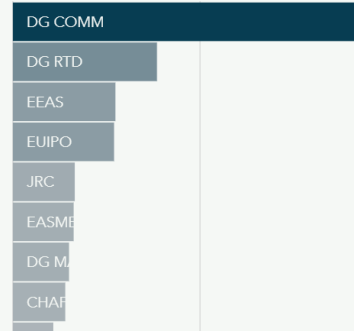
Calendar of Opportunities (week)



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	Network Operations Centre (NOCII)	EEAS	2018-07-09	€27,400,000	2018-06-09
2018	Telephony Communications Services/Mobile Telephony Service	EUIPO	2018-07-03	€16,099,000	2018-06-02
2018	European market observatory for fisheries and aquaculture products (EUMOFA)	DG MARE	2018-08-31	€15,000,000	2018-06-08
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	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	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	On-site and off-site analytical support to site Laboratory for Radioactivity Measurements (LMR) of Nuclear Decommissioning Unit/On-site support to site Laboratory for Radioactivity Measurements (LMR)	JRC	2018-07-16	€10,500,000	2018-06-12

Main open opportunities per Sector

With strongest contenders as predicted by C4P



Sector	Buyer	Title	Deadline	Budget	Contenders
ICT	ECDC	Software Development Services	25 July	10	Unisystems, Infeurope, Bilbomatica, Atos
	EEAS	Network Operations Centre (NOCII)	9 July	27.5	BT, Serco, Belgacom
	DG DIGIT	Software development in service mode	16 July	30	Atos, Intrasoft, Everis, Arhs, Accenture
Policy	DG GROW	Studies and technical assistance in the field of emissions	24 Aug	9.5	TNO, CE Delft, ICF Consulting
	DG RTD	Impact Assessments, Evaluations, foresight and Strategic Analyses of Research and Innovation policies and programmes	13 July	34	PwC, Technopolis, JIIP
	CHAFEA	Provision of Consumer Market Studies	14 Sept	14	Civic, Deloitte, London Economics, ICF Consulting, Ipsos
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
	Frontex	Procurement of Crisis Management Consultancy	23 July	0.5	4C Strategies, KPMG
Comms	EP	Production of multimedia online content	5 Sept	2.5	Cronos, Intrasoft, Tipik, Eworx
	DG COMM	Services linked to the Organisation of Information and Communication Campaigns	2 July	90	ICF Mostra, Havas, Media Consulta, Cecoforma
	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: Research and Innovation policies

Market leaders in Innovation policy



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

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 & 1 sub-Service
Areas of €113M, with 18 Buyers
& 127 Suppliers

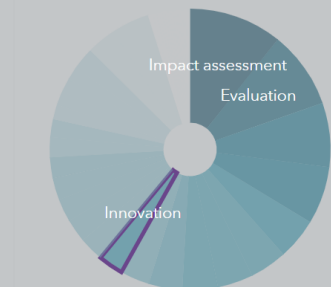
Select year: ▼

Select

Service Areas



sub-Service Areas



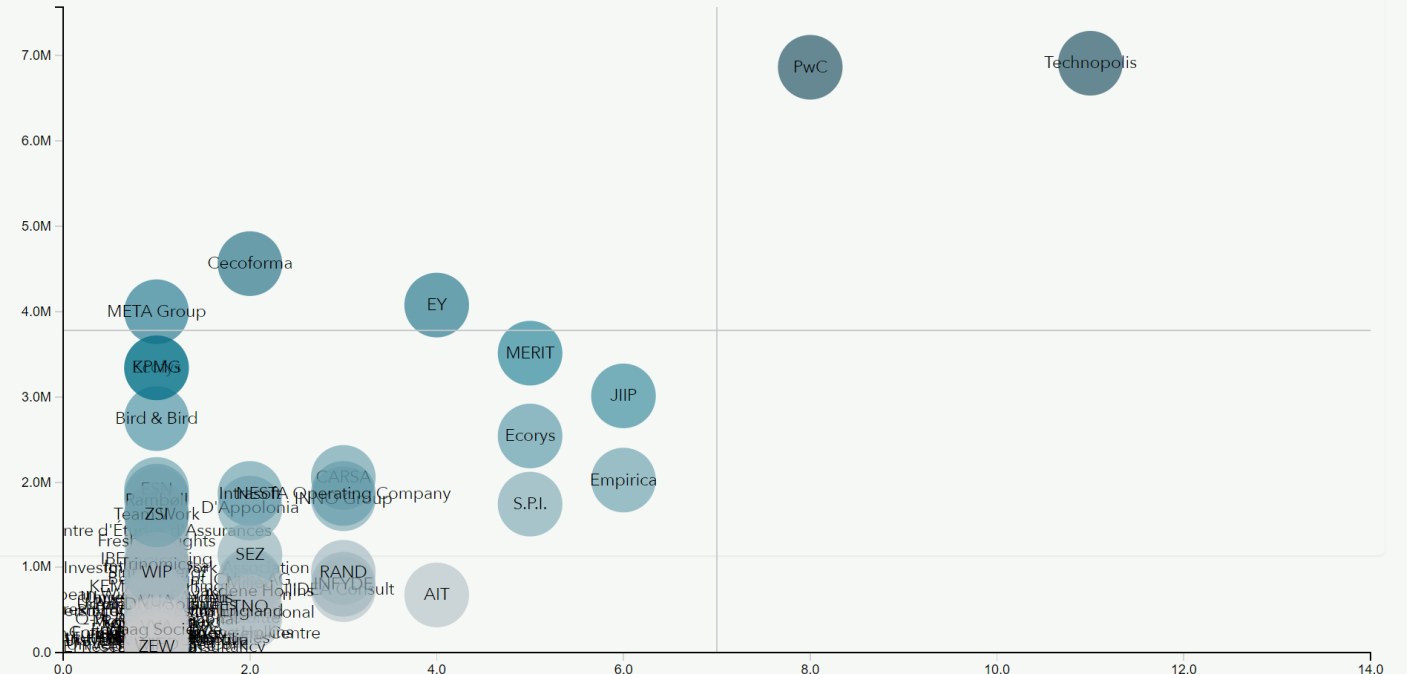
Buyers



Map of Buyers



Suppliers



Opportunities

Show 10 ▼ entries

Search:

Title	Buyer	Year	Lot Value	Consortium Composition
Provision and Analysis of Key Indicators in Research and Innovation/Provision and Analysis of Key Indicators in Research and Innovation	DG RTD	2018	€577,627	1. Science Metrix - PPMI
Study on Data Collection for Gender Equality in Research and Innovation Policy/Study on Data Collection for Gender Equality in Research and Innovation Policy	DG RTD	2018	€397,999	1. ICON - Elsevier - Portia - Quantos

Looking back

€1.9Bio awarded so far this year

DG DIGIT, ECB and eu-LISA have procured the most

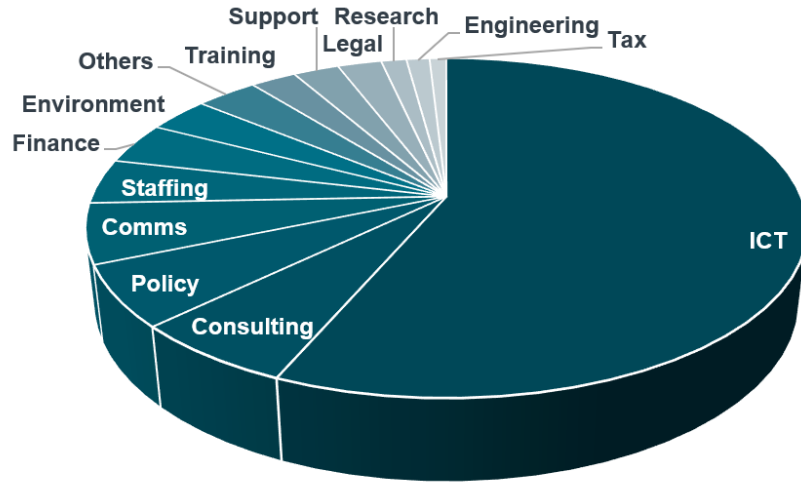
Largest market segment procured is ICT services

Company of the month:
Sopra Steria

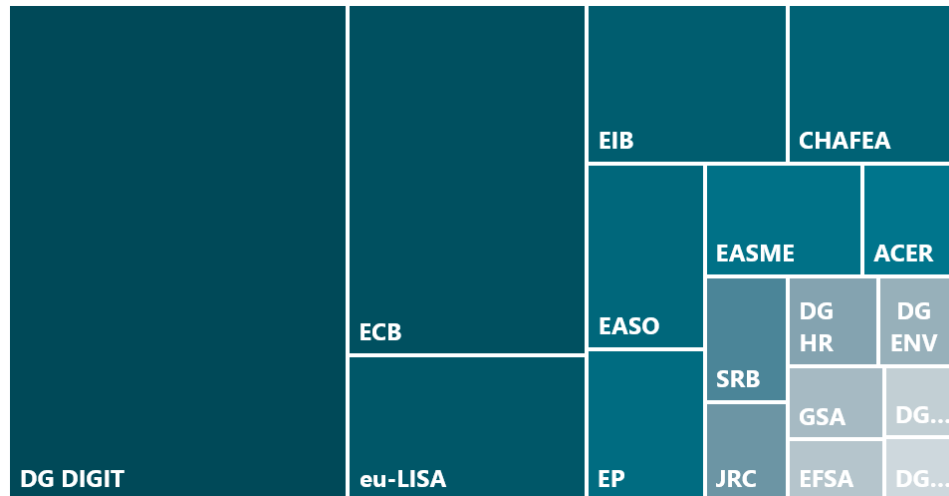
Y2D Results - July 2018



Sectors



EU Institutions



Companies

ICT <ol style="list-style-type: none"> Unisys Microsoft Sopra Steria ↗ 	Consulting <ol style="list-style-type: none"> IDC Gartner Deloitte 	Policy <ol style="list-style-type: none"> Deloitte ADE ↗ ICF Consulting
Legal <ol style="list-style-type: none"> DLA Piper Hogan Lovells KPMG 	Tax <ol style="list-style-type: none"> PwC Law Square Deloitte 	Comms <ol style="list-style-type: none"> ICF Mostra Team Work GOPA Com
Environment <ol style="list-style-type: none"> Stantec Agreco Ricardo 	Staffing <ol style="list-style-type: none"> Atlas HCL Adecco ↗ 	Finance <ol style="list-style-type: none"> OpenLink Baker Tilly ↗ Deloitte

Company of the month

Sopra Steria

Supporting the EU Institutions in their
Digital Transformation

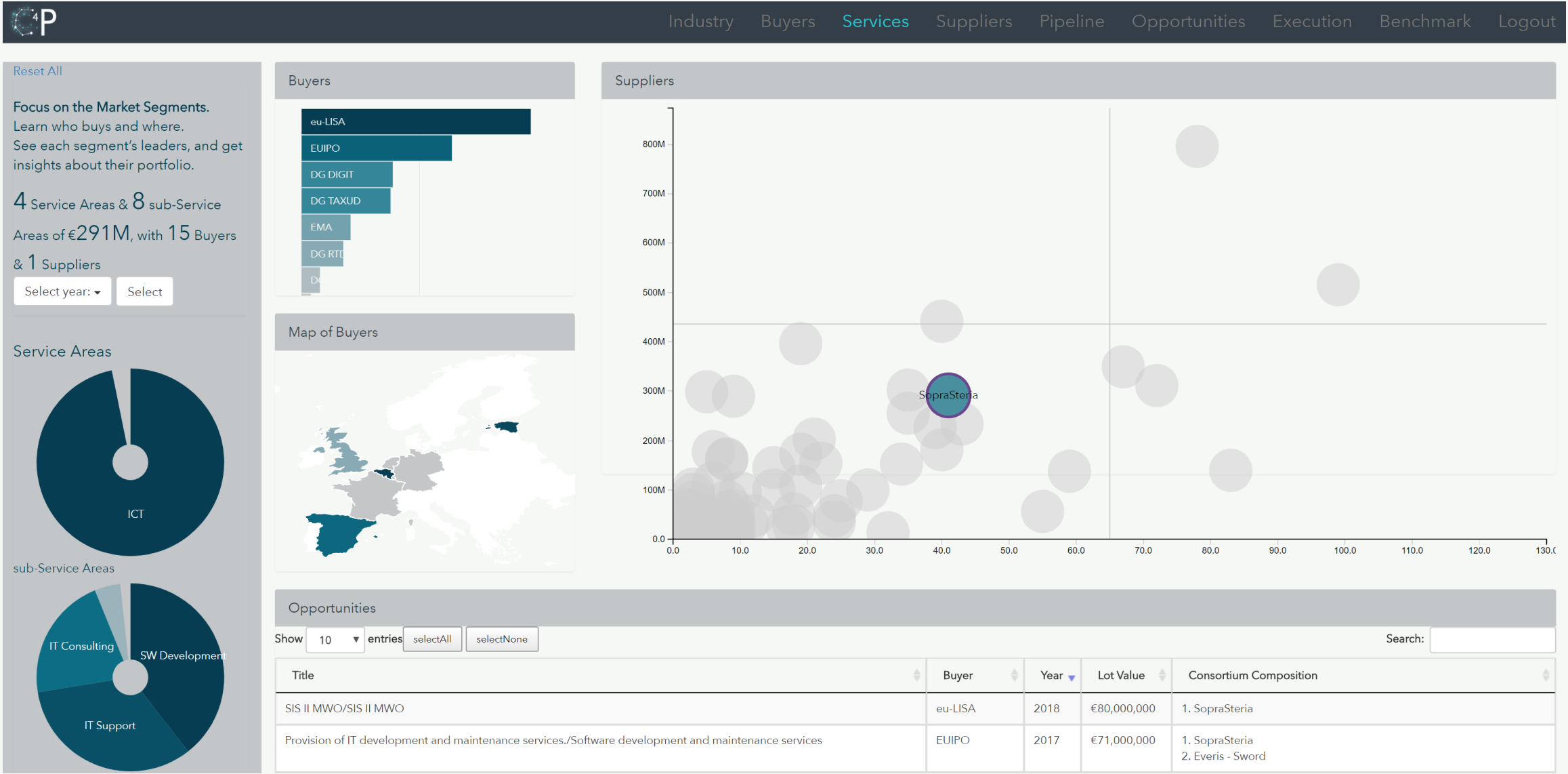
Market Leader in **Fixed-Price**
contracts

Delivering EU services in **8 EU**
countries

Main clients: **eu-LISA, EUIPO,**
DG TAXUD and **EMA**

Sopra Steria

EU market footprint



Sopra Steria

A long track-record in the EU



Client	Contract	Year
eu-LISA	Schengen Information System (SIS II) MWO	2018
DG TAXUD	Provision of operations, integration and control of IT service management for IT systems of the Directorate-General for Taxation and Customs Union (ITSM3 integration)	2017
EUIPO	Provision of IT development and maintenance services./Software development and maintenance services	2017
DG DIGIT	Managed services provision II (MSP II)	2016
ECB	Provision of consultancy and agency services on market infrastructure and payments./Business, policy, and technical specific profiles junior and senior experts	2016
Council of the EU	UCA 065/13 Provision of ICT services for the General Secretariat of the Council of the European Union	2016
EMA	External service providers for development, implementation and maintenance of software and information systems (ESP-DIMSIS)	2016
Europol	Automated fingerprint identification system (AFIS)	2015
DG RTD	ISS-Horizon 2020 - External services provision for development, studies and support of information systems./IS studies and IS support	2014
DG DIGIT	External service provision for development, studies and support for information systems (ESP-DESI III)./Time and means IS developments	2014
DG TAXUD	Provision of services to cover the specification, development, maintenance and third level support of CCN/CSI and CCN2 (CCN2-DEV).	2014



"The intelligence from **C4P** confirms our long-standing commitment to the EU Institutions.

We have been serving the EU Institutions for over 20 years. Through our teams across Europe, we are developing some of the key **mission-critical systems** of the EU, such as EURODAC, the **Schengen Information System (SIS)** and CCN.

We also provide technical consultancy throughout several other European Institutions and we deliver a large number of **digital transformation** projects.

We take pride in that the SIS system, that we initially developed, has been operating well since its go-live and we are excited to be those entrusted of **taking SIS II forward** in its mission and evolution.

We bring the corroborated commitment we have been showing to **eu-LISA** since its foundation and the assurance of a knowledgeable partner, **ready for this challenge**.

Our **vision** is to enable Public Authorities and European Citizens to benefit from highly reliable and secure systems and make the most of innovative technology."

Michel LORGERE, Deputy CEO, Sopra Steria Benelux

Analysis of the month: eu-LISA

€383Mio worth contracts
procured in the past years

5th EU in ICT spending

Preference in procuring **mega contracts**, awarded to **small Consortia**

Accenture and **Sopra Steria**
are the main service providers

eu-LISA

Snapshot of procurement at eu-LISA



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