

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

C4P predicts **strongest
contenders** for open
opportunities

Main Sectors: ICT, Policy, Comms

Open opportunities - Overview

As reported in the C4P Platform



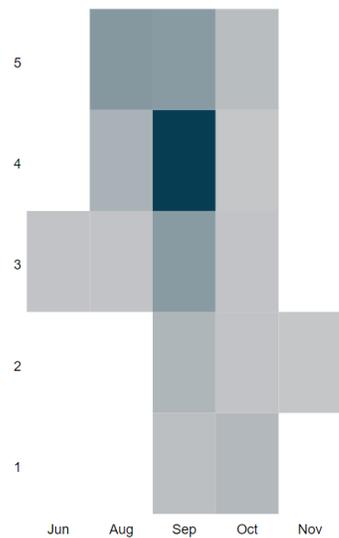
Reset All

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	EU IPO	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

Service Areas

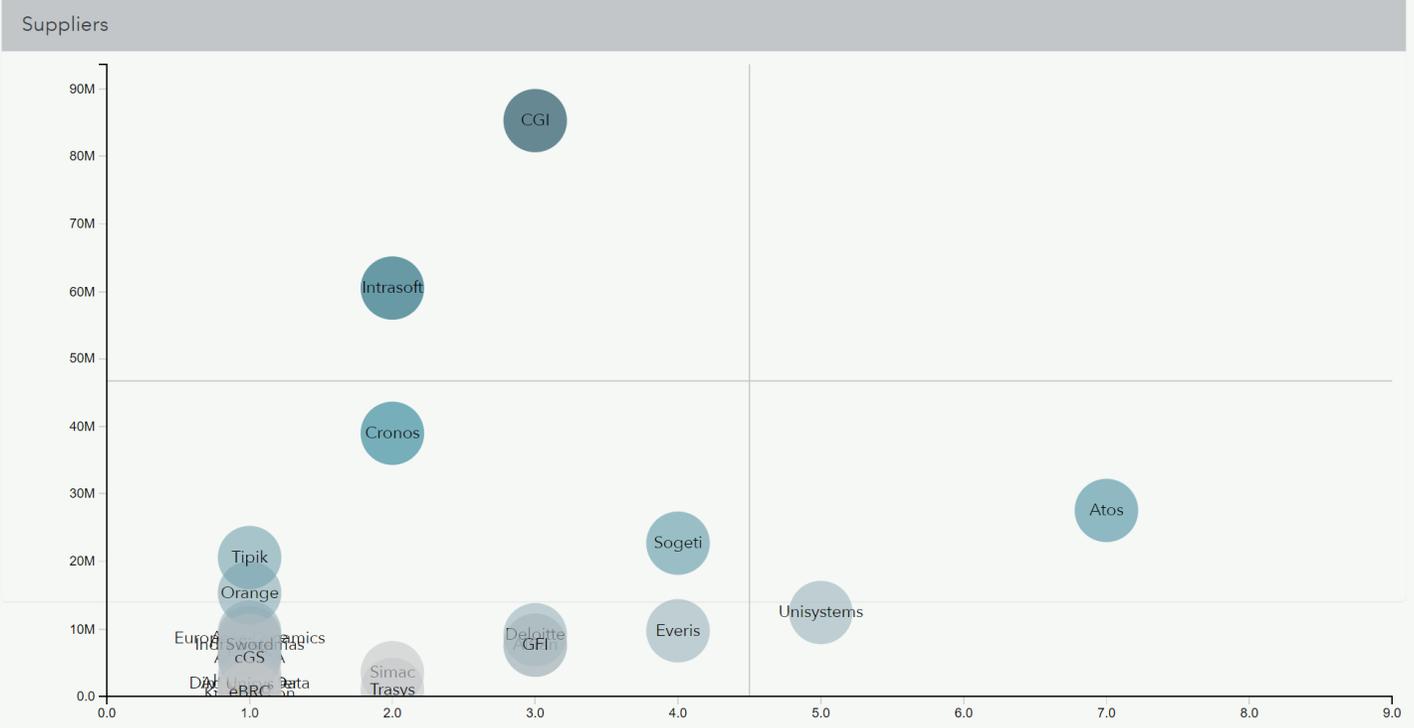
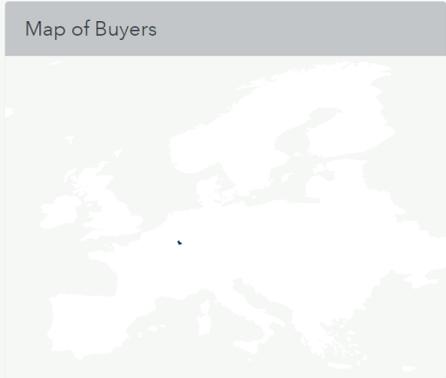


sub-Service Areas



Buyers

EP		
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Opportunities

Show 100 entries

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 2. Accenture - CRI - Cronos - Indra Sistemas - Sword 3. European Dynamics - Almaviva - cGS

Looking back

€3.2Bio awarded so far this
year

DG DIGIT, ECB and **DG
EMPL** have procured the most

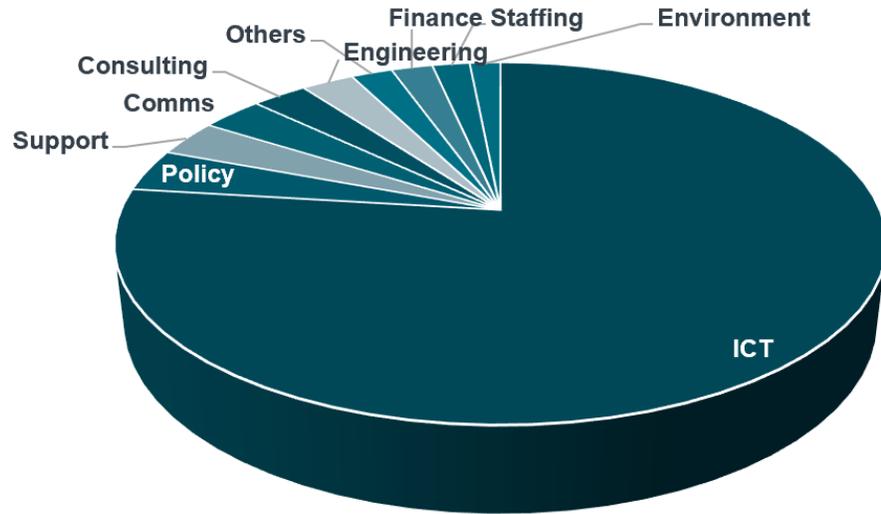
Largest market segment procured is
ICT services

Company of the month:
Modis

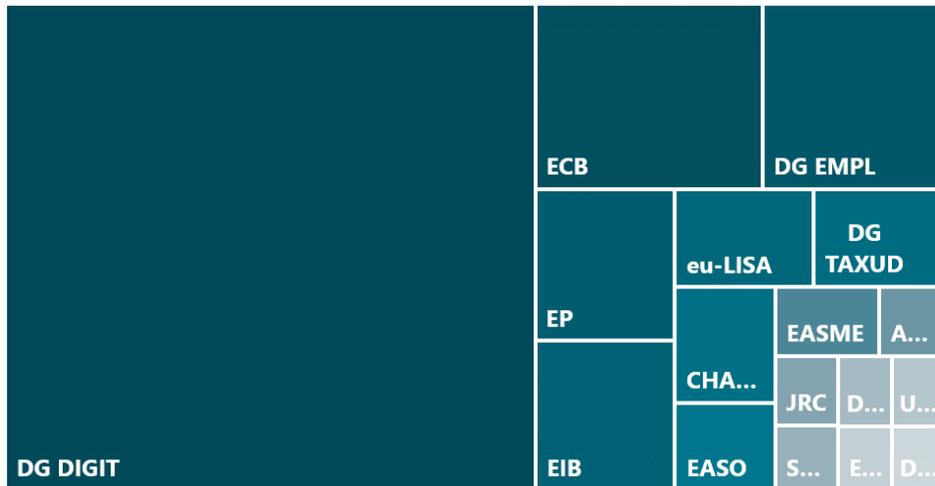
Y2D Results - August 2018



Sectors



EU Institutions



Companies

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. Linklaters ↗
3. Clifford Chance ↗

Tax

1. PwC
2. Law Square
3. Deloitte

Comms

1. ICF Mostra
2. Pomilio Blumm
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

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



Reset All

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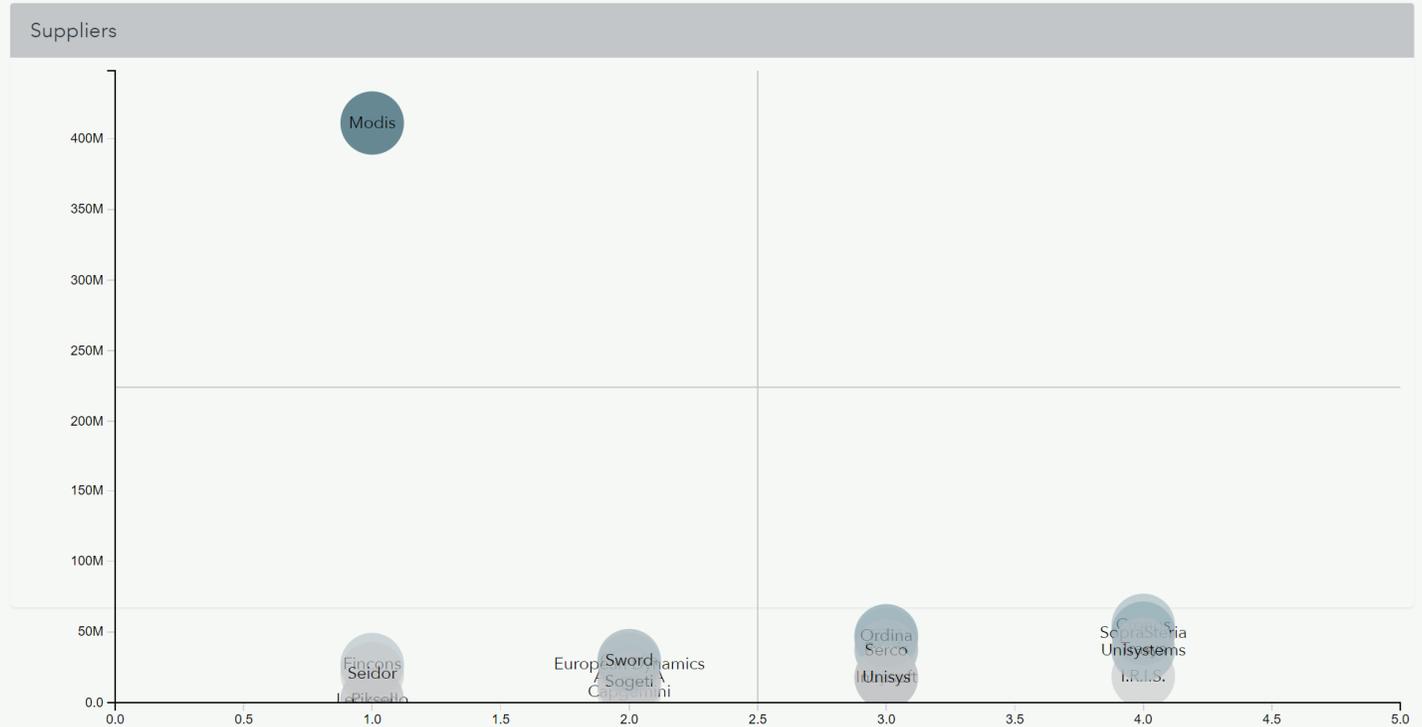
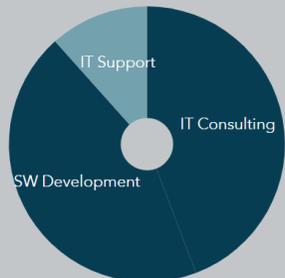
1 Service Areas & 3 sub-Service Areas of €1.13G, with 1 Buyers & 27 Suppliers

Select year: Select

Service Areas



sub-Service Areas



Opportunities

Show entries

Search:

Title	Buyer	Year	Lot Value	Consortium Composition
External service provision in Time and Means for development, consultancy and support in the field of Information Systems (DIGIT-TM)/Consultancy services related to IS conception, development and implementation - Belgium based	DG DIGIT	2018	€657,596,270	<ol style="list-style-type: none"> 1. Modis 2. Arhs - Cegeka - Everis - Serco - Sword 3. Cronos - CRI - CTG - EII - Ordina - SopraSteria 4. European Dynamics - AlmavivA 5. Trasy - Atos - Capgemini - Fujitsu - I.R.I.S. - Intrasoft - Unisys -

Modis

Message from the Managing Director



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



Reset All

Focus on the execution of the contracts.

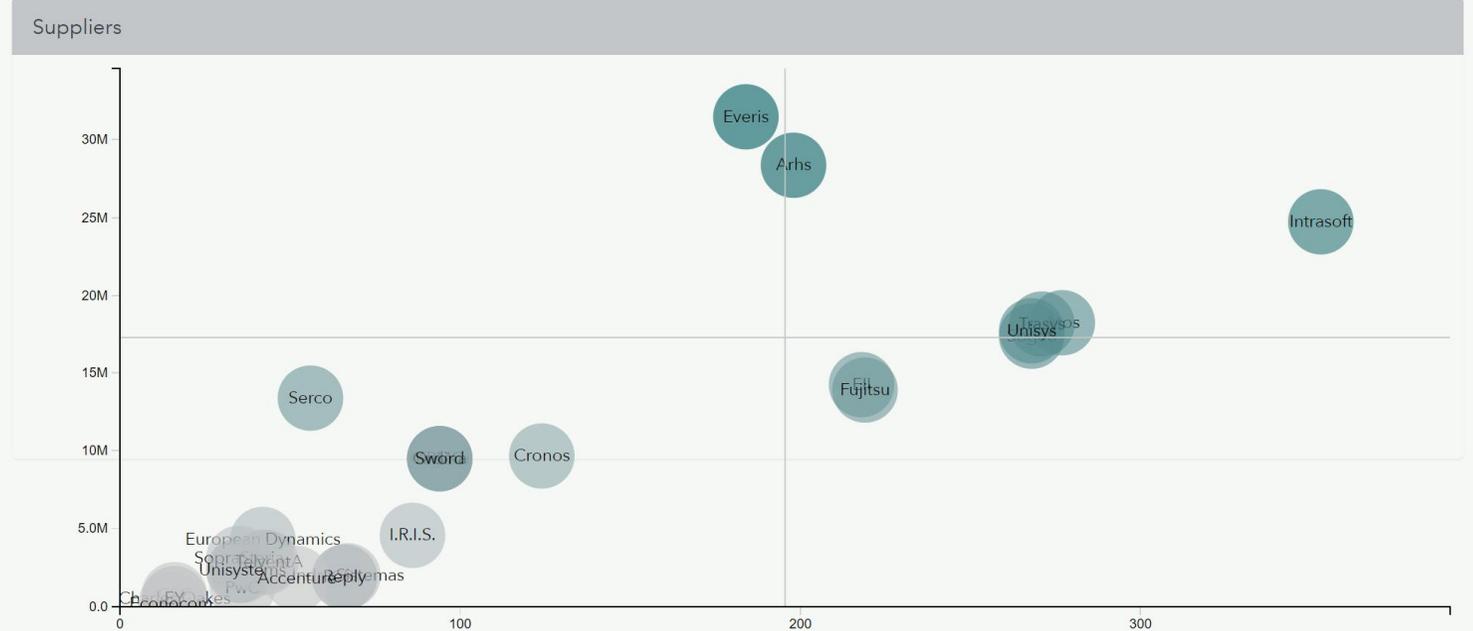
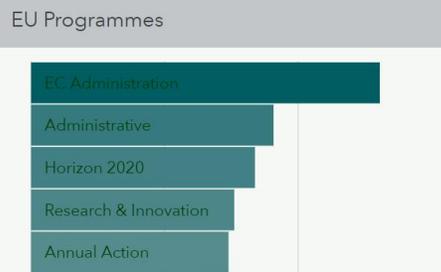
See what the EU Institutions actually buy in specific contracts and which Suppliers deliver what they were awarded.

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

Service Areas



sub-Service Areas



Select a Contract

Select a Consortium

Specific Contracts

Show

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-DESIS III)/Time and means IS conception,

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