

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

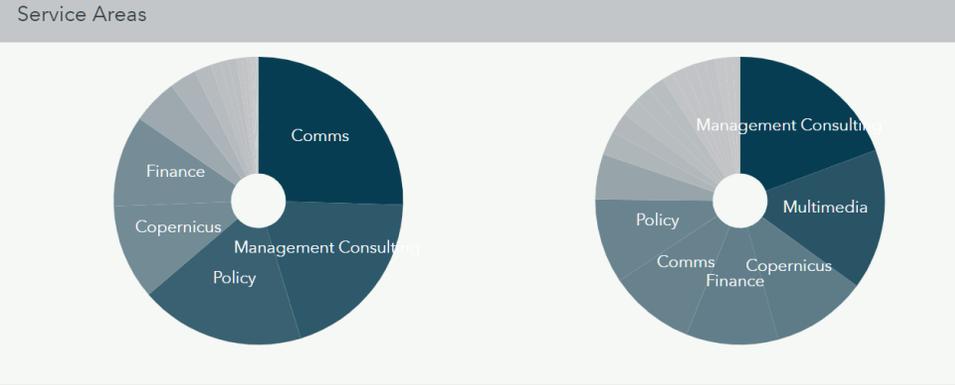
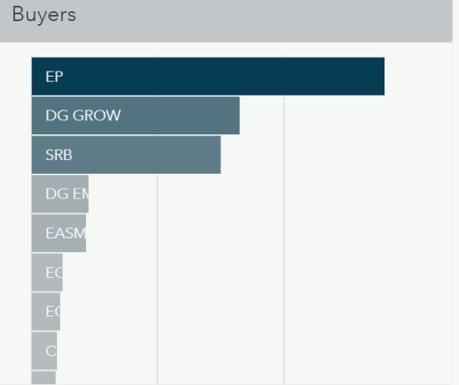
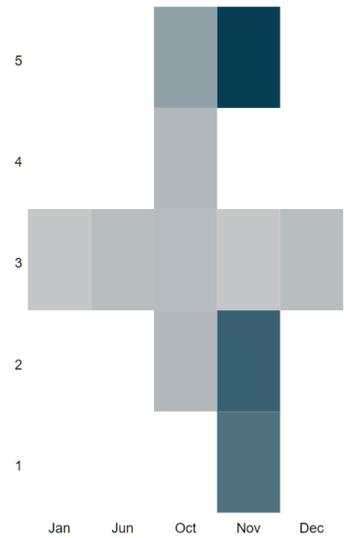


Reset All
Select a Date: 2018-10-09

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)



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



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.

14 Service Areas & 29 sub-Service Areas of €109M, with 1 Buyers & 89 Suppliers

All selected (8)

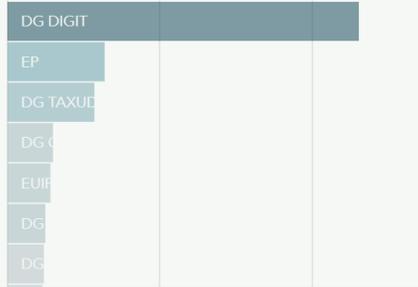
Service Areas



sub-Service Areas



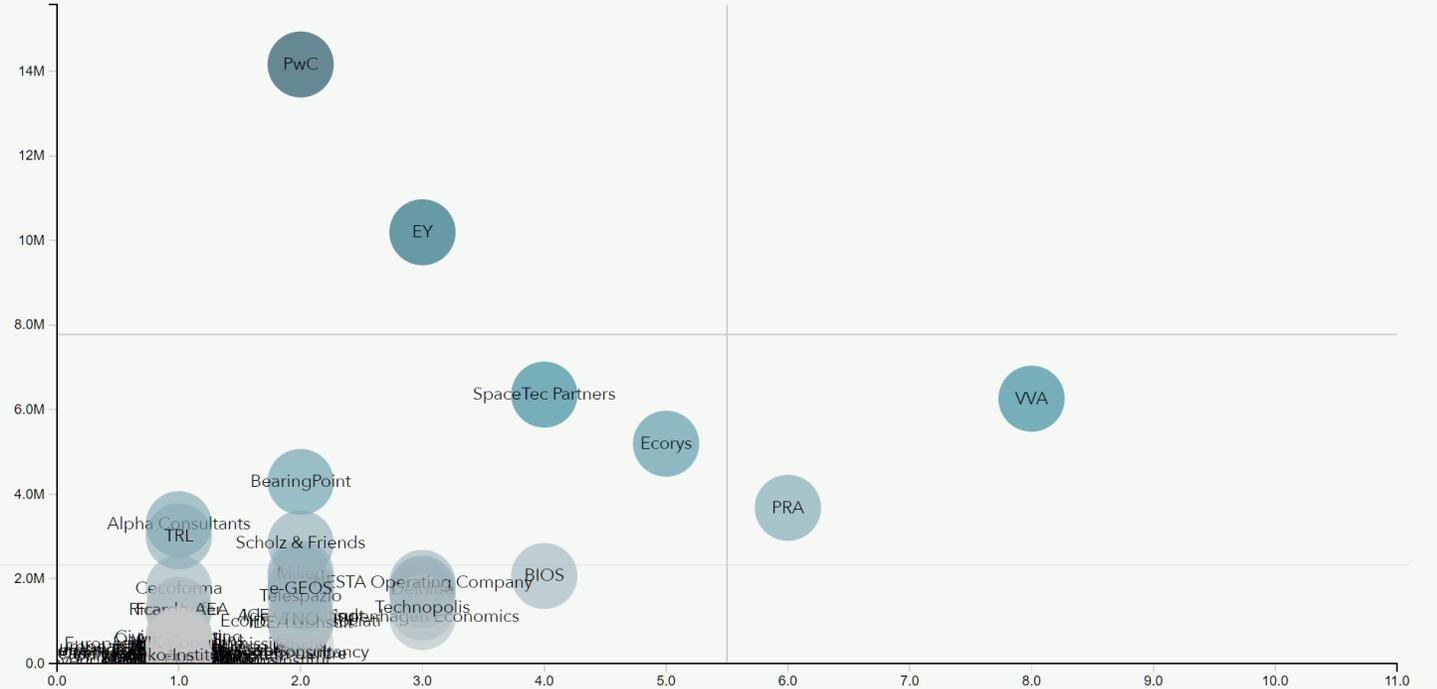
Buyers



Map of Buyers



Suppliers



Opportunities

Show 100 entries

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

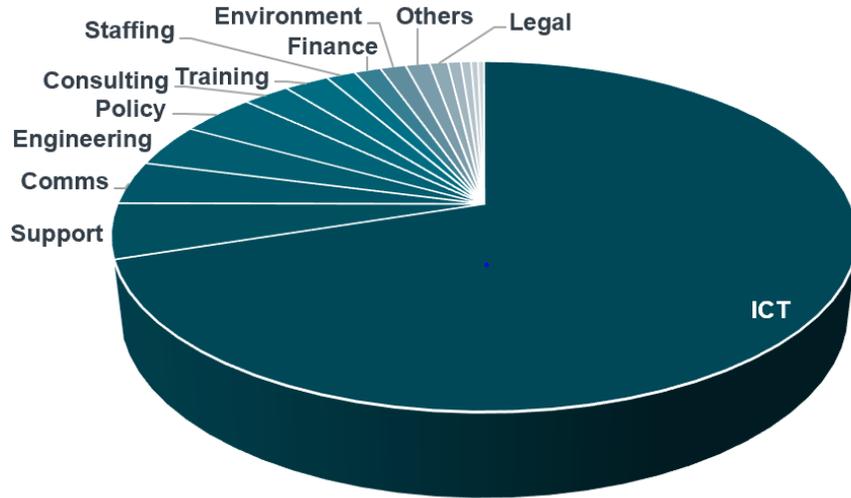
Largest market segment procured is
ICT services

Company of the month:
Everis

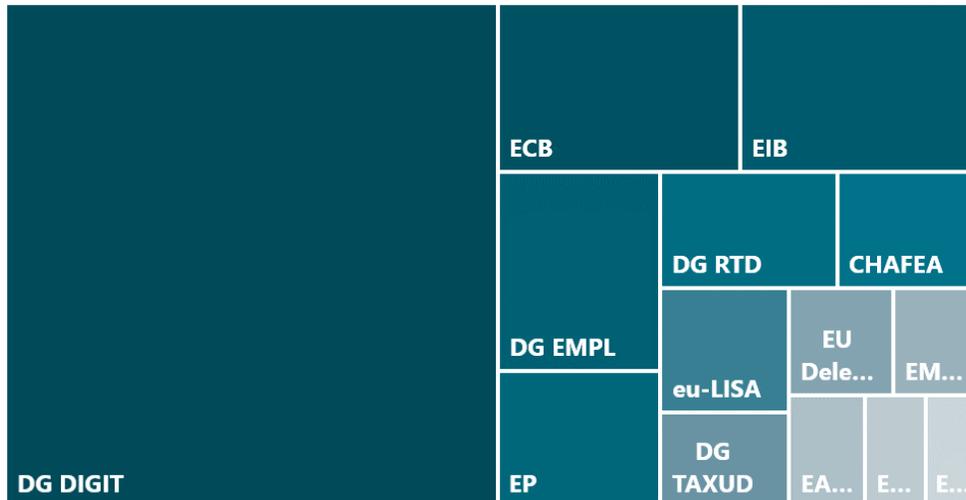
Y2D Results - October 2018



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



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 entries

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?

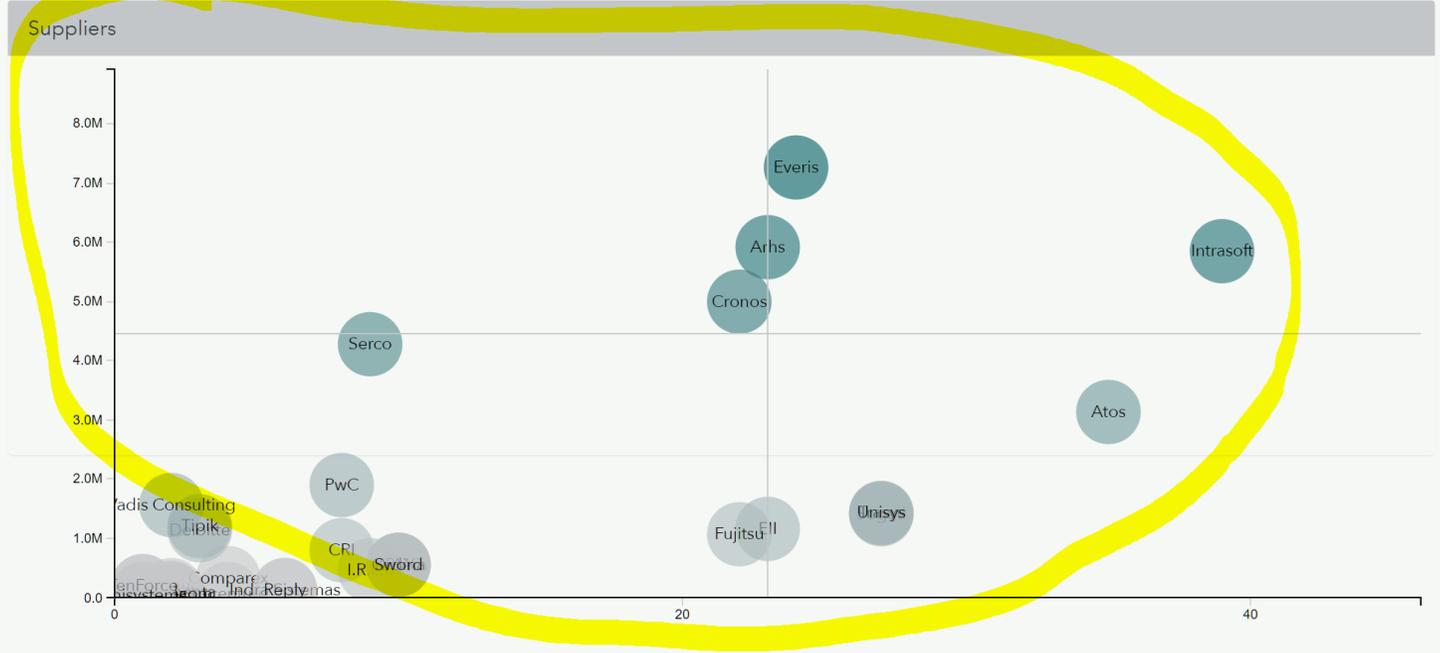
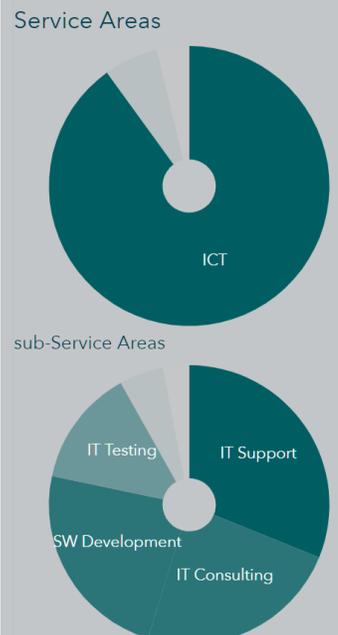
Not really. Looking at the **C4P Platform** actuals page, prediction is made possible.

What FTS told us about DG EMPL ICT real spending

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.

4 Service Areas & 9 sub-Service Areas of €48.8M, with 1 Buyers & 40 Suppliers



Select a Contract

Select a Consortium

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 390 entries (filtered from 9,270 total entries)

And who won CASIS

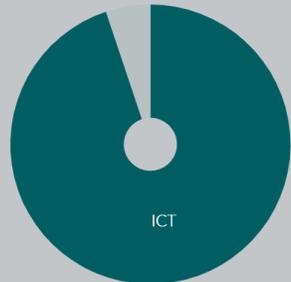


Reset All

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



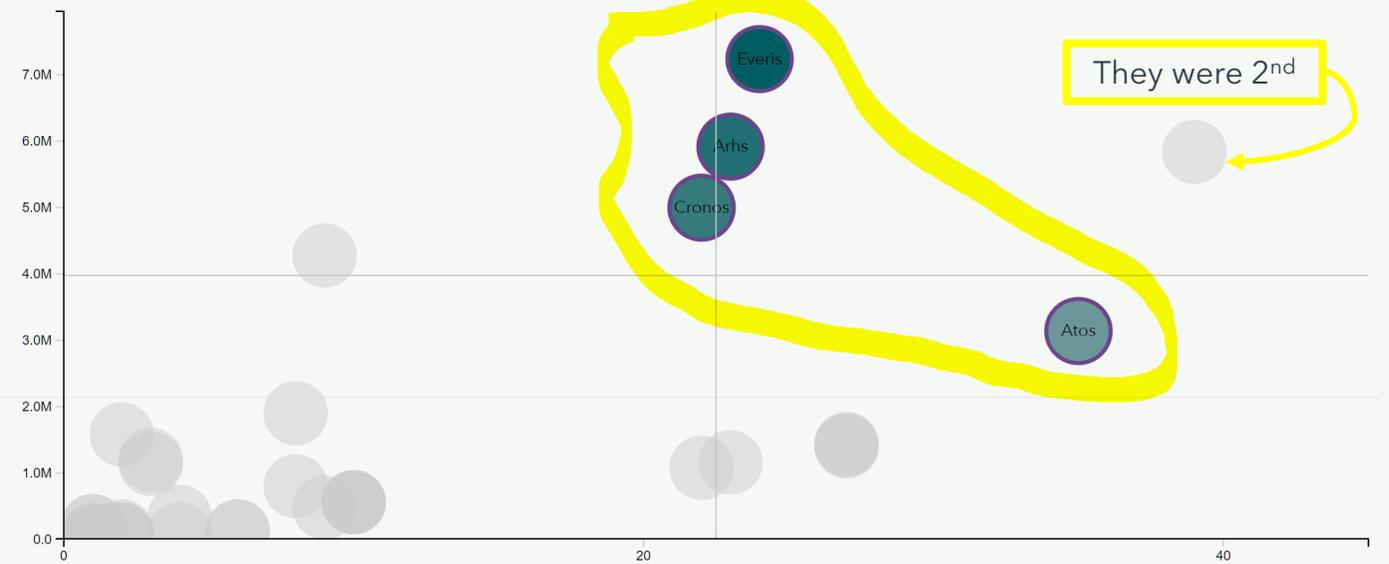
Buyers



Year



Suppliers



EU Programmes



Select a Contract

Select a Consortium

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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