

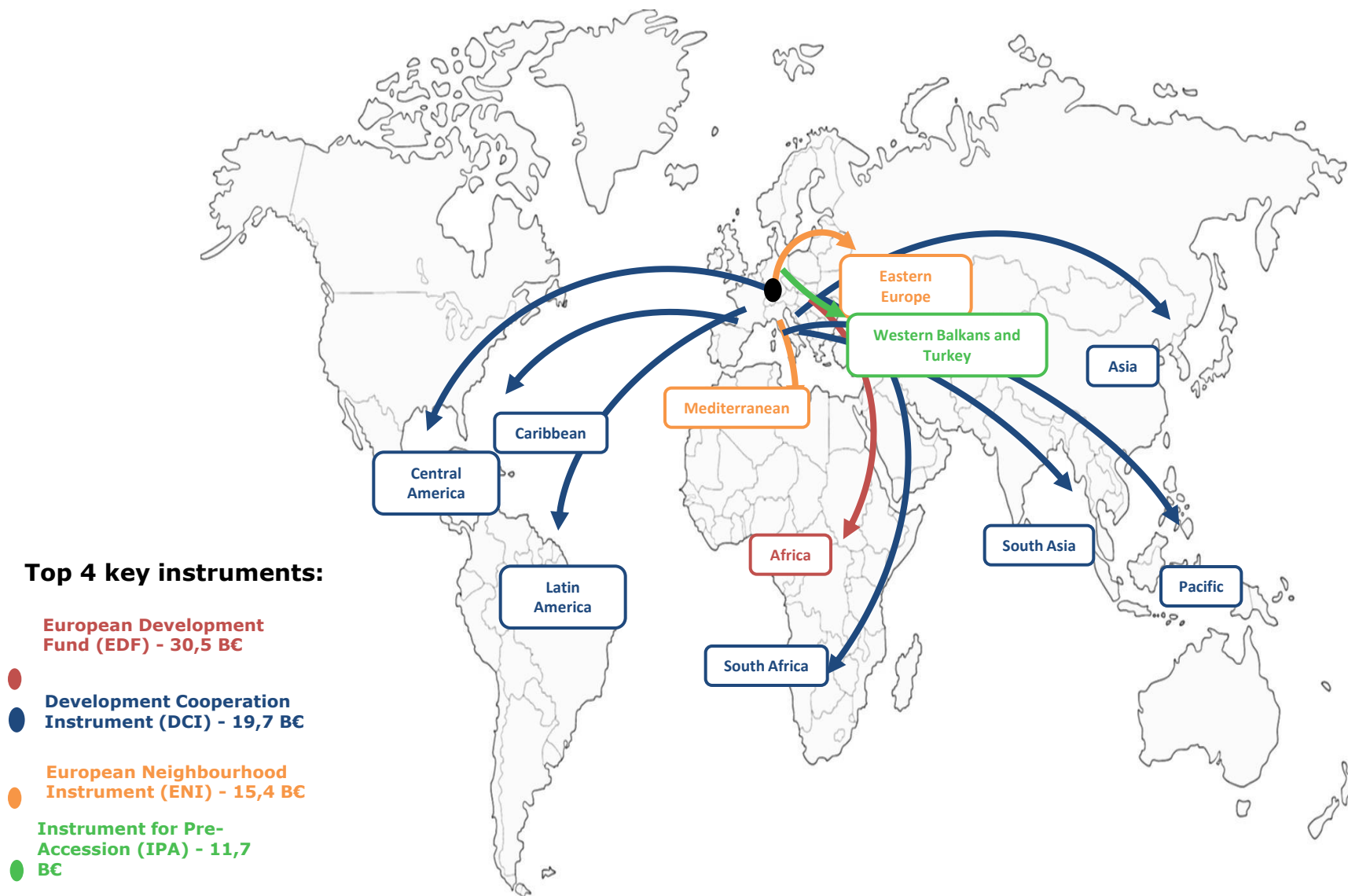
# Guidelines on participation in EU External Aid Assistance Programmes

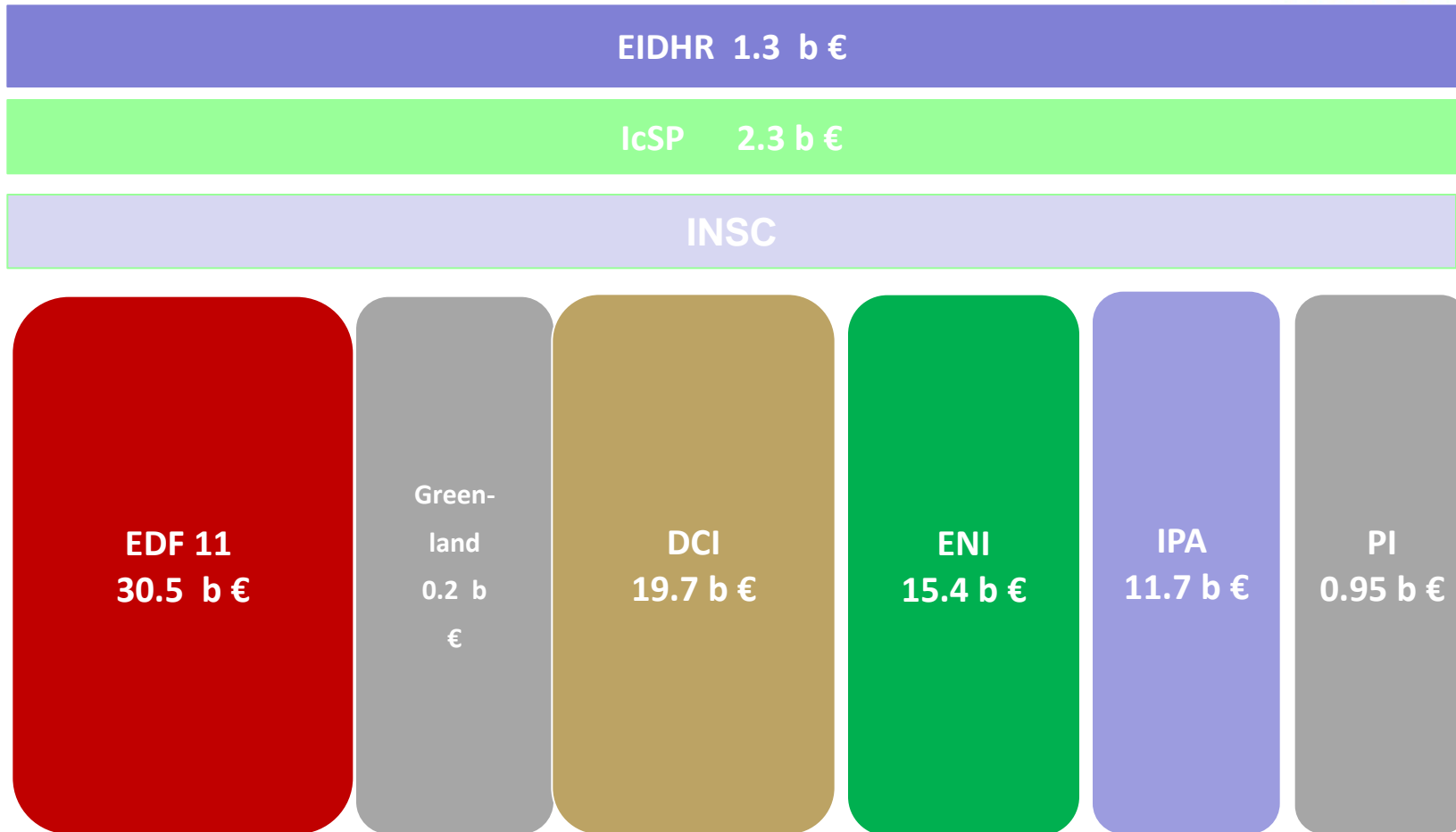


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- EU is the **largest donor** in the world with an overall budget for External Aid is **83 Billion EUR** for the period **2014-2020**.
- **Development policy** instruments and funding translate into concrete projects and opportunities for business.
- **Political leverage:** Policy dialogue to improve framework conditions for doing business.
- **Financial leverage:** Increased use of financial instruments, such as blending: making transformative and enabling investments possible.
- **Global presence:** EU Delegations key actors on the ground: projects, policy dialogue, dialogue with business.





## LEGEND

EDF: European Development Fund  
DCI: Development Cooperation Instrument  
ENI: European Neighborhood Instrument

IPA: Instrument for Pre-Accession  
PI: Partnership Instrument  
EIDHR: European Instrument for Democracy and Human Rights

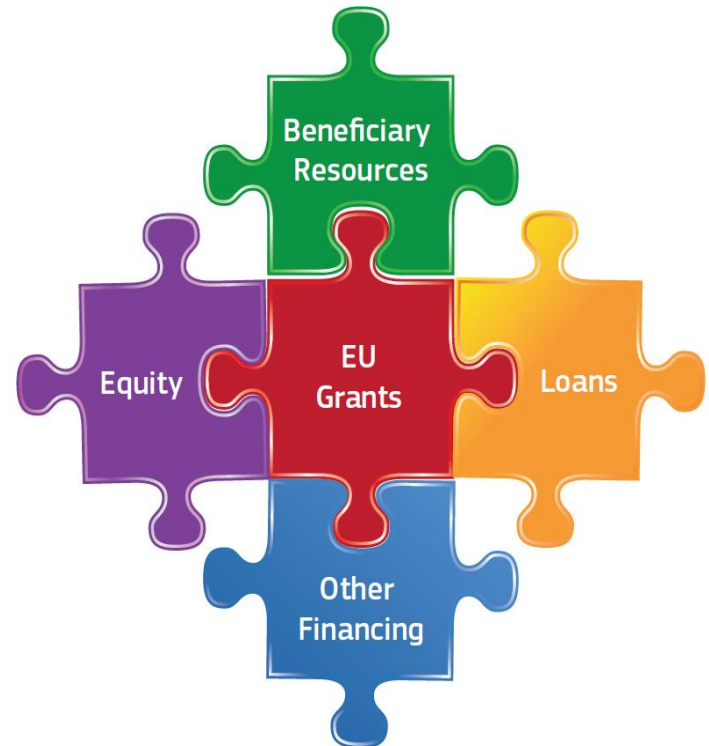
IcSP: Instrument contributing to Stability and Peace  
INSC: Instrument for Nuclear Safety Cooperation

**Blending is the combination of EU grants with loans or equity from public and private financiers**

Instrument for achieving EU external policy objectives. Complementary to other aid modalities. Following relevant regional, national and overarching policy priorities.

EU grant can take different forms:

- ☐ **Investment grant & interest rate subsidy**
- ☐ **Technical assistance**
- ☐ **Risk capital**
- ☐ **Guarantees**
- ☐ **Project Cycle and timing**



## GEOGRAPHICAL COVERAGE OF EU BLENDING FACILITIES



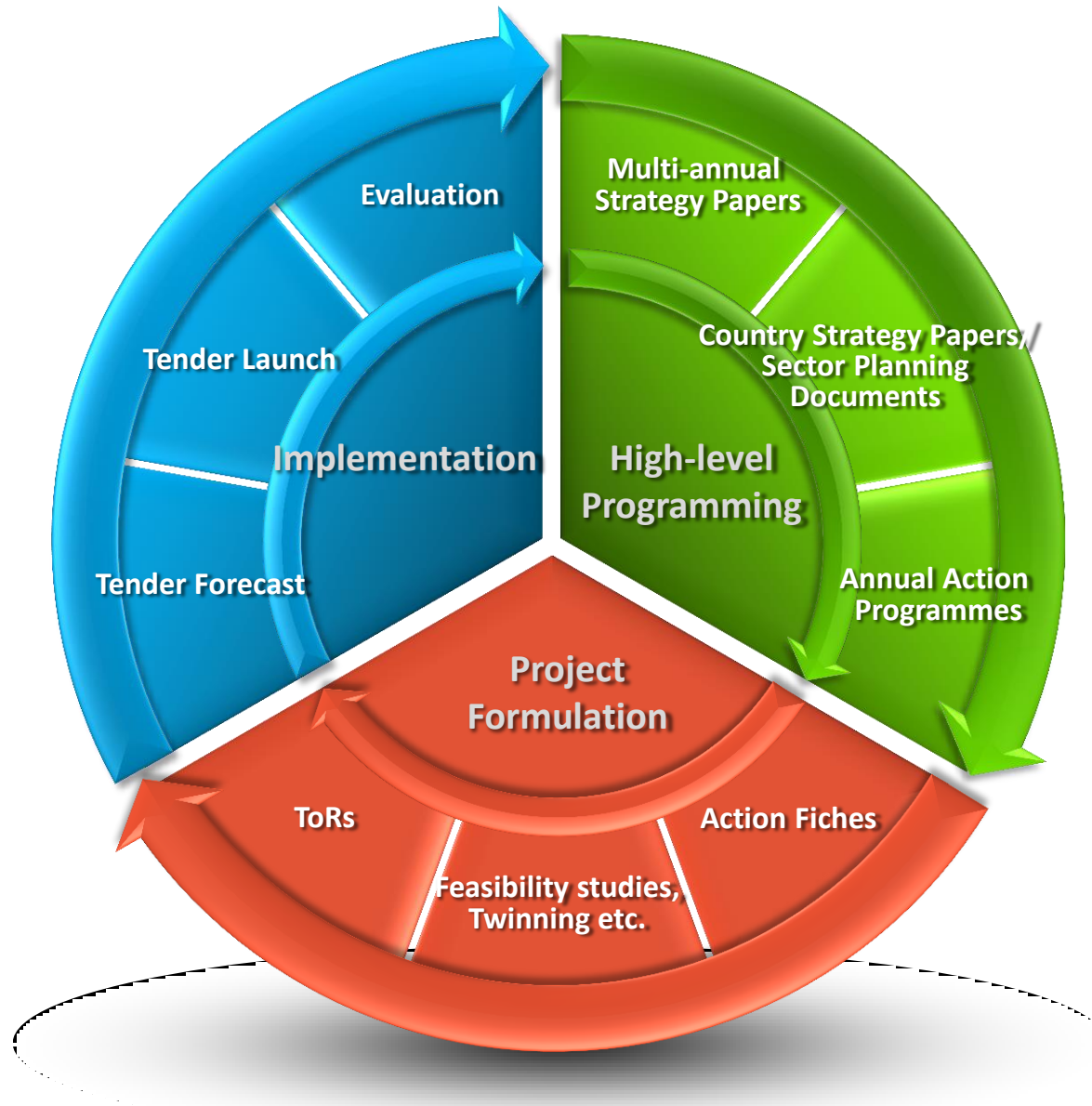
- Introduced by President Juncker in the 2016 State of the Union address
- Objective: to boost investment and sustainable growth globally
- **The EIPP gives greater role to private sector** investors in emerging markets by helping companies develop a higher number of bankable projects and make them known to the international investor community.
- The EEIP aims to:
  - encourage investments in Africa and the EU Neighbourhood with a view to contribute to the implementation of the 2030 Agenda on Sustainable Development Goals (SDGs) and the Addis Agenda on Financing for Development and
  - contribute to address the root causes of migration by reinforcing country partnerships.

## FUNDING

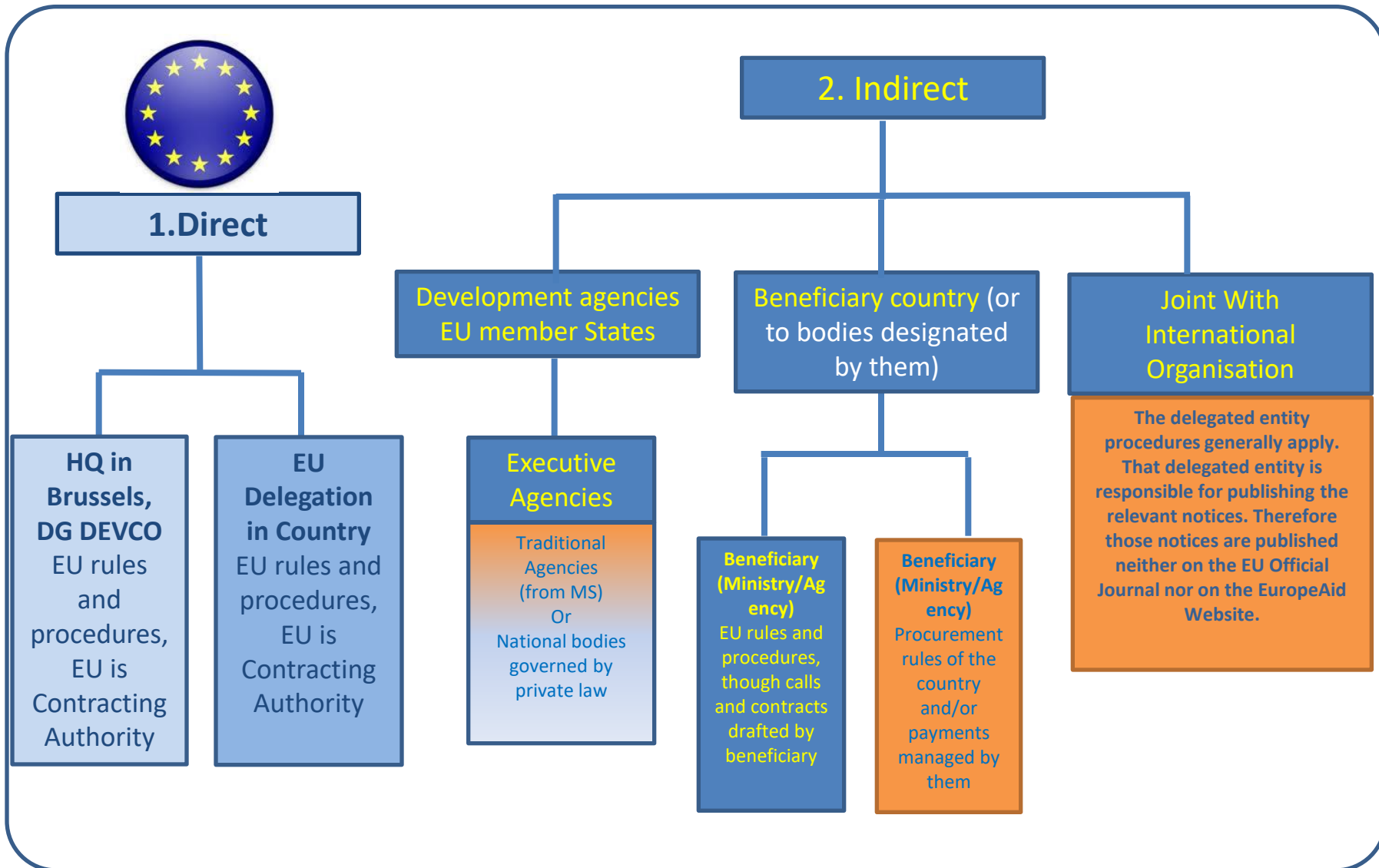


With an input of **EUR 3.35 billion** from the European Development Fund, the EEIP will support innovative guarantees and similar instruments in support of private investment, enabling it to mobilise up to **EUR 44 billion** of investments. If Member States and other partners match the EU's contribution, the total amount could reach **EUR 88 billion**.









## What is the PRAG?

- ***Practical Guide to contract procedures for European Union external actions***

- It explains the contracting procedures applying to all EU external actions financed by the EU budget and the European Development Fund (EDF).

## Where do I find the PRAG?

- **Public document**, available at: <http://ec.europa.eu/europeaid/prag>

## Financial Regulation (consolidated version)

<http://eur-lex.europa.eu/legal-content/EN/TXT/?qid=1426581393503&uri=CELEX:02012R0966-20140618>

Where to find:

- the pre-information notices
- the procurement notices
- tender dossiers
- award notices

Project opportunities can be found at: <https://webgate.ec.europa.eu/europeaid/online-services/index.cfm?do=publi.welcome&userlanguage=en>

European Commission > EuropeAid > Work with us > Funding > Calls for proposals & Procurement notices

## Calls for proposals & Procurement notices

<b>Latest Publications</b>	<b>Search by reference</b>	<b>Advanced Search</b>
<b>Programme</b>	<input type="text"/>	
<b>Type</b>	<input type="checkbox"/> Grants <input type="checkbox"/> Supplies <input type="checkbox"/> Services <input type="checkbox"/> Works	<b>Geographical Zone</b> <input type="text" value="Select region or country"/>
<b>Status</b>	<input type="checkbox"/> Closed <input type="checkbox"/> Open <input type="checkbox"/> Forecast	<b>Published After</b> <input type="text"/> <b>Published before</b>

The Latest Publications tab can be used to search the Forecast and Open calls published during the last ten days.

The Reference Search tab can be used to search a call based on the reference of the call (i.e. 128150 for the call EuropeAid/128150/D/ACT/TR).

The Advanced Search tab can be used to search calls based on the region, the country, the program,...

[Subscribe to the RSS feed](#) and be automatically notified of new publications and updates.

Increased use of electronic means:

- publication of notices
- tender dossier
- outcome of the procedure

## **Main steps of procurement procedures**

1. Publication
2. Shortlist\*
3. Tender launch\*
4. Tenders received
5. Evaluation
6. Contract Award
7. Contract Signature

\*International Restricted Tender for services or works

## **1. Exclusion criteria**

Purpose: to determine if the operator is allowed to participate. Operators will be excluded if:

- ☐ Bankruptcy, affairs administered by court, arrangement with creditors, suspension of business activities
- ☐ Convicted of an offence concerning their professional conduct
- ☐ Guilty of grave professional misconduct
- ☐ Not in compliance with social security contributions or payment of taxes
- ☐ Fraud, corruption, money laundering, involvement in a criminal organisation
- ☐ Subject to an administrative penalty by the EU Financial regulation

## **2. Selection criteria**

Purpose: to determine if the operator has the necessary capacity to perform the contract. **3 types:**

### **Economic and financial capacity**

Example: the tenderer's average annual turnover in the last three years must exceed the annualized maximum budget of the contract

### **Professional capacity**

Examples: - number of permanent staff or in a concrete field in last 3 years

### **Technical capacity**

Example: "x" implemented projects in the last 3 years (5 for works) of at least a certain amount and in related fields

### **3. Award criteria**

Purpose: to determine which proposal provides offers the best price-quality ratio

Hence it both considers the technical and financial proposals.



### **Administrative reasons**

- ☐ Late arrival
- ☐ Tender guarantee missing or not in right format
- ☐ Incomplete documentation
- ☐ Not in accordance with templates
- ☐ Tenderer/applicant/member of consortium/sub-contractor not eligible
- ☐ Bid not signed
- ☐ Bid not in the currency/language required
- ☐ Selection criteria not fulfilled
- ☐ Financial offer not in a separate envelope or visible in the technical offer (service contracts)

## 1. Define your strategy

- Will you be a sole tenderer / (lead) member of a consortium / sub-contractor ?

## 2. Use the clarification period to:

- ask whatever is not clear in the tender dossier / guidelines for applicants

## 3. Pay attention to all the instructions in the Call for tenders / Call for proposals, and in particular to:

- Terms of reference (services)
- Technical specifications (supplies)
- Bill of quantities (works)
- Guidelines (grants)

## 4. Check carefully:

- Eligibility: nationality (members in a consortium, sub-contractors)
- Origin of goods (for supplies and works)
- Selection criteria on Contract notice
- Evaluation Grids (services), check lists (grants)
- Respect of formal submission requirements



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SCHUMAN ASSOCIATES is a Brussels-based, independent, consultancy with more than 25 years' experience in European funding and public affairs.



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