



Questions and answers in respect to tender procedure

15.ESI.OP.029

“Support to the implementation of the supply chain action plan”.

Published

- **Work package 1 – Work description clarifications:**

Question	Answer
<p>Point #1: Definition of a typology of European defence supply chain: What are the data available and that will be provided by EDA ? For example, do you have a complete list of the organizations to be considered in the European Defence Supply chain ? Shall the analysis be exhaustive to all defence industry sectors or shall it be limited to some pilot industries ?</p>	<p>As stated in paragraph 2.2 of the “Specifications attached to the Invitation to Tender”, the contractor could base its analysis partly on existing study results (i.e. Key Industrial Capabilities studies run in 3 sectors) to which the executive summaries are available on the EDA website. EDA will provide to the contractor all its related studies and documents for the study’s performance.</p>
<p>Point #2: Definition of the typical elements and structures of the Defence Supply Chain and difference from other industrial supply chain: The scope of this matter needs clarification:</p> <ol style="list-style-type: none"> 1. Do you need a comparison on the diversity of the supply chain from one industry to another ? Or what criteria do you consider for the purpose of SC comparison ? 2. Should this comparison aim to map the Defence suppliers working for other industries and to investigate with them the differences they see from one industry to another ? 3. Should this comparison aim to map the Defence suppliers and the other industries they 	<ol style="list-style-type: none"> 1.As stated in paragraph 2.3 of the “Specifications attached to the Invitation to Tender”, in WP1 description, the objective is to understand the structure and elements/bodies that constitute the European Defence Supply Chain. The comparison aims at understanding the specificities (if any) of the European Defence Supply Chain. 2.As stated in paragraph 2.3 of the “Specifications attached to the Invitation to Tender”, in WP1 description, the objective of the WP is to understand the elements/bodies and structure of the European Defence Supply Chain. The comparison aims at understanding the specificities (if any) of the European Defence Supply Chain. 3.As stated in paragraph 2.3 of the “Specifications

<p>work with ?</p>	<p>attached to the Invitation to Tender”, in WP1 description, the objective of the WP is to understand the elements/bodies and structure of the European Defence Supply Chain. The comparison aims at understanding the specificities (if any) of the European Defence Supply Chain.</p>
<p>Point #3: SWOT analysis on EDSC by comparing with other relevant supply chains:</p> <ol style="list-style-type: none"> 1.What are the data available at EDA for other countries Supply Chain organization ? 2.What should be the scope of this comparison? <ul style="list-style-type: none"> • Shall the benchmark focus on quantitative comparison: numbers of tiers for each Defence sectors, level of integration of the Supply Chain ? • Or shall it also include soft comparison on the animation of the Supply Chain ? R&T workshop to share information, Funding mechanism... ? 	<ol style="list-style-type: none"> 1.No data on SC structures of other countries are available at EDA. 2.As stated in paragraph 2.3 of the “Specifications attached to the Invitation to Tender”, in WP1 description, the comparison requested is a SWOT analysis based on quantitative analysis.
<p>Point #4: Interaction between the tiers of the Supply Chain emphasizing the links between components, interaction with related national authorities:</p> <ol style="list-style-type: none"> 1.Should this analysis focus on some key defence sectors or shall it be an exhaustive analysis of all sectors ? 2.Shall the study include national regulations and, if applicable, defence certification ? If so, shall the study extend to all EU countries or be limited to some representative countries ? 	<ol style="list-style-type: none"> 1.All defence sectors should be scrutinised and analysed. 2.As stated in paragraph 2.3 of the “Specifications attached to the Invitation to Tender”, in WP1 description, the national specificities should be identified in the analysis of the interaction between Defence Supply Chain components and national authorities.

- **Work package 2.2 B2B event:**

Question	Answer
<p>1.Are the 2 workshops expected to be organized on a regional basis or on an industry basis ? It is mentioned that the B2B events must by region whereas the analysis might conclude to a sectorial concept for such events.</p>	<p>1.As stated in paragraph 2.3 of the “Specifications attached to the Invitation to Tender”, in WP2.2 description, the contractor will need to develop the concept of matchmaking / clustering at regional and/or sectorial level. The choice of developing the concept for a regional or sectorial or regional and sectorial event will need to be assessed and justified.</p>
<p>2.Are there already existing initiatives within EDA that can be benchmarked as the time schedule requested leaves few time to define the concept (Invitation to the 1st workshop need to be send in August 2015) ?</p>	<p>2.So far, no such initiatives have been organized within EDA.</p>
<p>3.Can subscription fees for the workshops participants be considered ?</p>	<p>3.No it cannot be considered</p>
<p>4.Shall the workshop only focus on procurement and project opportunities presentation or, if the workshop are designed per industry, can it be merged with EDIS and with R&T topics ?</p>	<p>4.The paragraph 2.3 of the “Specifications attached to the Invitation to Tender”, in WP2 description specifies 2 different sub work packages for both activities : WP2.2 for the B2B event and WP2.3 for EDIS.</p>

- **Work package 3.1: Recommendations to improve supplier's cross-border market access:**

Question	Answer
<p>1. Shall the scope of the study include analysis of national regulations / certification constraints ? For all EU countries ?</p>	<p>1. National regulations / certification at technical level shall not be taken into consideration.</p>

- **Work package 3.2: Funding mechanisms study in pMS and other industries to support innovation and programs generation**

Question	Answer
<p>1. Shall this study consider all countries or can it be limited to the most significant countries ?</p>	<p>2. All pMS* where funding mechanisms to support innovation and programs generation shall be considered.</p> <p>*EDA participating Member States</p>