|  |  |
| --- | --- |
| Attachment to EDA201904041/CAP/DPE |  |

QUESTIONNAIRE FOR INDUSTRY ‘’MEDICAL TREATMENT FACILITY AND TELEMEDICINE”

EDA will assess and evaluate the questionnaire according to the criteria provided below while also striving to select a broad spectrum of representatives to ensure as fair, objective and balanced a discussion as possible. Selected industry representatives will be invited to present their products and solutions, and discuss and share their views on the medium and long-term developments.

**Eligibility Criteria**

**European** - Submitters must be industries established in the 28 EU Member States and in countries having an Administrative Arrangement (AA) with EDA that do not have limitations in terms of intellectual property rights, security of supply, security of information or export controls stemming from entities outside the EDA participating Member States.

**Credibility** - Lack of defence expertise will not be a criterion for exclusion but interested commercial actors must have a demonstrated track record of output and an effective market presence in the medical domain.

**Versatility** – Submitters should be well versed in the healthcare industry. However, participation is not limited to solely the healthcare industry, and systems integrators and submissions from small and medium-sized enterprises (SMEs) are encouraged to respond.

**Evaluation Criteria**

**Relevance –** The focus, products, and services of the company relevant to one of the objectives of the WS.

**Clarity and comprehensiveness** – i.e. How are different aspects articulated with each other? Ability to put answers in the broader perspective (technology, procedures, interoperability, integration of products) and aspects of multinational cooperation or experience in this area.

**Instructions**

Answers should be limited to 150 words for each question, if possible. The length will not be used as exclusionary criteria. They should not contain commercially sensitive information. Answers will be used as supporting material for the workshop to the Member States’ representatives including those from submitters that were not selected for participation. Submitters should also specify whether they have objections to presenting their views in a panel format. Please, provide an answer in regard to healthcare and medical support solutions in connection to the EU defence market.

|  |  |
| --- | --- |
| Company name: |  |
| Please indicate the country where your organisation has its headquarters or main representative office in Europe: |  |
| Please indicate the number of EU Member States in which your organisation conducts business/ is represented: |  |
| For how many years has your company engaged in related business activities: |  |
| What size of enterprise are you? | 🞏 Large enterprise (more than 250 employees)  🞏 Small or medium enterprise (up to 249 employees, turnover less than €50 million) |
| What is the main activity of your company? Please specify: |  |
| What kind of products or solutions does your company produce or provide? Please specify: |  |
| Has your organisation been directly involved in concrete projects with any EU Member States’ Ministry of Defence (EU MS MoD or governmental organization) regarding workshop topics - Field hospitals for present and future CSDP Operations and Telemedicine during the last five years? Please, give an example: |  |
| Does your company have any R&D activities or is it part of an R&D activity? Please specify: |  |
| Over the next 5 years, what kind of technological developments are you anticipating in regard to workshop topics - Field hospitals for present and future CSDP Operations and Telemedicine in the defence sector in the EU? The response can cover all or just an element of the area. |  |
| Over the next 5 years, how do you expect business opportunities to evolve regarding workshop topics - Field hospitals for present and future CSDP Operations and Telemedicine in the defence sector in the EU? The response can cover all or just an element of the area. |  |
| What are the obstacles to a cooperative medical European solution? What additional efforts could EDA or European industry make to strengthen its position vis-à-vis non-European competitors and reduce the potential gaps from an industrial and technological autonomy perspective? |  |
| Where should EU MS invest, either collectively or individually, in order to preserve or develop R&T and manufacturing capacities, as well as skills and competencies in the EU? |  |
| Looking 10 years ahead, what are the most relevant areas for a business model in the future? Is there likely to be a prevalence of pooled acquisition, traditional procurement by national authorities or outsourcing of services by private entities? Proposals could be segmented by mission types and assess whether some models are more likely for specific types of missions. |  |
| Therefore, the aim of the WS is to support collaborative MS’s development of a multinational deployable field hospital capability - **ROLE 2 Basic Highly Mobile** up to Technical specification (national/ multinational procurement). Are you willing to contribute to this development over a longer period (1-2 years)? Based on obtained experience from your previous multinational projects, what kind of obstacles can you envisage? |  |
| Please, feel free to add other observations or comments: |  |
| Name: |  |
| Phone number: |  |
| Email address: |  |
| POC to coordinate participation in the workshop:  Communication with selected industry will be done by email. |  |