

UPCOMING CALL FOR TENDERS

Services in support of the Hub for EU defence innovation



Info session on **27 May 2025**

HUB for EU DEFENCE INNOVATION (HEDI)

Consultation services:

1. Tech watch, landscaping, foresight (LOT 1)
2. Military Utility assessment (LOT 2)
3. Market consultation (LOT 3)
4. Defence Innovation management courses (LOT 4)



HEDI – Hub for EU Defence Innovation



A 3 YEARS OLD HUB (HEDI 1.0) - IN NUMBERS



EDID

3 events

Participants: from 150 to 900+

Exhibition area: from 17 to 90+ stands

Pitches: from 10 to 100

High level speakers: from 5 to 43



Common picture

EDIN regular meetings

Participants: 30-40 MS reps

Guidance for HEDI topics



**Paper award
&
Innovation
prize**

Paper award: 2 editions

Innovation prize: from 1 to 2 themes, connection with the Proof of concept



Proof of concept

3 framework contracts

1 year projects

Deep connection with

**CapTech Space,
Simulation, Information, AI
Action Plan**



Uptake of Innovation

Host MS - Italy

Expert working group: 90 representatives

Industry day: 120 participants

Procurement: 7 contracts awarded

More than **200 experts** involved

In preparation: Defence Frontier Insights and First Innovators Forge...deployment of HEDI 2.0 portfolio

HEDI 2.0 – EVOLUTION OF THE PORTFOLIO



Defence Frontier Insights

Identifying and analysing the latest advancements and new players in the defence sector.
Generate key insights and actionable intelligence.



HEDI Innovators Forge

Support **maturation** of groundbreaking innovations for the defence sector to transform promising concepts into impactful solutions



Uptake of Innovation - Experimentation Highways

Expand the **experimentation** toolbox to develop blueprints for the rapid adoption of emerging capabilities.



Common Picture

Platforms for exchanging best practices, create networks and exchange on defence innovation (e.g., EDIN network, engagement with MS and AC)

European Defence Innovation Days

Organization of a high-level event uniting European innovators, exhibition spaces and talks by leaders in Defence Innovation.



HEDI 2.0 – DEFENCE INNOVATIONS SERVICES CLUSTER



Defence Frontier Insights

DURATION: 48 months

BUDGET: max. Euro 2 800 000

Technology watch and landscaping

SC 1: Duration – 12 months
Budget – max. Euro 200 000

Military utility assessment

SC 1: Duration – 12 months
Budget – max. Euro 200 000

Market consultation

SC 1: Duration – 12 months
Budget – max. Euro 100 000



Defence Innovation Management Course

DURATION: 48 months

BUDGET: max. Euro 400 000



DEFENCE FRONTIER INSIGHTS (LOTS 1-3)

Market consultation

Military utility assessment

Landscaping

Deep dives

Weak signals

OBJECTIVES:

Research & Technology

to track emerging tech trends (e.g. weak signals, patents, dual-use areas) with EU/global perspective.

Capability Driven Prioritization

to identify how new technologies can be turned into defence capabilities.

Innovation Ecosystem Mapping

to assess the maturity of innovation ecosystems, map key players, and adoption barriers.



DEFENCE FRONTIER INSIGHTS LOTS 1-3

SPECIAL OBJECTIVES

Market consultation

Military utility assessment

Landscaping

Deep dives

Weak signals

1. Identify and monitor frontier technologies of military potential
2. Provide structured technology landscaping
3. Map technological maturity and trends
4. Ensure methodological rigor and repeatability
5. Facilitate informed decision-making for R&D investments
6. Investigate existing EU/NATO initiatives



DEFENCE FRONTIER INSIGHTS SC1

LOT 1 TECHNOLOGY WATCH AND LANDSCAPING

Market consultation

Military utility assessment

Landscaping

Deep dives

Weak signals

OBJECTIVE:

to provide a continuous and structured assessment of technological developments across both defence and non-defence sectors, identifying emerging trends, weak signals, and dual-use innovations that could impact EU security and defence.



DEFENCE FRONTIER INSIGHTS SC1

LOT 1 TECHNOLOGY WATCH AND LANDSCAPING

Market consultation

Military utility assessment

Landscaping

Deep dives

Weak signals

TASK: Introduce Defence Technology Monitoring Framework

Continuous Technology Scouting and Technology Watch

To implement a continuous, dynamic process for identifying, monitoring, and assessing emerging and disruptive technologies with relevance to defence. The objective is to deliver actionable intelligence to support EDA and HEDI in strategic foresight, capability planning, and innovation prioritisation.

Thematic Deep-Dive and Technology Landscaping

To provide in-depth, strategic analyses of selected technology domains of high relevance to defence. These studies will map the ecosystem, assess maturity and innovation trends, and align technological evolution with future defence capabilities and European strategic autonomy needs.

Weak Signals Analysis

To detect and assess weak signals—early-stage, low-visibility indicators of emerging or potentially disruptive technologies with defence relevance. The goal is to support proactive decision-making and long-term foresight within EDA and HEDI.



DEFENCE FRONTIER INSIGHTS SC1

LOT 1 TECHNOLOGY WATCH AND LANDSCAPING

Market consultation

Military utility assessment

Landscaping

Deep dives

Weak signals

WHO are we looking for?

KEY REQUIREMENTS:

- Ability to leverage AI-driven analytics utilizing various information sources, such as technology monitoring platforms, patent databases, scientific publications repositories, start-ups and R&T investments monitoring platforms, European projects databases.
- Experience in open-source dual-use technology trends intelligence, and their potential impact on defence.
- Experience in mapping technology readiness levels (TRLs) and assessing commercial versus defence-sector adoption rates.
- Capability to provide structured intelligence reports (OSINT and potentially including classified appendixes) at defined intervals (e.g., quarterly/biannual updates).



DEFENCE FRONTIER INSIGHTS SC1

LOT 2 – MILITARY UTILITY ASSESSMENT (MUA)

Market consultation

Military utility assessment

Landscaping

Deep dives

Weak signals

OBJECTIVE:

to design, operationalize, and implement a robust Military Utility Assessment framework that supports the structured evaluation of emerging technologies for potential defence applications.



DEFENCE FRONTIER INSIGHTS SC1

LOT 2 – MILITARY UTILITY ASSESSMENT

TASK: Introduce MUA Framework

Market consultation

Military utility assessment

Landscaping

Deep dives

Weak signals

Design of the Military Utility Assessment Framework

To develop a comprehensive, modular, and repeatable methodology for assessing the military utility of emerging technologies across defence, dual-use, and civilian domains. The framework must provide a structured approach to determining the relevance, potential impact, and integration feasibility of candidate technologies into defence ecosystems.

Pilot assessment of selected technologies

To test the applicability, usability, and effectiveness of the draft Military Utility Assessment Framework through the evaluation of at least two candidate technologies. The results will provide critical input for refining the methodology and confirming its operational relevance.

Validation, verification and refinement

To refine and finalise the MUA Framework by incorporating feedback and findings from stakeholder consultations and pilot assessments. The end goal is a validated, usable, and institutional-ready methodology for long-term adoption within HEDI and associated EDA structures.



DEFENCE FRONTIER INSIGHTS SC1

LOT 2 – MILITARY UTILITY ASSESSMENT (MUA)

Market consultation

Military utility assessment

Landscaping

Deep dives

Weak signals

WHO are we looking for?

KEY REQUIREMENTS:

- Expertise in military capability development.
- Familiarity with relevant frameworks, e.g. the NATO Concept Development and Experimentation (CD&E), Military Utility Readiness Framework (MURF) and DOTMLPFI analysis.
- Experience in conducting operational experimentation and war-gaming exercises.
- Ability to translate civilian technological advancements into defence capability roadmaps.
- Coordination with pMS and military stakeholders to align insights with national defence needs.



DEFENCE FRONTIER INSIGHTS SC1

LOT 3 MARKET CONSULTATION

Market consultation

Military utility assessment

Landscaping

Deep dives

Weak signals

OBJECTIVE:

to provide expert consultancy services to support structured needs assessment, targeted market research, and tailored market consultations – particularly in view of preparing innovation-oriented procurement processes such as Pre-Commercial Procurement (PCP). The aim is to help bridge the gap between innovative solution providers and defence end-users, enabling early-stage capability development.



DEFENCE FRONTIER INSIGHTS SC1

LOT 3 MARKET CONSULTATION

Market consultation

Military utility assessment

Landscaping

Deep dives

Weak signals

TASKS: Provide market consultation for procurement procedures

Needs assessment

To map relevant end-users and stakeholders across military and institutional domains. This phase identifies capability gaps, operational challenges, and future needs, which are then translated into structured use cases and functional requirements.

Market research and consultation

To analyse the market landscape, assessing key players from SMEs to major industry actors. It then engages stakeholders through workshops or online sessions to gather insights on feasibility, timelines, IPR, and risks.

Tender preparation and refinement consultancy

To support preparation and refinement of the tender process. This includes drafting recommendations for structure, evaluation criteria, licensing models, and development milestones.



DEFENCE FRONTIER INSIGHTS SC1

LOT 3 MARKET CONSULTATION

Market consultation

Military utility assessment

Landscaping

Deep dives

Weak signals

WHO are we looking for?

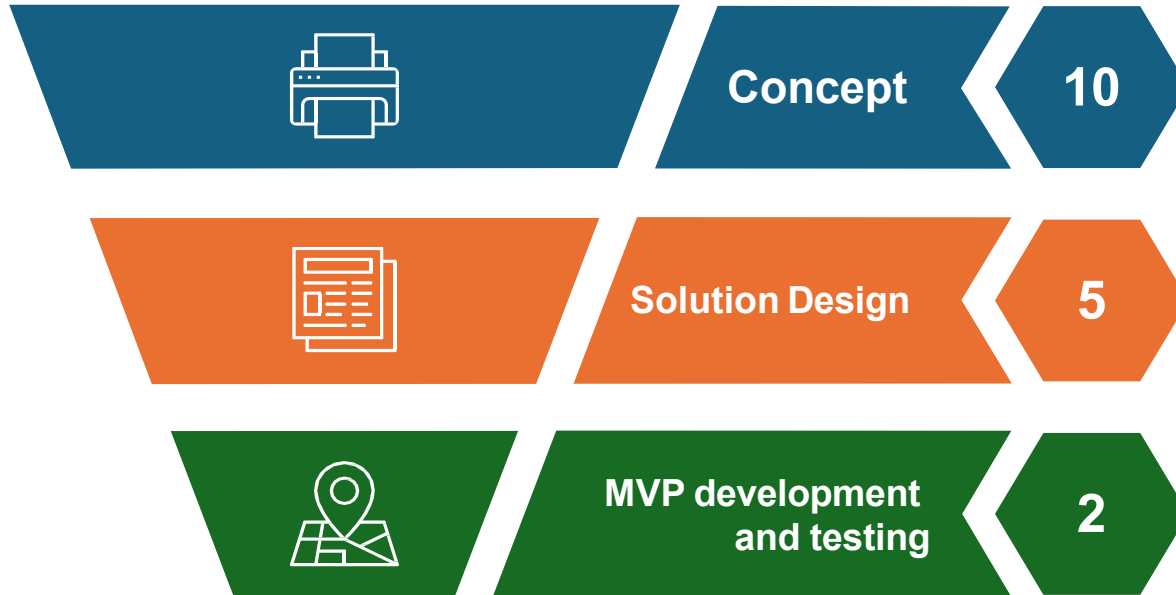
KEY REQUIREMENTS:

- Proven experience in defence market analysis and innovation-oriented procurement strategy, including PCP or similar instruments.
- Ability to conduct structured market research and supplier landscaping across the EU defence and dual-use technology sectors.
- Expertise in designing and conducting structured market consultations, especially in the context of early-stage or challenge-driven procurement.
- In-depth knowledge of EU innovation funding mechanisms, defence capability development processes, and the regulatory environment governing public procurement.

WHY? TO FEED HEDI INNOVATORS FORGE



The HEDI Innovators Forge will be operationalised through Pre-Commercial Procurement



The Focus for the first Innovators Forge is on “protection of critical maritime infrastructures”

Key Benefits:

- **Tailored Innovation:** Member States’ involvement at every PCP stage to shape precise requirements and align outcomes with national and EU-wide defence needs.
- **Risk Reduction:** Stepwise competitive approach significantly reduces technological risks and costs before committing to full-scale procurement.
- **Faster Deployment:** PCP streamlines final procurement. Validated solutions and refined, precise requirements simplify and accelerate subsequent competition.
- **Strategic Autonomy:** Enhances Europe's defence technology base by investing early in innovative solutions developed within the EU.



DEFENCE INNOVATION MANAGEMENT COURSE

Develop strategic foresight capabilities for long-term defence planning and innovation.
Foster a harmonized EU-level approach to defence innovation policies.
Build networks among senior defence leaders for future collaboration.

Advanced

Develop practical skills for managing and implementing innovation projects in defence settings.
Integrate innovation management with defence planning, budgeting, and capability development.
Emphasize decision-making under uncertainty, project evaluation, and stakeholder collaboration.

Intermediate

Establish a shared understanding of defence innovation, including definitions and principles.
Introduce the innovation lifecycle and key concepts of Emerging and Disruptive Technologies (EDTs).
Provide participants with practical tools and frameworks to support basic innovation processes.

Fundamental



EUROPEAN DEFENCE AGENCY

Procurement and contractual
aspects

Christophe Veys,
Coordination Office Innovation Procurement and EU
funded activities (PCU)

27 MAY 2025

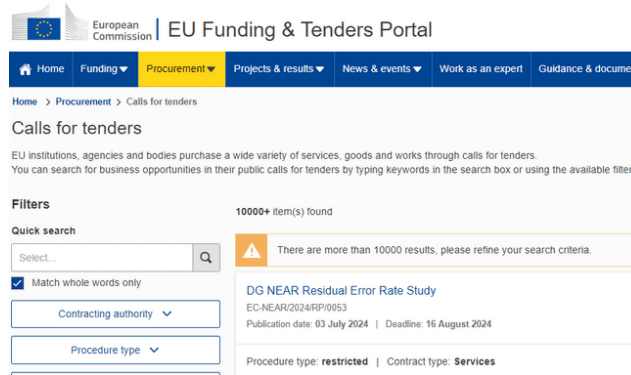


- ***Most commonly used procurement procedure (transparency – equal treatment – non-discrimination - proportionality)***
- ***Any economic operator who is interested may submit a tender (FR Art. 167(1a)) (! access to procedure)***
- ***Divided into 4 distinctive Lots***
 - Lot 1: Technology Watch and landscaping
 - Lot 2: Military Utility Assessment
 - Lot 3: Consultancy services for needs assessment, market research, and market consultations
 - Lot 4: Innovation training courses

- ***Most commonly used procurement procedure (transparency – equal treatment – non-discrimination - proportionality)***
- ***Any economic operator who is interested may submit a tender (FR Art. 167(1a)) (! access to procedure)***
- ***Divided into 4 distinctive Lots***
 - Lot 1: Technology Watch and landscaping
 - Lot 2: Military Utility Capability
 - Lot 3: Consultancy services for needs assessment, market research, and market consultations
 - Lot 4: Innovation training courses

Procedure started with the publication of the PIN (Prior Information Notice) (07/04/2025)
Publication Contract Notice (CN) through Funding and Tenders Portal (F&T): June 2025

[EU Funding & Tenders Portal \(europa.eu\)](https://europa.eu)



What is Published?

- Invitation Letter (Start with reading this document)
- Tender Documents have been organised into two parts:
 - **Part 1: Administrative Specifications and ANNEXES** (instructions preparation and submission of tenders, Eligibility/exclusion criteria, submission form, evaluation process, and other contractual and procedural aspects/financial proposal form)
 - 4.0. Checklist of Documents to be submitted in the E-Submission Application
 - 4.1. Submission Form
 - 4.2. Subcontractor – Letter of Intent
 - 4.3. Power of Attorney
 - 4.4. Exclusion and Selection Criteria Form – Declaration on honour
 - 4.5. Financial and Economic Capacity Overview Form
 - 4.6. Model Financial Proposal Form
 - 4.7. Draft contract
 - **Part 2: Technical Specifications** (technical requirements/ selection criteria and award criteria) (**1 Technical Spec for each Lot 1 SC1 – Lot 2 SC1- LOT3 SC1- LOT4 SC1))**

Clarification questions by Tenderers through the F&T portal in “questions and answers” tab by clicking “create a question”

- For technical questions, inquiries can be made from the launch of the procedure till six days before the submission deadline.
- For procedural or contractual questions, responses on questions received from Tenderers till six days before the submission deadline.
- Please be informed that **no questions** (technical and contractual questions) will be answered between 25th July and 4th of August



Tender Submission Deadline: **08/09/2025 at 17:00 CET**

Submission of a tender through



eSubmission

[quickguidepp_en.pdf \(europa.eu\)](#)

What to Submit? *(not exhaustive) ?*

- *Checklist Annex 4.0 of Part 1 (Admin Specs)*
- *Read carefully*
 - *Section 3.2 (in Part 1)*
 - *and Section 3.6.3 and 3.6.4 (in Part 2) (Selection and award criteria)*
 - *and Section 3.6.4 (in Part 1) (Financial proposal)*
- *Technical Proposal (limited amount of pages max. XX Pages)*
- *Financial Proposal*



Tender Submission Deadline: **08/09/2025 at 17:00 CET**

Step 1 - 3

Eligibility criteria:

Access to the procedure/market (EU MS + EEA/SAA)

Evidence? Submission Form (Annex 4.1) - LEF – FIF

Exclusion Criteria:

Exclusion from participation in the procedure due to fraud, corruption, ... non-conformity with obligation to pay taxes, or social contributions

Evidence? Declaration on honour (Annex 4.4)

Selection Criteria (tenderer's capacity)

For each lot different selection criteria:

- Legal/regulatory (trade register, ...)
- **Economic and financial capacity** (turn-over, ...)
- Technical and Professional capacity (expertise/knowledge, references, production operational facilities/technical equipment, ...)

Evaluation
Selection
criteria

➡ **Pass/Fail**

Tender Submission Deadline: **08/09/2025 at 17:00 CET**

Step 4

Award criteria

The purpose of award criteria is to determine which tender offers the best value, taking into account MEAT (Most Economically Advantageous Tender)

Evaluation of the tenders

Example of possible Award Criteria

Proposed methodology	X points
----------------------	----------

Schedule management	X points
---------------------	----------

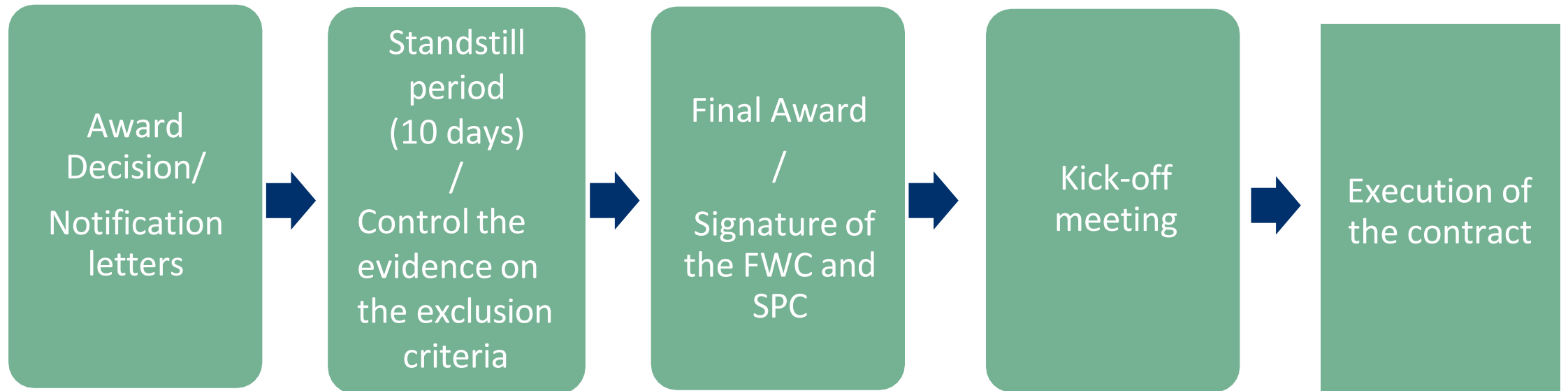
Resource management	X points
---------------------	----------

Quality management	X points
--------------------	----------

Risks management	X points
------------------	----------

Threshold to reach min. 70% of total points

Price	x points
-------	----------



- *For each Lot Framework Contract(s)(FWCs) will be awarded.*

Types of FWC:

- *Single FWC*
 - *Multiple Mixed FWC in cascade and with re-opening of competition*
- *The FWCs will be implemented through one or several Specific Contracts(SC)
(The First SC will be awarded simultaneous with the FWCs, in case of budget availability)*
 - *Duration of the FWC for the Lots is 48 months,*
 - *Duration of SCs is different for each SC*



DEL CLUSTER - SUMMARY

# LOTS	Type of FWC	Maximum Ceiling FWC (€)	Specific Contract (SC)	Estimated Year of award	Max Value SC in €	Budget Availability
LOT 1	Single Framework Contract	800,000	SC1/L1	2025	200,000	Yes
			Additional SCs	2026 – 2029	TBC	TBC
LOT 2	Single Framework Contract	800,000	SC1	2025	200,000	Yes
			Additional SCs	2026-209	TBC	TBC
LOT 3	Multiple FWC with re-opening of competition	1,200,000	SC1	2025	100,000	Yes
			Additional SCs	2026-2029	TBC	TBC
LOT 4	Single Framework Contract	400,000	SC1	2025	100,000	Yes
			Additional SCs	2026 - 2029	TBC	TBC

