

# E-QUIP the on-line defence market

## Introduction

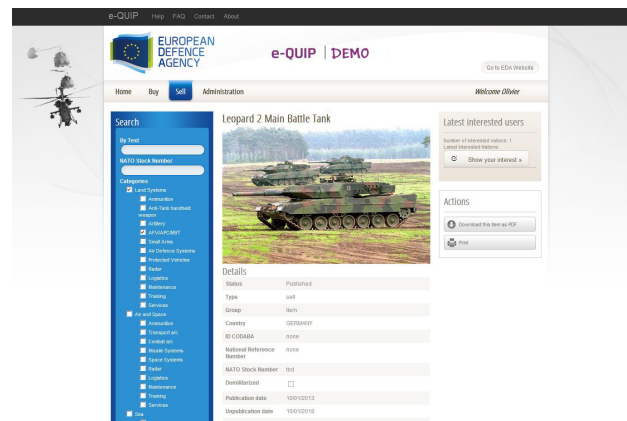
With national armed forces across Europe undergoing changes, a surplus of in-service or new military equipment is expected. This trend might increase as European nations gradually withdraw from operations around the globe over the coming years. In the current financial climate European nations need to make best use of military surplus equipment.

In March 2012 the European Defence Agency proposed and Defence Ministers supported the set-up of a government (G2G) electronic on-line market place to sell or transfer this equipment. Consequently, EDA developed, with the support of Member States' experts, EDA's new G2G online defence market tool, called e-QUIP.

## e-QUIP

'e-QUIP' is a non-commercial electronic market platform that brings together potential buyers and sellers within Europe. 'e-QUIP' allows participating Member States to exchange information on available assets. 'e-QUIP' will enable member states to exchange information on government-owned military surplus equipment. The participating Member States common aim is to bring potential buyers and sellers together in a cost free and well-structured on-line IT-platform.

E-QUIP allows Member States to exchange information on land, air and space as well as sea equipment but also on cross-cutting issues such as training, logistics or maintenance. Items under the land systems category for example cover ammunition, protected vehicles or radar; air and space contains transport aircraft or space systems; while sea equipment can include for example sub-surface vessels.



## Access

Only EDA participating Member States or states with an administrative arrangement with the EDA are entitled to act as e-QUIP sellers. At a later stage, it might be possible for non-EU States to access the platform as potential purchasers on a case-by-case basis. However, EDA does not form part of any transaction process between sellers and buyers or industry; the Agency puts the tool at the disposal of Member States who then bilaterally finalise the transaction process. E-QUIP will not be open to the public for reason of sensitivity of the offered equipment. The needed database security is ensured by using strong protective IT-measures to counter potential cyber-attacks.

## Outlook

Given the nature of the equipment likely to be offered on e-QUIP and the specific profile of its demand, e-QUIP will not enter into competition with industrial suppliers. On the contrary, G2G sales will potentially offer industry business opportunities in relation to possible upgrading and adaptation of the equipment concerned. Surely the biggest benefit of e-QUIP is that a nation may be willing to sell-off second hand equipment to a nation that could not otherwise afford to buy it. But besides that, any incomes resulting from these sales will improve the financial position of sellers, which could enhance their ability to generate new demands from industry. EDA will regularly report on the development and acceptance of the tool to the participating Member States.

The platform was officially launched on 14 June 2013.

