

Deliverable 6.6

Procurement network round table conference

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Acronyms and abbreviations

Acronym/Abbreviation	Description
PPE	Personal Protective Equipment
Enprotex	European Network for PROtective TEXtiles
PCP	Pre-commercial procurement
SME	Small and Medium Enterprises
IBZ	Federal public Service of Home Affairs
IWT	Innovation Agency
EC	European Commission

Executive summary

The Enprotex foundation and the Smart@fire project organised the 3rd Enprotex conference “meet the procurers” on 11 and 12 December 2013 at the HUSA hotel Brussels. The procurement network, initially created by the Enprotex foundation, was given a timeframe at the conference to organise the round table session, the subject of this deliverable.

The participants at this round table were public procurers from all across Europe and from South America. The goal of this procurement network round table is to inform procurers on the intentions of the project Smart@fire, to inform on PCP and – most important – to realize interaction on a European level between procurers.

For Smart@fire the main intention was

- ° to inform procurers, ask for their opinion and steer the project: during the final public tender, the more procurers join, the better, in order to realize economies of scale
- ° to search for extra procurers to join the PCP phase. Unfortunately, due to lack of financial means and risk adversity, no new procurers were found.

1. Introduction

Although the Smart@fire Consortium consists already of several procurers of PPE, they should not be the only one to benefit from this project. Many different procurers of fire fighting PPE might experience the same problems and challenges although they might not immediately participate in the Smart@Fire –Pre-Commercial Procurement. Nevertheless they might be very interested in the final products that will be developed during the PCP phase. By bringing together all these procuring entities in an organized network, an interaction between these partners can be initiated. This can lead to economies of scale: procurers who are convinced about the product, developed in the PCP tender, can join for the final public tender.

A procurement network with at least 15 members of different states was envisioned and realized. For the organisation of this first round table, we can rely on the network established in the ENPROTEX project that will be consolidated in the Enprotex Foundation.

Enprotex created a connected community of public procurers, suppliers (including SME), research organizations and end-users (fire brigades) in order to strengthen the European protective textile market. Two partners in Smart@fire were leading partners of ENPROTEX. In total 110 attendees were present.

2. Organisation/topics discussed on the conference

The conference consisted of seven main parts, to make it interesting for both industry and procurers.

2.1. Welcome and opening

- Introduction on the project ENPROTEX and Smart@fire by IBZ and IWT
- Horizon 2020: the importance of ‘buyers groups’ & joint procurement by EC

2.2. Panel discussion public procurers in Europe

The introduction of the participants at the round table was based upon four questions:

- i. Introduction, present yourself**
- ii. What kind of PPE do you (or does your organization) procure?**
- iii. Who are your main suppliers?**
- iv. What are your future purchase projects?**

On which each procurer gave his comments and added some extra information

- a. Antonio Marchesi:
 - v. Fire department Madrid
 - vi. procurement for everything a firefighter needs from boots, to helmets, fire suits, gloves...
 - vii. Main suppliers: Inturi, Sasatex, MSA, Dräger
 - viii. Just bought a new fire suit, next procurement is for gloves
- b. Eric Marchand / Gilles Agopian

- i. Fire department of Marseille (France) 1.000.000 habitants, 60 seveso, 5000 firefighters, 150.000 operations per year
- ii. Intervention garment, boots, radio-communication
- iii. Main suppliers: SIOEN, MSA, EADS
- iv. Embucom (e-ambulance with data transfer from the field to hospital), robots for for example radiological operations
- c. Dag Skaseth
 - i. Fire brigade Oslo (Norway). Focus on testing out equipment, needs assessment, TC 162 (new standard for firefighting clothing)
 - ii. One type of gear for firefighting and one for rescue
 - iii. Viking
 - iv. Just bought new helmets, challenge for the future: how to protect firefighters against smoke that penetrates through our garments to the skin (firefighters are more likely to get cancer because of this phenomenon)
- d. Jan Bosch
 - i. Fire department Rotterdam (the Netherlands), buys protective clothing, TC 162
 - ii. Just finished a tender for fire suits
 - iii. Texport, Holek, MSA
 - iv. Within ½ year: change helmets; change the norm (in TC 162) because it is withholding innovation
- e. John Aspinall
 - i. Greater Manchester Fire and Rescue Service (UK). Wide range of risks
 - ii. PPE: all of the above
 - iii. Coolsaet, MSA, Bennett, Eagle, YDS
 - iv. Early 2014: new helmets, gloves, a lighter trouser for officers because he stays out the main risk area
- f. Milan Dubravac
 - i. Head of firefighting school, fire department Slovenia
 - ii. breathing apparatus, radio communication, thermal cameras
 - iii. Dräger, Rosenbauer,
 - iv. Next year 400-500 fire suits, breathing apparatus and centralize purchasing because of economic reasons

Conclusion:

The procurers gathered at the round table are all buying rather classic off the shelf products. There is a limited amount or no innovation in the product that is purchased, nor in the way of purchasing it.

Some statements were formulated on which the procurers could give their opinion.

Statement 1:

“Suppliers from other European countries have less chances to win a tender/contract in my country as domestic suppliers”

- v. Antonio Marchesi: Only tenders over 200.000€ have to be made public in the EU, so a lot of non-domestic companies don't know about smaller tenders. And procurers try to work with the same companies because it is easier to keep working with the companies you already know than to work with different countries for every tender (for example for maintenance...)
- vi. Eric Marchand: all European companies can subscribe to tenders
- vii. Jan Bosch: focus on the use of the product, so upgraded demands in 469, purchasing technique of lowest acceptable bid: best three out of paperwork could make suits and test them + importance of proof of concept: heat test, dry, water, heat stress, rain + dissemination of results to other firefighting services in the Netherlands.
Best Price/quality ratio: 1. selecting on paper, 2. selecting on performance (the bar is set at a certain point), 3. You choose the cheapest total cost of ownership

Conclusion:

All tenders above 200.000 euro have to be published on a European level, so it is possible for all European companies to subscribe and to make a bid. Nevertheless, sometimes procurers prefer to work with companies they are familiar with because there is certain risk aversion against “new” companies (see further point 2.4).

Statement 2:

“It is not the role of public procurers to stimulate innovation”

- viii. Eric Marchand: it’s a work between laboratories, users like procurers and industries. But we can play an important role in innovation.
- ix. John Aspinall: the job of all who are in the process: customer, supplier, institutions
- x. Christophe Veys: the role of the different stakeholders, but the procurer represents the demand, he has to trigger the innovation. You have to set the demand and leave the freedom to suppliers to comply.
- xi. Dag Skaseth: procurers represent the users so they should stimulate innovation
- xii. Tommy Verminck: we have to try to stimulate innovation, to not buy off the shelf and to find a good balance between the minimum and the added value criteria
- xiii. Jan Bosch: it is not my job to stimulate innovation, it is my job to indicate to the possibilities, I do not buy something for me, but for the end-users. They have to know what’s on the market so I can tell them, but it’s not my role to be a salesman for the market. So back and forth between industry, market and end-users.
- xiv. Christophe Veys: procurers rarely start up market consultations. So most procurers do not take the time to get to know what the market is offering. In a market consultation you bring everyone together without having to invite them individually.

Conclusion:

To stimulate innovation is a joint responsibility from research organizations, industry and end-users (like public procurers). The procurer however represents the demand side so can play an important role to trigger the innovation. To realize this, procurers have to set the functional requirements in their tenders and leave the freedom to suppliers to comply. Sometimes however, they are prohibited by a lack of resources or have a risk adverse.

Some questions on EU legislation, public procurement and innovation:

- i. How do you procure? Do you follow the European tendering rules/legislation?**
- ii. Did you already undertake steps to stimulate innovation? Examples?**
- iii. Have you ever heard of innovative procurement strategies like PCP?**

- a. John Aspinall:
 - i. yes
 - ii. Yes, innovation is necessary! We invite interested parties to engage with us (potential supplier) to develop the best product for the best value, from a whole life-cost perspective.
- b. Jan Bosch
 - iv. yes, but sometimes it withholds me to get the best result. He needs his colleagues behind him to start a tender, but they’re not up to speed. So he contacts suppliers himself to know all of the possibilities.
 - v. Stimulate innovation: yes, but his customers are afraid of innovation, because they don’t know what it is, so he has to play salesman to get it done.
 - vi. Yes
- c. Dag Skaseth
 - i. Yes, but if we know really well what we are after/what we are looking for then we can focus on the products that match 100%
 - ii. New rescue clothing with Viking, change the European standard for rescue clothing
 - iii. No
- d. Eric Marchand
 - i. Yes
 - ii. Yes, we systematically try to establish relations between industries, laboratories and end-users. We research new technologies and have these tested by firefighters
 - iii. Yes, partner in Smart@fire
- e. Antonio Marchesi

- i. Yes, we follow European, national and municipal rules, but it is a pain in the neck
- ii. Try to translate the demands from firefighters to the industry, select demands and work with industry to see what is possible. They try to follow our demands and we test everything they do, but this is isolated work. Countries do not sufficiently work together.
- iii. no

Conclusion:

All the procurers present at the round table are following the EU tendering rules and legislation. They undertake some minor steps and efforts to innovate (collaboration with research organisations) but innovative strategies like PCP are mostly unknown.

2.3. The project Smart@fire

The Smart@fire project is being presented by mister Christophe Veys, project director Smart@fire and PCP specialist in Flanders, and focusing on the content and legal aspects, supported by mister Thomas Geerinck from Addestino, innovation manager, who is summarizing the outcome of the innovation platform sessions and presenting the scope of the PCP tender.

Questions:

- **Are you interested to take part in European projects?**
 - **Are you interested in 'joint procurement'?**
-
- o Antonio Marchesi: Focus on localization, but radio communications are more basic, more important and are not yet optimally developed.
 - o Jan Bosch: It is impossible to develop this sort of a suit for this budget, especially because they won't be able to use this suit for every kind of intervention, the use is limited to specific interventions. On the other hand innovation is necessary, you have to start innovating now, so it will be affordable in a couple of years.
 - o Jan Bosch: We have to pay attention that firefighters do not take more risks when they are wearing this suit, because they think they are more protected.
 - o Staf Nijs: from a union point of view, the cost should not be more important than the safety of our firefighters.
 - o Jan Bosch: Innovation goes faster when you do it together (with other procurers), than when you do it alone.

Conclusion:

All participants are very keen to take part in EU project or in a joint procurement for firefighting equipment.

2.4. Round table with exclusively the procurers

During a separate meeting with only the procurers - no industry present - the procurers were asked about their interest in joining Pre Commercial Procurement projects, and more specifically their interest in joining the Smart@fire project.

This was done by means of a questionnaire: each participant replied in writing, followed by a discussion. Below you find the questions that were prepared, in order to become an in depth discussion, and the main conclusions.

1. Do you have purchased innovative products or services over the past years?
If yes, please describe the subject of your purchase:
How did you get the necessary information about the innovative products you purchased?

1.1 Which tendering procedure have you used to acquire the innovation:

Open procedure Restricted procedure Negotiated procedure Competitive dialogue Others (Please specify)

1.2 Amount of offers received:

1.3 Selection Criteria used:

Experience of the company Balance sheet/turnover

Conclusion:

The experience with buying innovation is very limited. Most procurers are only familiar with the open procedure.

2. Why are you, in general, hesitating to purchase innovative products/goods services?

Lack of technical expertise, Risk adverse, Lack of capacity (human resources), Lack of financial resources, No purchasing to put pressure on the market to develop innovative solutions, Other

Conclusion:

A limited experience is mainly due to risk adverse and lack of capacity.

A summary of the findings and the focus of Smart@fire was presented to you today:

3.1 Do you have the same needs as came out of the needs assessment of Smart@fire? Localization systems Environmental temperature IR Thermal hotspot detector Physiological monitoring Illumination Other innovation expectation

3.2 Are you interested in the solutions that will be developed in the Project Smart@fire?

3.3 Would you be interested in joining the Smart@fire (EU -FP7)?

Conclusion:

nearly all procurers face the same needs and are interested in the project. Joining however and investing in the PCP phase is more difficult, and at this moment, a bridge too far.

4. Please indicate a price range for the innovative localization systems you would be ready to pay above the price of the usual garment.

Conclusion:

approximately 60 % of the procurers are willing to pay 300 – 500 €; 30% is willing to pay 500 – 700 €, 10% over 700 € for an innovative localization system who can increase the efficiency of the intervention and the safety of the fire fighter.

2.5. Networking event

A networking walking dinner was organised at the HUSA presidents hotel in Brussels.

2.6. Technical session

The following topics were presented:

- **General overview of norms and standards, currently in force in the field of PPE**
Inge Dewitte, Centexbel (BE)
- **Legislative framework and standardization supporting innovation (CEN-CENELEC BTWG + SustaSmart)**
Henk Vanhoutte, secretary-general ESF (EU)
- **Innovation in textiles & overview of textile projects in Europe**
Anton Luiken, CEO ALCON (NL)
- **The importance of innovation in textiles**
Walter Lutz, EURATEX (EU)

2.7 Innovation in the spotlights

Presentations from the industry on their latest developments.

- **END** -

Attachment 1:

List of procurers present at the meeting

- Antonio Marchesi, fire department Madrid	ES
- Milan Dubravac, fire department Slovenia	SI
- Eric Marchand, fire department Marseille	FR
- Gilles Agopian, fire department Marseille	FR
- Jan Bosch, fire department Rotterdam	NL
- John Aspinall, fire department Manchester	UK
- Dag Skaseth, fire department Oslo	NO
- Angelo Verhaeghe, Federal Police	BE
- Antonio Marchesi, Fire department Madrid	ES
- Bart De Molder, Federal Police	BE
- Dieter De Clerck, Federal Police	BE
- Elke Clerebaut, Belgian Defence	BE
- Fabio De Amicis, FPS FINANCE - customs	BE
- Jan Bosch, Brandweer Rotterdam	NL
- Jan Van De Putte, City of Ghent/Fired-up	BE
- Jean-Marie Ledeghem, Fire Brigade Brussels	BE
- Jost Jaksa, Ministry of Fire	SI
- Jukka Taskinen, Emergency Service college	FI
- Leen Van De Cauter, FPS Customs & Excise	BE
- Lies Helsloot, City of Ghent / Fired-up	BE
- Mark Jones Buckinghamshire FRS	UK
- Milan Dubravac, Slovenia	SL
- Olle Victoor, Belgian Defence	BE
- Rolf Storbraaten, Oslo Fire brigade	NO
- Saban Saliu, National Disaster Management	MK

Attachment 2: List of attendees at the ENPROTEX conference:

ATTENDANCE REGISTER

NR	NAME	ORGANISATION	COUNTRY
1	Aires Lopes Gonçalves	National Council fire brigades	BR
2	Andreas Lymberis	European Commission	EU
3	Andy Caughey	Armadillo Merino	UK
4	Angelo Verhaeghe	Federal Police	BE
5	Anna Van Hoven	IFV	NL
6	Anne Van Snick	IWT	BE
7	Antoaneta Staneva	Amitexcon	BU
8	Anton Luiken	Alcon	NL
9	Antonio Marchesi	Fire department Madrid	ES
10	Antti Vaatanen	VTT	FI
11	Alain Mampuya	Vandeputte Medical	BE
12	Arthy Seynaeve	Seyntex	BE
13	Bart De Molder	Federal Police	BE
14	Bertrand Wert	European Commission	EU
15	Bieke Colpaert	City of Ghent	BE
16	Brice Tillmann	Damart	FR
17	Bruno Schmitz	Hubert Schmitz GMBH	DE
18	Carine Luca	Vandeputte	BE
19	Carl Eric Engel	F. Engel /KS	DK
20	Carla Hertleer	University Ghent	BE
21	Charlotte Verstraeten	H&V Chemicals	BE
22	Christian Weststrate	European Safety Services	BE
23	Christophe Dhaene	e-BO Enterprises	BE
24	Christophe Veys	IWT	BE
25	Cristian Pannier	Teijin Aramid	DE
26	Dag Skaseth	Oslo Fire Brigade	NO
27	Daphné Dekemele	IBZ	BE
28	David Staunton-Lambert	ESP surveys	UK
29	Didier Boqué	Damart	BE
30	Dieter De Clerck	Federal Police	BE
31	Dubert Steen	Fag og Arbejde	DK

32	Elisa dall'Anese	Cerbul / Rescue Force	IT
33	Elke Clerebaut	Belgian Defence	BE
34	Eric Gouget	Dupont / Fibertech	CH
35	Eric Marchand	Fire department - SDIS 13	FR
36	Eva Burm	Civil Security	BE
37	Fabio De Amicis	FPS Finance - customs	BE
38	Gilles Agopian	Fire department Marseille	FR
39	Gustave Nijs	Etui	EU
40	Hamish Morrin	Armadillo Merino	UK
41	Hanne S. Erbs	F. Engel /KS	DK
42	Hauke Speth	Fire Brigade Dortmund	DE
43	Helmut Zepf	PBI	DE
44	Henk Vandendriessche	Utexbel	BE
45	Henk Vanhoutte	European Safety Federation	EU
46	Hilde Vanden Berghe	KCCE	BE
47	Igor Laevaert	City of Ghent	BE
48	Ine van Hofstraeten	RAE	BE
49	Inge Dewitte	Centexbel	BE
50	Jan Bosch	Brandweer Rotterdam	NL
51	Jan De Backer	Condor Safety	BE
52	Jan Derez	IBZ	BE
53	Jan Van De Putte	City of Ghent / Fired-up	BE
54	Jan Van Mechelen	Vandeputte	BE
55	Jean-Marie Ledeghem	Fire brigade Brussels	BE
56	Jeroen Bouten	Honeywell	NL
57	Jérôme Glorie	Civil Security	BE
58	Joeri De Vos	Flanders Innovation agency	BE
59	Johan Hoste	City of Ghent	BE
60	Johan Sabbe	Sioen	BE
61	John Aspinall	GMFRS	UK
62	Joren Lemiegre	e-BO Enterprises	BE
63	Joris Cools	Hogent	BE
64	Jost Jaksa	Ministry of Fire	SI
65	Jukka Taskinen	Emergency Service college	FI
66	Julio Cardoso	European Commission	EU
67	Karin Eufinger	Centexbel	BE
68	Katarina Appelqvist	Fire department Gothenburg	SE

69	Klaus Hawerkamp	Lion Apparel	DE
70	Kristof Goossens	Enprotex	EU
71	Leen Van De Caeter	FPS Customs & Excise	BE
72	Leon Rousseau	CEO IOS International	BE
73	Leonard Varga	DEVA	CZ
74	Lies Helsloot	City of Ghent / Fired-up	BE
75	Lieve Bos	European Commission	EU
76	Lieven Smissaert	Seyntex	BE
77	Lioberto Caetano de Souza	National Council fire brigades	BR
78	Luc Faes	Fire Centre of expertise	BE
79	Lutgard Spaepen	Enterprise Europe Network	EU
80	Lutz Walter	Euratex	EU
81	Marc Looze	Civil Security	BE
82	Mark Jones	Buckinghamshire FRS	UK
83	Martin Lippens	Amitexcon	BE
84	Michael Laton	Honeywell	USA
85	Milan Dubravac	Slovenia	SI
86	Nikoletta Nemeth	IFV/Enprotex	NL
87	Ole Hviid Jensen	De Forenede Dampvaskerier A/S	DK
88	Olle Victoor	Belgian Defence	BE
89	Owe Halvors	Kommunal & Municipal Workers Union	SE
90	Peter Dawson	Ballyclare Limited	UK
91	Piet Verhage	IFV	NL
92	Rolf Storbraaten	Oslo Fire brigade	NO
93	Saban Saliu	National Disaster Management	MK
94	Sascha Müller	Lion Apparel	DE
95	Sigrid Monsieur	IWT	BE
96	Simon Anderson	Greater Manchester FRS	UK
97	Simon Burnett-Boothroyd	Hainsworth UK	UK
98	Stefan Feys	UTEXBEL	BE
99	Stefan Magnusson	Kommunal & Municipal Workers Union	SE
100	Tamara Bruning	City of Ghent	BE
101	Tamas Szabo	Innova	HU
102	Tamas Kocsondi	Innova	HU
103	Thomas Geerinck	Addestino/Smart@fireSmart@fire	BE
104	Tommy Verminck	Enprotex/Smart@fireSmart@fire	BE

105	Uwe Heinneman	Texport	AT
106	Vasileios Tsanidis	European Commission	EU
107	William Daelman	HAIX	DE
108	Wlodzimierz Chodan	National Headquarter state fire dept.	PL
109	Wouter Verplancke	Condor Safety	BE
110	Yves Stevens	Honeywell	BE