

Strategic procurement to deliver EU Global Gateway investments

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Ines Ferguson, EFCA President

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EFCA Messages to EU Institutions



The moment is NOW to

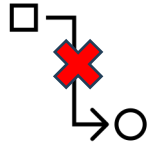
- **Deliver** the EU Green Deal in the built environment and focus on **how** we deliver EU investments.
- Reform **procurement** to make it strategic in promoting **innovative solutions** and protecting **European interests**.
- Use engineering and technology to **measure the impact** on people and the planet.
- Place Consulting Engineers as the initiators of **green, digital and inclusive infrastructure, buildings and mobility investments** in EU partner countries.

After Policy and Finance comes DELIVERY



EU's highly ambitious policies and strategies call for effective tools and instruments to drive its leadership and deliver sustainable investments **together with the private sector.**

After Policy and Finance comes DELIVERY



What is not working in infrastructure delivery in partner countries?

1. **Procurement** that reflects European ESG priorities and rewards quality, innovation and sustainability in infrastructure, not the lowest price. Procurement can gear a delivery that is aligned with **EU sustainability objectives and impact**.
2. **Financial instruments** that respond to development of cooperation policies and partner priorities, but also to commercial and investment interests of the EU.
3. **Strategic collaboration** between European companies working in partner countries and with European development finance institutions, to generate **integrated projects and solutions** that can compete with those of other parts of the world.

Specific proposals for the BAG – Transport Sub-Group



Proposal No. 1. **Tied Aid for Project Preparation**

- Increase the use of **EC Grants** and **Technical Assistance** for the studies, design, preparation of tender documents and implementation support of infrastructure projects. Global Gateway should have its own **project preparation instrument** serving EU strategic objectives and standards.
- **Restrict the eligibility conditions** in these strategic tenders.
- Countries like US, China, Korea and Japan use these funds with commercial interests.

Specific proposals for the BAG – Transport Sub-Group



Proposal No. 2. **Standardised Sustainable Procurement**

- Establish **measurable sustainability objectives early in each** project, in line with European priorities for infrastructure (carbon neutral, resilient, circular, digital, inclusive).
- Engage consulting engineering teams to work on **sustainability data: define clear metrics** and **measure the impact**.
- Review the procurement system for works so that **quality and sustainability criteria** are the basis of the award. A prequalification system, use of MEAT and quality ratios above 40% to avoid awarding on price.
- Streamline sustainable procurement procedures in main **financial institutions** (EIB, EBRD, KfW and AFD).
- Limit or avoid the competition with **SoEs**.

Specific proposals for the BAG – Transport Sub-Group



Proposal No. 3. **Integrated European Solutions for Mobility, Connectivity and Transport**

Integrated solutions including studies, design, systems, construction, maintenance and vehicles/rolling stock, backed by competitive EU financial packages combining grants, loans and guarantees.



Thank you!



European Federation of Engineering Consultancy Associations (EFCA)
Avenue des Arts 3/4/5
B – 1210 Brussels
<https://www.efcanet.org/>

efca@efca.be
+32 2 209.07.70