

## **EARSC workshop**

### **Procuring Copernicus Services – a public-private effort-**

**17th June 2015, Brussels**

## Workshop

Each year, EARSC organizes a workshop alongside its General assembly meeting. As the association published several position papers and made numerous presentations explaining its concern about adequate industrial participation in the supply of Copernicus services, this year's workshop focused on "Working together on Copernicus". The workshop aimed at fostering the dialogue between all the European Entrusted Entities (EEE's) and the European private sector. The objective was to find a way forward for industry and the EEE's to maximize the exploitation of Copernicus Services.

Around 50 people from the private sector, EC and representatives of each of the 7 EEE's joined the discussion.

The workshop comprised several presentations from the different stakeholders:

- Planning the evolution of services by Hugo Zunker ([EC-DG GROW](#))
- Industry and the public sector working together on Copernicus ([EARSC](#))

Exchange of views on procurement:

- The business opportunities offered by CAMS and C3S, by Vincent Henri Peuch ([ECMWF](#))
- Land monitoring from initial to full operations: upcoming opportunities by Hans Dufourmont ([EEA](#))
- Procurement approach for Copernicus Maritime Surveillance Services by Pedro Lourenço ([EMSA](#))
- Frontex and border surveillance services by Sabine Kloss-Tullius ([Frontex](#))
- Perspectives on industry involvement from the Global Component of Copernicus Land Service by Mark Dowell ([JRC](#))
- Copernicus Marine Services by Pierre Bahurel ([Mercator Ocean](#))
- EU SatCen and Copernicus by Denis Bruckert ([EUSatCen](#))

Maximise the industry role and potential:

- Industrial capabilities ([EARSC](#))

The presentations were followed by a discussion, summarized below.

## Setting the scene

The European Commission (EC) has started to sign Delegation Agreements to consolidate the roles of the EEE's as key actors within the Copernicus programme. It has entrusted the service component implementation tasks, by means of financial delegation or contractual arrangements to the following entities:

- Land: EEA and JRC
- Marine: Mercator Ocean
- Atmosphere: ECMWF
- Security: EUSatCEN, FRONTEX and EMSA
- Emergency: JRC
- Climate Change: ECMWF

In the last months, these EEE's are taking over from EC the implementation of the services, therefore using the delegated EU budget and applying calls for tender, for delivering the service according to Copernicus committee and user forum endorsed priorities and requirements. In this respect, the service operators will report to EC.

The Copernicus Climate Change, Atmosphere Monitoring and Marine Environment services started operations in 2015, hence, delegation agreements have been signed with ECMWF and Mercator Ocean. In addition, the role of the European Environment Agency (EEA) was consolidated as service operator for the continental and local components Land Monitoring Service and coordinator of the Copernicus cross-service in-situ component.

Delegation of operations for Border Surveillance will be assigned to FRONTEX, Maritime Surveillance to EMSA and specific arrangements or delegation agreement are foreseen with EUSatCen for EU external Action (SEA). In this context, the EUSatCen will co-ordinate SEA and co-operate with FRONTEX through the service level agreement on Border Surveillance activities. These agencies are still negotiating the content for the signature of the delegation agreements but are confident that these will be signed by the end of 2015. All these operations are planned during 2015 and support by industrial capacities is crucial as well as increased inter-agency co-operation. A further goal of the EC and the private sector is to exploit the developed capacities in new markets for commercial and export customers.

## Discussion

This workshop is a first in getting all the actors together and provided a better understanding of the complexity of different nature of services and governance modes. All participants were pleased with the outcome and the very good discussion which took place as EEE's presented action and procuring rules for the next few years and representatives from the industry informed the sector capabilities for each of the Copernicus services and their willingness to engage further with EEEs.

This report aims at gathering the key points addressed as a basis for working together and preparing a future road map.

The EC presented the objectives on the procurement services and how it will try to steer the evolution of the programme in the further years to come. It also provided the specificities on the programme including current activities. EARSC explained the industry goals to leverage the Copernicus investments into new business opportunities and the industry concerns to be adequately involved in the supply of the Copernicus Services in the face of many public sector bodies. Clarification of the respective roles of public and private actors to avoid overlap and competition is a necessity for future success.

The EEE's were each asked to provide a description of their institution, inform on the status of the delegation agreement, describe the governance structure in place, introduce the procurement strategy and the evolution of the services as well as express their views on the measures of communication and perception of industry.

- EEE's commented on the existing liaison with the users at European and international level.
- they reported on the regular consultations with the Copernicus User Forum through the organisation of ad-hoc meetings and workshops. It has been explained that liaison allows the collection of user needs and requirements, as well as raising awareness for the potential user uptake of the products.
- certification has been mentioned as a key factor to help in the procurement process and evolution of the services.
- evolution of the services should be designed in consultation with key (user) stakeholders and designed in partnership with industry; collaboration between industry, research institutions and public bodies shall be fostered.
- EEE's seek a practical approach to engage with industry and that will need industry to be organised in order to respond to their calls and ensure that their missions are accomplished.
- they recognised that well established capacities are important as a driver for the market (ie. hot spots urban areas at global level)
- some products are developed within Public Sector Bodies (PSB's) which may have commercial potential. There is a need to find ways to test industry interest to take on and commercialise these products.
- we need to examine the ways to enable industry to handle sensitive data and information. For example, the EUSatCen suggested to consider that private sector employees could be seconded for periods to work inside a PSB so helping to deliver services but also gaining competences necessary to offer products into other markets.

Representatives from the industry expressed views that:

- there is a need for a clear definition of boundaries if industry is to decide to invest in new products and services (the concern is to ensure that industry can invest, confident in the knowledge that this will not be undermined by changes in the Copernicus products)
- institutions and the service industry must be partners and not competitors (industry already provides many Copernicus and other similar commercial services and it will be important to avoid unnecessary competition between public and private service providers)
- competitiveness through competition on the basis of well-defined service requirements is the only way to ensure a high quality of services, keep costs under control and also facilitate the expansion of the EU industry to broader markets
- the procurement approach should avoid monopolies and favour industry participation (it's a two way process and industry need to organise also in order to maximize the exploitation of the services); it would be helpful to develop common procurement policies for such services across EEE's and MS
- it is essential to find an appropriate tendering mechanism depending on the nature of the service and its scope, putting strong emphasis on criteria such as quality, efficiency, long-time continuity and consistency (ie time series) and value for money
- to facilitate the liaison between user requirements and suppliers capabilities, a formal/structured participation of Industry to the Copernicus User Forum would be preferable rather than sporadic presences on a case by case basis
- reflection on the activity taken by institutions from industry consortium (ie. emergency) is needed
- the industry goal is to be involved as much as is possible in supplying services whilst recognising that some of the key tools and competences do lie within public sector organisations.

In addition, participants agreed that there is a common need for more collaboration between industry and the EEE's. Speakers were calling for specific measures, particularly for SME's, as it is difficult to bid against Public Sector Bodies. Developing a better understanding of the roles and responsibilities of both public and private sector service providers is necessary. Ensuring adequate resources (people with the right skills) are available to meet Copernicus user needs is a joint responsibility which requires better visibility for the overall budget and associated calls.

## Next steps

Three main lines of action can be drawn from the meeting:

1. Growing the Market: there is a mutual interest to see growing use of Copernicus products and services. EEE's and industry can work together to promote the uptake of services into the public sector as well as other potential customers in new markets.
2. Introducing new products into Copernicus Services: a co-ordinated approach is needed to bring new products into the scope of Copernicus Services which may be those developed by industry or a public body. Means should be found to ensure that prior investments are respected but that new opportunities are developed.
3. Setting R&D priorities: co-operation will enable a better approach to the use of R&D funds (H2020 and other) for development of new processes and products as well as ensuring capacity is available to meet both public and private sector needs.

These can be reflected in a roadmap jointly agreed between the EEE's and the industry and endorsed by the European Commission. Some specific action points were suggested for concerted action in addition to general views discussed:

- identify the current budgets (both direct and indirect) which are being allocated and set up solid planning to ensure that they are spent. This needs to be addressed across all the services since even if additional capacity can be found to meet one budget which has been squeezed by delays, if this occurs across several procurements at the same time then industry and PSB's may have difficulty to respond. This demands the preparation for and overview of the financial perspectives and the planned expenditure.
- examine legislative measures which can support the introduction of Copernicus services into MS and their agencies. Agriculture is cited often as a benchmark but other measures such as control of forestry, motorways of the seas, emergency planning could be used to ensure the use of products coming from Copernicus without any prejudice to existing methods.
- review the delegation agreements and the framework through which they will operate (are those appropriately defined to maximise the commercial service provision and fully enable commercial exploitation?).
- implementation of the Copernicus services and its overall plan to ensure service continuity beyond the existing financial perspectives (up to 2020). A concerted approach to the planning for the next financial perspectives should be prepared.
- develop increased awareness among public and private entities of the potential of the Copernicus products and services (existing and future).

Three concrete steps were agreed:

1. We shall work together to develop a roadmap starting with a series of bi-lateral meetings which could begin in the autumn of 2015
2. EARSC will prepare a template for a document to be circulated and agreed.
3. The results of the workshop will be taken to the EC through this report.

## Conclusion

In conclusion, we feel that this was a very useful first meeting and that we should maintain contact between the EEE's and the industry to ensure there is a good understanding and a basis for exploitation wherever possible. EARSC will work together with the EEE's to produce a roadmap for the Exploitation of Copernicus. It is useful to bring all the stakeholders together and this meeting could be repeated. We shall need to consider the appropriate frequency for such a dialogue.

The participants of the meeting felt that it would be useful to present this report at the Copernicus User Forums.

Presentations could be download at the following [link](#).

## Road Map

The road map will need a long term commitment from institutions and users to achieve sustainability. The involvement of industry as key partner is crucial at all steps. The expected lines to cover are:

- Recognise competences and responsibilities of each side (boundary of services and definition of links)
- Identify (at product level?) what can be a working relationship today and tomorrow.
- Define and agree a plan for exploitation for each service
- Identify steps which can be taken whereby industry and PSB's can maximise the benefits according to their mission
- Define measureable objectives and a time for achieving them
- Work together with EC and MS to put the necessary supporting measures in place

In addition some further points should be taken into account:

- measures for stimulating economic growth, increased market size, user uptake (joint measures)
- more structured offer (catalogue of services and links to industry offer as value added services which will strengthen industry's capabilities for Europe and globally)
- creation of innovative services (allow industry to partner and spin-in new ideas)
- improvement of competitiveness