

FEDERATION NEWS

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EFCA determined to promote revised public procurement directives

In the run-up to the publication of the Commission's proposals for revised and updated directives in December, EFCA President Jan Bosschem invites all associations to push the EFCA messages at national level.

To improve the value of public sector construction and infrastructure projects, EFCA calls for a reform of current EU public procurement legislation. Such reform is to enable our industry to focus on delivering independent, creative and innovative services.

At the national association directors' autumn meeting, Vice-President and Chair of the Internal Market committee Jean Félix highlighted issues of particular importance

to our industry in the ongoing revision of EU public procurement rules.

He underlined the engineering consultant's advising role in ensuring quality, innovative and sustainable solutions for clients.



Following on this presentation on the issues at stake, Jan Bosschem encouraged his national peers to pursue a modernisation of EU public procurement policies.

In his message, he underlined that EFCA is supportive of a change to the rules *'with a view to maximise long-term cost-effectiveness and allow quality to become the major driver in project delivery'*, in line with the EU's own strategy for sustainable growth, 'Europe 2020'.

For EFCA's positions see:

<http://www.efca.be/Publications/ReportsPolicyPapers.aspx>

EFCA Future report discussed with Polish stakeholders

Over 30 delegates of SIDiR, the Polish association of engineering consultants, discussed the industry's strategic role in the development of a sustainable global society at a seminar in Warsaw on 7 November.

Secretary General Jan Van der Putten presented the Future report, which addresses the challenges that individual firms and our industry as a whole face.

The report is a guideline for consultancies' corporate strategy decisions.



President Jan Bosschem drew attention to the need for strategic thinking in fast changing markets.

He called on the CEOs to continue to show leadership and to focus on the European engineering consultancy firms' capabilities to bring growth and welfare.

Information on the publication 'Taking hold of our future – A briefing paper for the engineering consultancy industry' is available at:
<http://www.efca.be/Publications/Publications.aspx>

EFCA guidance for engineering consultancy firms on integrated projects

This new EFCA guide is intended as a quick reference for engineering consultancy firms, working outside the traditional design-bid-build approach and contracting relationships.

Our industry is facing more and more frequently new integrated business models.

The processes driving these models are strongly different from the traditional model.

An integrated project process implies high demands on teamwork and a focus on results.

Such an integrated approach is also reshaping relationships among contractors, engineering consultants and clients. Moreover, it has an impact on the way they work together, and the liabilities and risks they assume.

It is in the firms' interest to understand the various roles they can play in these delivery methods throughout all phases of project development - as well as the risks and benefits such integrated project delivery methods entail.

The guide is available at:
<http://www.efca.be/Publications/Publications.aspx>

Increased EU labour mobility is crucial, says EFCA President Jan Bosschem

Speakers at the 10th 'Rencontres de l'ingénierie', organised by SYNTEC-Ingénierie in Paris presented first-hand experience and perspectives on the internal market for engineering consultancy services.

There are not only substantial problems with the recognition of professional qualifications; engineering consultancies also face particular difficulties resulting from divergences in national legal regimes concerning social security, taxation, professional liability etc.



The firms have to bear significant costs associated with complex legal assistance when developing multinational projects with long-term multi-disciplinary teams. Moreover, language barriers add to the burden.

EFCA President Jan Bosschem concluded *'To realise the full potential of the Internal Market, engineering consultancies are to explore a culture of cooperation, engage in a dialogue with clients and highlight the added value of their independent and creative services.'*

<http://rencontres-ingenierie2011.com/>

'YPs are a strategic asset', says Peter Tinga

Peter Tinga, member of EFCA's YP group steering committee, talks benefits of national YP membership and EFCA's YP 'partnership'.



In his presentation on ongoing YP activities at national and European level, he pointed to the need for the YPs' continued commitment to the network as well as the win-win

situation for all stakeholders, i.e. the YP, the firm and the association/federation:

- knowledge centre and peer support (to bring knowledge to your firm's project);
- community of practice: to share professional best practice and expertise and leverage the firm's business opportunities;
- enhancing personal contacts and being a worthwhile contributor to the YP connection.

Peter Tinga highlighted the publication of the 1st edition of the EFCA YP News.

He called on all national directors to include in their websites a link to the EFCA YP section.

He went on to promote the 2012 EFCA YP competition and Lisbon YP Forum in Lisbon as the opportunity to promote the YPs' inspirational professionalism and drive.

<http://www.efcanet.org/Portals/EFCA/EFCA%20files/YP/YP%20News%202011%20Autumn.pdf>

EFCA and FIDIC bring opportunities for leadership and networking to YPs, aiming at increasing their exposure to the firms' leaders, building up managerial and team-building skills and inspiring them to take action towards success.

Both federations cooperate to help promote YP initiatives at national, regional and global level.

Current issues of the EC's ongoing Technical Cooperation Reform discussed with Head of Unit 'Quality of Delivery Systems'

Members of EFCA's European External Aid Committee on 27 October discussed with Head of Quality of Delivery Systems Unit of DG DEVCO (Directorate General for Development and Cooperation – EuropeAid) Paul Riebault a number of EU development policy and implementation issues.

The meeting looked at the industry's experiences and the future of the reform process of technical cooperation. A special focus was put on the engineering consultancy industry's role in supporting capacity development.

DG DEVCO welcomed the industry's feedback and invited EFCA to continue the dialogue.

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| Board of Directors meeting | Budapest | 08&09.12.2011 |
| Internal Market Committee | Brussels | 12.01.2012 |
| Board of Directors meeting | Bern | 09&10.02.2012 |
| D&S meeting | Belgrade | 02.03.2012 |
| European External Aid Committee | Brussels | 08.03.2012 |
| European Consulting Future Committee | Lisbon | 30.03.2012 |
| Board of Directors meeting | Brussels | 20.04.2012 |
| Board of Directors meeting | Lisbon | 24.05.2012 |
| EFCA 2012 Conference & GAM & YP Forum | Lisbon | 24-25.05.2012 |
| D&S meeting | Luxembourg | 16 or 23.11.2012 (tbc) |

Anything new on the EFCA website?



Subscribe to the EFCA RSS feed to receive the latest news.

In **Outlook** click on 'Tools' in the top bar and subsequently on 'Account settings'.

In the 'Account settings' click the 'RSS Feed' tab and then click 'New'.

A new window will ask you to enter the location of the RSS feed you want to add and there you copy the following link: <http://www.efcanet.org/Home/tabid/920/moduleid/2017/RSS.aspx> and click OK again.

A new window will pop up with the name of the feed (= Efca) and give several other options such as to automatically download attachments. Once your choice is made, click OK.

Left from the 'RSS Feeds' folder you will now see a 'plus sign'. Click on the plus sign and the EFCA feeds will appear.

How to subscribe to the EFCA RSS feeds in **Internet Explorer?**

From the home page on the EFCA website, click the RSS Feed button on the right hand side from the section 'Latest News'. A new window will open with the RSS feeds already posted. At the top of this page you will see a yellow rectangle in which you click on 'Subscribe to this feed'. A new window will pop up suggesting to call these feeds 'Efca' and to create the feeds in the 'Feeds' folder. Click the 'Subscribe' now.

You can now access the EFCA feeds by pressing 'Ctrl + Shift + G' or from the IE menu bar go to 'views', then to 'Explorer bars' and finally to 'Feeds'.



EUROPEAN BRIEFING

EU FUNDS & PROGRAMMES p5

€50 billion for major transport, energy and digital networks

Proposed cohesion policy 2014-2020 to increase strategic coherence and deliver Europe 2020 objectives

Companies are invited to apply for Marco Polo funding

EU will re-establish priorities of development aid

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Top EU firms increase investment in innovation but lag behind global competitors

EU FUNDS & PROGRAMMES

€50 billion for major transport, energy and digital networks

The Connecting Europe Facility (CEF) will finance projects that will build the missing links in European networks in the areas of transport, energy and digital infrastructure. For the first time, the Commission is proposing a single funding instrument for the three network sectors.

The proposed CEF is a specific fund dedicated to financing infrastructure works and studies throughout Europe in the next Multi-Annual Financial Framework (2014-2020).



The instrument, which will have a total budget of €50 billion, will be divided in:

- €9.1 billion for energy projects
- €9.2 billion for telecommunications/digital projects
- €21.7 billion for transport projects.

The investments are to act as a catalyst for further funding from the private and public sector by giving infrastructure projects credibility and lowering their risk profiles through instruments such as guarantees and project bonds.

The Europe 2020 Project Bond Initiative will be one of a number of risk-sharing instruments upon which the facility may draw in order to attract private finance in transport, energy and broadband projects. Also, the Commission will enter into an alliance with the European Investment Bank, targeting bond markets to leverage EU funding.

http://ec.europa.eu/budget/reform/commission-proposals-for-the-multiannual-financial-framework-2014-2020/index_en.htm

Proposed cohesion policy 2014-2020 to increase strategic coherence and deliver Europe 2020 objectives

Cohesion policy is implemented through programmes which run for the duration of the EU seven-year budget cycle. The current 455 programmes are foreseen until 2013. It is therefore necessary to define the architecture of the policy for the programmes and allocations for 2014-20.

Given their share of the EU budget (more than one-third), cohesion policy instruments are key in boosting Europe's economic competitiveness, fostering social cohesion, and creating more and better jobs.

http://ec.europa.eu/regional_policy/what/future/proposals_2014_2020_en.cfm

Companies are invited to apply for Marco Polo funding

The available budget for the 2011 call for proposals is €56.87 million.



The general aim of the Marco Polo programme is to help companies introduce services that shift freight off the road and on to more environmentally friendly modes such as short-sea shipping, rail and inland waterways.

Co-financing rates will range from 35% to 50% of costs, depending on the type of project.

The support is available during the high-risk start-up phase of the projects.

Priorities in 2011 are special environmentally-friendly maritime projects, inland waterway projects and rail projects with single-wagon loads.

http://ec.europa.eu/transport/marcopolo/getting-funds/call-for-proposals/2011/index_en.htm

EU will re-establish priorities of development aid

The Commission presented the 'Agenda for Change' of EU Development policy and a new policy for EU budget support. The communications set out a more strategic EU approach to reducing poverty, including through a more targeted allocation of funding.

'The Agenda for Change' redefines the aid granted by the EU according to several criteria to countries that need it most. Good governance, social protection, healthcare, education, sustainable agriculture and clean energies will be the main focus of this new policy. The Commission also intends to use new, more innovative, effective financial instruments.

http://ec.europa.eu/europeaid/what/development-policies/documents/agenda_for_change_en.pdf

A significant share of EU aid is delivered in the form of budget support: financial transfers to government budgets in developing countries, coupled with policy dialogue, performance assessment and capacity building.

The Commission proposes an EU approach to make budget support more effective and efficient in delivering development results by strengthening the contractual partnerships with developing countries.

http://ec.europa.eu/europeaid/how/delivering-aid/budget-support/documents/future_eu_budget_support_en.pdf

Renewed EIB external action mandate and strengthened financial capacity

The new EIB (European Investment Bank) mandate entered into force on 1 November 2011.

The legislation on EIB lending outside the EU on the basis of an EU budgetary guarantee covers the period 2007-13.

The current €25.8 billion financial envelope will be increased with €1.7 billion of lending for the EU's pre-accession, neighbourhood and partner countries, of which €1bn is for Southern Mediterranean countries undertaking political reforms.

Cambodia, Iceland, Iraq and Libya are added to the list of countries eligible to receive EIB loans under the mandate.

In addition, the new mandate provides for an extra €2 billion of lending for climate action.

MISCELLANEOUS

Tackling double taxation for a stronger Single Market

The Communication on Double Taxation highlights the problems of double taxation in

the EU and sets out measures that can be taken to address them.



The Communication launches the next phase of work to try to bring an end to

the problem of double taxation.

The largest problems occur when businesses are operating in more than one member state.

http://ec.europa.eu/taxation_customs/common/legislation/proposals/taxation/index_en.htm

EU strategy for supporting SMEs in international markets

The Commission proposes a new strategy aimed at helping small and medium-sized enterprises to expand their business outside the European Union.

European SMEs still depend largely on their domestic markets despite the opportunities brought by the enlarged single market and by globalization at large.

The communication 'Small Business, Big World - a new partnership to help SMEs seize global opportunities' proposes to review the existing support structures that are available to SMEs and identifies the main problem areas.

It proposes a set of measures where European-level action can add most value.

http://ec.europa.eu/enterprise/policies/sme/mark-et-access/internationalisation/index_en.htm

Slow and fragile EU economic recovery: coherent and coordinated industrial policies needed

To improve their competitiveness as part of a concerted effort, member states should apply forceful and coordinated industrial and SME policies.

As part of the Europe 2020 strategy, the Commission launched in 2010 a new European Industrial Policy targeting competitiveness and sustainability. It included the commitment to monitor competitiveness performance at EU and member states level.

In addition to the 2011 reports, the Commission identified a number of key areas where the competitiveness of the European economy should be reinforced to progress towards the 2020 goals and strengthen the EU's position as a global economic player.

http://ec.europa.eu/enterprise/policies/industrial-competitiveness/industrial-policy/index_en.htm

Top EU firms increase investment in innovation, but lag behind global competitors

The 2011 EU Industrial R&D Investment Scoreboard shows a general positive trend in 2010, as global R&D investment increased by 4%, a robust up-turn after the 1.9% drop observed in 2009.

However, data for the world's top 1400 companies show EU companies as a whole lagging behind major competitors from the US and some Asian economies on R&D growth.

<http://iri.jrc.ec.europa.eu/reports.htm>

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