

# LA COOPERAZIONE ESTERNA DELL'UNIONE EUROPEA PROGRAMMI DI RIFERIMENTO ED OPPORTUNITÀ DI BUSINESS PER LE IMPRESE

TORINO, 10 DICEMBRE 2019

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**CENTRO ESTERO INTERNAZIONALIZZAZIONE  
PIEMONTE** *Agency for Investments, Export and Tourism*

Promoted by Regione Piemonte and Chambers of Commerce

## **PROGRAMMA**

### **Sessione del mattino. h. 09.00 - h.12.30**

- La politica di cooperazione allo sviluppo dell'Unione Europea
- Programmi di riferimento e finanziamenti disponibili
- Opportunità di business per le aziende

### **Networking Lunch**

### **Sessione pomeridiana. h. 13.30 - h.16.30**

- Rispondere ai bandi di gara EuropeAid: analisi di modulistica e documenti
- *Case studies* di gare d'appalto relative a servizi, forniture, lavori

## OBIETTIVI:

- ❑ svolgere un ruolo chiave nel raggiungimento dei 17 obiettivi di sviluppo sostenibile
- ❑ promuovere la democrazia, lo stato di diritto e il rispetto dei diritti umani nei paesi in via di sviluppo.
- ❑ garantire un progresso economico, sociale e ambientale sostenibile nei paesi in via di sviluppo
- ❑ rendere più efficaci gli aiuti allo sviluppo di diversi paesi europei, approfondendo la cooperazione tra i governi nazionali.



## TEU

### Article 22 TEU (Treaty on European Union)

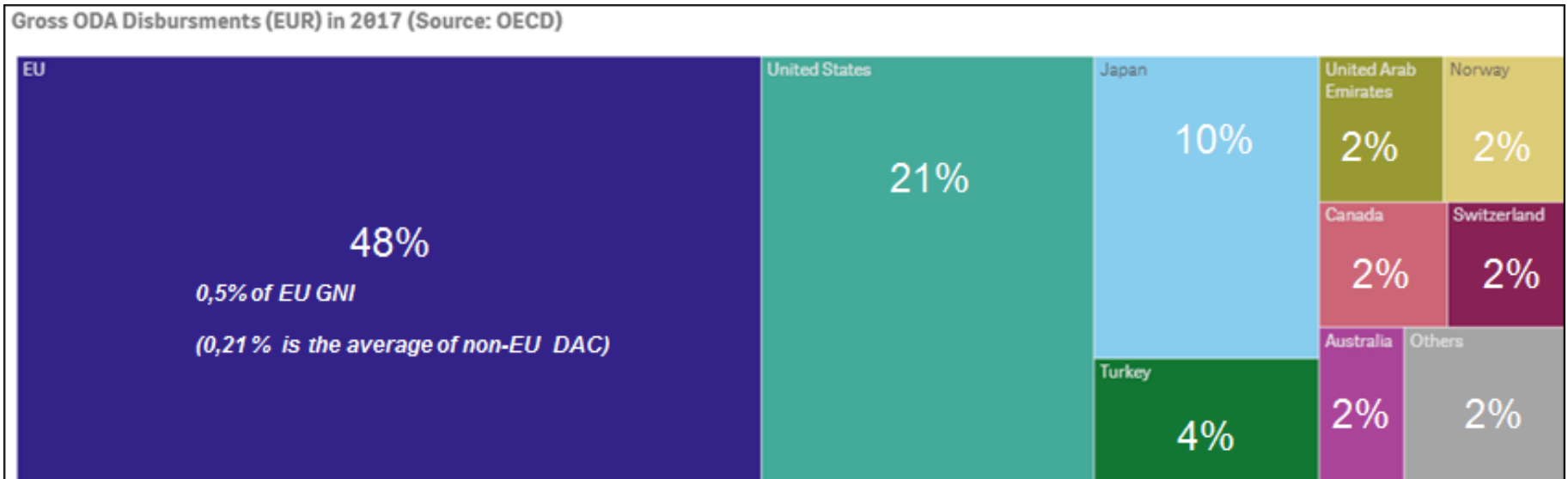
*"[...] Decisions of the European Council on the strategic interests and objectives of the Union shall relate to the common foreign and security policy and to other areas of the external action of the Union. Such decisions may concern the relations of the Union with a specific country or region or may be thematic in approach."*

## TFEU

### Article 208 TFEU (Treaty on the Functioning of the European Union)

*"[...] Union policy in the field of development cooperation shall be conducted within the framework of the principles and objectives of the Union's external action. The Union's development cooperation policy and that of the Member States **complement and reinforce each other**. Union development cooperation policy shall have as its primary objective the reduction and, in the long term, the **eradication of poverty**."*

# TOP DONORS IN THE WORLD



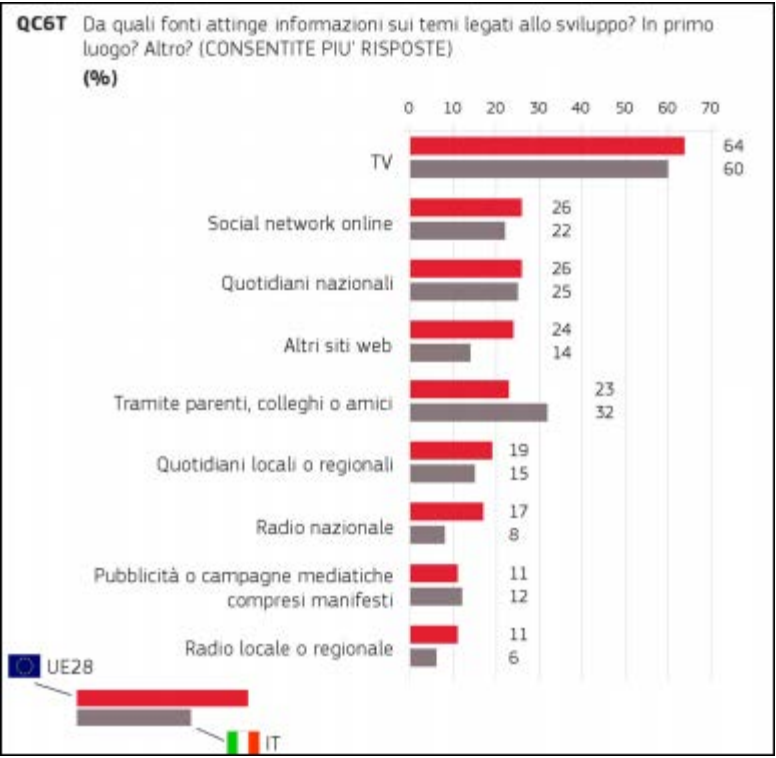
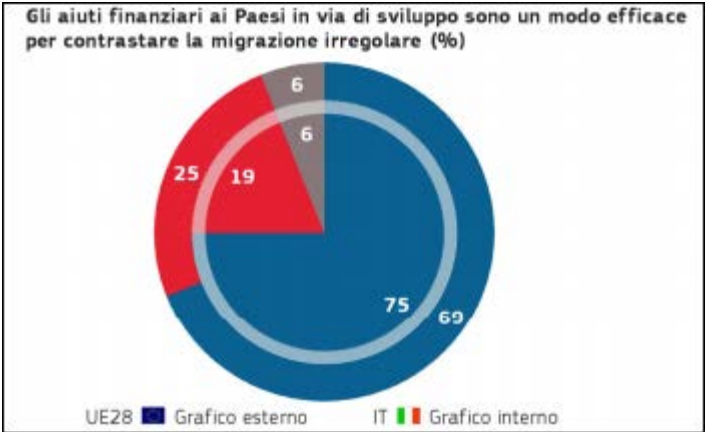
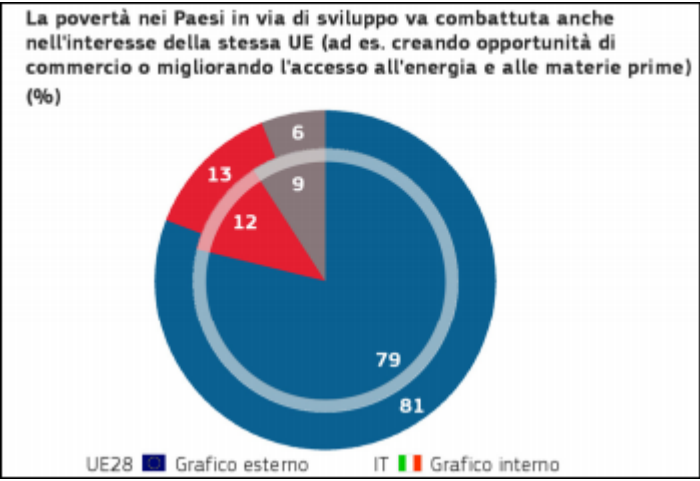
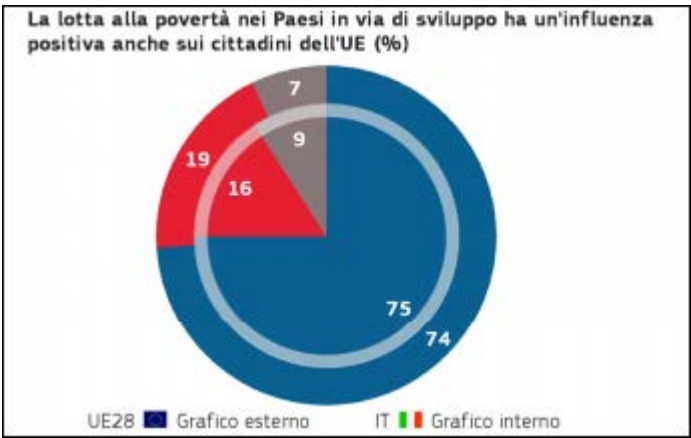
## PERCHE' FARE COOPERAZIONE?

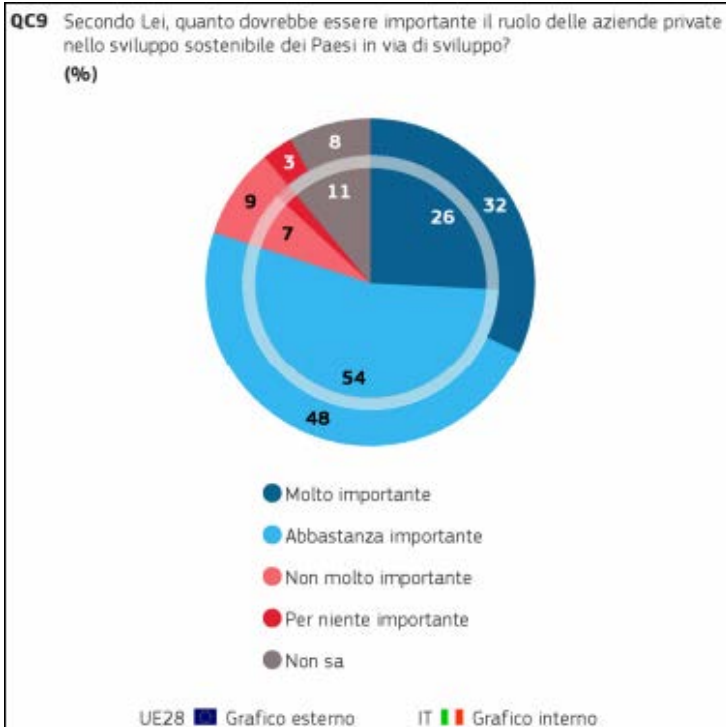
### BENEFICI RECIPROCI



- 1) STIMOLA LA CRESCITA INCLUSIVA  
NEI PVS E GLI SCAMBI CON  
L'EUROPA
- 2) COMUNI INTERESSI
- 3) RISPARMI FINANZIARI

# LA POLITICA DI COOPERAZIONE ALLO SVILUPPO DELL'UNIONE EUROPEA 5/7





nel 2017:  
 107 organizzazioni italiane  
 (private, ONG, enti pubblici)  
 147 progetti cooperazione allo sviluppo  
 volume d'affari di 169.980.747 €



## WHO IS WHO



HIGH REPRESENTATIVE/VICE-PRESIDENT

**Josep Borrell Fontelles**

A Stronger Europe in the World



COMMISSIONER

**Olivér Várhelyi**

Neighbourhood and Enlargement



COMMISSIONER

**Jutta Urpilainen**

International Partnerships



DIRECTOR-GENERAL

**Koen Doens**

## RELEX FAMILY: DEVCO, NEAR, FPI, ECHO, TRADE

The European External Action Service (EEAS)

The Directorate General for International Cooperation and development (DG DEVCO)

The DG for Neighbourhood and Enlargement negotiation (DG NEAR)

DG Humanitarian Aid and Civil protection (ECHO)

The Foreign Policy Instruments (FPI)

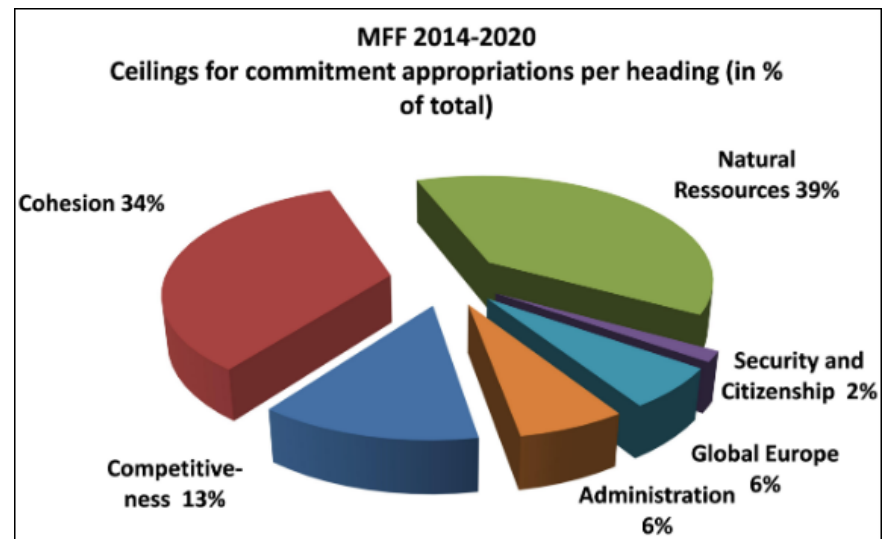
## MULTI ANNUAL FINANCIAL FRAMEWORK 2014-2020

**€960 miliardi**

6 categories of different areas of EU activities:

- Crescita intelligente e inclusiva
- Crescita sostenibile: gestione delle risorse naturali
- Sicurezza e cittadinanza
- Europa Globale
- Amministrazione
- Compensazioni

**58,70 miliardi di EUR**



## Thematic instruments

European Instrument for Democracy & Human Rights (EIDHR)



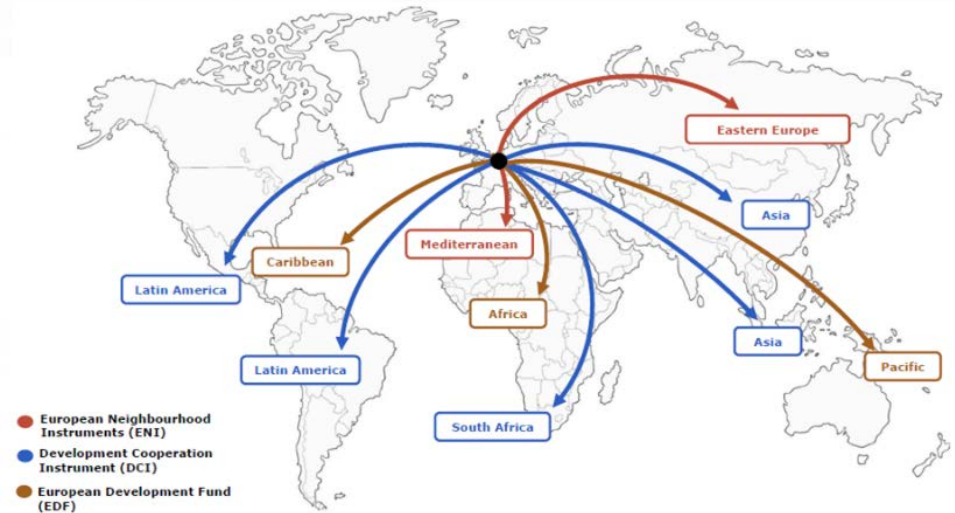
Instrument for Nuclear Safety Cooperation (INSC)



Instrument contributing to Stability and Peace (IcSP)



## Geographical instruments



## THEMATIC INSTRUMENTS

EUROPEAN INSTRUMENT FOR DEMOCRACY AND  
HUMAN RIGHTS (EIDHR) 1,333 ML €

INSTRUMENT CONTRIBUTING TO STABILITY AND PEACE  
(IcSP) 2,339 ML €

INTERNATIONAL NUCLEAR SOCIETIES COUNCIL (INSC)  
225 ML €

PARTNERSHIP INSTRUMENT (PI) 955 ML €

# GEOGRAPHIC INSTRUMENTS

## EUROPEAN DEVELOPMENT FUND (EDF)

30,5 ML€



# INSTRUMENT FOR PRE-ACCESSION ASSISTANCE (IPA) 11B€



## EUROPEAN NEIGHBOURHOOD INSTRUMENT (ENI)

15 ML€

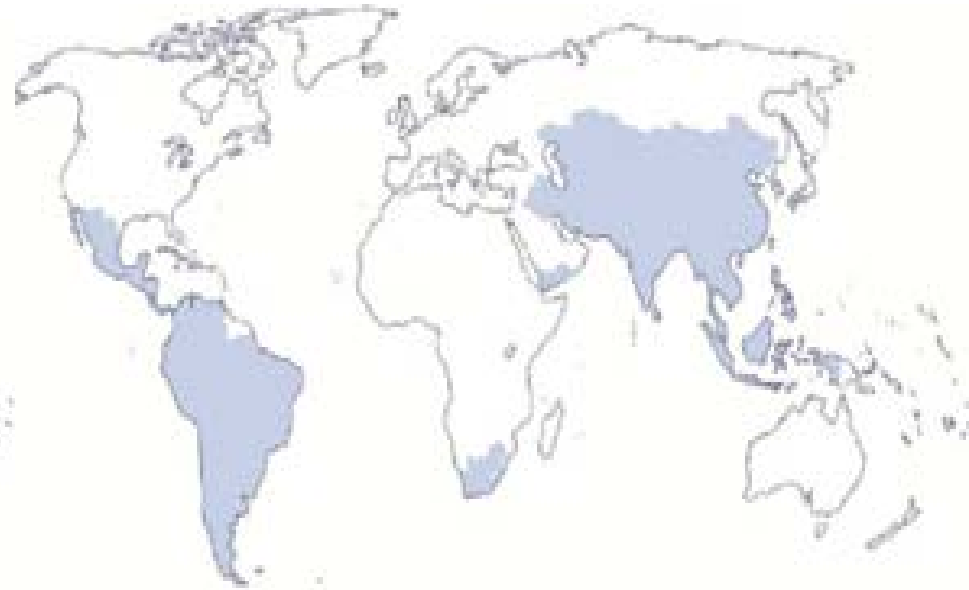


## DEVELOPMENT COOPERATION INSTRUMENT (DCI)

19 ML€



*60% del budget (ca 11 m€)*



*40% del budget (ca 8 m€)*



# MULTI ANNUAL FINANCIAL FRAMEWORK 2021-27

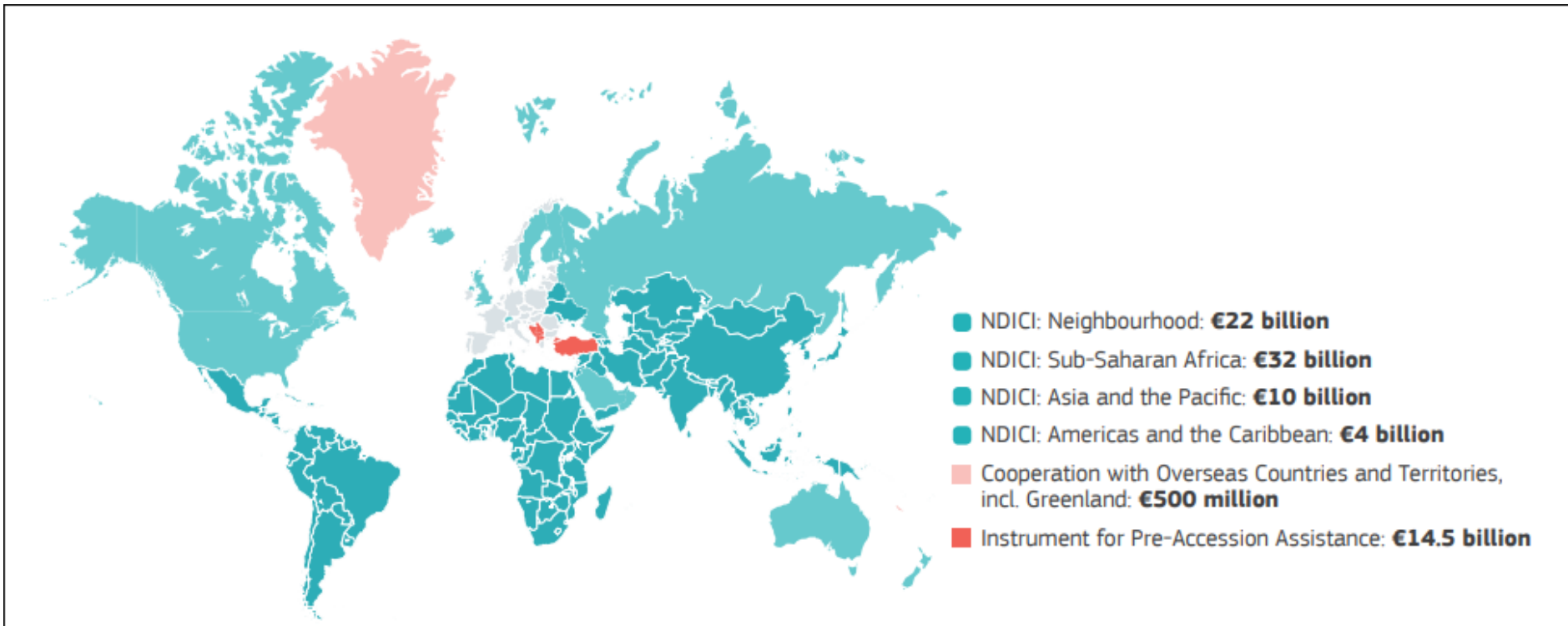


- ✓ Maggiori finanziamenti per l'azione esterna dell'UE
- ✓ Semplificazione: meno strumenti
- ✓ Flessibilità

## THE NEIGHBOURHOOD, DEVELOPMENT AND INTERNATIONAL COOPERATION INSTRUMENT (NDICI)



THE GEOGRAPHIC PILLAR  
€68 ML



THE THEMATIC PILLAR  
€1,5 ML



THE RAPID-RESPONSE PILLAR  
€4 ML



**EMERGENCY CUSHION** of € 10,2 ML



**QUADRO PER GLI INVESTIMENTI**  
€60 ML

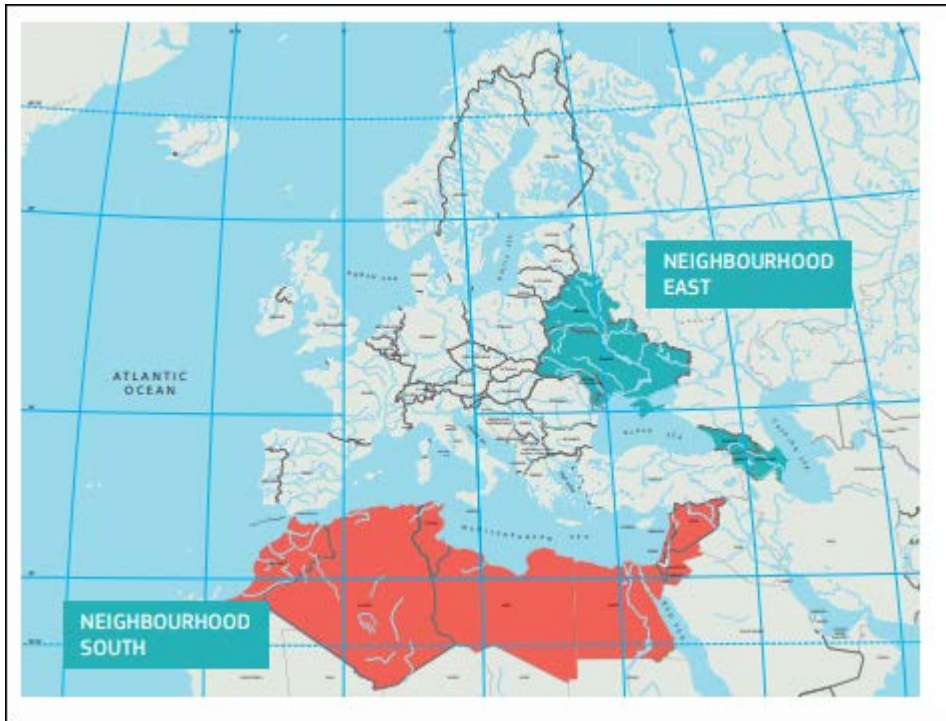
**STRUMENTO EUROPEO PER LA  
SICUREZZA NUCLEARE**  
€300 ML

**PAESI E TERRITORI D'OLTREMARE**  
€500 ML

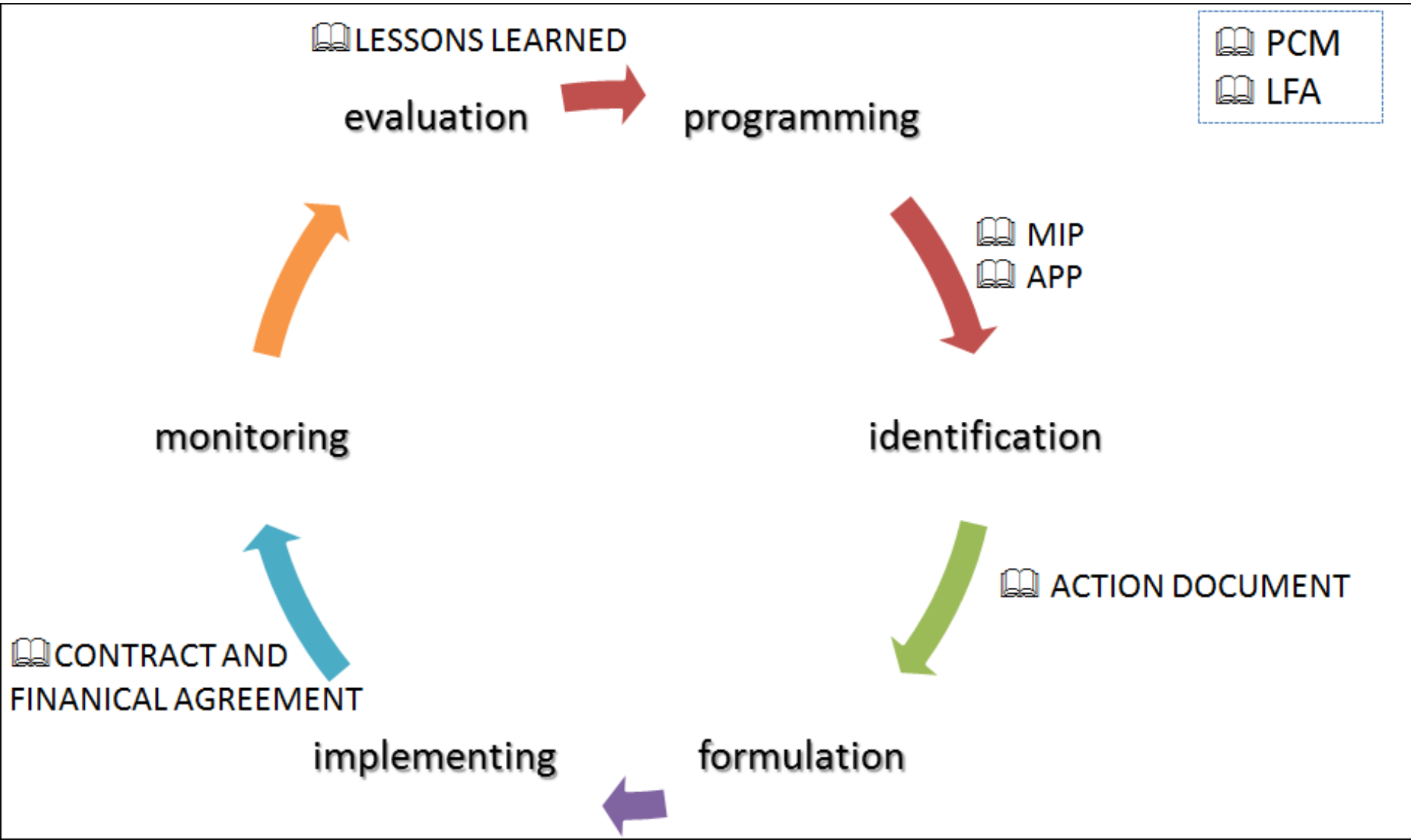


## EUROPEAN NEIGHBOURHOOD POLICY

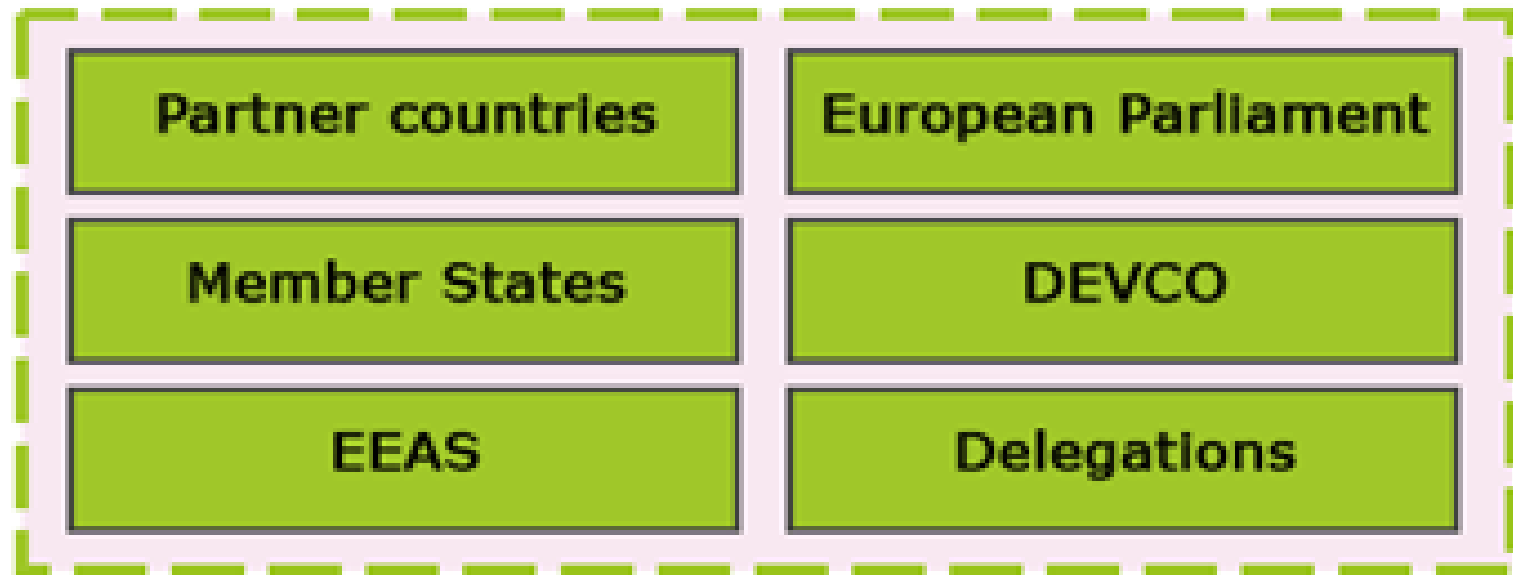
€ 22 ML



- European Neighbourhood Policy Partners - South
- European Neighbourhood Policy Partners - East



# RESPONSABILITA' NEL CICLO DI PROGETTO



**SVILUPPO EFFICACE**

# MODALITA' DI GESTIONE

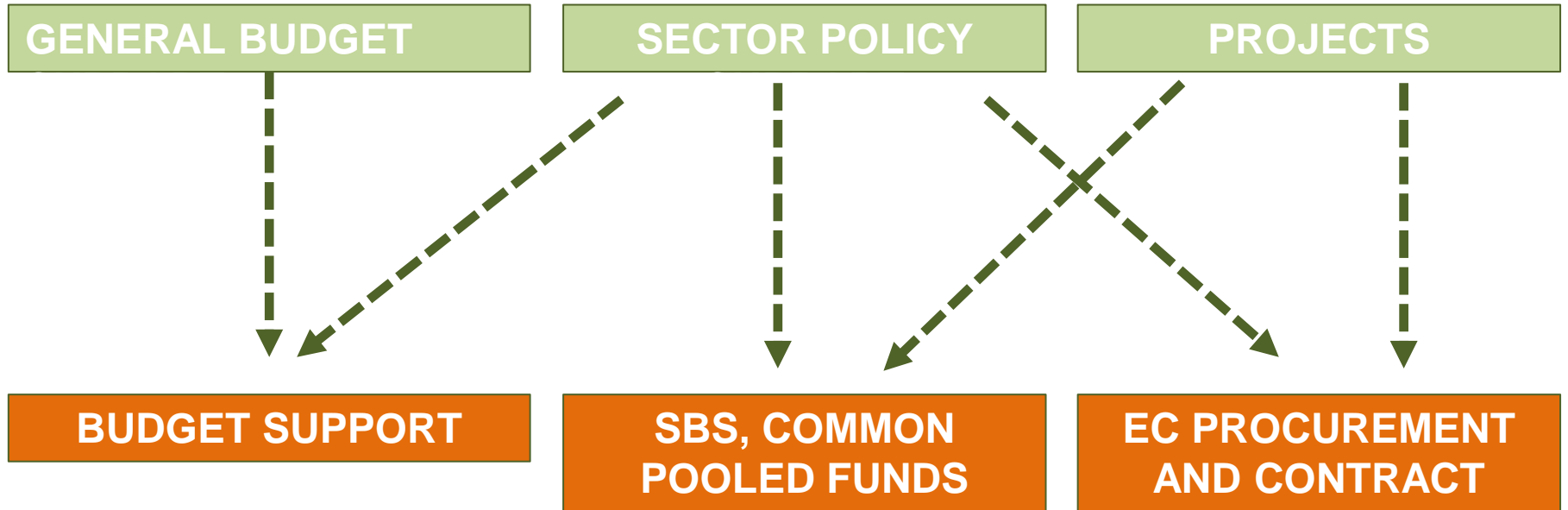
## GESTIONE DIRETTA

- la Commissione segue il progetto da vicino dall'inizio alla fine del ciclo.
- Investimento diretto dei fondi
- Progetto eseguito dalla sede centrale o dalle delegazioni o agenzie esecutive.

## GESTIONE INDIRECTA

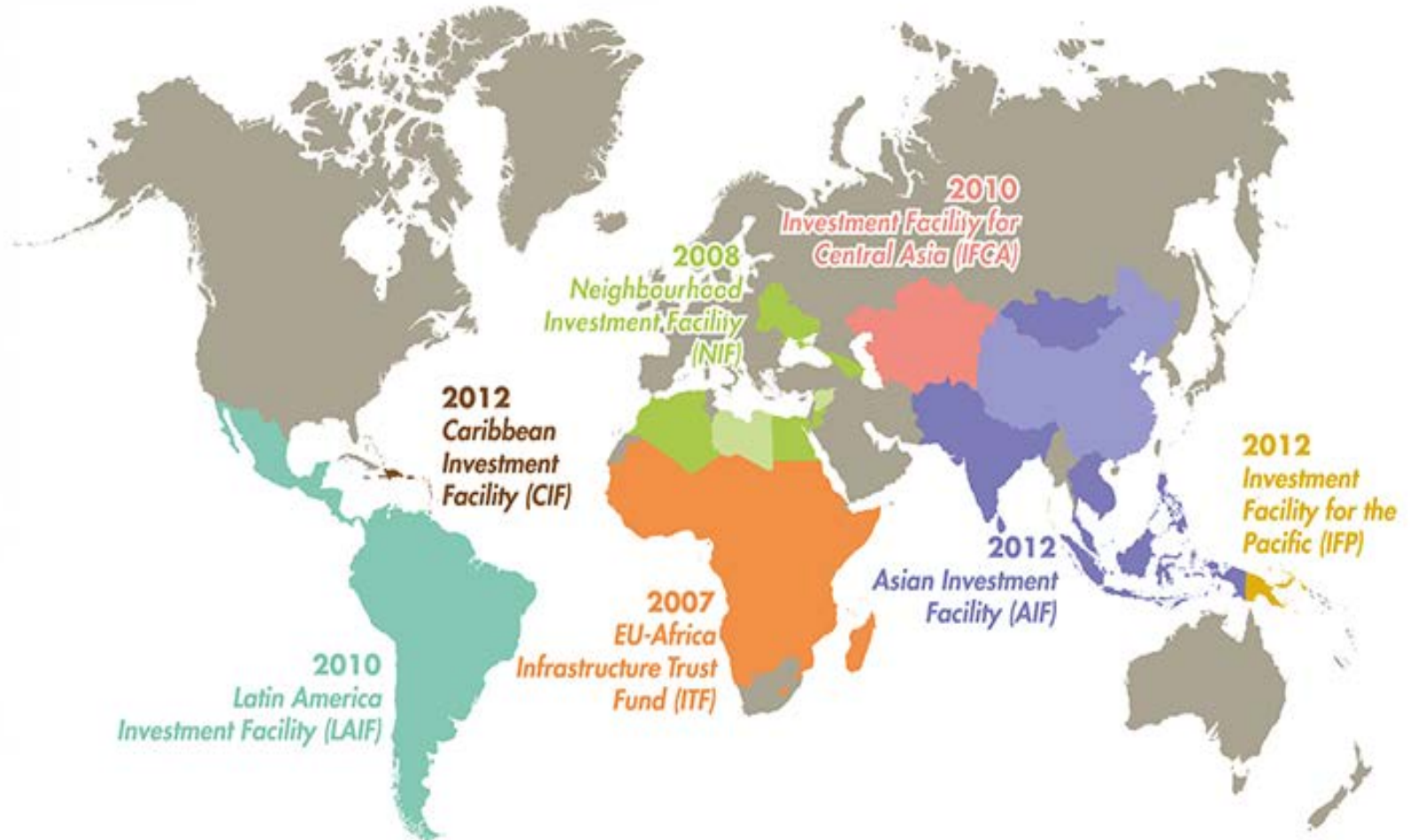
- la Commissione investe denaro, ma segue il progetto a distanza.
- Bilancio eseguito da:
  - Paesi partner
  - Organizzazioni internazionali
  - Agenzie di sviluppo degli Stati membri
  - Altre organizzazioni

## MODALITA' DI EROGAZIONE DEGLI AIUTI





## Geographical coverage regional blending facilities





## INTERNATIONAL COOPERATION AND DEVELOPMENT

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Version 9.0

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- ▶ 19. The implementation of grant contracts - A users' guide
- ▶ 20. The implementation of service contracts - A users' guide
- ▶ 21. The implementation of works contracts - A users' guide
- ▶ 22. The implementation of supply contracts - A users' guide
- 23. List of Annexes



May 2019

DEVCO Companion 9 in force as of 28 May 2019

### PROCEDURA D' APPALTO



UN'AUTORITÀ CONTRAENTE  
ACQUISTA UN BENE/SERVIZIO A  
FRONTE DEL PAGAMENTO DI UNA  
PRESTAZIONE COMMERCIALE



LE NORME VARIANO IN FUNZIONE  
DELLA NATURA DEL CONTRATTO E  
DELLA SOGLIA



INTERNATIONAL COMPETITIVE  
BIDDING

GLI AVVISI DI GARE D'APPALTO SONO PUBBLICATI SUL SITO  
WEB DI [EUROPEAID](#)

### GRANTS



CONTRIBUTI FINANZIARI NON  
COMMERCIALI PER L'ATTUAZIONE DI  
UN PROGETTO



RIMBORSO PARZIALE DEI COSTI  
SOSTENUTI

OPPORTUNITA' SUL SITO DI [EUROPEAID](#)

REGISTRAZIONE SUL PORTALE [POTENTIAL APPLICANT DATA ONLINE  
REGISTRATION](#) (PADOR)

E-APPLICATION ATTRAVERSO LA PIATTAFORMA [PROSPECT](#)

MODELLI, ISTRUZIONI E GUIDELINES SUL SITO DI [EUROPEAID](#)



## INTERNATIONAL COOPERATION AND DEVELOPMENT

### Calls for Proposals and Tenders

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## Calls for Proposals and Tenders

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Published Updated Status Type Geographical Zone Programme

**140571 - Fourniture, livraison et mise en service de motos aux centres d'animation pédagogique**

06/12/2019 06/12/2019 Open » 13/01/2020 Supplies Mali Africa, Caribbean and Pacific



**SINCE THE BEGINNING OF 2019**  
**THE EC PUBLISHED ON EUROPEAID**  
**331 CALLS FOR TENDERS FOR SERVICES**  
**152 CALLS FOR TENDERS FOR SUPPLIES**  
**64 CALLS FOR TENDERS FOR WORKS**  
**218 CALL FOR PROPOSALS**

# CASE STUDIES

[Supply and Installation of Digital Conference Network equipment for the Senate](#)

[Provision of Long Term Expertise and Support Staff for the Intellectual Property Rights Action for Africa](#)

[Technical Assistance for preparation of the Flood Risk Management Plan in Bosnia and Herzegovina](#)

[Technical Assistance for Reduction of Infrastructure Maintenance & Renewal \(M&R\) Costs and Establishment of a Railway Infrastructure Maintenance Management System \(RI-MMS\) at the DG for Turkish State Railways \(TCDD\)](#)

[The Reconstruction of the Kastel Fortress Phase II -Unit 2 "Cultural Centre With Auxiliary Services"](#)

[Supply of Vehicles and Motor Bike to the Boosting Agriculture](#)

[Appel à Manifestation d'Intérêt dans le cadre des actions de visibilité et communication de l'Union européenne en Mauritanie](#)  
[Contrat avec bon de commande pour la fourniture de documents imprimés, d'articles promotionnels et de supports de communication au profit de la mission EUCAP Sahel Mali a Bamako](#)





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