



SHIELD PCP informative webinar

18 June 2026



Welcome and introduction

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PPHS

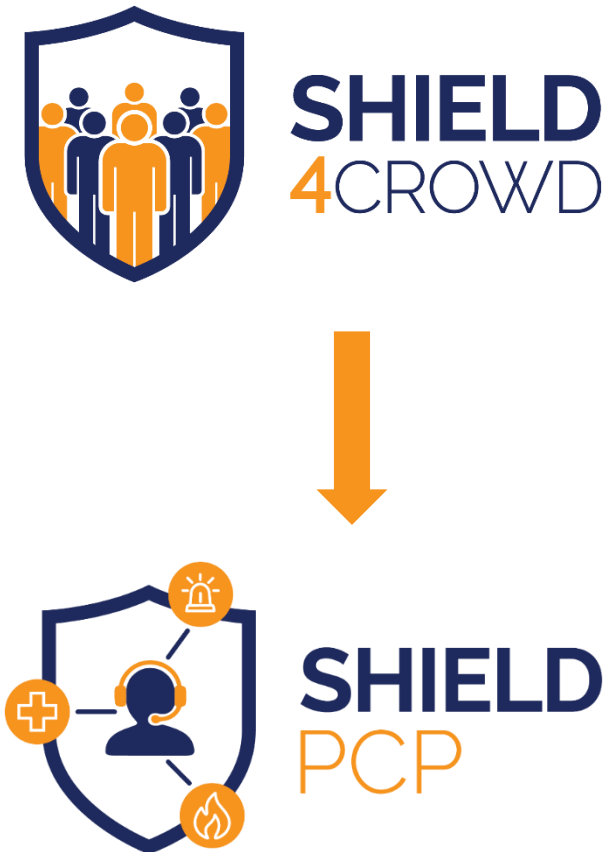
How the project started



From SHIELD4CROWD to SHIELD PCP

SHIELD4CROWD laid the foundation for a European approach to protecting public spaces through innovation and Pre-Commercial Procurement (PCP).

By identifying common vulnerabilities, mapping technology gaps, and uniting security practitioners across Europe, the project prepared the ground for **SHIELD PCP**—turning shared needs into concrete innovation actions.





Challenge

Public spaces often host large, dynamic crowds—from daily urban movement to major events. Ensuring safety in such environments requires real-time coordination between agencies, reliable communication systems, and accurate situational awareness.

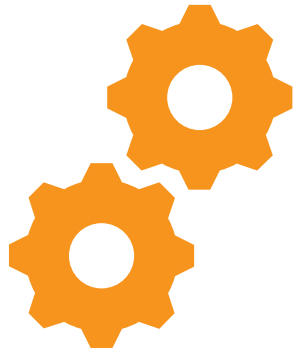
SHIELD PCP focuses on four core capability areas:

- **Command centre coordination:** integrating data and control systems for real-time management.
- **Secure communication:** Ensuring reliable information flow between first responders and the public.
- **Crowd monitoring:** Analysing in real-time crowd density, movement and abnormal behaviours.
- **Movement monitoring:** Detecting movement patterns and, when needed, focusing only on specific individuals or groups to support a timely response.





Expected Results



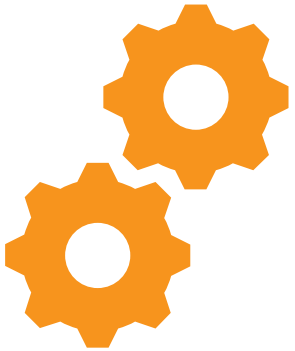
Through the **Pre-Commercial Procurement (PCP)** process, **SHIELD PCP** will develop and test **prototype solutions** in real operational environments in France, Spain, and Slovakia.

While the project will not deliver market-ready products, it will provide **tested concepts and a clear roadmap** for future large-scale deployment through **Public Procurement of Innovative Solutions (PPI)** or other funding mechanisms.

This approach strengthens cooperation, drives innovation, and improves Europe's capacity to protect public spaces.



Expected TRL levels for each PCP phase



- **PCP PHASE 1 – Solution design**
 - TRL 3 – Experimental proof of concept or
 - TRL 4 – Technology validated in a lab
- **PCP PHASE 2 – Prototype development and integration**
 - TRL 5 – Technology validated in a relevant environment or
 - TRL 6 – Technology demonstrated in a relevant environment⁵
- **PCP PHASE 3 – Validation in real operational environment**
 - TRL7 – System prototype demonstration in an operational environment or
 - TRL 8 – System complete and qualified

Consortium



MINISTERIO
DEL INTERIOR



MINISTÈRE
DE L'INTÉRIEUR

*Liberté
Égalité
Fraternité*



Isdefe



novadays



MINISTERSTVO
VNÚTRA
SLOVENSKEJ REPUBLIKY



Polish Platform
For Homeland Security



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Objectives of the webinar and key takeaways for participants.



-  **Discover the Opportunity** → Explore the SHIELD PCP project, challenges, and market opportunities.
-  **Understand the Rules** → Learn the PCP process, eligibility requirements, evaluation criteria, and timelines.
-  **Prepare a Competitive Proposal** → Understand the tender documentation and key submission requirements.
-  **Master the Submission Process** → Learn how to use the e-Procurement platform and submit your tender successfully.
-  **Connect with the SHIELD Team** → Get answers to your questions and clarify any aspects of the tender process.





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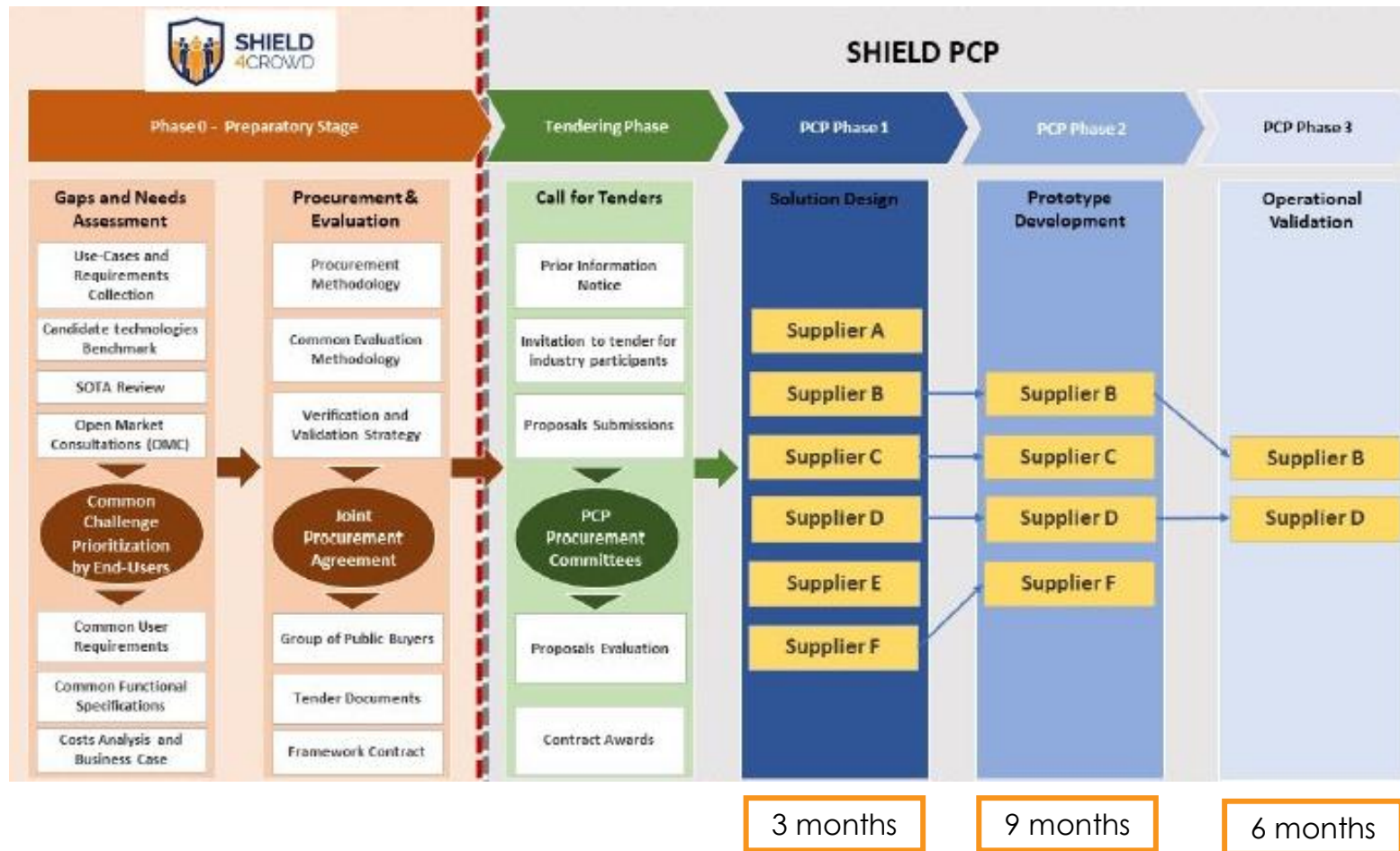


Overview of the PCP Procedure

Norma Dauvin

French Ministry of Interior

The Call for Tenders in a nutshell



Phase 1 – Solution design.

1. Elaborate the solution design and complete architecture.
2. Demonstrate the technical, economic and commercial feasibility of the proposed concepts and approach to address the PCP challenge.

Phase 2 – Prototype development and integration.

For phase 2 the prototype validation is expected to be done at the premises of the Spanish National Police in a controlled laboratory environment.

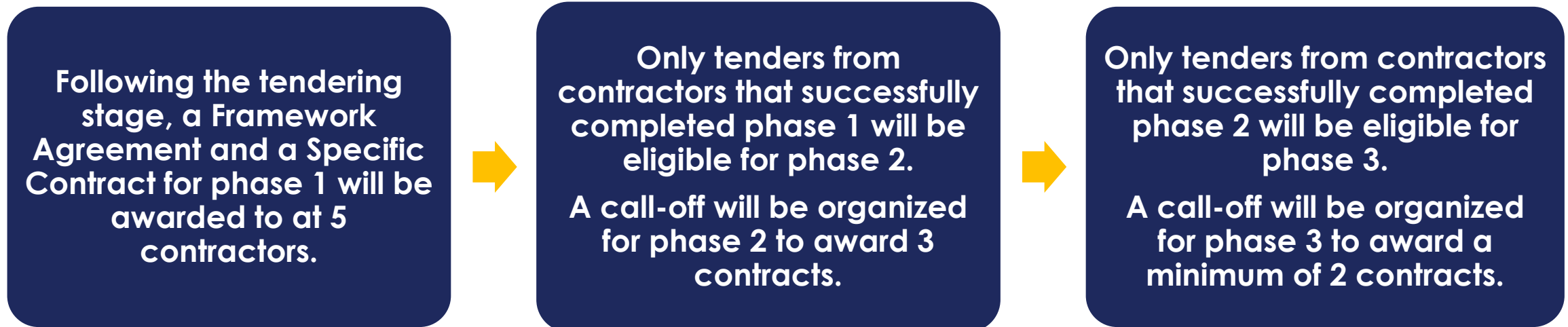
Phase 3 – Validation in real operational environment.

For phase 3 the testing of the solutions will take place in 3 pilot sites in Slovakia, Spain and France.

PCP implementation



The PCP will be implemented by means of **a Framework Agreement (TD2)** with call-offs for **Specific Contracts (TD3, 4 and 5)** for each of the PCP phases.



- The Framework Agreement will set all the conditions for the duration of the PCP (covering all three phases).
- Ideally 5 tenderers (and a minimum of 3) will be awarded a Framework Agreement and a Phase 1 Contract.

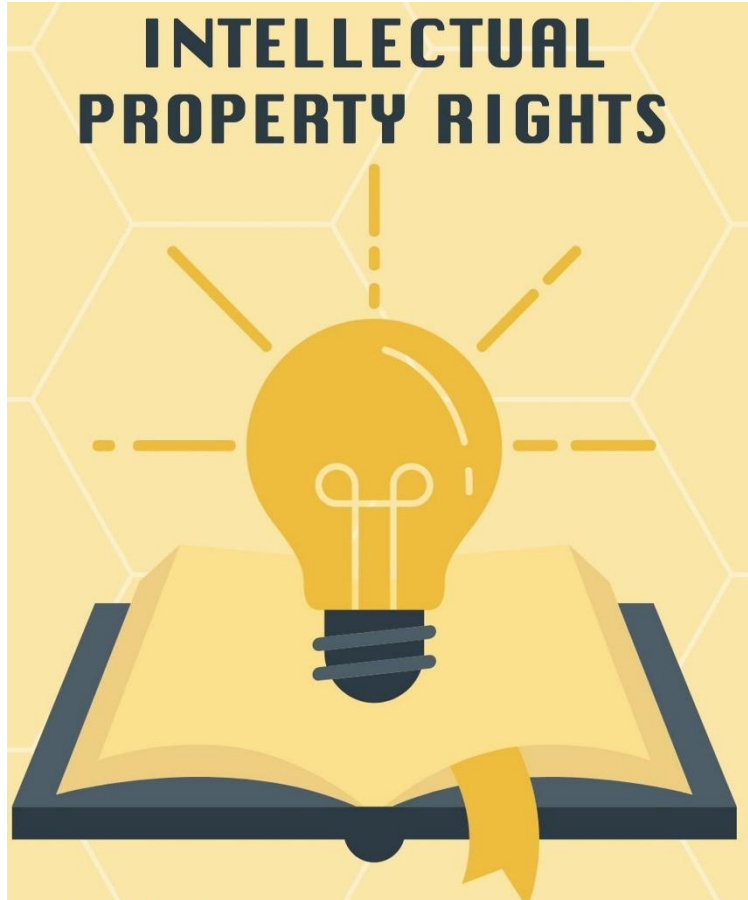
The Call for Tenders in a nutshell



PCP phase	No. Contractors	Maximum budget per contractor	Total estimated budget per phase
Phase 1 - Solution design	5	90,000 €	450,000 €
Phase 2 - Prototype development and integration	3	750,000 €	2,250,000 €
Phase 3 - Validation in real operational environment	2	487,500 €	975,000 €
		TOTAL	3,675,000 €



Intellectual Property Rights



- Suppliers keep the IPRs of the results generated during the PCP.
- The public buyers receive an irrevocable, royalty free, non-exclusive, non-commercial license to use the technology for indefinite time. IPRs of the PCP and needed pre-existing rights.

The public buyers have the right to require the contractors to grant non-exclusive licences to third parties under Fair, Reasonable and Non-Discriminatory (FRAND) conditions.

The public buyers have the right to require the contractors to transfer ownership of the IPR if they do not protect them or do not commercialize the solution within 2 years.

The Call for Tenders (TD1) provides a generic explanation of the IPR distribution and the Framework Agreement (TD2) describes it in detail, including the rights and obligations of the parties.



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Submitting your tender

Norma Dauvin

French Ministry of Interior

Know the tender documents



The tender documents at a glance

TD1	Call for Tenders	TD2	Framework Agreement	TD3–5	Phase 1 / 2 / 3 contracts
TD6	End-of-phase report	TD7	Contractor details & abstracts	TD8	Technical Form
TD9	Financial Form	TD10	ESPD	TD11	Consortia Statement
TD12	Non-Disclosure Agreement				

+ Annexes I–VII: checklist · PBG info · pre-existing rights · ESL-law obligations · pilot description · testing framework · technical requirements (confidential)

One platform, three envelopes



Studio Amica e-procurement platform civipolpcp.tuttogare.it

Envelope A 1/3

Administrative

ESPD (TD10), consortium statement (TD11), eligibility & exclusion/selection criteria evidence

Envelope B 2/3

Technical

Technical Form (TD8) — max 50 pages excl. annexes; pre-existing-rights list

Envelope C 3/3

Financial

Financial Form (TD9) — prices in € excl. VAT, with shared-IPR discount

Sign an NDA to access to the full technical annex



Step 1

Sign the NDA (TD12)

Send the signed NDA via the platform's secure messaging to the Lead Procurer



Step 2

Receive confidential docs

Once validated, the Lead Procurer sends you the confidential Technical Requirements



Step 3

Build a precise tender

Address the exact, measurable requirements that drive most of your score

The NDA protects sensitive information only — it is NOT a selection or exclusion criterion. Every interested provider may request access on equal terms.

The NDA (TD12): why you need it, how to get it



Why it matters

- The confidential annexes hold the exact technical requirements, the evaluation KPIs and the detailed pilot scenarios
- Criterion A — 70 of 100 points — scores your match with precisely those requirements: without them, you bid blind
- It is NOT a selection or exclusion criterion — every provider can request access on equal terms

How — four steps

- 1 Download TD12** — From the platform's attachments section
- 2 Fill in & sign** — By an authorised representative (or attach a proxy)
- 3 Send via secure messaging** — To the Lead Procurer, on the platform — nowhere else
- 4 Receive the annexes** — After validation, by secure messaging on the platform

Request it early — well before the 23 June question deadline — so you can target the real requirements. Confidentiality obligations run for 4 years.



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Envelope A – get the administrative file right - 1/3



ESPD (TD10) from everyone. Tenderer, each consortium member, subcontractors and any third party relied upon — fill it in via the EU ESPD web tool, export and sign.



Consortium? Sign TD11 together. All members complete the Consortia Statement — accepting joint and several liability — and each must appear in its trade/professional register.



Check signature authority. Sign by a representative listed in the trade or professional register — otherwise attach a valid proxy signed by someone who is.



Declare subcontracting in the ESPD. State which parts of the R&D you subcontract, to whom, and for which services. Core PCP management cannot be subcontracted.



One tender per entity — in any role. Solo, consortium member, subcontractor or third party: appear in more than one tender and ALL tenders involved are excluded.

If the PBG spots clerical errors in Document A, you may get 5 days to correct them — but don't rely on it.

Envelope B – The Technical Form (TD8) – 2/3



Hard limits

- 50 pages maximum, excluding annexes — excess pages are simply not evaluated
- Annexes capped at +75 pages — use them for images & screenshots of your solution (encouraged)
- English, or a full English translation at your cost
- No reservations or equivocal cover letters — the offer must be unqualified

What TD8 must contain

- Public project summary — mandatory, published if you win, but not scored
- Technical offer answered criterion by criterion in the form's table (A.1.1–A.1.10, B, C) — mirror the award criteria
- Project plan & PM methodology covering all three phases, with resources
- Draft business plan — your route to commercial exploitation
- Risk assessment & mitigation strategy
- Declarations: pre-existing rights (background IPR) + Russian-participation

Evaluators score what the table makes easy to find — answer in the structure of the form, with evidence.



Envelope C – The Financial Form (TD9) – 3/3



How to price (Excel template)

- Binding unit prices for the whole Framework Agreement: hourly rates per profile (junior / medior / senior), materials, facilities, overheads, travel
- A fixed total price for Phase 1 + estimated maximum totals for Phases 2 & 3
- All amounts in € excluding VAT
- Stay inside the limits: floors €45k / €375k / €243.75k — maxima €90k / €750k / €487.5k

What the evaluators check

- Products < 50% of contract value — the R&D-services test, per phase and overall
- Breakdown by country/location of activities — your evidence for the 70% place-of-performance rule
- Staff list: names, roles, locations, subcontractor flag — these people are then required to execute the contract
- Two totals: exclusive-development price vs shared-IPR price — your IPR discount must be visible

Below the floor earns no extra points; above the maximum means exclusion; zero or negative prices are excluded.

Common pitfalls & how to avoid them



Do

- ✓ Request the NDA early to get the full list of requirements
- ✓ Submit questions in writing by 23 June
- ✓ Propose something genuinely new and modular
- ✓ Address every weighted requirement, with evidence
- ✓ Build the shared-IPR discount into your price
- ✓ Communicate only through the platform



Don't

- ✗ Pitch an off-the-shelf product (> 50% already on market)
- ✗ Miss the 70% place-of-performance rule
- ✗ Put a document in the wrong envelope (A/B/C)
- ✗ Exceed the 50-page Technical Form limit
- ✗ Contact buyers outside the platform (risk of exclusion)
- ✗ Do not wait the 25th of august at 5:55 PM to submit you offer !
- ✗ Add reservations or conditions to your offer



After Phase 3 – and why it matters to you?



Commercial exploitation

You're expected to bring the validated solution to market (best efforts, within 2 years)



A possible follow-up PPI

A later Procurement of Innovative Solutions could buy deployable volumes



Standards & dissemination

Contribute to European/international standards; publish results (with approval)



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Using the Electronic Procurement Platform

Studio Amica



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Tender Opening Process & clarification on buffer time and standstill period

Beatriz Gómez Fariñas

Corvers Procurement Services

Tender opening process



Opening the tender 26th of August at 10:00 AM

The offers are opened one by one following the order of filing.
In case of several submission of a same operator, only the last envelope will be considered



Procurement Committees evaluation From 26th of August to the 22nd of October 2026

An administrative, technical and financial evaluation will be done by each comity.



Award notification 23rd of October 2026

After sending the award notification, the bidders can sign the agreement. The contract will be published on TED and national platforms.

* Please note that the dates above are indicative and may be subjected to changes.

Evaluation of tenders



Participation is open on equal terms to all types of operators that are established in and controlled from EU Member States or HE associated countries.

I.e., a subsidiary from a third country **established in a Member State of HE Associated country** can be partner in a consortium to submit an offer. A company established in a third country and not established in a Member State or HE associated country can act as a subcontractor. **But not as main contractors.**

Participation in the PCP contract is not open to entities that are subject to EU restrictive measures.

Possible to submit joint tenders and to engage subcontractors (the contractor(s) remain fully liable to the PBG for the performance of the contract + no essential parts of the contracts may be subcontracted).

Each tenderer, consortia member, subcontractor, affiliated entity and other third party must **complete the ESPD (TD10)**.

* For phase 2 and 3, participation is limited to contractors that successfully completed the preceding phase.

Evaluation of tenders



* Tenderers that do not comply with these criteria will be excluded, with the exception of self-cleaning measures. The exclusion criteria will remain unchanged for the entire duration of the PCP.

*Clarifications may be requested by the contracting authority after the submission deadline.

EXCLUSION CRITERIA	EVIDENCE
Exclusion grounds as defined in Article 57 of Directive 2014/24/EU: • Grounds relating to criminal convictions. • Grounds relating to the payment of taxes or social security contributions. • Grounds of insolvency or professional misconduct. • Conflict of interest. • Distortion of competition.	ESPD (TD10)

Evaluation of tenders



* Tenderers that do not comply with these criteria will be excluded.

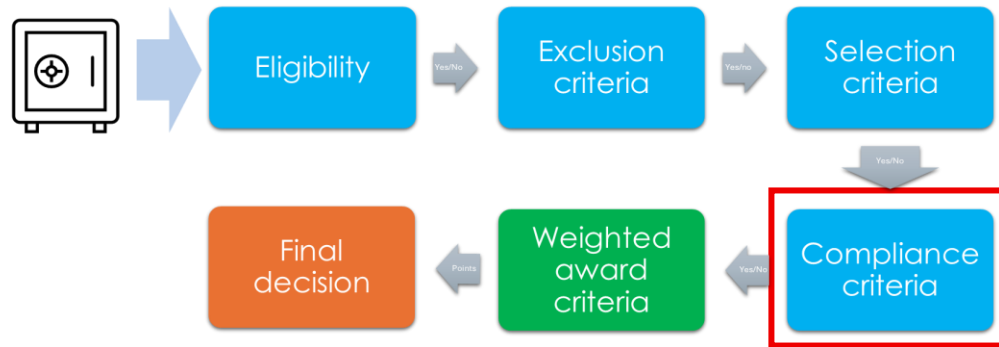
* Clarifications may be requested by the contracting authority after the submission deadline.

* The selection criteria will remain unchanged for the entire duration of the PCP.

* Changes in the personnel executing the contract (who will need the same qualifications, knowledge and experience) will be duly notified to and authorized by the Lead Procurer.

SELECTION CRITERIA	EVIDENCE
Suitability to pursue the professional activity	Proof of enrolment in a professional or trade register
Project management role	At least 1 professional with 5 years experience – CVs
Ability (and experience) of the personnel regarding legal knowledge in the field of AI, IPR and European Interoperability Standards	One or more professionals with experience in a minimum of 2 projects in the last 5 years – CVs
Demonstration of expertise and working experience	At least 3 engineers with relevant experience – CVs
Previous experience	At least 1 reference from a project implemented within the last 3 years
Ability to perform R&D up to original development of the first products or services and to commercially exploit the results of the PCP, including intangible results in particular IPRs	Proof of availability of testing facilities and necessary materials and/or equipment
Financial standing	Proof of financial resources at least equal to the estimated contract value for Phase 1.

Evaluation of tenders



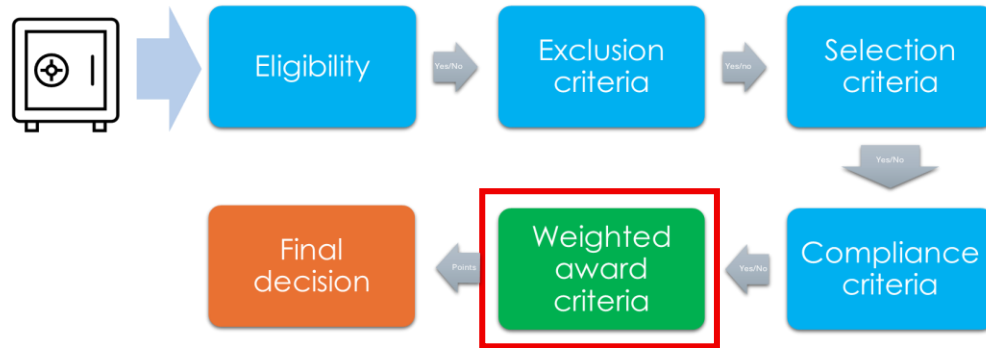
* Tenderers that do not comply with these criteria will be excluded.

*Clarifications may be requested by the contracting authority after the submission deadline.

* The compliance criteria will remain unchanged for the entire duration of the PCP.

COMPLIANCE CRITERIA	EVIDENCE
Definition of R&D services as described in the most recent version of the Frascati Manual	Technical form (TD8)
Place of performance requirements (at least 70% of the activities must be performed in EU or HE associated countries)	Technical form (TD8)
Compliance with relevant laws and regulations (GDPR, AI Act, NIS II Directive, etc.)	Technical form (TD8)
Proposed solution cannot be available on the market	Technical form (TD8)
Compatibility with other public financing	Technical form (TD8)

Qualitative evaluation



Weighted award criteria		Max points	Threshold
A. IMPACT ON THE CHALLENGE		70	35
A.1	Level of matching the requirements.	65	32,50
A.2	Commercial potential.	5	2,5
B. VALIDITY OF THE TECHNICAL APPROACH		10	5
B.1	Quality of the methodology – Design, development, and installation of the solution.	3	1,50
B.2	Technical validity and robustness of the solution.	7	3,50
C. QUALITY OF THE TENDER		10	5
C.1	Coherence/integration of the overall proposal.	5	2,50
C.2	Project management methodology for the contract implementation for the three phases of the PCP.	5	2,50
		90	45

- The maximum scoring obtained after the proposal evaluation shall be 100 points, where:
 - 90 points correspond to the technical offer, and
 - 10 points correspond to the financial offer.
- The tenders will be evaluated on the weighted award criteria (according to a quality assessment and a price assessment) only if the tenderer(s) is not subject to any of the exclusion criteria and fulfils the selection criteria, and the tender complies with compliance criteria.
- The award criteria and related sub award criteria will also be used to evaluate the award of the Phase 2 Contract (TD4) and the Phase 3 Contract (TD5), according to a quality assessment. **The sub award criteria, its relative weighting (and consequently the maximum points) as well as the minimum thresholds may be finetuned depending on the outcomes of Phase 1 (and 2).**

Financial evaluation



Two price evaluations → 10 pts

- **Phase 1 price → 4 points**
- **Combined Phase 1–3 price → 6 points**
- Scored on price with shared IPR (TD9)
- Lower price = more points, down to a minimum amount
- Prices below the minimum will not receive extra points
- Negative or 0 price offers will be excluded

Per-contractor price limits

Phase 1	min €45,000	max €90,000
Phase 2	min €375,000	max €750,000
Phase 3	min €243,750	max €487,500

The maximum estimated budget for Phases 2 and 3 indicated in the Phase 1 offer will act as a cap during the Call-Offs for Phase 2 and 3.

Key dates



* Please note that the dates above are indicative and may be subjected to changes.



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Q&A



Thank you for your attention!



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