

## FEDERATION NEWS

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### ***NLengineers reports on the association's reform and strategy debate***

*At a joint meeting in Scheveningen, the NLengineers Board and EFCA Board members discussed national and European developments and the organisations' actions to support businesses to withstand the impact of the crisis and to become stronger.*

NLengineers President Ed Nijpels informed the EFCA Board members about the organisation's structural reform, the committees' working methods and operations and the ongoing strategy discussion. NLengineers is examining the composition of its representation and cooperation with other professional associations.

After the presentation on the European federation, the discussion focussed on

major European business concerns, changes of the international competitive market place and changes in procurement.

NLengineers highlighted price-based selection practices as an issue. NLengineers director Paul Oortwijn explained that communications placed an emphasis on the clear distinction between cost and value, i.e. the cost of the consulting services to be provided and the savings that the client will receive over the life of the project. Finally, the meeting addressed the issue of risk transfer to the consultant and the use of partnership models in project delivery.



### ***Strengthened EFCA-FIDIC cooperation***

*Two concrete steps affirm both federations' commitment to the Agreement.*

All activities of the federations' committees are now coordinated by designated liaison members. The liaison members will bring the European perspective to FIDIC deliberations, with the objective of formulating FIDIC's policies and products that are applicable in Europe. They are also tasked with bringing FIDIC's international

best practices to the attention of the respective EFCA Committees and Task Forces, with the objective of ensuring that EFCA policies and/or products are consistent and complementary to FIDIC's.

During the past months, EFCA reviewed its Charter and Rules of procedure to streamline its operation. A series of proposed amendments are intended in particular at incorporating the provisions of the FIDIC-EFCA Agreement.

The proposed improvements will be voted at the 3 December 2010 extraordinary general assembly meeting.

Finally, President Panos Panagopoulos, President Elect Jan Bosschem and Secretary General Jan Van der Putten reviewed progress in the FIDIC-EFCA cooperation together with their FIDIC peers, Gregs Thomopulos, Geoff French and Enrico Vink in New Delhi.

### **Leading firms to leadership**

*The European Consulting Future Committee launches a presentation for associations to discuss with firms on how to identify, evaluate and select strategic options to capitalise on excellence.*

Notwithstanding differences in size, resources and market operation and the diversity of activities of European engineering consultancies, all firms need to have a comprehensive insight into the external environment, including clients, and internal conditions affecting their structure, the way they do business and ultimately their competitive advantage.

A comprehensive EFCA presentation on key facts, trends and challenges, including a SWOT analysis helps in determining opportunities to be grasped, strengths to be built upon and maximised as well as threats and weaknesses to be eliminated or minimised.

The presentation outlines critical factors to success and failures, and sectors with the

greatest potential of an increased demand for consulting engineering services. It introduces different types of contract and business models and encourages firms to investigate their position and roles in the changing supply chain. It underlines the importance of the risk transfer concept. Finally, it takes a look at the corporate entities' required skills of managers and staff.



The Committee Chair, Lena Wästfelt said: *'The presentation will certainly trigger debate and help both the associations and firms looking at new ways of doing things to take leadership'.*

### **The lowest-price proposal does not represent best value for the client**

*EFCA has published a policy paper to explain why it favours the use of the economically most advantageous tender ('best value for money'), and why it believes that the use of lowest price is neither in the interest of the public nor the client.*

The paper explains arguments against price-based selection: the cheapest design will not lead to cost-effective project outcomes in the long term and hampers innovations that may lead to reduced lifecycle costs.

It argues that consultants should be selected on the basis of their qualifications and that the award should be based on the economically most advantageous tender. The paper continues setting out a series of recommendations for effective competition

based on the economically most advantageous tender.

The policy paper provides guidance regarding actions that member associations can take in response to price-based selection practices.

<http://www.efcanet.org/pages/news.aspx?item=14571>

### ***EFCA produces 'EU funding sources for sustainability in brief'***

*In the context of its action plan and knowledge sharing activities, the Sustainable Development Task Force prepared guidance to find the way in the maze of EU funding programmes.*

The guide is meant as an introduction to and useful resource for getting information on funding opportunities in the area of sustainable development. Since various funding instruments involve different administrative levels and authorities at national and local level it also provides sources of further information.

If you are interested in receiving the guide, please contact the secretariat ([efca@efca.be](mailto:efca@efca.be)).  
For feedback: [acroisiau@efca.be](mailto:acroisiau@efca.be)

### ***2011 Young Professionals Competition now open***

*Showcase your talent and engineering excellence and win a trip to the Berlin YP Forum and EFCA conference in May 2011.*

The 2010 Young Professionals' (YPs) programme in Rome attracted substantial interest and will be expanded next year in the EFCA Conference in Berlin on the 26th and 27th of May 2011.

Registration for the 2011 YP competition is now open.

Each member association is invited to submit up to maximum five entries at the latest by the 28<sup>th</sup> February 2011. The jury will select the finalists by the end of March 2011 in the following categories: winner, second and third award and honourable mentions.

Further information on the competition and the YP programme in Berlin will also be announced on the 'Young Professionals within EFCA' group on LinkedIn.

This is the chance to prove that your project differs from the state of the art in your field and the strengths you brought to your firm!

### ***Better – greener – smarter***

*The European Construction Forum (ECF) launches a manifesto in the European Parliament.*

The ECF is a platform for cooperation on issues of common interest between independent organisations representing key players in the construction sector.

The ECF manifesto 'Building Prosperity for the Future of Europe' stresses the essential role of the construction sector and urges member states not to sacrifice essential future construction investment through budgetary cuts.

It emphasises that work on improving the energy efficiency of the existing building stock in Europe is key to accelerating economic recovery as well as an essential element of any strategy to significantly reduce greenhouse gas emissions of the EU, ensure security of supply and reduce dependency on imported energy.

<http://www.ecf.be/Content/Default.asp>

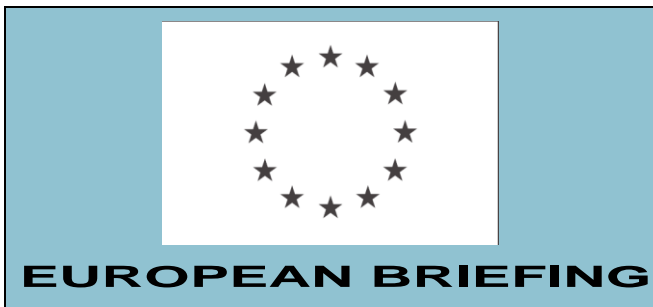
***The annual gathering of the European engineering consultancy industry  
Berlin, 26-28 May 2011***

***NOTE THE DATES IN YOUR DIARY!***

## E F C A A G E N D A

Board of Directors meeting	Brussels	25.11.2010
European Public Market Committee	Brussels	01.12.2010
D&S meeting & Extraordinary GAM	Brussels	03.12.2010
Task Force on Sustainable Development	Brussels	10.12.2010
European External Aid Committee	Brussels	20.01.2011
Board of Directors meeting	Innsbruck	28.01.2011
European Consulting Future Committee	Brussels	03.02.2011
2011 GAM & Conference	Berlin	26-28.05.2011

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**INTERNAL MARKET**

***New rules against late payment***

*A new directive on combating late payment in commercial transactions should be published in the Official Journal of the EU by the end of the year.*

The directive will give better protection to creditors, in most cases SMEs, while respecting the freedom of contract. Public authorities will have to settle within 30 days, or else pay an interest rate of 8%. This measure is expected to result in an extra €180 billion of liquidity being available to businesses.



The Directive will have to be transposed into national law within 24 months from its adoption

(by beginning of 2013).

[http://ec.europa.eu/enterprise/policies/single-market-goods/fighting-late-payments/index\\_en.htm](http://ec.europa.eu/enterprise/policies/single-market-goods/fighting-late-payments/index_en.htm)

***Commission consults on e-procurement***

*The Commission launched a consultation on e-procurement and a database on different forms of documentary evidence required for cross-border tenders.*

E-procurement refers to the use of electronic communication and transaction processing by government institutions and other public sector organisations when buying supplies and services or tendering public works.

The Green Paper invites comments on how the EU can help Member States to:

- fully exploit e-procurement's potential to simplify and improve public purchasing;
- accelerate the switch-over by providing the right mix of legislative incentives and tools; and
- allow operators from other Member States to participate in on-line procurement procedures.

The responses received will help in drawing up a programme of EU level actions to enhance the use of e-procurement (which is to be finalised during 2011).

[http://ec.europa.eu/internal\\_market/consultations/2010/e-procurement\\_en.htm](http://ec.europa.eu/internal_market/consultations/2010/e-procurement_en.htm)

At the same time, the Commission unveiled its new e-CERTIS data base.

e-CERTIS presents the different certificates frequently requested in procurement procedures across the EU.

e-CERTIS can help

- companies to find out which certificates issued in their country they need to include in tender files submitted to an authority in any partner country;
- contracting authorities to establish which documents issued by a partner country are equivalent to the certificates which they require to confirm the eligibility of the tender.

[http://ec.europa.eu/internal\\_market/publicprocurement/e-certis/index\\_en.htm](http://ec.europa.eu/internal_market/publicprocurement/e-certis/index_en.htm)

### ***Is single market legislation working as intended?***

*According to the latest 'Internal market scoreboard', the member states are still performing well in transposing internal market rules into national law, but the positive evolution of recent years has started to stall.*



Given the importance of mobility in the internal market, a chapter of the scoreboard focuses on the application of rules on mutual recognition of professional qualifications.

[http://ec.europa.eu/internal\\_market/score/index\\_en.htm](http://ec.europa.eu/internal_market/score/index_en.htm)

The European Commission is currently conducting a major evaluation of the Professional Qualifications Directive (Directive 2005/36/EC) and published the first ever report on how the Directive works in practice.

[http://ec.europa.eu/internal\\_market/qualifications/evaluation\\_en.htm](http://ec.europa.eu/internal_market/qualifications/evaluation_en.htm)

Horizontal instruments, such as SOLVIT (the online problem-solving network) and EU Pilot (a confidential on-line database for communication between Commission

services and Member State authorities) give good results.

<http://ec.europa.eu/solvit/>

The European Commission's annual report on the monitoring of the application of Community law (2009) notes that the total numbers of complaints and infringements brought to the Commission's notice declined by 16% between the end of 2008 and the end of 2009. The average delay in dealing with infringements declined from 27 to 24 months in the past decade according to the report.

[http://ec.europa.eu/community\\_law/infringement/s/infringements\\_annual\\_report\\_27\\_en.htm](http://ec.europa.eu/community_law/infringement/s/infringements_annual_report_27_en.htm)

### ***Plans to strengthen the Single Market***

*The Single Market still has many areas of untapped or not fully exploited potential. Exploiting these could further boost our economy and put the European Union's growth and competitiveness back on track.*

The Single Market Act outlines 50 measures that the Commission is proposing so as to re-launch the Single Market. Together they are aimed at achieving a highly competitive social market economy with sustainable economic growth based on renewed citizens' and business confidence.

For four months, the Single Market Act will be put up for debate throughout Europe. Following the wide-ranging European public debate, the Commission will agree the final set of measures to focus on so that the 20th anniversary of the Single Market in 2012 can be celebrated with renewed dynamism.

[http://ec.europa.eu/internal\\_market/smact/index\\_en.htm](http://ec.europa.eu/internal_market/smact/index_en.htm)

## **Transforming Europe into an Innovation Union**

*The flagship initiative for an 'Innovation Union' is key to achieving the goals of the Europe 2020 Strategy for a smart, sustainable and inclusive economy.*

It sets out a strategic approach to improve conditions and access to finance for research and innovation in Europe, to ensure that innovative ideas can be turned into products and services that create growth and jobs.



Its over thirty action points include proposals such as the European Innovation Partnerships, to

tackle major societal challenges and give the EU first-mover advantage in the markets of the future.

The Innovation Union also introduces the strategic use of public procurement budgets to finance innovation, a comprehensive Innovation Scoreboard based on 25 indicators, and a European knowledge market for patents and licensing. Another central element is measures to revitalize and speed up efforts to build a European Research Area.

<http://ec.europa.eu/innovation-union>

[http://ec.europa.eu/enterprise/policies/innovation/index\\_en.htm](http://ec.europa.eu/enterprise/policies/innovation/index_en.htm)

## **Industry for Europe - Europe for industry**

*The core message of the Communication 'An integrated industrial policy for the globalisation era' is that industry must be placed centre stage if Europe is to remain a global economic leader.*

The Communication is one of the seven flagship initiatives that underpin the EU's

ten-year strategy, Europe 2020. Its aim is to improve the European Union's competitiveness by stimulating growth and jobs and promoting the shift to a low-carbon and resource-efficient economy.



It proposes key actions in a wide range of areas, from strengthening the single market to innovation, and

several key themes of industrial policy.

The Commission will also monitor member states' industrial policy actions 'because each member state is following one and the same objective of remaining competitive on the global market.

[http://ec.europa.eu/enterprise/policies/industrial-competitiveness/industrial-policy/index\\_en.htm](http://ec.europa.eu/enterprise/policies/industrial-competitiveness/industrial-policy/index_en.htm)

## **Linking cohesion policy and Europe 2020**

*In the wider context of the EU budget review, the Commission's 5<sup>th</sup> report on economic, social and territorial cohesion underlines that future cohesion policy investments must be closely aligned to the objectives of Europe 2020.*

The report presents an extensive assessment of the economic, social and environmental situation and trends in EU regions and sets out a number of different options for adapting the policy post-2013.

[http://ec.europa.eu/regional\\_policy/sources/doc\\_offic/official/reports/cohesion5/index\\_en.cfm](http://ec.europa.eu/regional_policy/sources/doc_offic/official/reports/cohesion5/index_en.cfm)

The report opens a debate on how the overall architecture of cohesion policy can ensure that each fund contributes effectively to achieving Europe 2020's policy objectives. The report argues that cohesion policy planning and management cycles should be recast to ensure that these objectives are translated into investment priorities.

[http://ec.europa.eu/regional\\_policy/consultation/index\\_en.htm](http://ec.europa.eu/regional_policy/consultation/index_en.htm)

## **Europe's future skills base: Youth on the Move initiative**

*Youth on the Move aims to increase their chances of finding a job by enhancing student and trainee mobility and improving the quality and attractiveness of education and training in Europe.*



**An initiative of the European Union**

Youth on the Move will be instrumental in achieving the Europe 2020 headline targets of reducing the share of early school leavers from 15% to 10% and increasing the share of young people with tertiary education or equivalent from 31% to at least 40% by 2020. Youth on the Move actions will also help member states to reach the EU target for 75% employment over the next ten years by helping to ensure that young people have the right skills for the jobs of tomorrow.

[http://europa.eu/youthonthemove/europe2020\\_en.htm](http://europa.eu/youthonthemove/europe2020_en.htm)

## **EU FUNDS & PROGRAMMES**

### ***The world's largest investment programme in low carbon and renewable energy demonstration projects: call for proposals***

*The NER300 initiative will provide substantial financial support for at least eight projects involving carbon capture and storage (CCS) technologies and at least 34 projects involving innovative renewable energy technologies.*

The initiative is so named because it will be funded from the sale of 300 million emission allowances in the New Entrants Reserve (NER) of the EU Emissions Trading System (ETS). At current market prices for emission allowances, the initiative is worth around

€4.5 billion, making it the biggest such programme in the world.

Project proposals, sponsored either by a single operator or a consortium, must be submitted to the member state where the project is to take place. The member states then submit to the EIB those eligible applications that they wish to support within six months of the launch of the call.

[http://ec.europa.eu/clima/funding/ner300/index\\_en.htm](http://ec.europa.eu/clima/funding/ner300/index_en.htm)

Information on, and experience from early-mover and large-size industrial demonstration CCS projects can be found through the European CCS Demonstration Project Network at <http://www.ccsnetwork.eu>

### ***Public consultation on future funding to boost EU competitiveness and innovation***

*The Commission launched a public consultation on the successor to the Competitiveness and Innovation Framework Programme 2007-2013 (CIP).*

The CIP is the main EU budgetary instrument targeting competitiveness outside the research and skills areas. Its main priorities are SMEs, access to finance, innovation (including eco-innovation), take-up and use of information and communication technologies (ICT), energy efficiency and renewables. CIP 2007-2013 consists of three operational programmes: the Entrepreneurship and Innovation Programme (EIP), the ICT - Policy Support Programme (ICT-PSP) and the Intelligent Energy Europe (IEE) programme.

[http://ec.europa.eu/cip/public\\_consultation/index\\_en.htm](http://ec.europa.eu/cip/public_consultation/index_en.htm)

[http://ec.europa.eu/cip/index\\_en.htm](http://ec.europa.eu/cip/index_en.htm)

***EU strategy for a competitive, sustainable and secure energy***

*The Communication 'Energy 2020' defines the energy priorities for the next ten years and sets the actions to be taken in order to tackle the energy challenges. On the basis of these priorities and the actions presented, the Commission will come forward with concrete legislative initiatives and proposals within the next 18 months.*

Energy efficiency is seen as the most cost effective way to reduce emissions, improve energy security and competitiveness. The Commission will propose investment incentives and innovative financial instruments by mid 2011.

The Commission proposes to set and use energy criteria (on efficiency, renewables and smart networking) in all public procurement of works, services or products. In the industrial sector, energy efficiency certificates could be an incentive for companies to invest in technology which uses less energy.



To speed up essential EU energy infrastructure projects, the Commission proposes simplified and shorter building permits, setting a maximum time frame

until final authorisation and EU funding.

[http://ec.europa.eu/energy/strategies/2010/2020\\_en.htm](http://ec.europa.eu/energy/strategies/2010/2020_en.htm)

The Commission also defined a limited number of EU priority corridors for power grids and gas pipelines for which urgent development is needed to deliver on European Union policy goals of competitiveness, sustainability and security of supply.

[http://ec.europa.eu/energy/infrastructure/strategy/2020\\_en.htm](http://ec.europa.eu/energy/infrastructure/strategy/2020_en.htm)

***Commission envisages comprehensive EU legislation on oil platforms***

*The Commission contemplates new EU standards with regard to prevention, response in the event of an accident and financial responsibility, including EU licensing conditions.*

Greater emphasis will be placed on the safety of offshore operations across the EU and prevention of environmental risks.

[http://ec.europa.eu/energy/oil/offshore/standards\\_en.htm](http://ec.europa.eu/energy/oil/offshore/standards_en.htm)

The 2010 Commission report on the transposition and implementation of the Directive 2004/35/CE on environmental liability with regard to the prevention and remedying of environmental damage and the availability of financial security to remedy environmental damage is available at:

<http://ec.europa.eu/environment/legal/liability/index.htm>

**MISCELLANEOUS*****Start of new era in EU development assistance***

*The Commission presents proposals for a consolidation of Africa-EU relations and opens debate to change gear in the fight against poverty.*

The Communication on the consolidation of EU-Africa relations looks at ways to build upon advances that have been made in Africa and to guard against potential setbacks. It raises the theme of governance as a way to make aid more effective and addresses climate change.

[http://www.africa-eu-partnership.org/sites/default/files/comm\\_com\\_2010\\_634\\_relations\\_ue\\_afrique\\_en.pdf](http://www.africa-eu-partnership.org/sites/default/files/comm_com_2010_634_relations_ue_afrique_en.pdf)

The Green Paper: 'EU development policy in support to inclusive growth and sustainable development; increasing the

impact of EU development policy' will launch a public consultation on the future direction of the Union's aid work. It looks specifically at aspects of development affected by major changes in the global context, such as the impact of emerging economies and the economic crisis, and reassesses the need for change of development priorities.

The four areas to be examined are:

- How to ensure high impact of EU development policy;
- How to facilitate more, and more inclusive, growth in developing countries;
- How to promote sustainable development as a driver for progress;
- How to achieve durable results in the area of agriculture and food security.

It will also review the EU's partnerships with other major international actors to see whether cooperation could be more effective.

[http://ec.europa.eu/development/icenter/repository/GREEN\\_PAPER\\_COM\\_2010\\_629\\_POLITIQUE\\_DEVELOPPEMENT\\_EN.pdf](http://ec.europa.eu/development/icenter/repository/GREEN_PAPER_COM_2010_629_POLITIQUE_DEVELOPPEMENT_EN.pdf)

Also a public consultation on the future of EU budget support to developing countries is launched. Budget support entails the transfer of aid directly to the budget of partner countries in order to allow the financing of key government functions. The consultation invites views and evidence on both the opportunities of this tool for the future and on challenges remaining to improve its quality, value for money and impact.

<http://ec.europa.eu/development/how/consultation/index.cfm?action=viewcons&id=5221>

### **Six countries dominate sustainable energy patent applications**

Almost 80% of all clean energy technology (CET) patent applications are filed in Japan, the US, Germany, South Korea, France and the UK.

A joint study by the United Nations Environment Programme (UNEP), the European Patent Office (EPO) and the International Centre for Trade and

Sustainable Development (ICTSD) on the relationship between patents and the development and transfer of clean-energy technologies indicates a surge in CET patenting activity since the Kyoto Protocol.

The report includes the findings from a comprehensive mapping of clean energy technologies, an in-depth analysis of the patent landscape for these technologies, and a survey of licensing activities in this field.

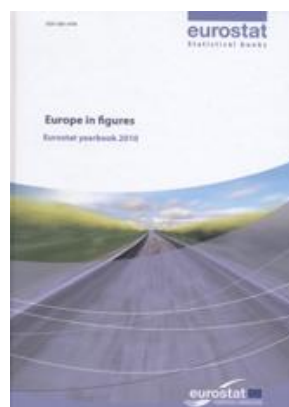
<http://www.epo.org/topics/issues/clean-energy/study.html>

A groundbreaking outcome of the project has also been the creation by EPO of a new patent classification scheme and a searchable database.

<http://www.epo.org/topics/issues/clean-energy/classification.html>

### **Europe in figures 2010**

*With just over 450 statistical tables, graphs and maps, the yearbook is a definitive collection of statistical information on the European Union.*



Most data cover the period 1998-2008 for the European Union and its Member States, while some indicators are provided for other countries, such as candidate countries to the European Union, members of EFTA, Japan or the United

States.

[http://epp.eurostat.ec.europa.eu/portal/page/portal/publications/eurostat\\_yearbook\\_2010](http://epp.eurostat.ec.europa.eu/portal/page/portal/publications/eurostat_yearbook_2010)

## **SME gateways to China and South Korea**

*The Enterprise Europe Network has opened 15 contact points in China and South Korea giving European small and medium-sized businesses (SMEs) easier access to these markets.*

The Enterprise Europe Network brings together business support organisations. Its more than 580 member organisations across the EU and beyond include chambers of commerce and industry, technology centres, universities and development agencies.

<http://www.enterprise-europe-network.ec.europa.eu/news-media/news/enterprise-europe-networks-opens-sme-gateways-china-south-korea>

## **Enlargement Strategy and Progress Reports 2010**

*The 2010 Enlargement Package presents the Commission's annual assessment of the European Union's enlargement agenda.*



It outlines the current state of preparations, the challenges ahead, and the way

forward for Croatia, Iceland, the former Yugoslav Republic of Macedonia, Turkey, as well as Bosnia and Herzegovina, Serbia and Kosovo.

The Commission proposes Candidate Status for Montenegro, and recommends that accession negotiations with Montenegro and Albania should be opened once these countries have met a number of key priorities set out in the opinions.

The Commission confirms that Croatia is entering the final phase of its accession preparations.

[http://ec.europa.eu/enlargement/press\\_corner/key-documents/reports\\_nov\\_2010\\_en.htm](http://ec.europa.eu/enlargement/press_corner/key-documents/reports_nov_2010_en.htm)

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