



feaco

# FEACO - EU Group – engaging with the EU institutions



GROWING EUROPE- THE ROLE OF THE MANAGEMENT  
CONSULTING

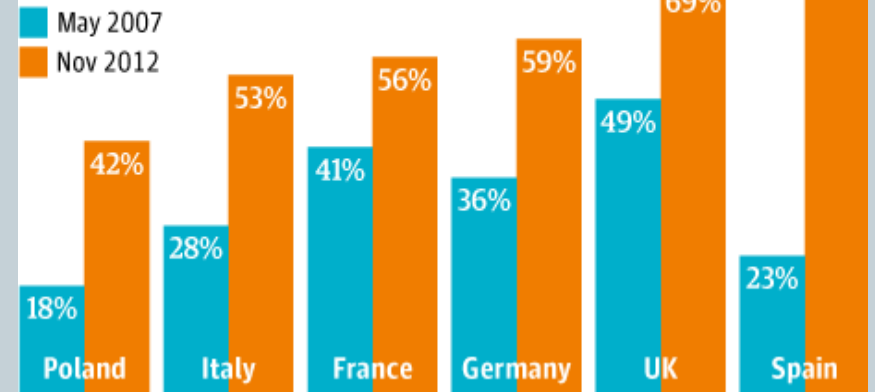
*Prepared by Mercedes Sanchez Varela  
For the FEACO conference Rome, 21 June 2013*

# EU Confidence crisis ?



## Lack of trust in the EU

Percentage of nationals who said they tended not to trust the EU, as an institution



SOURCE: EU, EUROBAROMETER

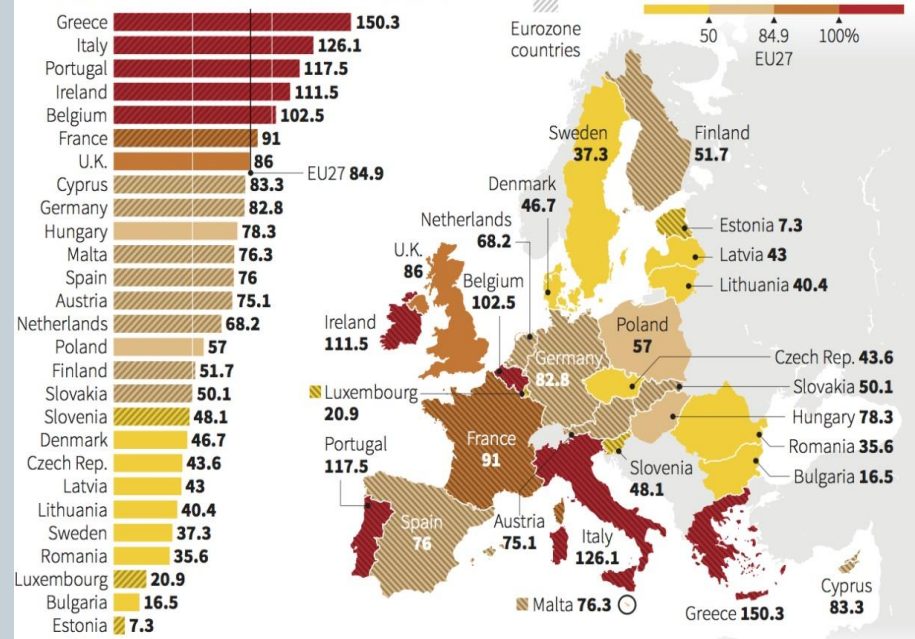
# And ...the Euro crisis



## European government debt

At the end of the second quarter of 2012, the government debt to GDP ratio in the euro area stood at 90 percent, compared with 88.2 percent at the end of the first quarter of 2012. In the EU27, the ratio increased from 83.5 percent to 84.9 percent.

### GOVERNMENT DEBT TO GDP RATIO — IN PERCENT



Source: Eurostat

W. Foo, 01/11/2012

REUTERS

# EU vision and challenges



Smart  
Sustainable  
Inclusive growth

EP elections,  
June 2014



EU Budget negotiations  
to be concluded



German elections,  
Sept 2013



# EU Budget discussions

**€ 960bn** for 7 years

**€137bn** per  
year

**Austerity: €35bn down**  
from EU budget for 2007-13

**Focus on economic growth: +  
€37.3% for competitiveness**

additional funds for R&D (Horizon 2020),  
education and cross-border  
infrastructure (CEF) but slash in ITCs &  
telecoms (digital agenda)

**External aid:**

EU still biggest donor  
worldwide

≤1%  
EU  
GNI

**Cohesion policy:**  
€325 bn (8% cuts)

**+27%** for  
security &  
citizenship

**Climate change's**  
objectives: **20%** of EU  
spending

# FEACO and the EU : Engage with the EU institution **feaco** dialogue on issues affecting our business



## FEACO Vision with the EU institutions :

- become the voice of the consultancy (MC) profession with the EU institutions
- Engage with the EU on policy and regulations
- Registered in the European Transparency register ( ETI)

Challenge for EU Consultancies	EU issue
Enabling business environment – migration, trade issues, trade, crisis	SMEs ( Small business Act ); Internal market; Migration; work conditions; trade; public finances management also
Access to Funding in the key EU policies areas – Big Spenders DGs	Promotion RD, regional development,, infrastructures and green economy; external aid; Financial engineering, blending funding..
Evolve in a competitive environment and changing rules; EU internal market	EU targets on Europe 2020; regulatory changes in accounting, procurement, internal market or financial services; and research and innovation
Promote ICT based economy – Digital agenda	ICT and competitiveness; smart growth; cloud and security, Digital agenda



# Elements for our vision



## Be seen

Workshop  
surveys  
Active  
monitoring of  
key EU policies

## Been Heard

Being in Expert  
group  
Position papers  
Meet EC  
officials

## Engage

Meet key EU  
players and  
other EU  
Stakeholders

## Contribute

Build up  
position  
Share solutions  
Work together

# Current organisation

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**FEACO Ex Co**  
*Liaison : Ricardo Penalva*



**Head EU group**  
Mercedes Sanchez Varela

**Commission on  
Policy and Regulations – ECPR**

Head : Mercedes Sanchez Varela

**Commission on  
Procurement - ECIC**

Head : Etienne Matton



# Current organisation : 2 dedicated Working Groups

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## Policy and Regulations

Competiveness and SMES  
Market Access –trade, migration  
ICT and Digital agenda  
Internal Market  
Innovation

## Procurement – ECIC

EU external aid in the Balkans,  
Africa and the RoW  
  
Procurement rules

## EU Financial Instruments

Connecting Facility CEF  
Horizon 2020  
Regional Policy  
Youth Unemployment Initiative

## EU Financial Instruments

IPA,  
ENPI  
DCI  
  
New developments : support to  
private sector, blending funds

# How concrete is our involvement

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## Policy and Regulations Commission

- Workshop on the EU Budget implications – our guest will be the rapporteur of the EU budget
- Nominate members in EU expert panels groups
  - Market conditions for consultancies

## Procurement – ECIC Commission

- Recognised as stakeholder by DEVCO on procurement discussions and renewal PRAG manual
- Several position papers: global price, frameworks contracts, procurement procedures

Regular lunches with EU officials, EIB, EP, EU Ombudsman  
Common events with EFCA and EIB

# What is next : Countries involvement



- EU as one of the largest consultancy market
  - ✦ Public procurement procedures
  - ✦ Different forms : tenders, grants, partnerships
  - ✦ Working across countries EU-28 and besides
  - ✦ Brussels working understanding
  - ✦ Engaging with the EC and other EU institutions : EP and EU agencies
  
- FEACO engagement to the EU
  - ✦ Our EU group dedicated to the EU institutions
  - ✦ Working Groups are open to all !
  - ✦ Tracking Brussels centered issues and countries issues
  - ✦ Engaging with EU, other EU stakeholders
  
- Visit us /Follow us : [FEACO.ORG](http://FEACO.ORG)
  
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