



The Joint Procurement Agreement

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Joint Procurement Agreement

- Improve the **preparedness** for emergency situations
- Achieve critical mass, increase negotiating power and provide **better access to the market for all countries**
- Support by carrying out market research, drafting technical specifications, evaluating tenders and negotiating contracts
- Help with COVID-related present and **upcoming needs**

How does it work in practice

- The Commission negotiates framework contracts
At least 4 countries + Commission participate
- Once a contract is signed, **orders are placed by countries**
The Commission does not buy for them (can buy for its services)
- Specific legal framework (Joint Procurement Agreement)
EU + EEA + Western Balkans (+ UK during transition period)

Example: ventilators

- Last MS reply: 17/3
Published: 17/3
First contract: 7 April
- Submission deadline to sending of contracts: **4 working days**
- Delivery depends on
country's order
company's offer

Items	MS	Available since	Companies	Volume (over 12 months)	Budget ceiling	Orders
Gloves and coveralls	20	8 April	2	Several million coveralls	97 million	Countries have placed orders
Eye and respiratory protection	25	2 April	4	20 million goggles 12 million face shields 37 million FFP2 26 million FFP3 301 million masks	1,4 billion	Countries have placed orders
Ventilators	26	15 April	6	110,000 units (57,000 CE)	1,4 billion	Countries have placed orders
Laboratory equipment	20	7 May	9	(29 different lots)	350 million	Countries have placed orders

Success stories

- Ceiling budget of +€ **3.3 billion** to procure critical supplies over 12 months
- **Negotiation** works

Lessons learned

- The train leaves when the **last country replies**
- Most likely to achieve better conditions but cannot magically alter the market; offers and delivery ultimately **depend on companies**
- **Parallel national processes** compete with joint procurement (and render both more difficult)
- Agreement on how to **share scarce resources** would be welcomed to promote solidarity
- Countries to **order** (and report) once the contracts are signed



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Instruments

Support to health systems with €3 billion (+ €3 billion from Member States) to fund the **Emergency Support Instrument** and **RescEU**

RescEU creates a reserve of medical equipment, from personal protective equipment to ventilators, vaccines and therapeutics. It is 100% EU funded. Germany and Romania are the first to host the rescEU reserve. 350,000 facemasks were delivered to Italy, Spain, Croatia, Montenegro and North Macedonia

The **Emergency Support Instrument** enables the Commission to procure directly