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**France-Paris: Delivery of Professional Technical Skills Development Trainings  
2022/S 062-162074**

**Contract notice**

**Services**

**Legal Basis:**

Regulation (EU, Euratom) No 2018/1046

**Section I: Contracting authority**

**I.1) Name and addresses**

Official name: European Securities and Markets Authority (ESMA)

Postal address: 201-203 rue de Bercy

Town: Paris

NUTS code: FR101 Paris

Postal code: 75012

Country: France

E-mail: [procurement@esma.europa.eu](mailto:procurement@esma.europa.eu)

**Internet address(es):**

Main address: <http://www.esma.europa.eu/page/procurement>

**I.1) Name and addresses**

Official name: European Banking Authority (EBA)

Postal address: Tour Europlaza, 20 avenue André Prothin

Town: Paris La Défense

NUTS code: FR10 Ile-de-France

Postal code: 92927

Country: France

E-mail: [procurement@eba.europa.eu](mailto:procurement@eba.europa.eu)

**Internet address(es):**

Main address: <https://www.eba.europa.eu/>

**I.1) Name and addresses**

Official name: European Insurance and Occupational Pensions Authority (EIOPA)

Postal address: Westhafenplatz 1

Town: Frankfurt am Main

NUTS code: DE712 Frankfurt am Main, Kreisfreie Stadt

Postal code: 60327

Country: Germany

E-mail: [procurement@eiopa.europa.eu](mailto:procurement@eiopa.europa.eu)

**Internet address(es):**

Main address: <https://www.eiopa.europa.eu/>

**I.2) Information about joint procurement**

The contract involves joint procurement

**I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at: <https://etendering.ted.europa.eu/cft/cft-display.html?cftId=10554>

Additional information can be obtained from the abovementioned address

Tenders or requests to participate must be submitted electronically via: <https://etendering.ted.europa.eu/cft/cft-display.html?cftId=10554>

Tenders or requests to participate must be submitted to the abovementioned address

I.4) **Type of the contracting authority**  
European institution/agency or international organisation

I.5) **Main activity**  
General public services

## **Section II: Object**

II.1) **Scope of the procurement**

II.1.1) **Title:**  
Delivery of Professional Technical Skills Development Trainings  
Reference number: PROC/2021/03

II.1.2) **Main CPV code**  
80500000 Training services

II.1.3) **Type of contract**  
Services

II.1.4) **Short description:**  
ESMA (representing as well EBA and EIOPA) is seeking contractors with experience in working in an international environment and in the development of customised training sessions and workshops preferably for international, national, or European organisations. ESMA is particularly interested in working with industry experts and trainers with first-hand experience in financial market supervision either at a supervised firm or at a supervisory body.

II.1.5) **Estimated total value**  
Value excluding VAT: 1 750 000.00 EUR

II.1.6) **Information about lots**  
This contract is divided into lots: yes  
Tenders may be submitted for all lots

II.2) **Description**

II.2.1) **Title:**  
Technical Trainings in the Field of Economics, Data, AI, IT Security (Supervision/Audit) and Financial Markets, Banking, Insurance and Occupational Pension  
Lot No: 1

II.2.2) **Additional CPV code(s)**  
80500000 Training services

II.2.3) **Place of performance**  
NUTS code: DE712 Frankfurt am Main, Kreisfreie Stadt  
NUTS code: FR10 Ile-de-France  
NUTS code: FR101 Paris  
Main site or place of performance:

Paris  
Paris La Défense  
Frankfurt

II.2.4) **Description of the procurement:**

Lot 1: Technical trainings in the field of economics, data, AI, IT security (supervision/audit) and financial markets, banking, insurance and occupational pension.

Design, development and delivery of appropriate learning actions and events.

The courses may cover all areas in the domains above, including but not limited to banking, insurance, occupational pensions, securities, funds (and fund managers), functioning and developments of these markets, micro and macro economics and econometrics, stress testing, impact assessment, EMIR 2.2, CRA, TR, MiFID II, MiFIR, Solvency II, IORPS II, ESG, AML, FinTech (e.g. open finance, cryptocurrencies, blockchain, etc.), machine learning and artificial intelligence for financial supervisors, securitisation, benchmark, MAR, different types of risks (and their management and mitigation), corporate and supervisory reporting, post trading, enforcement, UCITS and AIFMD, data (governance, data analytics, including machine learning and artificial intelligence for financial supervisors), consumer/investor protection, etc.

II.2.5) **Award criteria**

Price is not the only award criterion and all criteria are stated only in the procurement documents

II.2.6) **Estimated value**

Value excluding VAT: 1 300 000.00 EUR

II.2.7) **Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months: 48

This contract is subject to renewal: yes

Description of renewals:

Signed for one year, three possible extensions of one year each.

II.2.10) **Information about variants**

Variants will be accepted: no

II.2.11) **Information about options**

Options: no

II.2.13) **Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds: yes

Identification of the project:

EU administrative appropriations

II.2.14) **Additional information**

II.2) **Description**

II.2.1) **Title:**

Development of Supervisory Skills

Lot No: 2

II.2.2) **Additional CPV code(s)**

80500000 Training services

II.2.3) **Place of performance**

NUTS code: DE712 Frankfurt am Main, Kreisfreie Stadt

NUTS code: FR10 Ile-de-France

NUTS code: FR101 Paris

Main site or place of performance:

Paris  
Paris La Défense  
Frankfurt

II.2.4) **Description of the procurement:**

Lot 2: Development of supervisory skills.

Design, development and delivery of training courses (classroom, virtual classroom, webinars and/or blended learning) in the domain of supervision of financial institutions.

The courses may cover all areas in the domains above, including but not limited to the necessary soft skills required to accomplish all forms of supervisory tasks, direct or indirect: presenting, influencing, questioning, conveying difficult messages, handling difficult meetings with various counterparts and stakeholders, both in a remote or face to face set up; good communication skills (including also skills needed for mediation/dispute resolution) and rapport building with the supervised entity's management and staff in order to improve the effectiveness of the fieldwork; monitoring skills to assess the work of the inspection team in order to ensure that the planned inspection activities are completed properly and on schedule.

II.2.5) **Award criteria**

Price is not the only award criterion and all criteria are stated only in the procurement documents

II.2.6) **Estimated value**

Value excluding VAT: 450 000.00 EUR

II.2.7) **Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months: 48

This contract is subject to renewal: yes

Description of renewals:

Signed for one year, three possible extensions of one year each.

II.2.10) **Information about variants**

Variants will be accepted: no

II.2.11) **Information about options**

Options: no

II.2.13) **Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds: yes

Identification of the project:

EU administrative appropriations

II.2.14) **Additional information**

**Section III: Legal, economic, financial and technical information**

III.1) **Conditions for participation**

III.1.1) **Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions:

See internet address provided in Section I.3).

III.1.2) **Economic and financial standing**

Selection criteria as stated in the procurement documents

III.1.3) **Technical and professional ability**

Selection criteria as stated in the procurement documents

III.2) **Conditions related to the contract**

III.2.2) **Contract performance conditions:**

See internet address provided in Section I.3).

#### **Section IV: Procedure**

##### **IV.1) Description**

###### **IV.1.1) Type of procedure**

Open procedure

###### **IV.1.3) Information about a framework agreement or a dynamic purchasing system**

The procurement involves the establishment of a framework agreement

Framework agreement with several operators

Envisaged maximum number of participants to the framework agreement: 3

###### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: no

##### **IV.2) Administrative information**

###### **IV.2.2) Time limit for receipt of tenders or requests to participate**

Date: 03/05/2022

Local time: 15:00

###### **IV.2.3) Estimated date of dispatch of invitations to tender or to participate to selected candidates**

###### **IV.2.4) Languages in which tenders or requests to participate may be submitted:**

Bulgarian, Czech, Danish, German, Greek, English, Spanish, Estonian, Finnish, French, Irish, Croatian, Hungarian, Italian, Lithuanian, Latvian, Maltese, Dutch, Polish, Portuguese, Romanian, Slovak, Slovenian, Swedish

###### **IV.2.6) Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 9 (from the date stated for receipt of tender)

###### **IV.2.7) Conditions for opening of tenders**

Date: 04/05/2022

Local time: 10:00

Place:

See internet address provided in Section I.3) (Invitation to tender letter).

Information about authorised persons and opening procedure:

See internet address provided in Section I.3) (Invitation to tender letter).

#### **Section VI: Complementary information**

##### **VI.1) Information about recurrence**

This is a recurrent procurement: no

##### **VI.3) Additional information:**

##### **VI.4) Procedures for review**

###### **VI.4.1) Review body**

Official name: General Court

Postal address: rue du Fort Niedergrunewald

Town: Luxembourg

Postal code: L-2925

Country: Luxembourg

Internet address: <http://www.curia.europa.eu>

###### **VI.4.3) Review procedure**

Precise information on deadline(s) for review procedures:

See internet address provided in Section I.3).

VI.5) **Date of dispatch of this notice:**  
22/03/2022