

MSI 202 – Session 3

Set-up common procurement strategies, developing common business models – Introduction


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Why common procurement strategies and business models? (1)

- Economy of scale
(design and develop one, build many)
- Shared investment risk
(sharing cost of design changes)
- Common logistics concept
(spare parts, training, interoperability etc.)
- Simplifies barter and TNA activities due to common systems and equipment






Why common procurement strategies and business models? (2)

- All partners can contribute to the common good, no matter if the contribution is small or large
- Experience shows that often small countries/ institutions can be as innovative as the large ones, and sometimes even more!





So if it is such a good idea,
why is it not done more often?

- Politics?
- Traditions?
- Symbolic issues?
- Lack of knowledge?
- Lack of experience?
- Other?

Personal view:

Common sense always prevails, it may just take some time!





Session presentations

- Regional research vessels
(Jacques Binot and Anna Vetrano)
- Ocean observation satelittes
(Pierre-Yves Le Traon)

