



SUBJECT: PROVISION OF CONTAINERS AND MOBILE OFFICES AND ASSOCIATED SERVICES FOR THE EUROPEAN ASYLUM SUPPORT OFFICE- PRELIMINARY MARKET CONSULTATION

RELEVANT CONCLUSIONS OF THE REMOTE ONLINE MEETING

Date: 16/02/2021 - 09:30 – 11:10

Representatives of 5¹ economic operators attended the meeting.

The meeting started with a short introduction regarding EASO and the related Preliminary market consultation- see relevant PPT.

- **Ability and capacity of the market to deliver, assemble and install diverse types of containers /mobile offices to different EU locations ((1) Italy, Greece, Cyprus, Malta and Spain and (2) to any EU location other than Italy, Greece, Cyprus, Malta and Spain) and countries to outside the EU territory.**

The market can provide any type of container required – such as pre-fabricated units, ISO units, or tailor-made solutions to the specific requirements of the client (assuming longer lead time). A different range of 'mobile' containers - such as trucks, trailers, mobile unit on a platform can also be provided as confirmed by at least one of the attendees.

Participants confirmed that delivery to any EU location can be ensured. Costs depend mainly on quantity and destination. Ability to deliver also in third countries (i.e. outside EU territory) was confirmed. Planning, volumes and organisation are important to deliver on time and properly. For big volumes, it will depend if the company has the material on stock or if it needs to be delivered, etc.

One company confirmed deliveries to only one country in the EU territory. This seems to be a company strategy decision rather than resulting from a restriction of the market.

Apart from the technical characteristics which have to be in line with the applicable EU and national (local) standards in force, no other national particularities that should be considered were reported.

- **Average production time and delivery timelines (or range) for each of the above countries (Italy, Greece, Cyprus, Malta and Spain and EU MS)- even if as a range**

Production and delivery time will depend on the type, volume, availability of materials, locations and organisation/planning. Average transportation itself in the EU: 15-20 (calendar) days by way of indication.

¹ A 6th economic operator joined the meeting at the very end (closing of the meeting).

- **Is 45 (calendar) days maximum delivery (in urgent cases) feasible for the market?**

A priori it could be feasible but depends on different factors (see above: type, volume, availability of materials, location(s) and organisation/planning) and it could also prove to be a challenge in many cases. At least 2 participants indicated that where transportation needs to be considered, the timeline may exceed 45 (calendar) days, and one of these noted that it would be a challenge to achieve in under 90 (calendar) days.

- **Average life-time of containers?**

It depends on the type of containers (and its material) and environmental/climate conditions. By way of indication around 10 years for pre-fabricated containers and around 20 years for ISO containers.

- **Ability to provide storage services in any EU country (i.e. country of production, transit and/or destination).**

Economic operators can provide storage services in the country of production (using their own storage facilities mainly). Limitation as concerns volumes and period of time (may) apply. The possibility to provide storage in other locations (transit/destination country) can be explored (and potentially provided).

- **Dismantling and removal of installed containers, including disposal is common and offered in the market**

All the above services are common and offered in the market.

- **Ability to provide services (maintenance and repair services, transportation, dismantling, removal, disposal etc.) to containers supplied to EASO by other economic operators**

A priori this is possible. Limitations as concerns compatibility/ types of containers may apply, but in principle there should not be major issues.

- **What is the usual duration of maintenance service/after sale services taking into account also life-time of the containers**

Warranty of 1-3 years depending on the types of container is common (covers defects on: doors, windows, panels, electric installation, AC, etc). Warranty services for minimum 2 years is feasible and rather common in the market. Due care should be taken to follow the manual and related documentation for proper use.

Maintenance and repair, as well as the provision of material and spare parts is a standard service provided by all economic operators, EU-wide. This service can last throughout the useful lifetime of the items (depending on contract/agreement).

When it comes to maintenance there is a distinction between regular (preventive) maintenance (normally twice per year) or when problem arises (repair). No restrictions reported, again details (including cost structure/response time, etc.) will depend on the specification of the request (exact service, location, severity of the problem).

- **Pre-installation and additional works (ground/base preparation, electrical and/or plumbing works, works for stackable containers, etc.)**

Ability to perform pre-installation and additional works (ground/base preparation, electrical and/or plumbing works, works for stackable containers, etc.) in one or more different locations was confirmed. The market works both ways: (1) Pre-installation and additional works are included in the same contract as the supply of the container. The contractor undertakes to ensure these works (e.g. partners/subcontractors etc). (2) 2 separate contracts/contractors (i.e. one for supply and one for works). Both options feasible.

No average timeline for preparation of such pre-installation could be indicated without further specifications on the side of EASO.

- **Other services commonly provided in relation to containers supply.**

One economic operator indicated that it might be able to provide training to personnel for minor defects/issues resolution. Nevertheless, careful consideration should be applied as concerns the warranty – repairs shall primarily be done by authorised personnel.

- **Leasing of containers**

One company confirmed they do not provide leasing of containers. Other companies did not provide indications in that regard during the meeting.

- **Next Steps**

It was noted that EASO is currently defining potential needs and exploring market options. Thus no further details (apart from what is included in the [Preliminary Market Consultation Notice](#) and the [Prior Information Notice \(PIN\)](#)) can be communicated at this stage.

Given the need for flexibility for any relevant location, at this stage the possibility of one global framework contract, covering all the possible locations, is explored. The ceiling(s) of framework contracts(s) will yet need to be determined, nevertheless, some indication of ceiling(s) can be provided by the [Procurement Plan 2020](#) and [Single Programming Document \(2021-2023\)](#) published at EASO website, with a combined value of 47,500,000.00 EUR.²

In terms of timing, the PIN as published in the Official Journal of the EU (OJEU) indicates an estimated indicative publication of the contract notice i.e. 01/03/2021.

² With regards to the ceiling indicated above please also take note of the [amended Single Programming Document \(2021-2023\)](#) (18 February 2021) that in the meantime has been published on EASO website and which confirms the related information.