



# **E-Government as technology export**

**Danube Region Business Forum**

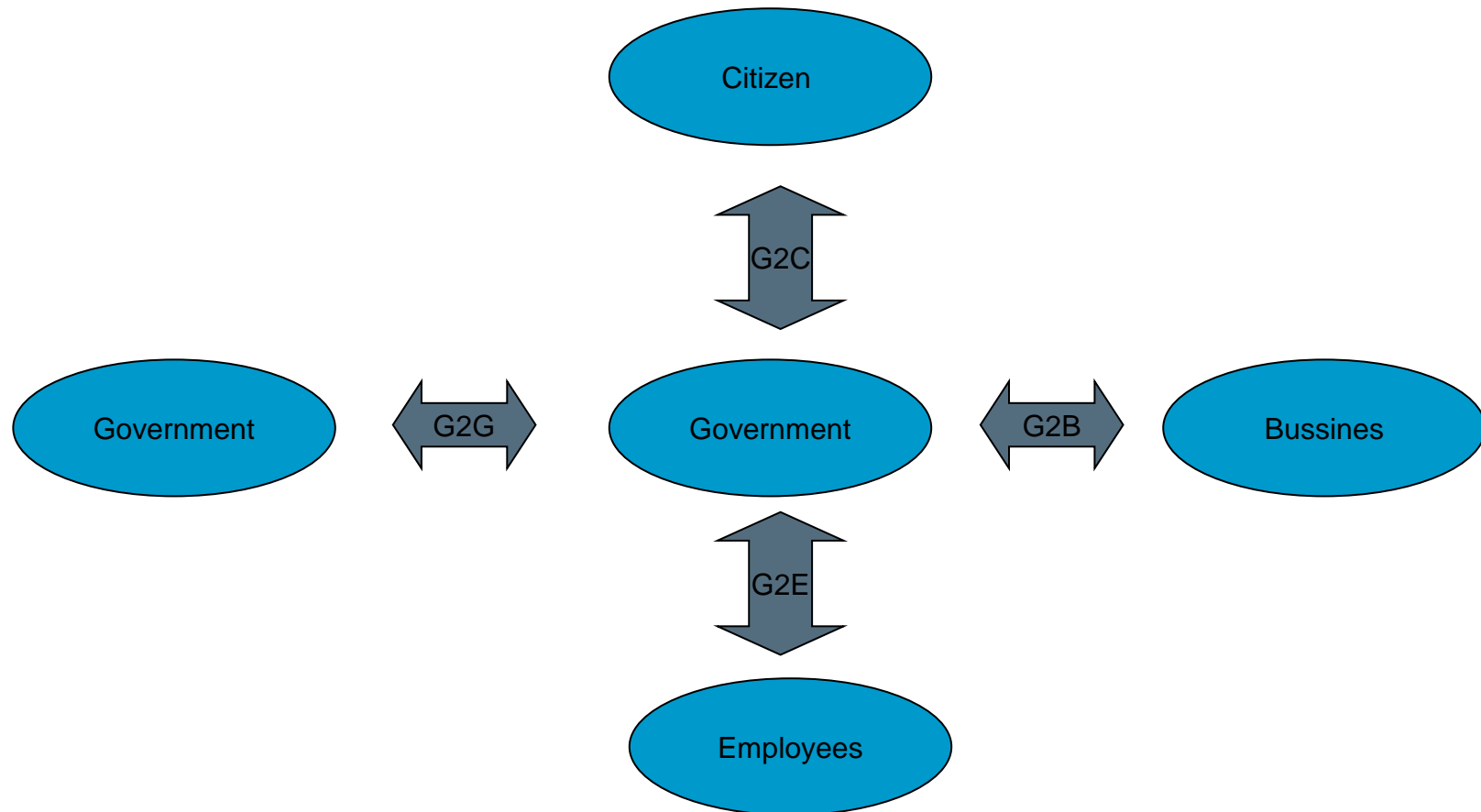
**Mag. Christoph Hörhan  
Vienna, 3. November 2011**

## The Professional & Experienced Support



- Consulting company for fund and international project management
- Proven track record since 1995 in EU-funded programmes (IPA, ENPI etc.)
- High level consultancy services for Governments
- Project implementation with public mandate – project office for Austrian Ministries
- Professional link between public and private sector
- Partner network throughout the Danube region

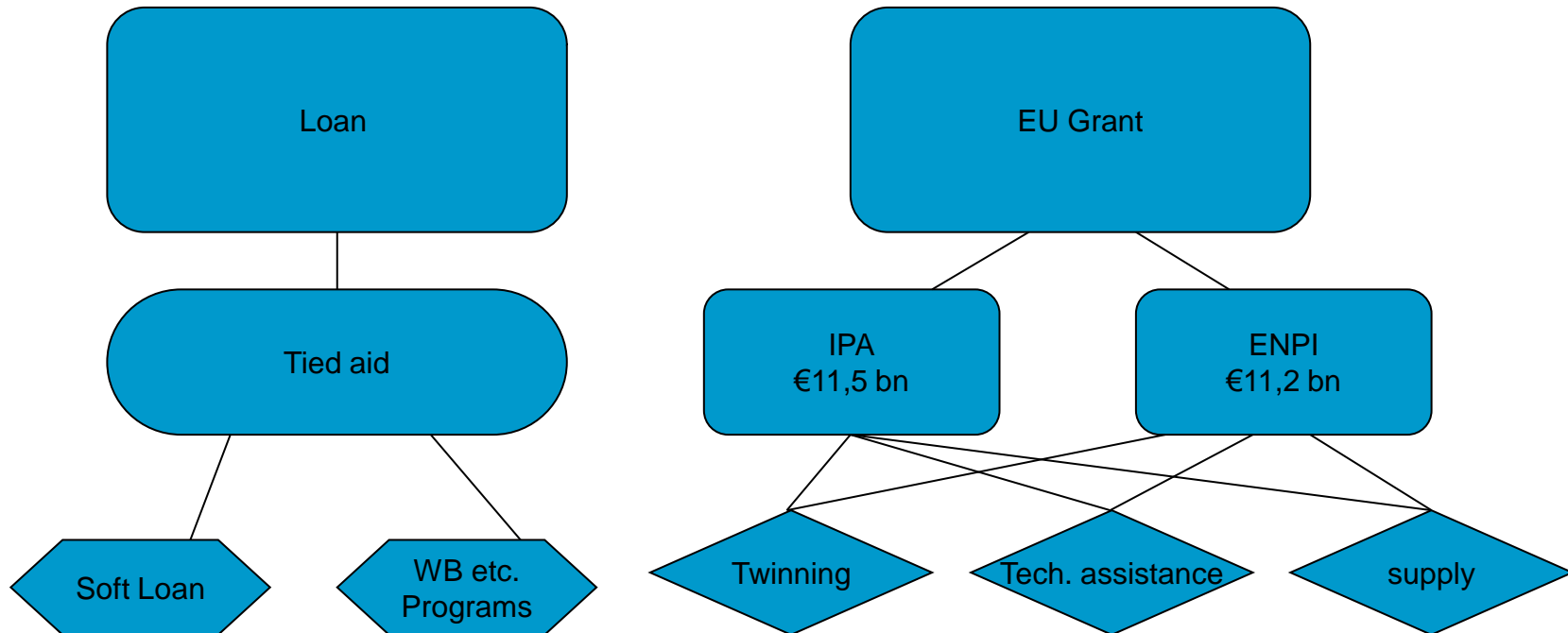
Activities of e government



### (EC) No 1638/2006 (7): establishing ENPI

“Under the European Neighbourhood Policy, a set of **priorities** are [...], to be incorporated [...], covering a number of **key areas for specific action**, including **political dialogue** and reform,[...] **information society**, environment, **research and innovation**, the **development of civil society** and **people-to-people contacts**.”

## International Funding mechanisms





### Founded projects and e Government investments

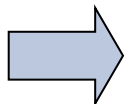
- Police cooperation
  - Customs
  - Taxes
  - Tourism/Cultural heritage
  - Regional development
  - Occupational health
  - Public Procurement
- Border control systems
  - e-Tax
  - Web, Information technology and portals
  - e-Health
  - E-Procurement

### The Opportunity

- Many funding programs available
- Low absorption rate
- Pressure to improve administration standards
- Political commitment is already communicated
- The „window of opportunity“ – for the time being – will end on December 31, 2013

### The Challenges

- Detailed project specifications tailored to EU-funds (i.e. EU project fiche)
- Commitment of stakeholders
- Knowledge and careful selection of relevant EU programmes to maximize funding probability
- Adherence to specific programme application requirements (e.g. IPA vs. Loan)
- Professional application process management (content, deadlines, rules, etc.)



**Diligent preparation and specific experience are required to benefit from this opportunity.**

## EU Funding Process

1 Pre-Evaluation

2 Application

3 Co-Funding

4 Procurement/  
Tender mgmt.

Project-  
Management

5 Monitoring/  
Evaluation

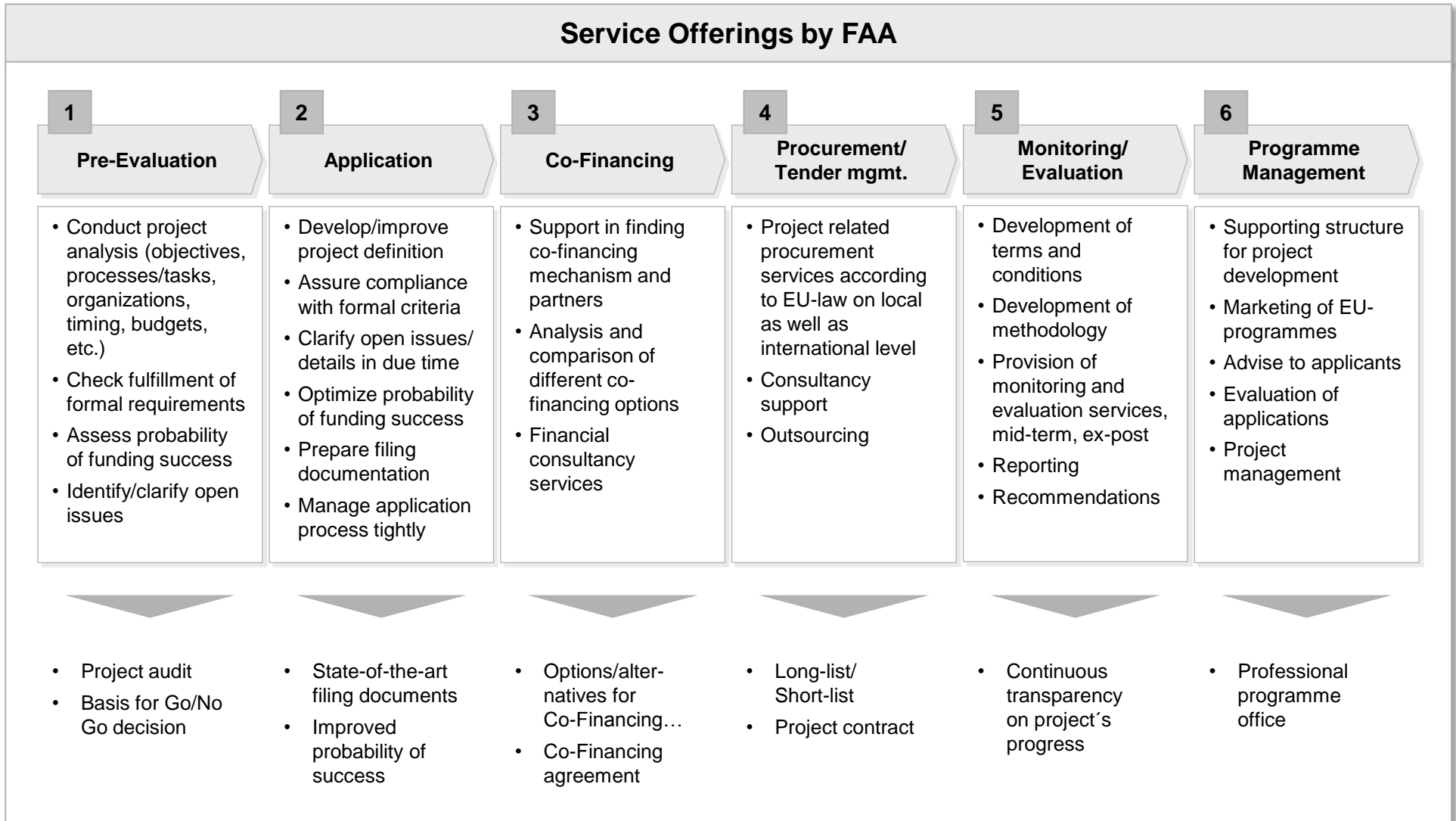
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Programme  
Management

### Key factors of success:

- Relevant skills & experiences
- Overall process management
  - Effective stakeholder management

## Service Offerings by FAA



## Useful Links

- Overview Structural funds  
[http://ec.europa.eu/regional\\_policy/thefunds/index\\_en.cfm](http://ec.europa.eu/regional_policy/thefunds/index_en.cfm)
- Overview fund distribution/available budgets  
[http://ec.europa.eu/regional\\_policy/thefunds/funding/index\\_en.cfm](http://ec.europa.eu/regional_policy/thefunds/funding/index_en.cfm)
- IPA Crossborder:  
[http://ec.europa.eu/regional\\_policy/thefunds/ipa/crossborder\\_en.cfm](http://ec.europa.eu/regional_policy/thefunds/ipa/crossborder_en.cfm)
- Danube Strategy Priority Area Coordinators  
[http://ec.europa.eu/regional\\_policy/cooperate/danube/documents/priority\\_coordinators.xls](http://ec.europa.eu/regional_policy/cooperate/danube/documents/priority_coordinators.xls)

## The Conclusion

- **Huge opportunity but complex surrounding.**
- **Specific challenges need professional solutions.**
- **Experience and service support at your disposal now !**

Thank you for your attention -  
wish you maximum success!



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