

Helsinki, 14 -10- 2016

Ex-ante publicity notice in negotiated procurement procedure**Subject: ECHA/2016/351 Segmentation of potential SME market for ECHA cloud services for REACH registration****Description of the contract:**

The European Chemicals Agency (the Agency, <http://echa.europa.eu>) envisages awarding a service contract for obtaining information on the segmentation of the potential SME market for ECHA cloud services for REACH registration.

Description of the services:

It is foreseen that a lot of SMEs will need to register their chemical substances by the last registration deadline for existing substances under REACH, 31 May 2018. Most of these companies are expected to be inexperienced in using ECHA's IT tools for registration. Specifically, managing IUCLID, the central tool to record, store, maintain and exchange data on intrinsic and hazard properties of chemical substances, may seem too complex for SMEs who would only need it for the registration purposes of their substances.

To facilitate the registration dossier preparation for SMEs that have comparatively less technical resources than the large companies do, ECHA intends to launch a centrally hosted and managed cloud platform that will be accessible on-line, without any need for local installation and local data storage. According to this delivery model, companies will manage their data and prepare their registration dossiers online, on an ECHA hosted and supported service.

The aim of the contract is to obtain detailed market information on the potential users of the cloud services for REACH registration purposes. It is expected that the information generated would provide insight into the overall population of potential users that would be interested in the cloud services, as well as a segmentation of the population along various parameters such as company size, country of establishment, sector of operation, and level of knowledge on REACH, that ECHA could utilise in planning its promotion activities for the cloud services.

Description of the procedure:

This ex-ante publicity is the first stage of a negotiated procurement procedure below 135 000 Euros with a minimum of 5 candidates, through which the Agency may award the above-mentioned contract

The purpose of this notice is to support the Agency in the selection of the list of candidates to be invited to submit an offer for the contract. Please note that offers submitted in the subsequent negotiated procedure with a value above 135 000 EUR will be rejected.

All economic operators interested in providing the services described above should send a declaration of interest before **28/10/2016** 16h00 Helsinki time, by e-mail to procurement@echa.europa.eu with the same subject reference as indicated above.

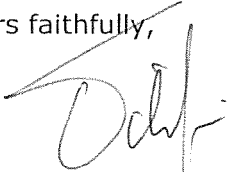
In their declaration of interest (300 words maximum) interested economic operators should demonstrate their ability to provide the relevant services. This information will be assessed by the Agency in order to select suitable candidates. All interested economic operators will be informed of the decision of the Agency.

The Request for Offers and related documents will be provided by e-mail only to the selected candidates.

Please note that the Agency reserves the right not to launch the negotiated procedure. If that were the case, all interested economic operators would be informed of this decision.

We look forward to receiving your declaration of interest.

Yours faithfully,



Christel Schilliger-Musset
Director of Registration