

[REDACTED]

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**From:** [REDACTED]  
**Sent:** Friday, October 26, 2018 2:38 PM  
**To:** [REDACTED]  
**Cc:** rdu-innovation  
**Subject:** RE: Frontex meeting with industry 21 November 2018

Dear Sir or Madam,

Thank you very much for your confirmations.

Let me inform you that the border guard authorities have already been invited to the mentioned meeting and the deadline for their registration is 12 November. Immediately after this date we will inform you on their participants (from the Member States and Western Balkans Countries).

Best regards,

[REDACTED]

[REDACTED]

[REDACTED]

Research and Innovation Unit · Capacity Building Division

[REDACTED]

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**From:** [REDACTED]  
**Sent:** Monday, October 08, 2018 16:14  
**To:** [REDACTED]  
[REDACTED]  
[REDACTED]  
[REDACTED]  
**Cc:** rdu-innovation <rdu-innovation@frontex.europa.eu>; Frontex <frontex@frontex.europa.eu>  
**Subject:** Frontex meeting with industry 21 November 2018

Dear Sir or Madam,

Thank you for your applications for the meeting Frontex-Member States border guard authorities-Industry and please be invited to the mentioned meeting to be held on 21 November 2018, in Frontex headquarters (room 1401), Plac Europejski 6, Warsaw, Poland.

As you already know, the meeting is a framework where industry can visit Frontex and brief Frontex experts and EU Member States border guard authorities on its portfolios of products and services in the field of border security.

Please be informed that the mentioned framework is not part of a procurement procedure. Frontex follows the rules of public procurement, ensuring equal opportunities for the companies offering their products and services. If any need for certain products/services is identified, Frontex organizes competitive tendering for awarding contracts, whose purpose is twofold: to ensure process transparency and to obtain the desired quality at the best possible price. In addition, let us inform you that Frontex cannot fund external projects, but it can facilitate the dialog with the border guard community in the framework of different meetings and workshops dedicated to the border security technologies.

Please find attached the proposed setup (a tentative agenda of the meeting) and a practical note. The registration of the participants will take place between 08:30-09:00. Late arrivals are also accepted (when, for example, the representatives of a company arrives just before the starting time of the allocated time slot).

Each company is allocated 40 minutes (30 minutes presentation + 10 minutes questions and answers). Representatives from Frontex Units will attend, but also the Member States border guard authorities (and Western Balkans Countries) will be invited to participate (their presence is reimbursed by Frontex). The previous meeting (held in May 2018) was attended by approx. 36 experts from 19 Member States (and Western Balkans Countries) border guard authorities and 10 Frontex staff (Research and Innovation Unit, Pooled Resources Unit, operational departments).

Due to the space constraints, each company can be represented by maximum 2 persons.

Attendance is free of charge, but attendees must cover by themselves the costs related to their participation (e.g. transport, accommodation, lunch).

We would very much appreciate a confirmation of your presence, by email at [rdu-innovation@frontex.europa.eu](mailto:rdu-innovation@frontex.europa.eu), the latest by 10 October 2018 (the names and contact details of your participants can be communicated later, by the end of October).

Looking forward to hearing from you,

Best regards,

[Redacted signature]

[Redacted name]  
[Redacted title]

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[Redacted contact information]