

[REDACTED]

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**From:** [REDACTED]  
**Sent:** Friday, February 01, 2019 5:06 PM  
**To:** [REDACTED]  
**Cc:** Frontex; [REDACTED]  
**Subject:** RE: meeting next week

Dear [REDACTED]

Thank you for your communication of 29 January 2019. Frontex is analysing the opportunity to create a structured and more sophisticated approach related to the dialogue with industry, enriching this way the current setup. Until the moment the new framework will be put in place let us please inform you about the existing procedure for meetings with industry/companies. According to it, the possibility exists for industry to visit Frontex and brief Frontex and Member States experts on its portfolios of products and services in the field of border security. For this purpose, a Visit Proposal Form available at <http://btn.frontex.europa.eu/form/visit-proposal-form> must be completed and submitted. Selection of the submitted proposals will take place taking due account of the novelty and potential impact of the company's products and services for the border guard community.

Two meetings will be organized by Frontex on these lines: one meeting in May (for the selected proposals sent during the period: September-February) and one meeting in November (for the selected proposals sent during the period: March-August). From Frontex side, experts with scientific, technical and operational background will attend. Experts from the Member States Border Guard Authorities will be also invited to take part to the activity.

Please also be informed that Frontex organizes, with the participation of industry, academia and research institutes, different other workshops, meetings, conferences related to border security solutions. This could also be a possible framework where one can meet Frontex community (experts, Member States Border Guard Authorities) and present capabilities, developments/ideas relevant for the border security scope and discuss them. The announcements concerning the mentioned events are published on the Frontex website, at <https://frontex.europa.eu/research/invitations/>.

It is worth mentioning also that 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. General questions related to Frontex procurement procedures can be addressed to: [procurement@frontex.europa.eu](mailto:procurement@frontex.europa.eu).

For more information on the open/restricted tender procedures, please refer to: <https://frontex.europa.eu/about-frontex/procurement/open-restricted-tender-procedures/>.

If you however would like to discuss operational details and Frontex concepts of operations for a potential cooperation under the EMSA RPAS FWC with our colleagues in the Situational Awareness and Monitoring Division, please kindly refer to my colleague [REDACTED].

Your sincerely,

[REDACTED]

[REDACTED]

Research and Innovation Unit · Capacity Building Division

[REDACTED]

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**From:** [REDACTED]  
**Sent:** Tuesday, January 29, 2019 13:32  
**To:** [REDACTED]  
**Subject:** meeting next week

Hello [REDACTED]

I will be in Warsaw next week, do you think we could meet to discuss different ways to cooperate with Elbit ? like the EMSA drone service contract we signed recently ?  
Maybe we can meet with additional colleagues of yours.

Please let me know if the timing is good for you.

[REDACTED]



[REDACTED]  
[REDACTED]  
Elbit Systems - ISTAR Division  
[REDACTED]

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