

# “MyGalileoSolution 2020”

## Terms of Reference

### 1 THE BACKGROUND

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Galileo is the European GNSS improving position, velocity and time information in both professional and mass-market devices. It is already embedded in more than 1 billion of smartphones. Nowadays, thanks to the access to the Android GNSS raw measurements, the creation of advanced GNSS positioning algorithms enables the development of more ambitious smartphone-based applications. Additionally, Galileo set the trend for dual-frequency chipsets in smartphones, which are much more resistant to multipath affecting performances in urban environments and overall, they provide better accuracy.

Apart from smartphones, there are many opportunities to stimulate development of other consumer solution devices. For instance, wearable market is growing rapidly, reaching 51 mln GNSS-enabled devices in 2018 worldwide compared to 30 mln in 2014. Furthermore, personal tracking devices and Low-Power Asset Tracking showcase growing trend driven mainly by the demand for accurate tracking solutions.

Through this contest the GSA aims at encouraging the development of innovative solutions, either products or services, based on Galileo GNSS positioning. GSA aims also to foster entrepreneurship in the space downstream sector. Innovators and start-ups will be supported by this competition to realise their idea, setting up or growing their business venture.

### 2 THE CONTEST

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#### THE CHALLENGE

The aim of the contest is to support the development of location-based solutions (such as mobile applications, wearable based solutions, asset management and tracking solutions, robotics) leveraging Galileo as a source of positioning, navigation and/or timing.

The proposed solution should address one of the following innovation areas:

**Crisis & Emergency response:** applications supporting the recovery phase of COVID-19 pandemia, including the support to movement of people across borders, safe tourism, support to local businesses affected by the situation, special assistance to elderly people and those with high risk of infection, management of harvesting season or construction works implementing social distancing.

**Smart transport for Green Deal:** applications fighting climate change including reduction of emission; contributing to the move to more sustainable transport means and new concepts of mobility, providing users with more affordable, accessible, healthier and cleaner alternatives and/or contributing to sustainable development of regions and smart cities.

**Solution for Digital Age:** applications using geolocation data in combination with other sources of data, such as Earth Observation and/or using Artificial Intelligence and/or Augmented Reality to create solutions that support citizens in their daily lives, leisure and professional tasks.

**Cybersecurity:** applications helping individuals and organizations to address cyber security challenges, for instance via authentication of position to reduce jamming/spoofing risks in many areas ranging from automotive, logistics, mobile payments to commercial marine; applications providing verification of location/time in a variety of use cases.

The contest will be organised in two tracks:

**Track 1: From Idea to Prototype**

The aim of the Track 1 is to develop a beta version of an application or a prototype of a solution implementing an idea, reaching minimum 50 % of its functionality.

**Track 2: From Prototype to Product**

The aim of Track 2 is to develop a fully functional solution ready to be commercialised starting from a beta version of an application or a prototype.

The two tracks will be executed in parallel and independently. The choice of track should follow the maturity stage of the solution at the time of the proposal's submission.

**Important note:** Each team can apply to one track only for the same idea.

In order to ensure efficient communication of the developments made during the contest, the finalists commit to make the application and/or service and/or hardware solution available to potential customers by their own website and applications developed for smartphones available in suitable platforms (e.g. Google Play / Apple Store) within 18 months after the conclusion of the competition.

**ELIGIBILITY CRITERIA**

Participation in the contest is open to teams, ideally from one (1) to seven (7) participants, composed by natural persons or legal entities. Each team must appoint a team coordinator to serve as the central contact point and represent the team towards GSA.

Natural persons applicant shall be EU Members States citizen or citizen of Switzerland or Norway. All applicants must be at least of 18 years of age by the date of registration to the contest.

In the case of legal entity, its central administration or registered office must be located in the EU Member States or in Switzerland or in Norway.

## EXCLUSION CRITERIA

The contest is not open to entry where prohibited or restricted by law and is not open to employees of GSA (including GSA contractors), EC and ESA or to immediate family members (spouses, domestic partners, parents, grandparents, siblings, children and grandchildren) of employees of GSA, current GSA contractors and EC or to employees or immediate family members of any of their respective affiliates.

In addition, all applicants shall be able to sign the Declaration on Honour to be allowed to participate to this competition.

## CONTEST PROCESS

### First step – Submissions' phase

Following the launch of the contest, each team shall submit until ~~30 September~~ **14 October** 2020 a proposal including:

- **For Track 1: From Idea to Prototype**
  - Application form with the technical description of the idea (available [here](#));
  - 2 minutes long video explaining the idea and the team;
  - Declaration of honour on exclusion (available [here](#));
  - Financial Identification Form (available [here](#)) including all the supporting documents defined at the bottom of the Financial Identification Form.;
  - Legal Entity Form<sup>1</sup> (available [here](#)) with a copy of an identity document (national ID card or passport) of the natural persons participating to the team and, for the legal entity an extract of the national company registry. **The photographs, as well as any other personal data (except for the name, date of birth and nationality) included in such ID documents must be concealed by each applicant so that they are not at all visible in the submitted copy. If, despite the aforementioned, such non-mandatory personal data are visible, it is implied that the applicant has given its consent to their processing.**
- **For Track 2: From Prototype to Product**
  - Application form with the technical description of the idea (available [here](#));
  - 2 minutes long video explaining the idea and the team;
  - Declaration of ownership of the proposed hardware prototype or beta version of the application (template available [here](#));
  - Declaration of honour on exclusion (available [here](#));
  - Financial Identification Form (available [here](#)) including all the supporting documents defined at the bottom of the Financial Identification Form;

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<sup>1</sup> Every natural person participating to a team shall submit a "Natural Person" form + a copy of their own ID. Persons representing a legal entity shall submit a "Private Company" or "Public Law Body" form + extract of the national company registry.

- Legal Entity Form<sup>2</sup> (available [here](#)) with a copy of an identity document (national ID card or passport) of the natural persons participating to the team and, for the legal entity an extract of the national company registry of the legal entity. **The photographs, as well as any other personal data (except for the name, date of birth and nationality) included in such ID documents must be concealed by each applicant so that they are not at all visible in the submitted copy. If, despite the aforementioned, such non-mandatory personal data are visible, it is implied that the applicant has given its consent to their processing.**

Submissions must be made through the official contest site [Link](#). The proposals will be evaluated by the GSA evaluation board composed by GSA experts of the main innovation areas according to the award criteria defined below.

For [Track 1](#), the evaluation board will choose a maximum of thirty (30) teams to proceed to the second step: development phase

For [Track 2](#), the evaluation board will shortlist a maximum of forty (40) teams which will present on-line their idea to the evaluation board. After the presentation, the evaluation board will choose a maximum of twenty (20) teams to proceed to the second step: development phase.

The applicants will be notified by the GSA on the results of evaluations. The result will be announced on the official contest site and promoted in other official channels. The awarded teams will receive a monetary prize (see section 'Prizes' below) and progress to the second step (development phase), during which mentoring support might be provided by the GSA.

- **Second step - Development phase / Finals**

**For Track 1**

During this step, the selected teams will be engaged in the development of a beta version/prototype of the proposed app. The beta version shall implement the general concept of the app, including its visual identity, and reach minimum 50% of its final functionality. Each team will have to specify in the application form the exact progress to be achieved during this phase.

At the end of the development phase the teams will be required to deliver:

- 2 minutes long video presenting the prototype or a beta version of the solution, including the progress achieved compared to the defined objectives;
- In case of mobile application, a link to a beta version of the mobile application;

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<sup>2</sup> Every natural person participating to a team shall submit a "Natural Person" form + a copy of their own ID. Legal entities shall submit a "Private Company" or "Public Law Body" form + extract of the national company registry.

- In case other solutions than a mobile application a link to the solution website;
- Presentation of the solution and live demonstration during the Finals.

## **For Track 2**

During this step, the selected teams will be engaged in the development of a final version of a fully functional solution ready to be commercialise.

At the end of the development phase the teams will be required to deliver:

- The development of a final version of a fully functional solution ready to be commercialise and a report of testing results;
- 2 minutes long video presenting the fully functional solution, including the progress achieved compared to the defined objectives;
- In case of mobile application, a link to Google Play and/or Apple store platforms;
- In case other solutions than a mobile application a link to the solution website;
- Presentation of the solution and live demonstration during the Finals.

The award of the final contest prizes will take place during the awards ceremony to be organized in Prague<sup>3</sup>, where each team will present its solution to the GSA evaluation board and invited guests, including, if possible, potential investors. The finalists will be provided with information via email about the award ceremony and the logistics details.

During the Finals the winner, the runner up and the third place for both tracks will be selected based on the award criteria listed below. Winners will be promoted in official channels.

## **PRIZES**

At the end of first and second step awarded teams will receive the following prizes:

### **First step: Submission**

#### Track 1:

The 30 best ideas will receive a prize in amount of **€ 15.000** (fifteen thousand Euro) **each**.

#### Track 2:

The 20 best beta applications/prototypes will receive a prize in amount of **€ 40.000** (forty thousand Euro) **each**.

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<sup>3</sup> Should travel restrictions to and from Prague are in place due to COVID-19, the GSA may be decided to change the ceremony's location or organize it virtually.

## Second step: Development / Finals

Three best teams per each track will receive the following prizes:

### Track 1:

- 1<sup>st</sup> Prize: € 40.000 (forty thousand Euro)
- 2<sup>nd</sup> Prize: € 25.000 (twenty-five thousand Euro)
- 3<sup>rd</sup> Prize: € 10.000 (ten thousand Euro)

### Track 2:

- 1<sup>st</sup> Prize: € 60.000 (sixty thousand Euro)
- 2<sup>nd</sup> Prize: € 40.000 (forty thousand Euro)
- 3<sup>rd</sup> Prize: € 25.000 (twenty-five thousand Euro)

Prizes shall be awarded in accordance with the principles of transparency and equal treatment and shall promote the achievement of policy objectives of the Union.

Additionally, each member of the teams participating in the Finals will receive a certificate of reaching the final stage.

## AWARD CRITERIA

The following criteria will be considered for the evaluation of the projects along the all steps of the contest:

- **Innovation (1-5):** How innovative and novel the approach is compared to existing technical solutions and commercial services? Is this kind of solution not yet available on the market or addressing a new application area? Is the application technologically advanced (e.g. using multi-frequency, innovative algorithms)?
- **Market potential (1-5):** Is this solution sellable after repackaging this idea into a real product? Is there a potential market demand/customer base for this product? What is the revenue potential?<sup>4</sup> Does the solution address needs of regional markets or improve the offer available in regional markets?
- **Feasibility (1-5):** How feasible the solution is within the limits of current technology? What progress has been achieved in the application/idea since the start of the challenge? Has the team necessary skills in order to develop and launch the product?
- **Galileo-relevance (1-5):** Is the application making use of Galileo? Is the increased accuracy or any other differentiator offered by Galileo relevant for the application? Are synergies with other space data explored?

**IMPORTANT NOTE: For Step 1, only applications receiving equal or more than a total score of 12 (twelve) points will be invited to proceed to the second step.**

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<sup>4</sup> In case of applications addressing societal challenge, socio-economic impact will be considered

These criteria will be assessed confidentially and on a discretionary basis by the GSA evaluation board. The applicants irrevocably acknowledge that the evaluation board deliberations are confidential and will not be disclosed to applicants.

## INTELLECTUAL PROPERTY OF DEVELOPMENTS

Applicants will retain full ownership of the intellectual property rights on software developed within the framework of the contest, and exclusivity of commercial exploitation.

Additionally, the winners shall include Galileo/GSA branding in marketing material related to the development, such as the inclusion of a logo to the app/product webpage or any other form agreed without affecting the ownership and exclusivity of the commercial exploitation retained by the candidates nor the EC/GSA rights on the Galileo trademark.

## 3 THE SCHEDULE

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ID	Event	Date
1	Announcement of Contest	1st September 2020
2	Information webinars	September 2020
3	Proposals' submission deadline for both tracks	14th October 2020
4	Video calls with max. 40 shortlisted teams for Track 2	October - November 2020
5	Announcement of teams selected to continue to development phase	<del>10<sup>th</sup> November 2020</del> November 2020
6	Prototypes/products submission deadline for both Tracks	<del>18th December 2020</del> 15 <sup>th</sup> January 2021
7	Contest Final	January 2021

From the moment of the announcement until the Finals, the applicants may ask questions by sending email to [prizes@gsa.europa.eu](mailto:prizes@gsa.europa.eu). The answers and clarification will be published on a weekly basis on the competition website to ensure equal treatment. In addition, there will be an opportunity to ask questions during the scheduled webinars.

## 4 THE ORGANISATIONAL COSTS

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The participation to the contest is free of charge for the applicants. For the avoidance of doubt, travel costs of the participants of the team to the Finals will remain at their charge.

Costs incurred in preparing and submitting a proposal are borne by the Applicants and will not be reimbursed.

## 5 OTHER CONDITIONS

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Participation in the Contest requires the acceptance of the Rules of Contest consisting of these Terms of Reference as well as the GSA's General Rules of Contest (available [here](#)). All applicants must comply with the General Rules of Contest; in particular the attention of the applicants is brought to the obligations set forth under Article 7 (Audits, cooperation for publicity purposes) and Art. 10 (Intellectual Property).

For the avoidance of doubt, any applicants reaching the second step of the competition shall be subject to Article 7 of the GSA's General Rules of Contest.

Any personal data that may be included in the applications of entities applying for this opportunity shall be processed by the GSA in accordance with the applicable rules on the protection of natural persons with regard to the processing of personal data by the Union institutions, bodies, offices and agencies and on the free movement of such data.

### Identity of the Controller and Data Protection Officer:

#### 1. For what concerns the processing purposes 1, 2 and 3 below:

- **Controller:** European GNSS Agency (GSA), Head of GSA Market Development Department, Janovskeho 438/2 170 00 Prague 7, Czech Republic, [market@gsa.europa.eu](mailto:market@gsa.europa.eu);
- **Data Protection Officer:** GSA Data Protection Officer, Janovskeho 438/2 170 00 Prague 7, Czech Republic, [dpo@gsa.europa.eu](mailto:dpo@gsa.europa.eu)

#### 2. For what concerns the processing purpose 4 below:

- **Join Controllers:** (1) European GNSS Agency (GSA), Head of GSA Market and Development Department, Janovskeho 438/2 170 00 Prague 7, Czech Republic, [market@gsa.europa.eu](mailto:market@gsa.europa.eu) and (2) European Commission, Directorate-General for Budget of the European Commission ('DG Budget'), DG Budget's Data Controller [BUDG-FICHIER-TIERS@ec.europa.eu](mailto:BUDG-FICHIER-TIERS@ec.europa.eu)
- **Data Protection Officers:** (1) GSA Data Protection Officer, Janovskeho 438/2 170 00 Prague 7, Czech Republic, [dpo@gsa.europa.eu](mailto:dpo@gsa.europa.eu) and (2) DG Budget Data Protection Coordinator [BUDG-DATA-PROTECTION-COORDINATOR@ec.europa.eu](mailto:BUDG-DATA-PROTECTION-COORDINATOR@ec.europa.eu)

### Purposes of processing:

1. Registration in the application platform available at the dedicated contest site and submission of the application
2. Management and administration of the award process pertaining to this opportunity
3. The preparation of the contract(s), only with regard to the personal data of the awarded applicant(s)
4. Only with regard to the personal data of the awarded applicant(s):
  - the registration of the necessary "legal entities" and "bank account" files in the Commission Financial System ABAC (Accrual Based Accounting)
  - the execution of payments towards the registered entities
  - the registration of the related financial transactions

**Data concerned:** any personal data that may be included in interested entities' applications. Such data can relate to the following categories:

- Identification of individuals (e.g. name, last name, title, function in organisation);
- Communication details of individuals (e.g. email address, telephone number, postal address);
- Information for the evaluation of eligibility, exclusion and award criteria (e.g. expertise, technical skills and languages, educational background, professional experience including details on current and past employment);

- Financial information of applicant(s), e.g. bank account number, IBAN and BIC codes, address of respective bank branch, name of bank account holder;
- Data related to criminal convictions and offences of: (1) members of the administrative, management or supervisory body of applicants, (2) natural persons who have powers of representation, decision or control of the applicant, (3) owners of the applicants as defined in Article 3(6) of Directive (EU) 2015/849, (4) natural persons assuming unlimited liability for the debts of the applicants, (5) natural persons who are essential for the award or the implementation of the contract(s); such data are collected through the submission of the declaration of honour.

It is specifically noted that:

- the abovementioned processing operations will not entail the processing of any special categories of personal data. If, however, an applicant submits such data at its own volition and without any specific request, it is implied that the data subject has given its consent to the processing of such data
- the provision of personal data by the applicants is a requirement necessary to enter into the contract

**Legal bases:** Article 5(1)(a), 5(1)(c), 10(2)(a), 11, 48(2)(b) and 50(1)(c) of Regulation (EU) 2018/1725

**Lawfulness of processing:**

- Article 5(1)(a): the processing is necessary for the performance of a task carried out in the public interest, specifically the management and functioning of the GSA through the launching of competitions.
- Article 5(1)(c): the processing is necessary for the performance of a contract to which the data subject is party or in order to take steps at the request of the data subject prior to entering into a contract; the GSA processes the personal data of the applicants at their request (through the submission of their applications) in order to take the necessary steps prior to enter into the contract with the awarded applicant (s).
- Article 11: the processing of personal data relating to criminal convictions and offences shall be carried out only when authorised by Union law; such processing, in the form of an extract from the judicial record or declaration of honour, is explicitly foreseen in the Financial Regulation<sup>5</sup> (Articles 136-140).
- Article 10(2)(a): as explained above, in case any applicant submits special categories of data at its own volition and without any specific request, it is implied that the data subject has given its consent to their processing.
- Article 48(2)(b): the potential transfer of the applicants' personal data outside of the European Union (as explained in detail below in the relevant section) in the frame of the use of the application platform is subject to appropriate safeguards provided for by standard data protection clauses. Please refer to the section "**Transfer of personal data to third country**" below for more information.
- Article 50(1)(c): this legal basis is complementary to the one identified directly above (Article 48(2)(b) and concerns the potential transfer of the applicants' personal data outside of the European Union (as explained in detail below in the relevant section) in the frame of the use of the application platform. Specifically, such transfer is necessary for the performance of a

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<sup>5</sup> Regulation (EU, Euratom) 2018/1046

contract between the GSA and the service providers in charge of providing to the GSA the application platform via which the applicants submit their applications; such contract has been concluded in the interest of the applicants, in order to allow for an easy and electronic submission of all the application documents.

**Recipients of the data processed:**

- a limited number of staff of the GSA managing this procedure
- data processors:
  - a limited number of staff of GSA contractors in charge of the provision of hosting services for the GSA's servers
  - a limited number of staff of the service providers in charge of providing to the GSA the application platform via which the applicants submit their applications
  - a limited number of staff of the Directorate-General for Budget of the European Commission ('DG Budget')
- bodies charged with a monitoring or inspection task in application of Union law (e.g. internal audits, Financial Irregularities Panel, European Anti-fraud Office – OLAF)
- members of the public: the winning entities will be announced to the public, which may also entail the announcement of the personal data of the representatives of such entities (e.g. name, last name)

All the abovementioned recipients are established in the European Union.

**Information on the retention period of personal data:**

1. with the exception of the information under point (2) below, all other information pertaining to this procedure shall be kept for up to 7 years following the end of the year when the contract(s) has been awarded as a result of the award procedure; files may also have to be retained until the end of a possible audit if one started before the end of the above period;
2. all information (including personal data) submitted by the applicants in the application platform will be deleted from said platform
  - within a maximum of 2 months after the launch of the second stage of the competition, for those applicants which are not selected to proceed to the second stage of the competition;
  - within a maximum 2 months after the closing date of the second stage of the competition, for those applicants which are selected to proceed to the second stage;
3. all collected data may be stored:
  - electronically on GSA servers with access control measures (i.e. one or two factor authentication) hosted by GSA contractors which are located in the EU and abiding by the necessary security provisions
  - physically in secure storage cupboards in the GSA HQ in Prague
  - electronically and physically on the servers/cupboards of the processors identified above (all of which are established in an EU Member State)

**Transfer of personal data to third country:**

The service providers in charge of providing to the GSA the application platform use the server service Amazon Web Services (AWS) of Amazon and, therefore, **data may also be transferred to Amazon's servers located in third countries (outside the European Union).**

In case such a transfer takes place, it is underlined that the online service terms of the AWS include a General Data Protection Regulation (GDPR) addendum in which standard contractual clauses have been introduced; the online service terms of the AWS apply also to the service provider in charge of providing to the GSA the application platform.

It is underlined that such standard contractual clauses are recognised as an appropriate safeguard which allows for the lawful transfer of personal data outside of the European Union, in accordance with Article 48(2)(b) Regulation (EU) 2018/1725.

#### **The data subject's rights and contact data:**

- Data subjects have the right of access, rectification and erasure of their personal data or restriction of processing at any time, provided that there are grounds for the exercise of this right, as per the applicable rules
- Data subjects have the right to object, on grounds relating to his or her particular situation, at any time to the processing of personal data concerning him or her. Requests shall be addressed to the GSA Market Development Department at [market@gsa.europa.eu](mailto:market@gsa.europa.eu) by describing the request explicitly. It is noted that pursuant to such a request, the Controller shall no longer process the personal data unless the Controller demonstrates compelling legitimate grounds for the processing which override the interests, rights and freedoms of the data subject or for the establishment, exercise or defence of legal claims
- Data subjects may obtain their personal data, submitted to the GSA, in a structured, commonly used and machine-readable format and transmit them to another controller, provided that there are grounds for the exercise of this right, as per the applicable rules
- Data subjects are entitled to lodge a complaint at any time with the European Data Protection Supervisor (<http://www.edps.europa.eu>; [EDPS@edps.europa.eu](mailto:EDPS@edps.europa.eu)) if they consider that their rights under the applicable rules on the protection of individuals with regard to the processing of personal data by the Union institutions, bodies, offices and agencies and on the free movement of such data have been infringed as a result of the processing of their personal data by the GSA
- Only in cases where the data subjects' consent is used as the legal basis for the processing of personal data (i.e. in case they have submitted special categories of data at their own volition and without any specific request), they can withdraw their consent at any time, without affecting the lawfulness of the processing before the withdrawal

Any request for the exercise of any of the abovementioned rights shall be addressed to the GSA Market Development Department at [market@gsa.europa.eu](mailto:market@gsa.europa.eu); data subjects are kindly requested to describe their requests explicitly.