

Published on 19.05.2021

Clarification Note #1

EUSPA internal reference: 263267

Grant procedure: GSA/GRANT/01/2021 - Acceleration of EGNOS Adoption in Transport

Question no.1: For proposals considering more than 1 applicant, is it mandatory to reply with a consortium of different countries ? If not, could it be an advantage for the proposal?

Answer no.1: The consortium can consist either from one or more beneficiaries from any EU country, Switzerland or Norway. There is no restriction on number of beneficiaries from one country. The proposal will only be evaluated against the award criteria defined under section 11 of the call. No further criterion is to be applied for the proposal evaluation.

Question no.2: Would it be of interest and eligible to apply with proposals that cross segments (for instance 1.C and 2.A)?

Answer no.2: The applicants are expected to conduct at least one of the activities described under section 2 of the call for proposals, without limitation to the activities touching cross segments. The proposals will be evaluated by an evaluation committee against the award criteria set in the call for proposals.

Question no.3: Would it be of interest and eligible to apply with proposal that address different activities or operations in the same area: for instance area of activities 2.

Answer no.3: The applicants are expected to conduct at least one of the activities described under section 2 of the call for proposals, without limitation to the activities addressing different activities or operations in the same area. The proposals will be evaluated against the award criteria set in the call for proposals.

Question no.4: Is there any minimum representation for each of the sectors planned (e.g. 1 funded project per sector (air, water, rail at least) - or do all proposals compete with each other regardless of the sector (thus it is possible, that one of the targeted sectors might not be funded)?

Answer no.4: All proposals will compete with each other regardless of the sector.

Question no.5: Would it be acceptable for an applicant to be part of more than one proposals, if the

proposals are not addressing the same actions/activities?

Answer no.5:

Yes, this is possible, applicant(s) may participate in multiple applicant consortia, if the actions covered in the respective Technical Proposals (B1 form) are different from each other in order to comply with the principle of non-cumulative award (section 13.1 of the call for proposals):

Non-cumulative award:

Each action may give rise to the award of only one grant from the budget to any applicant. In no circumstances shall the same costs be financed twice by the European Union budget. Applicants have to inform the GSA immediately of any multiple applications and multiple grants relating to the same action. The applicants shall inform about sources and amounts of EU funding received or applied for the same action or for part of the action. Applicants shall indicate if they receive EU funding for their functioning during the financial year in which the action takes place.

Question no.6: Can proposals be made by EU entities that employ legal non-EU experts as part of the EGNSS project team? For example: A German company with legal African/Asian/Australian FTEs as PMOs/Engineers.

Answer no.6: As per the section 8.1 of the call for proposals, the eligibility refers to the applicants. Therefore, in case the applicant is the legal person (entity) the nationality of the employees is not relevant for the eligibility of the proposal.

Question no.7: Are there some limitations for the project development time or maximum time for ending the projects?

Answer no.7: The indicative duration of the action under (each) grant agreement is 2 years (see section 4 of the call for proposals). However, this duration is indicative and each proposal should present a realistic and feasible timeline for the implementation of the action.

Question no.8: For maritime/inland waterways: Is this call only limited to use cases for port operations or assisting pilots? Or only to transmission of EGNOS corrections over IALA and AIS stations? can we come up with a proposal with other type of use cases benefiting EGNOS? Also does it need to be only a hardware/equipment development? Or software implementation with current available equipment is also considered?

Answer no.8: The eligible list of activities in maritime/inland waterways are described in section 2. Please note that section 2.B, third bullet, also identified 'Design, development and installation of other EGNOS capable equipment in ports, vessels and for pilots, aiming at increasing sustainability of maritime/inland waterway transport and digitalisation of operations'.

Design, development and installation of new software to use EGNOS in capable receiver is included within this action. It is up to the applicant to propose such other EGNOS capable equipment in ports, vessels and for pilots, and to justify the EGNOS relevance, e.g. the use of EGNOS in buoys.

Question no.9: Regarding 'Product market fit': Would the GSA welcome detailed proposals for 'concepts for EGNSS adoption on RAIL/ROAD' projects that do not have proven product-market fit?

Answer no.9: In rail the focus is on non-interoperable railway lines or pilot lines. The eligible activities for rail are described in sections 2 and 3 of the call for proposals. Please note that concepts for EGNSS adoption in Road are not in scope of this call.

Question no.10: Could the GSA elaborate on the potential applications under the Activity 2b-iii, and the intended users that you want to see?

Answer no.10: Activity 2b-iii refers to any other applications other than those referred in 2b-I and 2b-ii that include 'Design, development and installation of other EGNOS capable equipment in ports, vessels and for pilots, aiming at increasing sustainability of maritime/inland waterway transport and digitalisation of operations'. It is up to the applicant to propose such an application and explain the related EGNOS relevance.

Question no.11: Is it possible to apply for funding to develop STC for specific aircraft type without having a launching customer?

Answer no.11: According to section 2.2 of the call for proposals, applications for Activity 1.B are mostly expected from aircraft or rotorcraft manufacturers, airspace users, as well as EASA Part-21 organisations.

Question no.12: Do the port activities and digitalization of operations can address all the potential activities that use Augmented GNSS either inshore or offshore? For instance logistics and freight positioning in ports.

Answer no.12: As described in 2.B, 3rd bullet, the following activities are eligible: Design, development and installation of other EGNOS capable equipment in ports, vessels and for pilots, aiming at increasing sustainability of maritime/inland waterway transport and digitalisation of operations.

Question no.13: How can a national authority that requires the assistance of one or more private companies participate, since subcontracting of core activities is not allowed? Can they form a consortium?

Answer no.13: Core activities as described in the call cannot be subcontracted. They should be performed by the applicant or consortium. Non-core activities can be subcontracted. The parties are free to organize themselves as they want. For further information on the roles and tasks of the applicants, please refer to section 6 of the call for proposals.

Question no.14: Can one project request the entire budget of 3M euro?

Answer no.14: There is no indicative budget per project. Each proposal should submit the estimated cost of the action that should be realistic, justified and needed for the implementation of the action. Also, please note that one award criteria assesses the credibility of the work plan in terms of activities' definition, schedule, realistic timeline of the proposed implementation, effort and cost, including justification of the resources to be committed.

Question no.15: Seeing that "in kind contributions" are not eligible. Does that mean that (non-salaried) SME-Owners, must pay themselves an "internal consulting fee"?

Answer no.15:

SME owners not receiving a salary may claim the costs based on a unit cost per hour worked on the action, calculated as foreseen in the call for proposals – please see section 13.2. *Funding form > Eligible direct costs*

Question no.16: Regarding area 2A. Is also VDES base station considered here as in 2B with shipborne side AIS/VDES?

Answer: Yes, this is part of 2.A bullet 2 as Upgrade of shore infrastructure with EGNOS and EDAS, since VDES is the evolution of AIS.

Question no.17: Is there any possibility to receive the attendee list of the webinar to look for potential partners for the program?

Answer no.17: The purpose of the webinar was to present the content of the call and not to facilitate exchange between potential partners.

Question no.18: With reference to the slide of the webinar "Aviation 1.A", is it allowed to submit applications that cover LPV to Aerodromes without ATC and non-instrument runways? In the presentation you have word OR between (ATC or non-instrument runways).

Answer no.18: Indeed. The applications targeting LPV implementation to aerodromes without ATC and with non-instrument runways are eligible. At least one of these two characteristics should be met for these types of applications.

Question no.19: Can a company submit multiple proposals in multiple areas?

Answer no.19: Please refer to the question and answer no. 5 above.

Question no.20: Is the maximum budget of EUR 3,000,000 to be divided among all the approved projects or is it the maximum budget for a single approved budget?

Answer no.20: There is no indicative budget per project. Each proposal should submit the estimated cost of the action. Please also note that according to the call for proposals, there is the possibility that the allocated budget will be extended to 10,000,000.00 EUR pending budget availability. Finally, please note that one of the award criteria assesses the credibility of the work plan in terms of activities' definition, schedule, realistic timeline of the proposed implementation, effort and cost, including justification of the resources to be committed.

Question no.21: Can you better clarify non-cumulability of the grant per action making an example? Could a company in a consortium receive grant on different actions as an example 1B and 2C?

Answer no.21: Please refer to question and answer no. 5 above.

Question no.22: Is there a budget target per project?

Answer no.22: Please refer to the question and answer no. 20 above.

Question no.23: Is there any limitation for aircraft selling for any reason (airline production cut or other) if LPV system is installed using GSA fund program? In such case does airline need to return any amount to the GSA?

Answer no.23: Any action undertaken by the beneficiaries shall comply with the objectives of the call. The terms and conditions of the grant agreement will apply.

Question no.24: How are the IPRs regulated?

Answer: The attention of the applicants is drawn to the draft grant agreement, which stipulates the ownership regime of the results generated by the action. For more details, please check ARTICLE I.9 – RESULTS OF THE ACTION AND INTELLECTUAL PROPERTY RIGHTS of Annex V (GSA-GRANT-01-2021_Mono-beneficiary draft Grant Agreement) or Annex VI (GSA-GRANT-01-2021_Multi-beneficiaries draft Grant Agreement_2019).

Question no.25: If F2F clarifications/discussions, will this be in Brussels ?

Answer no.25: No meeting is foreseen to take place for clarifications / discussions.

Question no.26: 7 areas under this call (3 aviation 2 maritime and 2 rail), but 6 projects to be selected under nominal scenario (without extra budget upto 10M€). Can you please confirm that the best suitable topics will be selected regardless the 7 above listed areas? Is there any priorities among the 7 areas?

Answer no.26: All applications will be evaluated by an Evaluation Committee. The assessment of each proposal will be based on the information provided by the applicants in the proposal submitted in reply to the call for proposals and according to the provisions of such call. There are no priorities among the 6 areas.

Question no.27: Is electronic submission sufficient? Or is there still a paper copy to the address required?

Answer no.27: Applicants may submit the proposal on paper or only on electronic media. If it is submitted electronically, it shall contain 3 (three) CD-ROM, DVD or USB sticks with the full set of documents. The documents on these media must be identical and they shall be in machine readable format (MS Office 2003 or later, or Adobe Reader Version 8.0 or later). These medias must be inserted in the outer envelope as described in the tender specifications. They shall contain the following folders with the

corresponding documents:

- Folder 1: ADMINISTRATIVE DOCUMENTS

- Folder 2: TECHNICAL PROPOSAL
- Folder 3: FINANCIAL PROPOSAL

The electronic versions of the proposals are considered as originals. The applicants must ensure that the electronic medias and files are readable. In particular, they must take all the necessary measures to protect them during the transport to avoid any damage to them (see section 18 of the call for proposals).

In case of electronic submission, the documents - which must be signed according to the call for proposals - have to be signed electronically with a qualified electronic signature (QES) of the applicant. This electronic signature must be provided by a provider which has a qualified status granted by a national competent authority of an EU Member State and which is listed in the national eIDAS Trusted Lists and the EU List of eIDAS Trusted Lists (LOTL) (available at <https://webgate.ec.europa.eu/tl-browser/#/>) (see section 18 of the call for proposals).

Question no.28: If a solution is being developed with a Canadian subcontractor (PART 21 organizations), do we have to apply as a consortium (A1) or as single applicant having subcontractors?

Answer no.28: Regarding the eligibility of the applicants, please note that the eligibility criteria (section 8.1 of the call for proposals) apply to the single applicant, the coordinator and all the co-applicants forming the applicant consortium, as well as the affiliated entities. Such criteria do not apply to the subcontractors. Please note that core activities shall not be subcontracted.

Question no.29: In case the applicant is a group of airlines, shall the application be submitted by the group company or by the owner or the operator of the aircraft ?

Answer no.29: The interested parties are free to organize themselves as they wish. For the roles and tasks of the applicants, please refer to section 6 of the call for proposals.

Question no.30: Can documents be signed in digital format (PDF)?

Answer: Please see question no. 27.

Question no.31: Can a proposed project be short (6 months) or is a preference for 2 years projects?

Answer no.31: Please refer to the question and answer no. 7 above.

Question no.32: Can a project be small, e.g. 100K€ or is there a minimum size? Are projects around 500K€ size preferred ?

Answer no.32: Please refer to question and answer no. 20 above.

Question no.33: Is there the possibility to discuss a potential project at forehand in order to check if it would qualify? This would be good for companies that try this type of calls for the first time.

Answer no.33: The Agency cannot discuss the proposals with potential applicants. For further information on the contacts between the Agency and the potential applicants before the final date

for submission of proposals, please refer to the section 20 of the call for proposals.

Question no.34: Do you have a preferable project length?

Answer no.34: The indicative duration of the action under (each) grant agreement is 2 years. However, this duration is indicative and each proposal should present a timeline for the implementation of the action.

Question no.35: If the best rated project calls for a 3 million euro grant budget, does this means that there is no budget for the other proposals ?

Answer no.35: There is no indicative budget per project. Each proposal should submit the estimated cost of the action. Please also note that according to the call for proposals, there is the possibility that the allocated budget will be extended to 10,000,000.00 EUR pending budget availability. Finally, please note that one of the award criteria assesses the credibility of the work plan in terms of activities' definition, schedule, realistic timeline of the proposed implementation, effort and cost, including justification of the resources to be committed.

Question no.36: Will there be any F2F meetings to sign the grant?

Answer no.36: No meeting is foreseen to take place for clarifications / discussions. However, the GSA may invite the applicant(s), whose proposal has been recommended for the award by the Evaluation Committee, to introduce minor adjustment to the proposal. In that case, the applicant would receive a letter setting out the proposed modifications (if any).

Question no.37: Could you share any insights into whether the budget for aviation, rail and maritime are separately allocated or if no special category wise budget is allocated for this call?

Answer no.37: All applications will be examined and assessed by an Evaluation Committee. The assessment of each proposal will be based on the information provided by the applicants in the proposal submitted in reply to the call for proposals.

Question no.38: Some organization asked about potential funding for ADS-B out with SBAS, with no LPV implementation. There is points in 1.A (v) and 1.C (iii) as a surveillance application. Can you clarify?

Answer no.38: Yes, ADS-B out is eligible for other users and applications that are not under the FAA mandate of 2020 (available here: <https://www.radarbox.com/faa-adsb-2020-mandate>), such as, but not limited to, general aviation users.