



## CLARIFICATION NO. 7

INTERNAL GSA REFERENCE: WF240467

### Related to GSA/GRANT/06/2017 – "EGNOS Adoption in Aviation"

**Question no. 1:** In order to complete the A3 Form for the Egnos grant for an airline, we need to fill in the Legal Entity Form. When selecting the link to the European website, three choices are available:

- NATURAL PERSON
- PRIVATE COMPANIES
- PUBLIC LAW BODY

Unfortunately, this airline is not one of the three possibilities. It is a mix between public body and private company. It is a semi-public company (with public and private shareholders).

Do you provide other form for this type of company ?

**Answer:** For this specific case please fill in the Legal Entity Form (LEF) for Private Companies. Please do not forget to attach to the LEF form the mandatory supporting documents as indicated in section 7.3 of the Call for proposal. It is reminded that a specific form in all official languages of the EU (use of LEF form in English is preferred) is available at the following internet page: [http://ec.europa.eu/budget/contracts\\_grants/info\\_contracts/legal\\_entities/legal\\_entities\\_en.cfm](http://ec.europa.eu/budget/contracts_grants/info_contracts/legal_entities/legal_entities_en.cfm)

**Question no. 2:** Concerning the terms of the proposal entities, we have two airline companies liable for submission, juridical independent, with separate AOC's.

Our main doubt is related to the fact that Company A is a mother company to Company B, whether we should present a single application per company (Mono-Beneficiary) or another type of application (Multi-Beneficiary).

In fact Company's B annual turnover is residual when compared with the one of Company A. Annually Company A presents consolidated accounts, since it's the main financial support to Company's B operation.

Basically, we would like to know if;

1. Company B can submit as a single applicant with a Parent Company Guarantee (PCG) issued by Company A?, or
2. Company A can submit as a single applicant or affiliated entities, filling the forms with the consolidated financial information, and being accountable for the aircrafts of both companies?, or
3. Company A can submit as a single applicant and more later add an aircraft belonging to its AOC?



**Answer:** The proposal shall clearly identify the entities (legal and/or natural persons) to be involved in the activities subject to the proposal, being the applicant as well as any third parties, such as affiliated entities and subcontractors and their contributions to the implementation of the proposal.

In case the proposal is submitted by a single applicant, it will be considered as mono-beneficiary.

In case the proposal is submitted by a group of several co-applicants they will form a consortium and will become consortium members. The consortium members (multi-beneficiaries) should choose within their midst a lead organisation, referred to as the “Coordinator”.

Please refer to section 5.5 of the call for proposal on “affiliated entities” and to section 5.6. “Subcontractors” for the conditions of participation of affiliated entities and subcontractors.

**Question no. 3:** From the initial context of development of LPV approach procedures into one specific aerodrome, we would like to study the more general issue of the suitability, impact and safety implications of SBAS approaches into non-instrument runways. Would such an activity be eligible for funding under Area F of GSA/GRANT/06/2017?

**Answer:** The proposed activity might be considered eligible under area F – Development of enablers and other EGNOS based operations adoption as long as it demonstrates the need for such solution by aviation stakeholders with short term impact on acceleration of EGNOS adoption and the benefits deriving from it. The proposal will be also evaluated towards its relevance to the objectives of the call and credibility, its impact in terms of economic and public benefits derived from the proposal and its coherence and effectiveness of the work plan, including appropriateness of tasks and resources.

**Question no. 4:** We have three different options to implement LPV and ADS-B out for each model in our fleet. These three options are proposed by three different STC providers and the selection of one out of three options has to be done in the group level. We are not sure if that decision will be made before GSA call deadline. Our question to GSA is that If we submit the proposal now with one of the options we prefer now and put the details in the Form B1, are we allowed to change to other options in the latter case if the decision from the group is not the same one we selected in the proposal? Or should we indicate all the three options in the proposal? The costs of the three options are quite close and hence the figures will not be a big concern.

**Answer:** The proposal should explicitly describe the implementation of the action including the demonstration of its feasibility as it will be assessed during its evaluation. Regarding the selection of the STC provider, in case the STC provider will be part of the consortium, it needs to be defined already at the proposal submission stage as co-applicant. In case of subcontracting this part of activity, the subcontracting of this task must be indicated in the description of the proposal (Form B1) and the related costs must be indicated in the estimated budget for the action (Form C1). On the other hand, there is no need to already identify a subcontractor at the proposal submission stage. In relation to subcontracting the GSA invites all applicants to read VERY carefully section 5.6



of the Call for proposals as well as the specific conditions for eligibility of subcontracting costs as defined in the draft Grant Agreement (in particular see Articles II.10 and II.11)

**Question no. 5:** We have more than 20 aircrafts in our B734 fleet. We wanted to implement LPV and ADS-B out for all of them. If we apply for all 23 aircrafts, with the 800,000.00 euro sealing grant we can only apply for less than 20% of the total cost. Somewhere in the call it is stated that another financial sources or grants can be used to reach the maximum 60% cost eligibility. Does GSA assist on securing alternative financial support? Or do you recommend to divide it to different number of projects?

**Answer:** With reference to section 4 of the Call for Proposal on – EU financing, the indicative value of a grant allocated to the successful beneficiaries is EUR 800,000 . As the amount is indicative, applicants may submit proposals with bigger or smaller budgets and the funding will be calculated accordingly based on maximum 60% reimbursement ceiling of the eligible costs but in no case beyond the maximum contribution amount allocated to the specific grant.

It is reminded that grants involve co-financing, which implies that the resources necessary to carry out the action shall not be provided entirely by EU contribution. Therefore, EU financing may not cover 100% of the total costs of the action.

Co-financing of the action may take the form of:

- the awarded beneficiary's own resources,
- income generated by the action,
- financial contributions from third parties.

Co-financing may also take the form of in-kind contributions from third parties, i.e. non-financial resources made available free of charge by third parties to the awarded consortium. The corresponding costs are not eligible

It is also reminded that GSA reserves the right to award a grant of less than the amount requested by the applicant. In such a case, the applicant(s) will be asked either to increase his co-financing, propose other co-financing means or to decrease the total costs without altering the substance of the proposal. Grants will not be awarded for more than the amount requested.

It is highly recommended that applicants read carefully the section 12. Financial Provisions, in particular paragraph 12.1. General principles (i.e. non-cumulative award, non-retroactivity, co-financing, no profit rule, balanced budget) before submitting a proposal.

**Question no. 6:** Is there a possibility to submit the proposal earlier to GSA electronically to confirm all the forms are filled correctly and nothing is missing as per the conditions set out in the call? Or if a document is missing or not filled correctly, do we get a feedback after the deadline to complete it or we will be disqualified from the call?



**Answer:** Proposals must be submitted in accordance with the instructions in section 7 of the Call for proposals - Submission of Proposals. We would like to draw your attention to the fact that proposals must be submitted in accordance with the formal requirements and by the deadline set in this section.

**Question no. 7:** Can we access any funds for training purposes under this Programme? We would need to finance the training for 5 future procedure designers.

**Answer:** The proposed activity might be considered eligible under area F – Development of enablers and other EGNOS based operations adoption as long as it demonstrates the need for such solution by aviation stakeholders with short term impact on acceleration of EGNOS adoption and the benefits deriving from such solution. The proposal will be also evaluated towards its relevance to the objectives of the call and credibility, its impact in terms of economic and public benefits derived from the proposal and its coherence and effectiveness of the work plan, including appropriateness of tasks and resources.

**Question no. 8:** For proposals falling in area D Aircraft retrofit, the costs associated to the procurement of the suitable SBAS avionic falls under the category 2.2 a) Costs for equipment and other assets procured for the action: Full purchase costs?

**Answer:** Costs associated with the procurement of the suitable SBAS avionic fall under category “Other direct costs - costs for equipment and other assets specifically procured for the action”. For further information, please refer to the Call for Proposal section 12.2 of Funding Form paragraph 2. Other Direct Costs.

**Question no. 9:** For proposals falling in area D Aircraft retrofit, what is mean by “LPV Procedure Flown Report” deliverable?

**Answer:** The deliverable should include information on the results of a LPV procedure's real flight.

**Question no. 10:** May deliverables requested in section 2.4 be grouped?

**Answer:** Deliverables together with the planning for their submission might be grouped as long as the minimum set of deliverables is respected and all relevant information is explicitly proved to be provided without any omission.

**Question no. 11:** In case that a Rotorcraft Low Level Route Network RNP0.3 based on EGNOS is developed, is it compulsory to fill the Technical Annexes of B1-B2 forms? Which ones?



**Answer:** The Technical Annexes of B1 Form should be also filled in, in particular please fill in Section 1, Section 2 and Section 2.B. The B2 Form should be also filled in mandatorily.

**Question no. 12:** Is Grant Agreement available in Word document?

**Answer:** Please be informed that the draft mono and multi beneficiary agreement GSA/GRANT/06/2017 is published on the GSA Website for information purposes only. The draft grant agreement is not part of the application documents to be submitted by applicants. Notwithstanding, the GSA recommends that applicants read carefully the draft grant agreement before submitting a proposal.

**Question no. 13** In forms B2, C1 and C2 is required the cost of the equipments.

In our case, the equipments are included in proposal of the STC, in this case how, we can declare the cost of with STC included only the equipment?

**Answer:** We would like to draw your attention to the fact that there is no form C2.

The applications forms which form the set of documents to be submitted are grouped as follows:

- A1-A6 Forms
- B1-B2 Forms
- C1 Form

We understand from your question that your proposal is to purchase the STC equipment and to perform directly the equipment installation without recurring to a third party i.e. a subcontractor for the externalisation of this installation activity.

Costs for equipment and other assets specifically procured for the action can be considered eligible for funding subject to the fulfillment of the specific eligibility criteria. For further information, please refer to the Call for Proposal section 12 Financial Provisions Paragraph 12.2 of Funding Form subparagraph 2. Other Direct Costs.

Please indicate the total estimated costs for the equipment (full purchase costs, depreciation, rental/lease) in the estimated budget for the action, Form C1. In relation to the Other direct costs for the action, besides indicating your estimates in the Form C1, please also fill in Form B2-Table IV.2 "Other Direct Costs".

**Question no. 14:** For the eligible costs of personnel working under direct employment contract, the procedure to determine the hourly rate is given in Chapter 12 of the call and in the explanatory part of the model financial statement.



Due to the requirements of protection of personal data, the calculation of an individual hourly rate based on an individual salary per staff member is not admissible for us. In another EU project, we have been requested to declare the total cost of all direct personal costs (salaries), determined by our Salary officers and basing on the effective hours per capita.

We would appreciate if GSA could confirm that a similar procedure can be followed here? If yes, are there any special requirements to follow to respond to the call or to provide the payment requests?

**Answer:** Please refer to the specific provisions indicated in the call for proposal GSA/GRANT/06/2017 section 12. Financial Provisions and to the draft grant agreement Part B Financial Provisions Article II.19.

**Question no. 15:** I have a question concerning the technical proposal (B1 form). The template is divided in 3 parts and there are some size limits to each part:

1. Objectives, concept and approach (Max 3 pages)
2. Expected Impact (Max 3 pages)
3. Implementation (Max 3 pages)

Is there any errata for the Implementation part ? Also I could not find information about the technical proposal size in the call for proposal, is that right?

**Answer:** Please note that the proposal size is indicative, the technical description can be longer.

**Question no. 16:** We as an operator need some help from you as an organisation, we are facing a big supply issue from one supplier who has recently stopped the production of the GIA 63W units. (EGNOS Upgrade). These units are part of the WAAS/EGNOS based LPV/LPV capability upgrade.

We are in progress of preparing our application to the GNSS Agency funding regarding development and retrofit solutions enabling LPV capability for our fleet. If this is not corrected it will render all WAAS EGNOS aircraft failing the upcoming LPV/LPV 200 approach procedure requirement.

We need your help to convince the supplier to find a solution for the cancelled production of the GIA 63W units.

**Answer:** The Call is available for operators and receiver manufactures to develop a solution for EGNOS in case such solution is not on the market. The GSA Call might be one of the tools to help to convince the supplier to find a solution.

**Question no. 17:** We are currently addressing with our aeronautical authority (ANAC) the process of including one of the Falcon 900. While we don't have the AC officially in our AOC, can we submit the



proposal AC with documents of this process officially signed by our Authority to meet the 21 May deadline and refer this subject in Grant Agreement?

**Answer:** Under the Area D, it is possible to apply for the funding of the specific steps for the retrofit of the aircraft. The applicant should explain the current status and the specific steps of the process.

**Question no. 18:** As indicated in the Article 3 Timetable: Indicative maximum duration of the action under (each) grant agreement: 2 (two) years. Our comprehension is shown in the following example:

*Signature of the grant agreement on 06.11.2018*

*Duration of the action under grant agreement: 06.11.2018 – 05.11.2020*

Payment arrangements:

*Pre-financing payment = November 2018*

*Interim payment = November 2019*

*Final payment = November 2020*

Could you please confirm our comprehension or describe in more detail?

**Answer:** We would like to draw your attention to the fact that the timetable indicated under Section 3 Timetable of the call for proposals is only indicative.

For additional information on the payment arrangements please consult the draft mono/multi grant agreement (Articles I.4 and I.5).

**Question no. 19:** With regards to the principles of non-retroactivity, could you give a few examples of exemptions or a necessary need for a grant for an action already begun?

**Answer:** See clarification No.2 answer to question no.1.

As mentioned in Section 12.1 of the call for proposal GSA/GRANT/06/2017, nonretroactivity principle applies and therefore “No grant may be awarded retrospectively for actions already completed. A grant may be awarded for an action which has already begun, provided the applicant can demonstrate the need to start the action before the grant agreement is signed (see conditions below). In such cases, costs eligible for financing may not have been incurred prior to the date of submission of the grant application.” In view of the above, it is clarified that financial support normally applies only to costs pertaining to the implementation of the action that have arisen after the date of signature of the grant agreement. However, in duly justified exceptional cases where the applicant can demonstrate the need for starting the action prior to signature of the agreement, the related costs may be eligible for



funding on the condition that such costs are not incurred prior to the date of submission of the grant application. Please be aware that the specific situations (i.e. the exceptional cases) will be assessed on a case-by-case basis and that the timetable under section 3 of the calls for proposals is indicative.

**Question no. 20:** Is it correct that the EU financing rate of 60 % should be applied to the project amount of EUR 800.000? The maximum reimbursement is therefore EUR 480.000.

**Answer:** With reference to section 4 of the Call for Proposal on – EU financing, the indicative value of a grant allocated to the successful beneficiaries is EUR 800,000 . As the amount is indicative, applicants may submit proposals with bigger or smaller budgets and the funding will be calculated accordingly based on maximum 60% reimbursement ceiling of the eligible costs but in no case beyond the maximum contribution amount allocated to the specific grant.

**Question no. 21:** Is Prague office open for delivery of the application on 21 May before 18:00? Will I be able to deliver the application that day?

**Answer:** Yes, the proposal shall be delivered by hand not later than 21/05/2018 at 18:00 Prague local time to the address of the GSA. In this case, a receipt must be obtained as proof of submission, signed and dated by the GSA official who took delivery.

**Question no. 22:** We are interested in adding possibly two aircrafts to this programme. As we are getting close to the end date, please can you explain to me what steps need to be taken and send me through any documentation that needs to be completed?

**Answer:** Please find the presentation summarizing the funded topics and how to apply:

- Slides from our webinar: [https://www.slideshare.net/EU\\_GNSS/the-3rd-egnos-adoption-aviation-call-webinar-15-march-2018](https://www.slideshare.net/EU_GNSS/the-3rd-egnos-adoption-aviation-call-webinar-15-march-2018)

- Slides with a voice recording explaining further: <https://www.youtube.com/watch?v=oioY1ZSPsyQ>

**Question no. 23:** We contact you because we are applying for the GSA contribution and we have some questions about the form C1. The first question is about the table 1 of the Estimated Budget; I don't understand why when I fulfill all the empty white cells, column F ( Total EU contribution) doesn't change, even if it is in yellow. I saw that it is linked to the Funding rate, but the cell of the Funding rate is yellow too. How should I complete them? The last question is about Table 3 of the Estimated Budget; I don't understand which number should I put there, because all numbers I try to write seem to be wrong and the system of excel doesn't accept them. Can you explain me how to complete it?

**Answer:** Please be informed that the Funding rate of the action must be filled in in the Form C1 i.e. the Consolidated Estimated Budget (see tab “Consolidated estimated budget” cell 9 C). The cell 9 C





in the tab “consolidated estimated budget” is an editable cell, hence it is in white. Please try to insert the requested funding rate (e.g. 50-60) followed by the percentage sign (%). The funding rate indicated in the consolidated estimated budget tab will automatically be applied in the funding rate yellow cell in each of the co-applicants tabs. It is reminded that the Consortium/Single Applicant must chose a funding rate up to the maximum rate indicated in section 4 of the Call for Proposal. Furthermore, applications must respect the maximum EU rate for EU co-financing (see section 6. Admissibility Requirements).

**Question no. 24** With regards to the Model Estimated Budget of the Call, could you please explain what kind of costs you mean under the heading expenditure 2; other costs of the action necessary for the implementation of the action, over the eligible costs?

**Answer:** Other costs of the action necessary for the implementation of the action, over the eligible costs relates to costs which may be incurred by the beneficiary for the implementation of the action in addition to or other than the costs which are eligible for funding (see in Section 12.2 of the Call for Proposals Eligible costs of the grant and Articles II.19 of the draft model grant agreement).

**Question no. 25:** We are preparing an offer in response to the GSA/GRANT/06/2017- EGNOS ADOPTION IN AVIATION. Our offer targets the Area F of the call, and more precisely on the use of EGNOS for RPAS robust and safe navigation. We fear that the deadline which is today scheduled on 21 May is too early to present an attractive offer, and we would like to have an extension of this date by one month (21 June to the earliest)

**Answer:** After careful consideration we regret to inform you that we cannot extend the deadline for submission of proposals. We advise to check the GSA website regularly for future funding opportunities.

**End of Document**