

"Provision of specialised support to GSA's market development"

ANNEX I.N1 – SIMULATION EXERCISE LOT 1

1 General Information

Each tenderer of Lot 1 must submit a proposal for the fulfilment of the tasks described in a simulation exercise, defined in section 3 below. The simulation exercise is a theoretical scenario enabling the GSA to understand the methodology and project management approach of each tenderer. The objective of the simulation exercise is to provide a fair, non-discriminatory basis for comparing the proposals during the tender evaluations. Consequently, the simulation exercise cannot under any circumstances be considered as commitment on the part of the GSA to conclude specific contracts for the services included in it, and cannot give rise to any right or legitimate expectation on the part of the future contractor.

The future contractor shall use proportionate level of the effort and staff allocation/distribution as in the simulation exercise proposal in the tasks that will be assigned to it through specific contracts under the framework contract. Any substantial deviation from this level and proportions identified in contractor's specific contract offers shall not be accepted by the GSA, unless duly justified and motivated by the circumstances of the case.

2 Simulation exercise proposal content

The tenderer has to submit a separate technical and financial offer for the simulation exercise for the lot/s it applies for.

2.1 Response to the simulation exercise

The tenderers shall submit **a proposal of maximum 20 pages** for rendering the simulation exercise described below including:

- The approach the tenderer would take to provide the services of the simulation exercise and a plan of work/methodology how to implement the tasks;
- Key profiles of any personnel that would work on the tasks (with reference to their CVs included in Annex I.G.1), including subcontractors and the envisaged supervision arrangements;
- Timetable of work, with key deliverables, dates and deadlines;
- Cost estimate of each of the steps identified, covering the human resources that would be needed to perform the task. The cost estimate shall be broken down per allocated FTE profile using the daily rates proposed in Annex I.F for the respective lot;
- List of applicable references from literature
- Any other information necessary in order to allow the GSA to assess the developed simulation exercise against the award criteria.

2.2 Financial proposal

The financial proposal shall include an estimation of the effort needed for the performance of the simulation exercise tasks in man days per profile. The total price of the offer for the simulation exercise

shall be calculated based on the effort proposed and the unit prices proposed by the tenderer for each profile in the Financial Proposal (Annex I.H).

The price used for calculation of the Price Index as per section 3.3.3 of the tender specifications will be formed by 70% of the total price for the fulfilment of the simulation exercise tasks for the respective lot and the 30% of the framework contract prices, as specified in Annex I.H.

3 Subject of the simulation exercise

The subject of the simulation exercise is described below:

Lot1 – Simulation exercise

The GSA is analysing the GNSS market split into eight vertical market segments, namely Road, Rail, Aviation, Maritime, Timing and Synchronisation, Agriculture, Surveying, and Location Based Services. The downstream applications can be also analysed from the perspective of group of users. One of the group, relevant for some part of LBS, Road, Rail and Agriculture segments, is “Workforce, Fleet, Traffic and Asset Management” (see page 13 of the GSA GNSS Market Report). Within this group, some relevant applications have been monitored in respective segments and reported in GSA Market Report, but a cross-sectoral analysis of the group from the user perspective has not been conducted.

The contractor shall analyse all possible applications (current and future) which fit into the scope of Workforce, Fleet, Traffic and Asset Management, and provide per application:

- Clear definition of the application, with thorough description of underlying technologies and GNSS use, including basic user requirements (with concrete examples from the market);
- Quantification of installed base of GNSS devices, shipments and revenues (including from services, if applicable) in the period from 2006 to 2015 based on solid economic modelling, and if available, compared with existing historical data;
- Forecasted quantification of installed base of GNSS devices, shipments and revenues (including from services, if applicable) in the period from 2016 to 2025 based on solid economic modelling, including sensitivity analysis of certain parameters in the models. All three datasets (installed base, shipments, revenues) shall also include subsets quantifying EGNSS devices (i.e. installed base of devices Galileo/EGNOS enabled, revenues attributable to EGNSS device shipments);
- Two case studies with clear quantification of cost and benefits of GNSS use in comparison to non-GNSS solutions, including quantification of the benefits for the users and the citizens of the EU (if applicable);
- Research on the related value chain for the 2 case studies selected above, including chipsets and devices manufacturers, products and applications developers, service providers;

The quantification of installed base of GNSS devices should be provided in aggregated form for the Workforce, Fleet, Traffic and Asset Management group as a whole and ideally by application.

The tenders shall assume that the tasks will be implemented within 3 month timeframe and that a comprehensive desk research covering all elements listed above is expected.

The assumed place of performance of tasks is the contractor's premises.

For the financial offer the contractor shall assume also review days at GSA premises and 1 day trip to other EU location.