

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

## **ANNEX I.N4 – SIMULATION EXERCISES LOT 4**

### **1 General Information**

Each tenderer of Lot 4 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.

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.4), 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.

#### **2.1 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:

#### **Lot4 – Simulation exercise**

The mass market applications using location are being developed at an incredible pace in the recent years. The contractor is requested to make a market outlook for the medium term future and identify applications that will be driving the innovation in that area 5-10 years from now. In addition the contractor shall explore the future GNSS role and the context in which GNSS will operate, in terms of complementary and alternative technologies, expected trends and gaps to be filled.

Based on that market and technology outlook, the contractor shall select five most innovative applications in Location Based Services (LBS) and/or Internet of Things (IoT). The five selected applications shall fulfil the following conditions:

- 2 applications enabled already by GNSS;
- 1 application enabled by other location technology, and only partially using GNSS;
- 1 application enabled fully by location technology other than GNSS;
- 1 application not yet enabled by any location technology.

For each of the 5 applications, the contractor shall at least define the methodology used to select them, their market size and expected growth, the expected role of GNSS and the detailed strategy to get the GNSS involved (if not used already) and the associated challenges and risks.

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.