

CALL FOR PROPOSALS SESAR-2017-1 - VLD GEOFENCING

Publication date: 15 September 2017

Call deadline: ~~15-22~~ November 2017 NEW!!

Frequently Asked Questions Batch N.1&2

Important Note

Full details of the call requirements are provided on the [SJU web page](#).

Disclaimer

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N.	Question	Answer
1	<p>Is 70% the maximum grant provided by SJU and 30% by the Consortium (applicant)? For example if the maximum total project cost is 700.000,00 EUR, 490.000,00 EUR is provided by SESAR JU and 210.000,00 EUR by the Consortium (applicant)?</p> <p>23/09/2017</p>	<p>We confirm that your understanding is correct, as referenced in section 11.3 of the call for proposals on form of the grant - reimbursement of costs actually incurred.</p>
2	<p>Is it possible to involve a partner from the United States of America? Are project costs eligible for them?</p> <p>23/09/2017</p>	<p>As referenced in section 6.3 of the call for proposals on eligible applicants, and in line with criterion (II) on geographical balance, only applications from legal entities located in EU Member States, EFTA and EEA countries are eligible. The United States of America do not belong to any of these groups.</p> <p>In addition to the above, criterion (III) on Composition and geographical balance provides for further criteria in terms of coordinator and composition of possible consortia. Lastly, please note the disclaimer for British applicants in the same section.</p>
3	<p>Our company was invited to join the Geofencing call. Based on the information provided in the Call, it seems that this call is Open only for the EU Member States and EFTA and EEA countries: Iceland, Liechtenstein, Norway, Switzerland.</p> <p>What is the position of the AC countries? Can they be a part of the Consortium as subcontractor or a 3rd linked party?</p> <p>02/10/2017</p>	<p>Please refer to answer to Question N.2 above and to the fact that Associated Countries (AC) do not belong to any of these groups.</p> <p>In addition, as far as your question about link third parties is concerned, please note that the legal frame of the present VLD Geofencing call is not the Horizon 2020 programme (where you find the concept of “linked third parties”), but the Financial Regulation (FR)* and the Rules of Application (RAP)**. Instead, the “third parties” foreseen by the FR and RAP are affiliated entities, subcontracting and financial support to third parties. The rules are below:</p> <ul style="list-style-type: none"> • Affiliated entities are considered as such, in line with Article 122 (2) of the FR, when linked to a beneficiary and satisfy the eligibility and award conditions (therefore their eligibility must be read as per answer above). Costs of affiliated entities may be accepted as eligible, as per Article 126 (4) of the FR and section 11 of the CFP, as long as identified in the grant agreement and as long as eligible to participate as per point above. In addition, please bear in mind that affiliated entities are referenced across the Call for Proposals in

		<p>terms of exclusion situations, selection condition and award. Therefore affiliated entities from AC countries are not eligible under this Call for Proposals.</p> <ul style="list-style-type: none"> Rules for subcontracting are detailed in section 11(3) of the Call for Proposals and governed by Articles 137 of the FR and 209 of the RAP. In particular, beneficiaries may subcontract tasks, however, core tasks shall not be subject to subcontracting. In addition, the need for subcontracting shall be justified and necessary for the implementation of the Action, subject to approval of the SJU. <p>In terms of eligibility, subcontractors are subject to the rules on subcontracting as outlined in Section 11 (8) (b) of the call for proposal; no territorial limitation applies.</p> <ul style="list-style-type: none"> The other type of third parties foreseen by the financial regulation, “Financial support to third parties”, does not apply to the present call for proposal, please refer to section 11 (8) (d) of the CFP. <p>* Regulation (EU, Euratom) No 966/2012 of the European Parliament and of the Council of 25 October 2012 on the financial rules applicable to the general budget of the Union and repealing Council Regulation (EC, Euratom) No 1605/2002 (OJ L 298, 26.10.2012, p. 1), as amended by Regulation (EU, Euratom) 2015/1929 of the European Parliament and of the Council of 28 October 2015 (“the Financial Regulation”).</p> <p>** Commission Delegated Regulation (EU) No 1268/2012 of 29 October 2012 on the rules of application of Regulation (EU, Euratom) No 966/2012 of the European Parliament and of the Council on the financial rules applicable to the general budget of the Union (OJ L 362, 31.12.2012, p. 1), as amended by Commission Delegated Regulation (EU) 2015/2462 of 30 October 2015 (“the Rules of Application”).</p>
4	<p>How should the proposal be submitted? 02/10/2017</p>	<p>Information on how to submit the proposal is contained in the Call for proposals: Section 5 b) “Means: Applications must be submitted in writing (see section 14), using the application form available at http://www.sesarju.eu/procurement.” and Section 14 PROCEDURE FOR THE SUBMISSION OF PROPOSALS</p>
5	<p><u>Questions related to AGS:</u> <u>Q1:</u> AGS is not clear to us and other possible participants. We have difficulties understanding what is meant by Active Geofencing Service Provider? We believe it is not a UTM platform, especially when the call mentions AGS could also be a drone operator. 09/10/2017</p>	<p><u>Answer to Q1 and Q2:</u> The Active Geofencing Service Provider is the entity providing the AGS. The service provides geospatial and temporal information to a drone operator to enable them to ensure that their drones do not infringe non-authorized airspace volumes. This service provides accurate and current information on no-fly zones to drone operators in receipt of the service, including restrictions that are updated during the flight of a drone; this is a ‘push’ service, which is why it is termed ‘Active’.</p>

	<p><u>Q2</u>: What is meant by an 'Active Geofencing Service Provider'. Is this (a) an ANSP, who provides information on no-fly zones, (b) is this a drone operator, who provides drone services with geofencing, (c) Is this a coordination service for providing information on no-fly zones and flight restrictions, and deals with flight requests, or (d) is this something else? Could you please clarify this?</p> <p>09/10/2017</p>	<p>It is, of course, possible for a single entity to provide multiple U-space services, for example assistance to flight planning, or checking that proposed flight plans do not infringe published restrictions, but this does not form part of the core AGS. The drone operator is always responsible for obtaining current information, establishing a trajectory for its drones in compliance with all the associated restrictions, and for ensuring that the drones adhere to that trajectory.</p>
6	<p>Will the Q&A be shared with others?</p> <p>09/09/2017</p>	<p>The FAQs will be published regularly on the Sesar JU website, without any reference to names of applicants.</p>
7	<p>From page 12 of the Grant Application Form we understand that the template for the technical proposal in Section III, 1-2 should not be longer than 20 pages. Is this correctly understood? Can we find more details on the template?</p> <p>09/09/2017</p>	<p>Yes, your understanding is correct. There are no more details on the template than the indications provided in the form itself (at the link you indicated).</p>
8	<p>We would like to participate but we have difficulties to find the right and voluntary participants, so we would ask SESAR JU to:</p> <p>Organize a meeting (a conf call will be sufficient) with the potential participants to help to set up the teams;</p> <p>16/10/2017</p>	<p>We regret to inform you that SESAR JU is not in a position to reply favourably to your request, in respect of the principle of equal treatment.</p>
9	<p>We would like to participate but we have difficulties to find the right and voluntary participants, so we would ask SESAR JU to:</p> <p>Grant a 4 weeks time delay as both set up the team and estimate the work for 50 flight tests is quite</p>	<p>The evaluation calendar has been established by taking into account several constraints, in particular in terms of launch of the action, and therefore it is not possible to extend the call deadline.</p>

	complex and the present date is too short to prepare such an offer. 16/10/2017	
10	I was reviewing the requirements for the Call for Proposals SESAR-2017-1 - VLD GEOFENCING and it is mentioned that participants from the EU, EEA and EFTA countries are eligible for applying. 16/10/2017 I was curious if parties headquartered in Israel can take part in this call as well. Israeli companies are normally eligible for H2020 programs but since they were not mentioned here I just wanted to check. 23/10/2017	Please refer to answer to Question N.3.
11	The application forms provided on the SESAR JU website are in pdf format and we can't modify/fill them in (except financial files which are in Excel format). Would it be possible to get them in .doc format please? NEW! 30/10/2017	The Application form is now available in the .docx format on the SJU website (https://www.sesarju.eu/index.php/procurement).
12	I'm having a bit of trouble finding the relevant FAQ website. Would you be able to send me a link? NEW! 30/10/2017	The FAQs are published on the Sesar JU website: https://www.sesarju.eu/index.php/procurement
13	Our question is about "active participation of an ANSP or other aeronautical information service provider". Is it necessary that one at least of the consortium partners has this capability? Or it is sufficient to have an agreement to cooperate with a third party, outside the consortium, having the above said capability? NEW! 30/10/2017	The need of " <i>active participation of an ANSP or other aeronautical information service provider</i> " is not a requirement under section 8.2.1, which defines the mandatory composition of the consortium (or single applicant with affiliates). Instead, this need is listed in the technical specifications (page 8), as <u>an input to the AGS (mandatory member of a consortium) for the performance of the activities.</u> Therefore, although the participation of an ANSP or other aeronautical information service provider as a member of the consortium is not mandatory, the applicant shall provide in its

		proposal <u>sufficient evidence to the SJU on the mechanisms by which access to suitable data can be guaranteed</u> , either by an internal member of the consortium or by an external agreement. The suitability and content of the solution will be assessed by the SJU during the evaluation phase.
14	<p>Could you confirm which documents do we have to fill in and send back to the SJU to answer the call (that is to say to submit our proposal)? I don't understand if the Application Form that you have kindly converted into MS-Word format is enough, or if we also have to fill in and send the Declaration of Honour, the Model estimated budget, etc. to submit our proposal.</p> <p>NEW! 31/10/2017</p>	<p>Please refer to answer to Question N.4.</p> <p>Moreover, please notice that in the Application Form, a 'Checklist for Applicant' is included indicating which documents need to be submitted with the application.</p>
15	<p><u>Requests for the extension of submission deadline:</u></p> <p>Is there any opportunity to extend the deadline?</p> <p>NEW! (several dates)</p>	<p>The deadline for submission of proposals <u>has been extended to Wednesday 22 of November 2017</u>, at 11.30 am (Brussels time)</p> <p>Please refer also to Corrigendum N.1 available at the link: http://www.sesarju.eu/procurement</p>
16	<p>If we miss the deadline and submit the proposal late, would the proposal still be considered? If so, what are the penalties for a late submission?</p> <p>NEW! 02/11/2017</p>	<p>As specified in Section 14, "Proposals must be submitted by the deadline set out under section 3". Any proposal submitted by to the SJU after the deadline will not be examined and returned unopened to the applicant."</p> <p>Please refer also to Corrigendum N.1 available at the link: http://www.sesarju.eu/procurement</p>
17	<p>Section 8.2.2.2 states that an AGS must have "Two (2) years of experience in providing services for drones operators". Is there any restriction on the type of service they have been providing?</p> <p>NEW! 02/11/2017</p>	<p>No, there are no restrictions on the type of drone operation services.</p>
18	<p>Where can I find a link to the FAQ page as I was unable to find it by searching.</p>	<p>Please refer to answer to Question N.12.</p>

	NEW! 03/11/2017	
19	<p>We are not sure to understand what is possible:</p> <ul style="list-style-type: none"> - The SESAR funding will be 70% of the direct costs, for the remaining 30 %, a part of it could be some Contribution in kind? - Or the contribution in kind will be funded at 70%? <p>Because it is a demonstration call many contributions in kind will/could be done:</p> <ul style="list-style-type: none"> - By example: using our existing test drones, our test lab, test facilities etc., our communication means to organize media events etc. - Using the depreciation costs of equipment for a specifically instrumented test drone or even a test lab including tracking, monitoring means ... is not relevant, the development costs for these equipment are much higher than the equipment costs. <p>Could you comment?</p> <p>NEW! 03/11/2017</p>	<p>The grant will be defined by applying a maximum co-financing rate of 70 % to the eligible costs actually incurred and declared by the beneficiary and its affiliated entities. This means that SESAR will co-finance 70% of total actual incurred costs. The remaining 30% of costs will be borne by the beneficiary. For in-kind contributions from third parties, please refer to Article 11.4 of the call for Proposals.</p> <p>Please note that “only the portion of the equipment’s depreciation [...] costs corresponding to the implementation period and the rate of actual use for the purposes of the action may be taken into account when determining the eligible costs.” (Section 11.1.1 c) of the Call for Proposals). Moreover, according to the Financial Provision (Section 11 of the Call for Proposals), any costs that incurred before the start of the action are not eligible costs. Cost are eligible if they incurr during the duration of action.</p>
20	<p>Communication is a key part of this call and we propose to organize a large demonstration and demonstrations with media and Sesar attendance. But in our accounting system communication people and many communication costs are not a direct cost but in the overhead. It will be difficult to justify the costs although many hours of our communications teams will be spent. In addition, Sesar overhead of 7% is very low, which means that such costs are not part of this overhead. Is it possible to propose specific “direct” costs of our communication team even if from a pure accounting</p>	<p>The beneficiary's internal accounting and auditing procedures must permit direct reconciliation of the costs and revenue declared in respect of the action/project with the corresponding accounting statements and supporting documents. If communication costs are included in the estimated project budget, the beneficiary should be in the position to record these costs under direct project costs in its accounting system.</p>

	<p>perspective they are “indirect”?</p> <p>NEW! 03/11/2017</p>	
21	<p>Should we provide a document consolidated with all the participants, or shall each participant fill-in and sign its own Application Form?</p> <p>NEW! 06/11/2017</p>	<p>One consolidated document per proposal is sufficient providing all the information/documentation required. Also, please refer to answer to question N. 14.</p>