

# 2017 CEF Transport SESAR Call — SDM Launch Event

18<sup>th</sup> of October 2017  
Brussels, Hotel Bloom

# Welcome and Introduction

**Massimo Garbini**  
Managing Director

# Agenda

**Paola Di Giovanni**  
FPA Coordination Manager

# Agenda - Launch Event

- ✓ 10:00 - 10:30 Welcome and Introduction
- ✓ 10:30 - 15:00 2017 CEF Transport SESAR Calls for Proposals
  - 10:30 - 11:15 Objectives of the 2017 CEF Transport Calls for Proposals
    - Funding under CEF Multiannual Work Programme
    - SESAR Deployment Programme edition 2017
      - Calls priorities
      - Zoom on Financial Mechanisms
    - 11:00 - 11:15 Questions & Answers (*5 min for collecting the questions and 10 minutes for answering*)
  - 11:15 - 15:00 Preparing the proposals under SDM coordination
    - Proposal submission process
    - Structure of the Proposal and respective Application Forms



# Agenda - Launch Event

## *12:15-13:15 Lunch Break*

- Zoom on IP description
- Zoom on IP Performance Aspects
- 14:30 - 15:00 Questions & Answers (*10 min for collecting the questions and 20 minutes for answering*)

- **15:00 - 15:45 Next Steps**

- Assessment and evaluation process
- SGA preparation and Execution phase
- 15:30 - 15:45 Questions & Answers (*5 min for collecting the questions and 10 minutes for answering*)

✓ **15:45 - 16:45 Workshops on how to fill in draft IP Description and related Q&A**

✓ **16:45 - 17:00 Closure of the meeting**

# Objectives of the 2017 CEF Transport SESAR Call for Proposals

# Funding under CEF Multiannual Work Programme

**Paola Di Giovanni**  
FPA Coordination Manager

# Funding under CEF Multiannual Work Programme 2014-2020

The 2017 CEF Transport SESAR call for proposals opened on 6<sup>th</sup> of October 2017. **It makes €290 million of EU funding available for projects of common interest in the transport sector in all EU Member States.**

The call for proposals addresses the priority 3.1.1 Single European Sky – SESAR with the aim to support the timely and efficient implementation of the SES, in particular, but not limited to, the deployment of the Single European Sky Air Traffic Management Research and Development project (SESAR).

Actions under this priority may include studies and works which can be submitted under the following 2 categories:

## 1. Common Projects

- ✓ Civil and military IPs deploying ATM functionalities identified in Common Projects, in line with DP
- ✓ The Deployment Manager is to act as coordinator in these projects
- ✓ Funding rates: 50% / 20%
- ✓ Indicatively, 80% of the funding available under category 1

## 2. Other Projects

- ✓ Comprises other projects not included in cat.1 and not to be coordinated by SDM
- ✓ Contributes to the implementation of the SES by promoting the optimal provision of air navigation services and seamless functioning of the European ATM system
- ✓ Funding rates: 50% / 20%
- ✓ Indicatively, 20% of the funding available under category 2



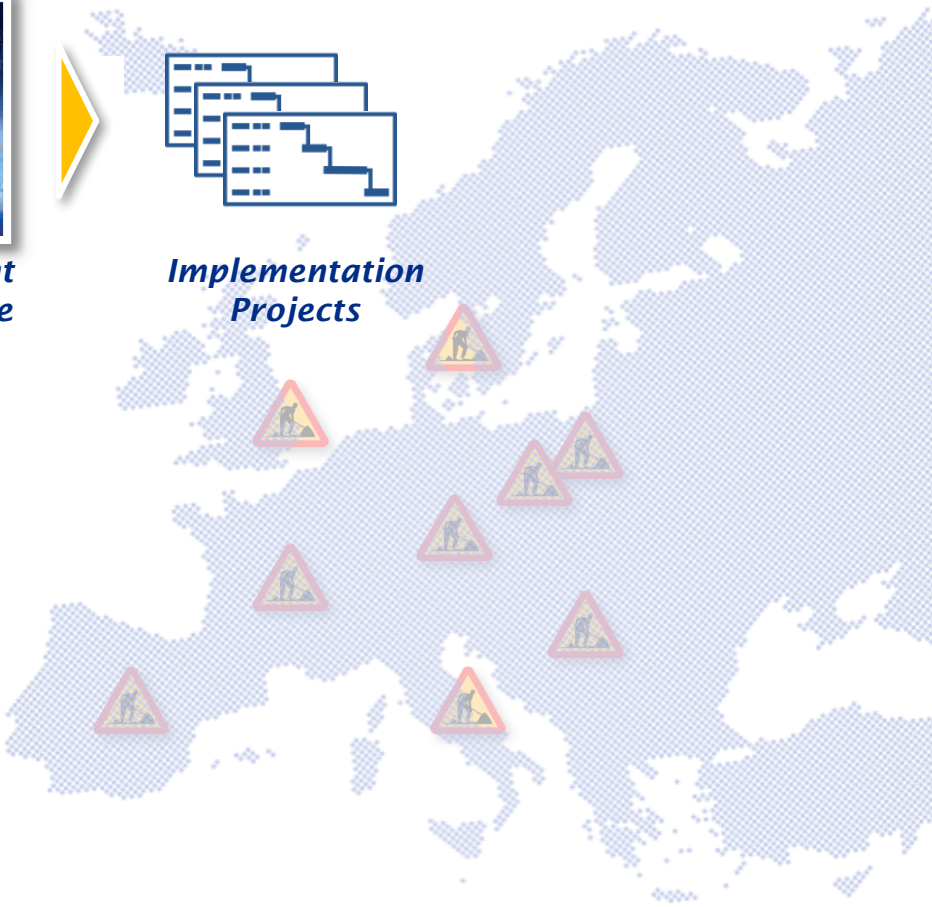
# Funding under CEF Multiannual Work Programme 2014-2020

From Common Project to CEF Transport SESAR Call for Proposals



## 📌 IPs closed (current status)

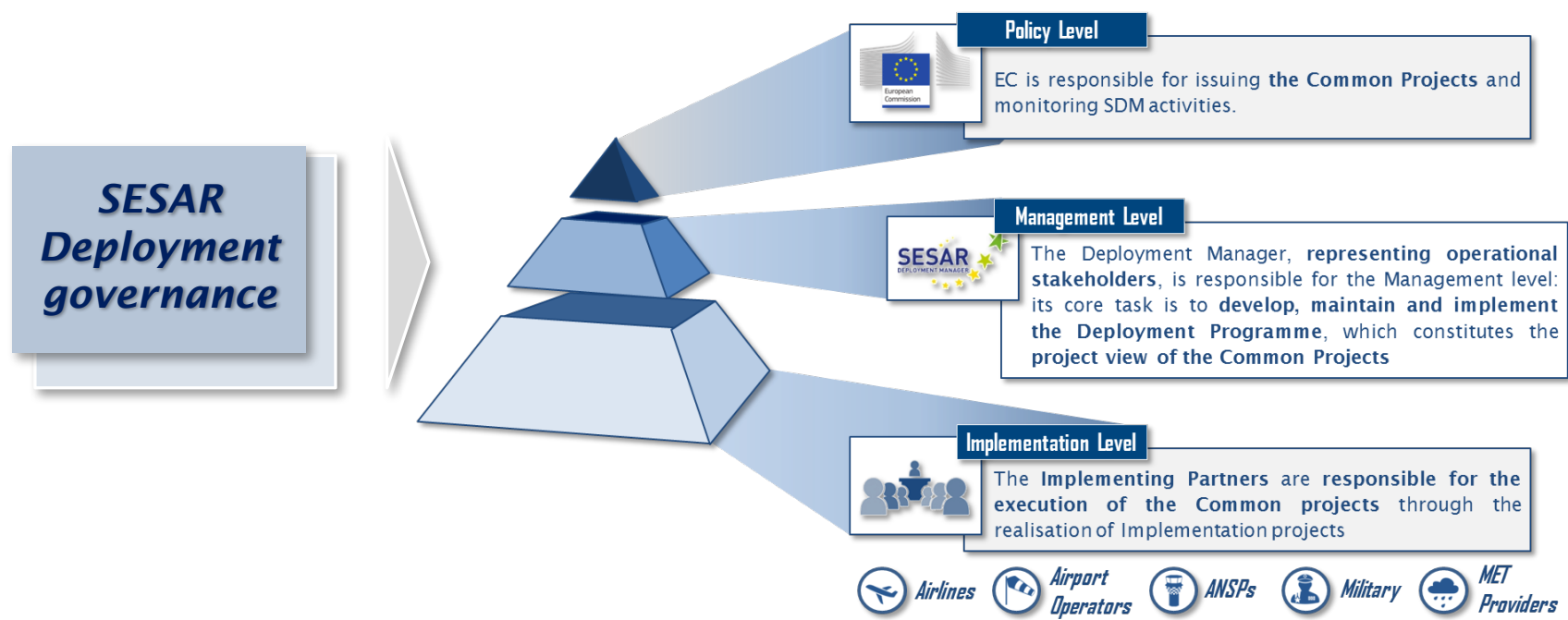
Under the **SDM coordination 42** (37 of CEF Calls 2014 and 5 of CEF Calls 2015) **Implementation Projects** have been **closed** thanks to the contribution of **33 Implementing Partners**



# Funding under CEF Multiannual Work Programme 2014-2020

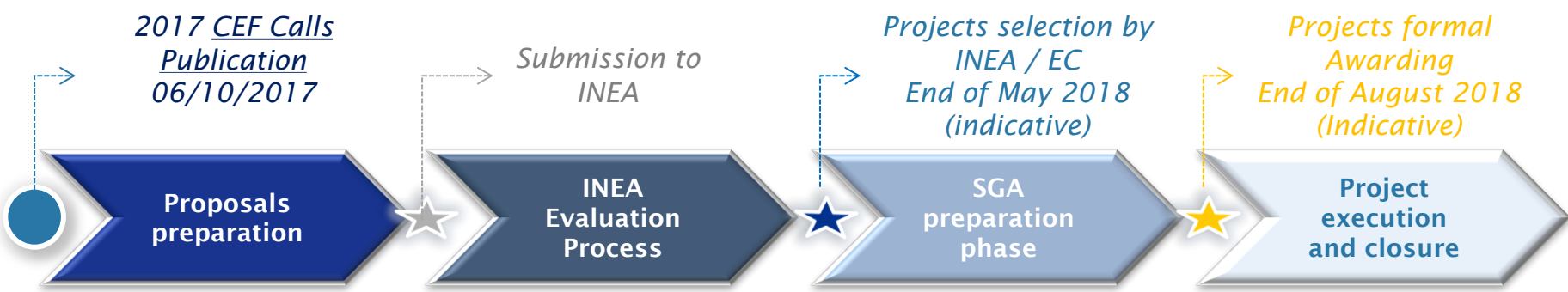
## SESAR Deployment Manager

With the IR N.409/2013 a new governance has been established for the SESAR Deployment. On 5th of December 2014 the SESAR Deployment Alliance has been appointed as the SESAR Deployment Manager (SDM) by the European Commission (EC) to **synchronize** and **coordinate** the **modernization of Europe's air traffic management system**, under the political **oversight** of the **European Commission**.



# Funding under CEF Multiannual Work Programme 2014-2020

2017 CEF SESAR CALL Overall Process: From Proposals preparation to Execution phase



 Phases in scope

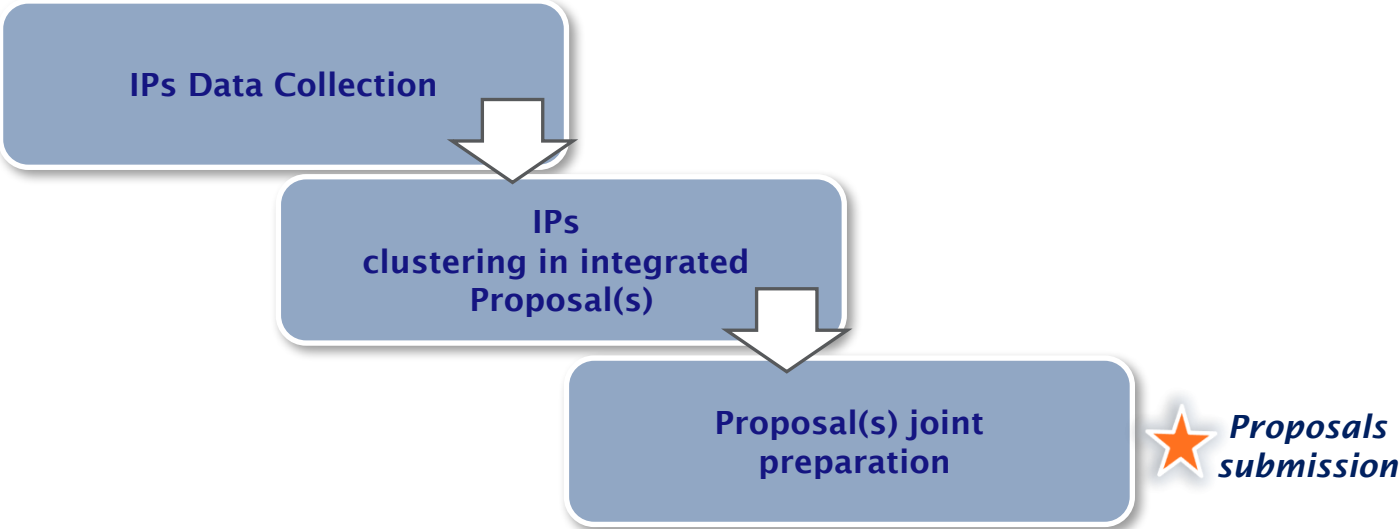
# Funding under CEF Multiannual Work Programme 2014-2020

2017 CEF SESAR CALL Logical Flow: From Proposals preparation to Execution phase

**Deployment Programme (DP)**  
2017 released by SDM is the reference and driver of the technical content for the 2017 CEF Transport SESAR Call for proposals





*SDM supporting the 2017 CEF Transport SESAR Call proposal(s) preparation*





# Funding under CEF Multiannual Work Programme 2014-2020

2017 CEF SESAR CALL - Main roles for proposals preparation: Application

	 Applicants
Deployment Programme	Technical Information
INEA Eligibility and Evaluation Criteria	Financial Information
Completeness of Proposals/Clusters	Declarations of Compliance to EU Law/Policy
Call Deadline	Legal and Administrative Information

# **SESAR Deployment Programme edition 2017 (including Call priorities)**

**Mariagrazia La Piscopia**

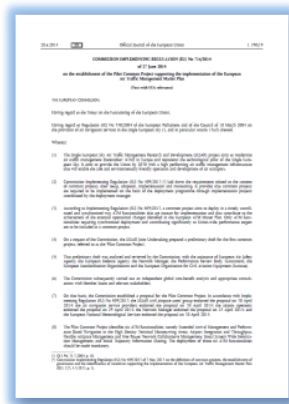
Deputy Director of Technical and Operations  
and DP Planning Manager

# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

The sole reference for PCP implementation and the specifications for CEF Calls

*Pilot Common Project  
(Reg. EU 716/2014)*

*WHAT , WHERE and  
by WHEN has to be  
deployed*



The *project view* to timely and effectively deliver Reg. (EU) n. 716/2014



The blueprint for the investment plans of stakeholders impacted by the PCP



The main reference for proposals addressing Common Projects under CEF Framework



The reporting instrument to track progress in the PCP deployment activities

# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

Relevant documents to be consulted



## SESAR Deployment Programme



Translates the **Pilot Common Project** into an **operational view**, defining the **48 families of implementation projects** and setting forth the most suitable approach for deployment



## Planning View updated yearly



Defines the **most urgent families to be deployed** and includes **all relevant information to draft a Project Proposal** (technical information, standards, guidance material, intermediate milestones to be followed, etc.)



## Monitoring View updated yearly



Provides an overarching view on the **status of the PCP deployment**, identifying **implementation gaps still to be closed** and stakeholders to be involved in the deployment activities

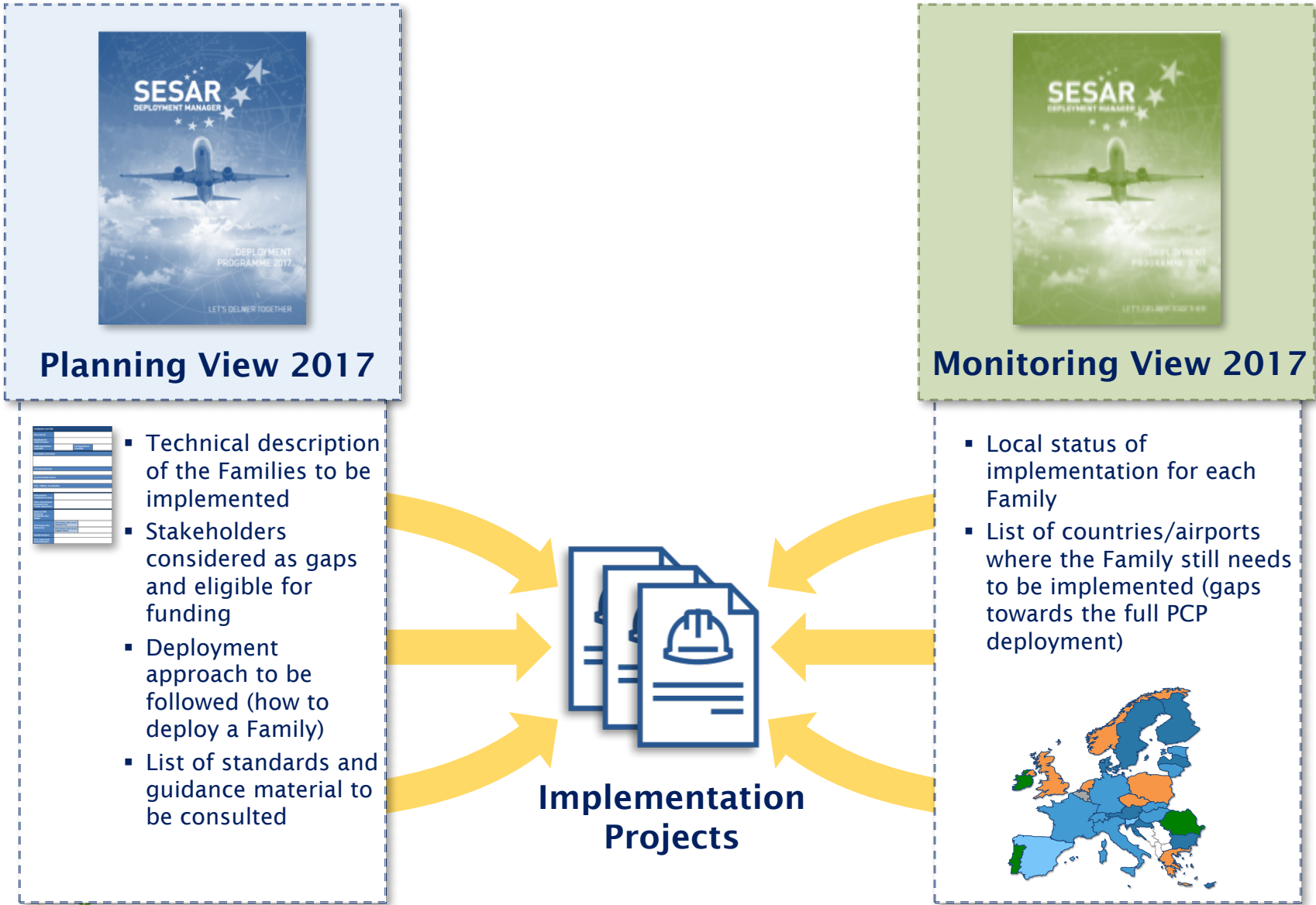
*Guidance Material  
for SDP Implementation*





# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

What should be checked for the IP Description Preparation



## Using the Planning View as a tool to draft the IP Proposal



## Detailed description for each Family

- ▶ Illustrate the **technical scope and description** of the families
- ▶ Lists the **stakeholders to be involved** in the deployment activities
- ▶ Defines the **most appropriate approach to deploy a Family**, through the definition of **key intermediate steps and milestones** to be achieved in the implementation
- ▶ Includes **specific recommendations for the preparation of IP proposals**

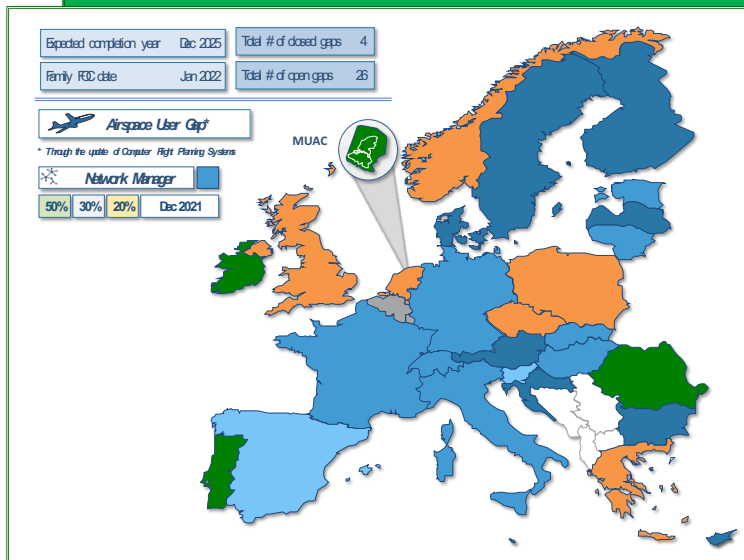
- ▶ **Annex A** includes all IPs from previous Calls, as an example of successful deployment initiatives
- ▶ **Annex B** lists ATM MP references, SESAR Solutions and VLDs, Guidance Material, Means of Compliance, Regulations, etc. to be consulted whilst drafting an IP proposal



# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

Using the Monitoring View as a tool to address the gaps in PCP Implementation

## Current Family Implementation Status



- ▶ Outlines the **implementation gaps** (at national and/ or airport level) **still to be closed** to complete the deployment of each Family of the Programme
- ▶ Marks the **current progress in the deployment activities**, identifying the percentage of the gaps which can be addressed through new initiatives

## Detailed view per local Stakeholder

Country	Gaps closed	Progress / Planned	Not planned	Expected completion date	Implementation Status by Questionnaire Stakeholder Group		
					Stakeholders considered as Gaps		
					Airports	Network Manager	Military Authorities
Austria	75%	25%	0%	Dec 2021			
Belgium							
Bulgaria	60%	25%	15%	Dec 2021			
Croatia	75%	25%	0%	Dec 2020			
Cyprus	60%	35%	0%	Dec 2021			
Czech Republic	0%	100%	0%	Dec 2021			

Identifies **stakeholders to be engaged in the deployment initiatives**, on the basis of the status of their own activities

## Appendix - View per State



Provides a **recap of the status of implementation of all families per each State** within the PCP geographical scope, identifying potential gaps in the implementation

# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

2017 CEF Transport SESAR Call main elements



This call for Proposals addresses **priority Single European Sky – SESAR**. Proposals shall be submitted under the **“Common Projects”** or **“Other Projects”** categories defined in the Multi-annual Work Programme.



## "Common Projects"



**Priority** given to proposals submitted for a **subset of Families** identified within the **Deployment Programme**



**No funds** will be allocated to **proposals for projects** that require the **IOP solution and related standards**

Proposals are coordinated by **SDM**



## "Other projects"



Priority for this category given to specific **actions** as **stated in the Call text** (e.g. airborne infrastructure for the use of SBAS, ADS-B out, etc.)

Proposals do not fall under the competence of **SDM**



# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

2017 CEF Transport SESAR Call – “Common Projects” Category

## Available Funding



EUR ~ 230  
million

## Priority Families

11  
Families



## Note on eligible applicants\*

**For British applicants:** eligibility criteria must be complied with for the entire duration of the grant. If the United Kingdom withdraws from the EU during the grant period without concluding an agreement with the EU ensuring in particular that British applicants continue to be eligible, you will cease to receive EU funding (while continuing, where possible, to participate) or be required to leave the project on the basis of Article II.16.3.1 (a) (change of the legal situation of the beneficiary) of the grant agreement.

## Costs eligibility\*



15<sup>th</sup>  
March  
2018  
TBC



31<sup>st</sup> December  
2023

(\*) These items are applicable to both “Common Projects” and “Other Projects” categories

# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

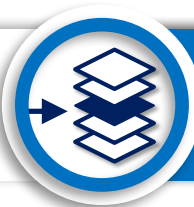
High-level principles for Operational Stakeholders

## Follow the optimum sequencing to deploy



Stakeholders are invited to **focus their investments and submissions on priority families listed in the Call and identified as short-term priorities in the Planning View**, in order to synchronize and push deployment across Europe

**Implementation Projects shall be defined to close one (or more) gaps identified in the Monitoring View. IPs aiming at closing specific gaps are recommended, instead of spreading projects across several gaps without closing any**



## Address the gaps identified in the DP

## Target the right timing to implement



As **FOC dates** for specific families are getting closer, it is essential to **submit “the right project in the right Call”**. Investments shall be focused on the **most urgent families**, in order to ensure coherent progress in the deployment

**The systematic partnering of stakeholders into joint initiatives is highly recommended by SDM, as multi-stakeholder IPs are beneficial for the overall objectives of deployment and in the achievement of performance benefits**



## Defragment the implementation

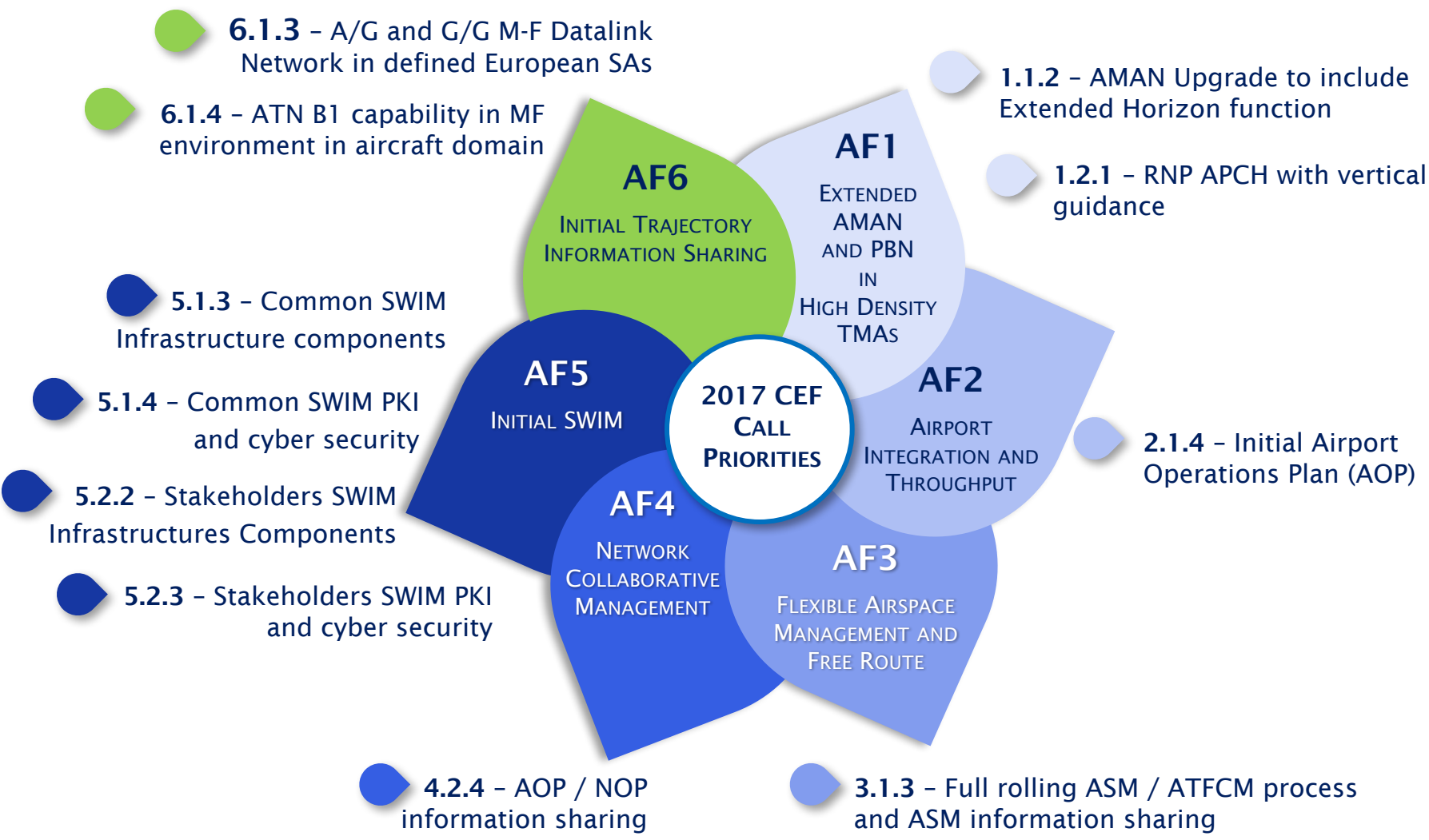
## Engage civil and military stakeholders



**Civil and military stakeholders are requested to enhance their cooperation, in particular where the Planning View identifies military stakeholders to involved in closing implementation gaps. Joint submissions are recommended**

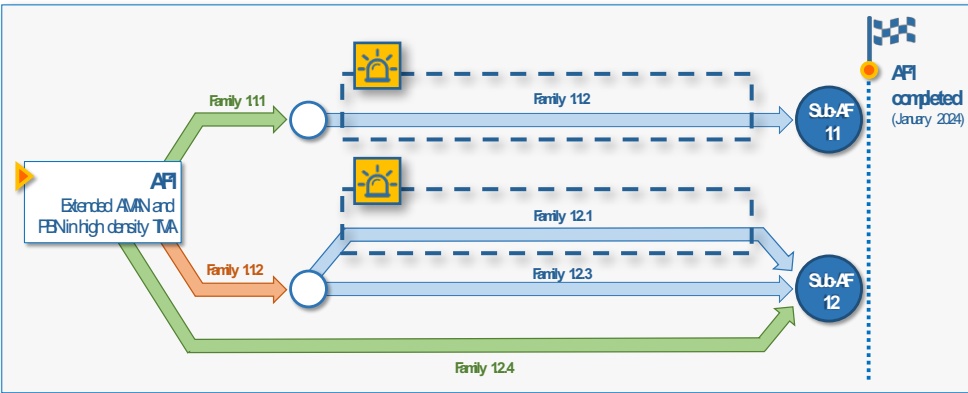
# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

Priority Families in the “Common Projects” Category – Overview



# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

AF1 – Deployment Programme families listed as a priority in the 2017 Call



## Priority Families in AF1

- 1.1.2 – AMAN Upgrade to include Extended Horizon function
- 1.2.1 – RNP APCH with vertical guidance

### Family 1.1.2 – Recommendations for potential candidate Project proposals

#### Project features



Multi-stakeholder initiatives are recommended, each of them involving ATS units in adjacent en-route sectors.

#### Stakeholders to be involved



Stakeholders recommended to participate are ANSPs, Airport Operators, and NM



Civil-Military coordination ✓\*



FOC Date: Jan 2024



Gaps still to be addressed: 11

### Family 1.2.1 – Recommendations for potential candidate Project proposals

#### Project features



Multi-stakeholders initiatives are recommended at local level, replacing non precision approach procedures with GNSS-based ones.

#### Stakeholders to be involved



Close cooperation between ANSPs, Airport Operators and AUs is recommended



Civil-Military coordination ✓



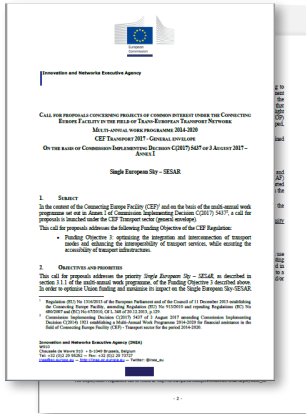
FOC Date: Jan 2021



Gaps still to be addressed: 8

# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

AF1 – Call text focus on Family 1.2.1



## 2017 CEF Transport Call Objectives and Priorities

### 1.2.1 RNP APCH with Vertical Guidance

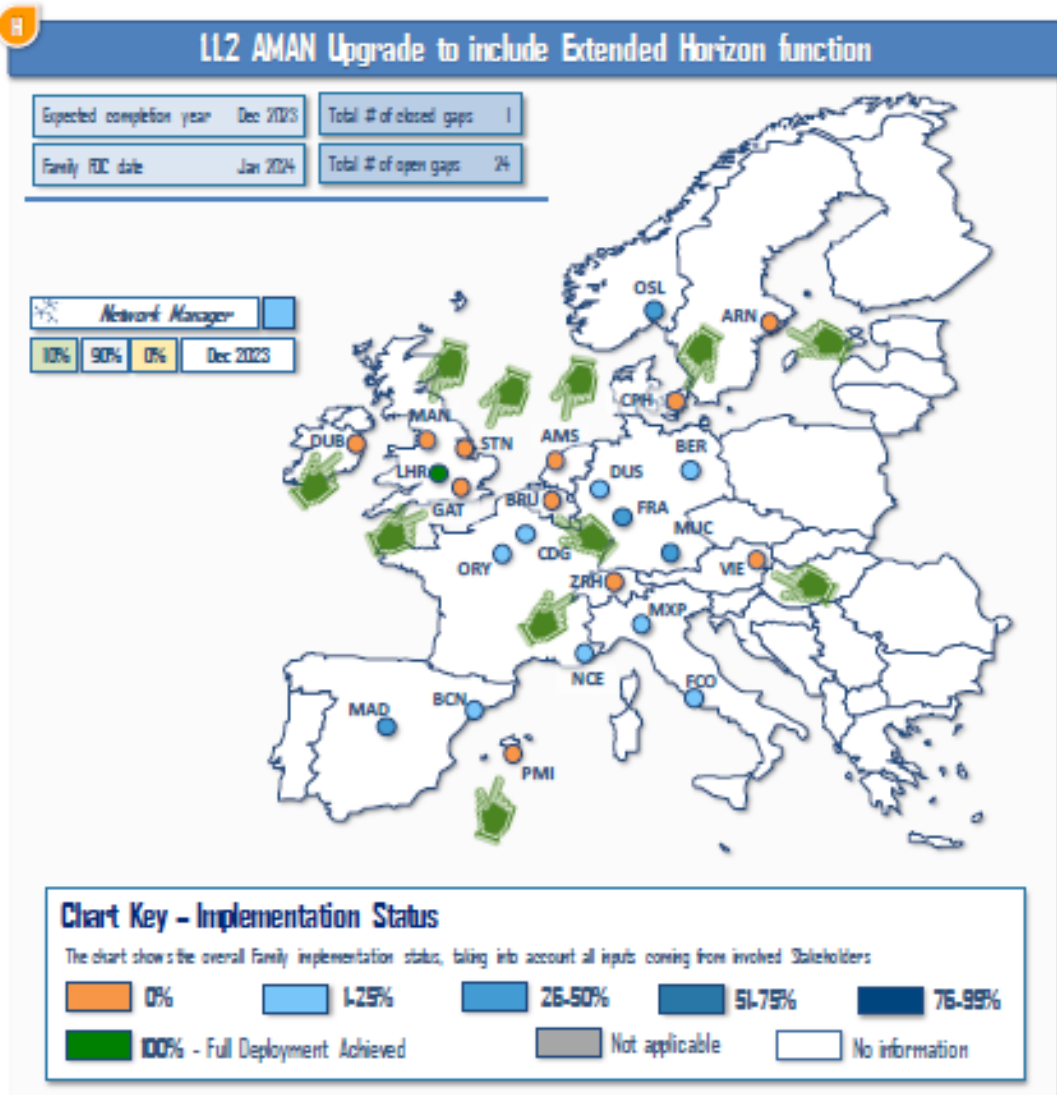
**Proposals for implementation projects under this family must support the design and use of approach procedures (RNP APCH) and must include a plan through which existing legacy equipment – if any – used for approaches to those runways is decommissioned in accordance with Union law addressing PBN implementation.**

**Grants will be limited to a maximum of EUR 25,000 per approach. Applications covering several runways and/or airports will be given priority.**



# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

## Family 1.1.2 – Gaps

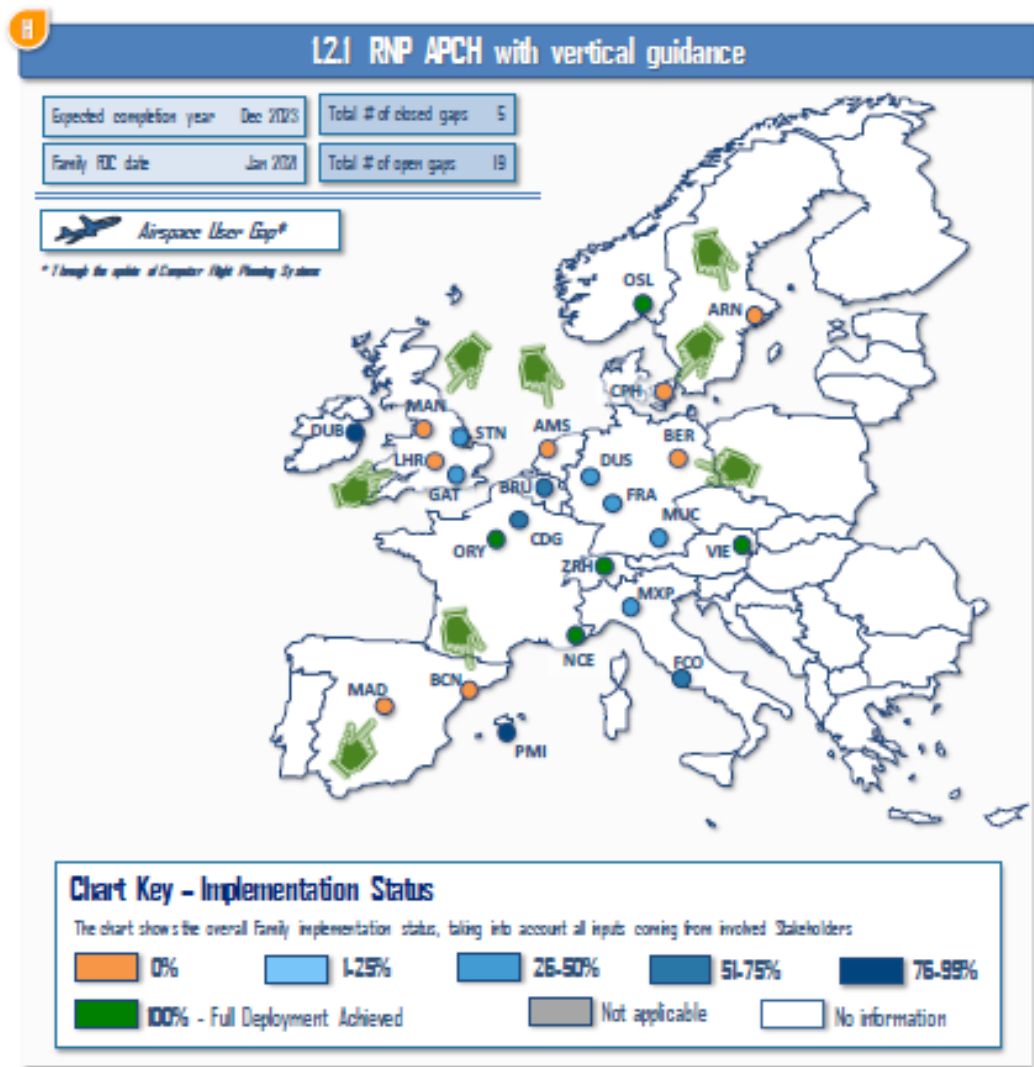


### Main gaps to be timely addressed

- Amsterdam Schiphol
- Brussels National
- Copenhagen Kastrup
- Dublin Airport
- London Gatwick
- London Stansted
- Manchester Ringway
- Palma de Mallorca
- Stockholm Arlanda
- Vienna Schwechat
- Zurich Kloten

# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

## Family 1.2.1 – Gaps

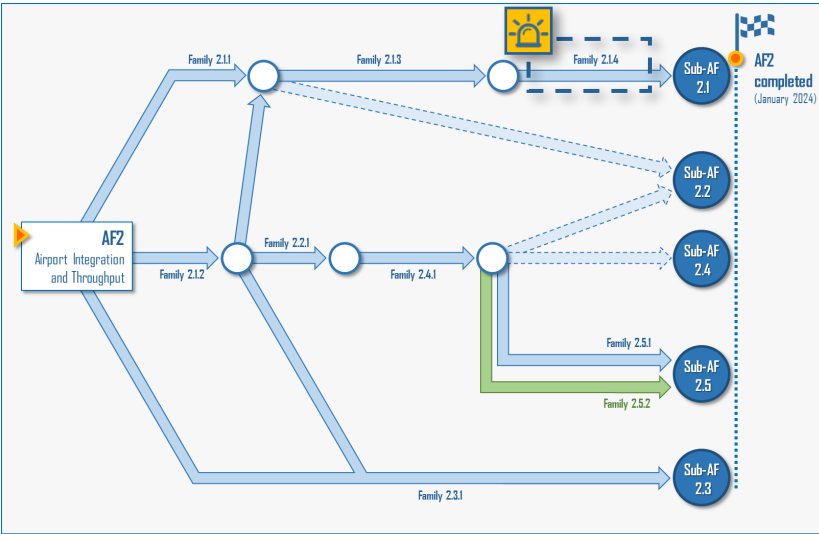


### Main gaps to be timely addressed

- Amsterdam Schiphol
- Barcelona El Prat
- Berlin Brandenburg Airport
- Copenhagen Kastrup
- London Heathrow
- Madrid Barajas
- Manchester Ringway
- Stockholm Arlanda

# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

AF2 – Deployment Programme families listed as a priority in the 2017 Call



## Priority Families in AF2

 2.1.4 – Initial Airport Operations Plan (AOP)

### ▶ Family 2.1.4 – Recommendations for potential candidate Project proposals



#### Project features

Multi-stakeholder initiatives are recommended at local level, in order for all airport stakeholders to have available a common and collaboratively agreed rolling plan



#### Stakeholders to be involved

For each airport, a coordinated action multi Airport Operator / ANSP, with the involvement of Airspace Users would be highly recommended



Civil-Military coordination 



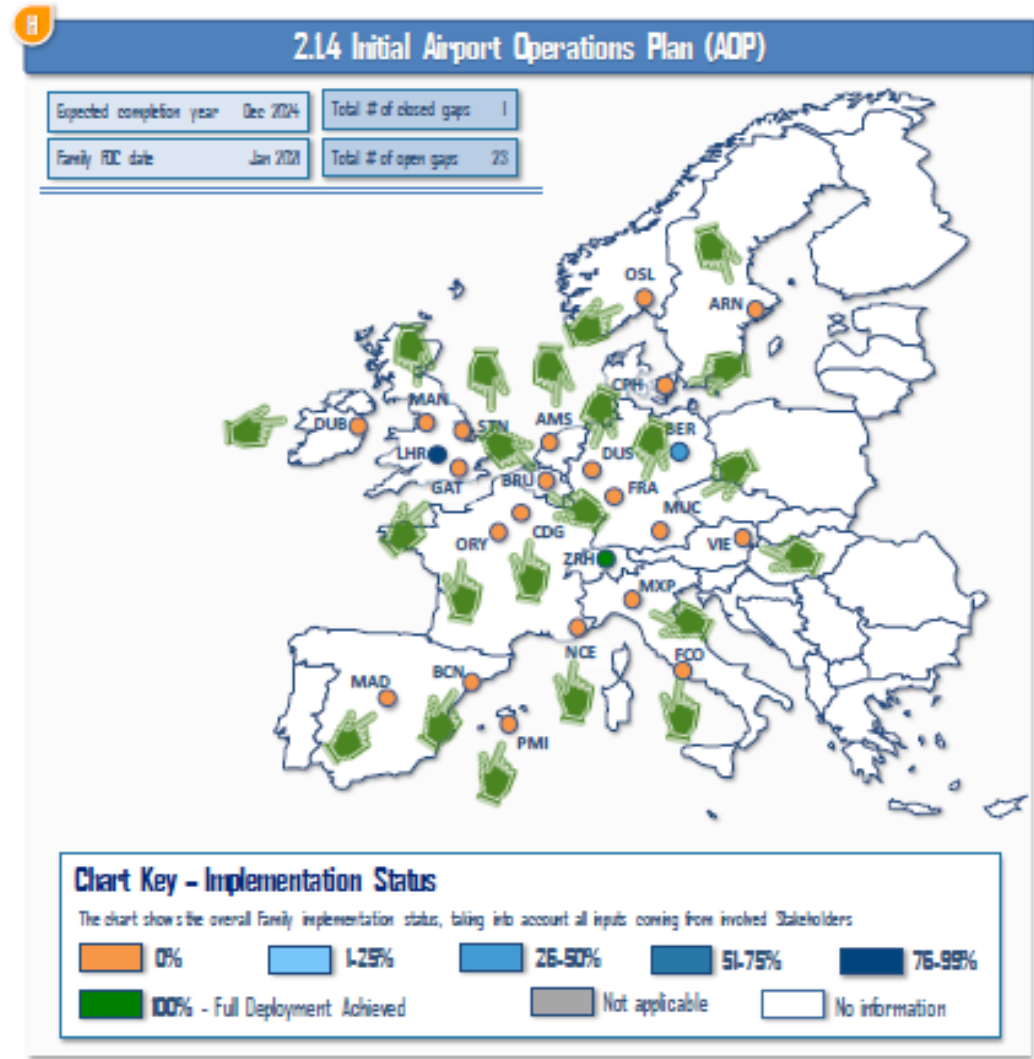
FOC Date: Jan 2021



Gaps still to be addressed: 21

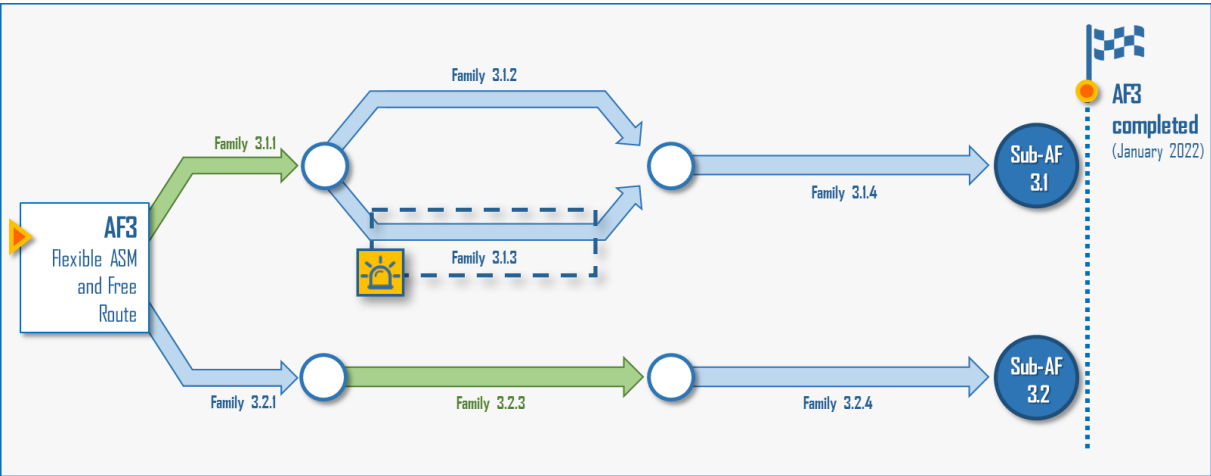
# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

## Family 2.1.4 – Gaps



# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

AF3 – Deployment Programme families listed as a priority in the 2017 Call



## Priority Families in AF3

3.1.3 – Full rolling ASM / ATFCM process and ASM information sharing

### ► Family 3.1.3 – Recommendations for potential candidate Project proposals



#### Project features

Multi-stakeholder initiatives are recommended at least at State level (or FAB), in order to ensure efficient ASM/ATM processes based on up to date information



#### Stakeholders to be involved

Coordination between ANSPs and the Military Authorities (especially for the ASM processes) is highly recommended, also ensuring the involvement of the Network Manager



Civil-Military coordination ✓



FOC Date: Jan 2022

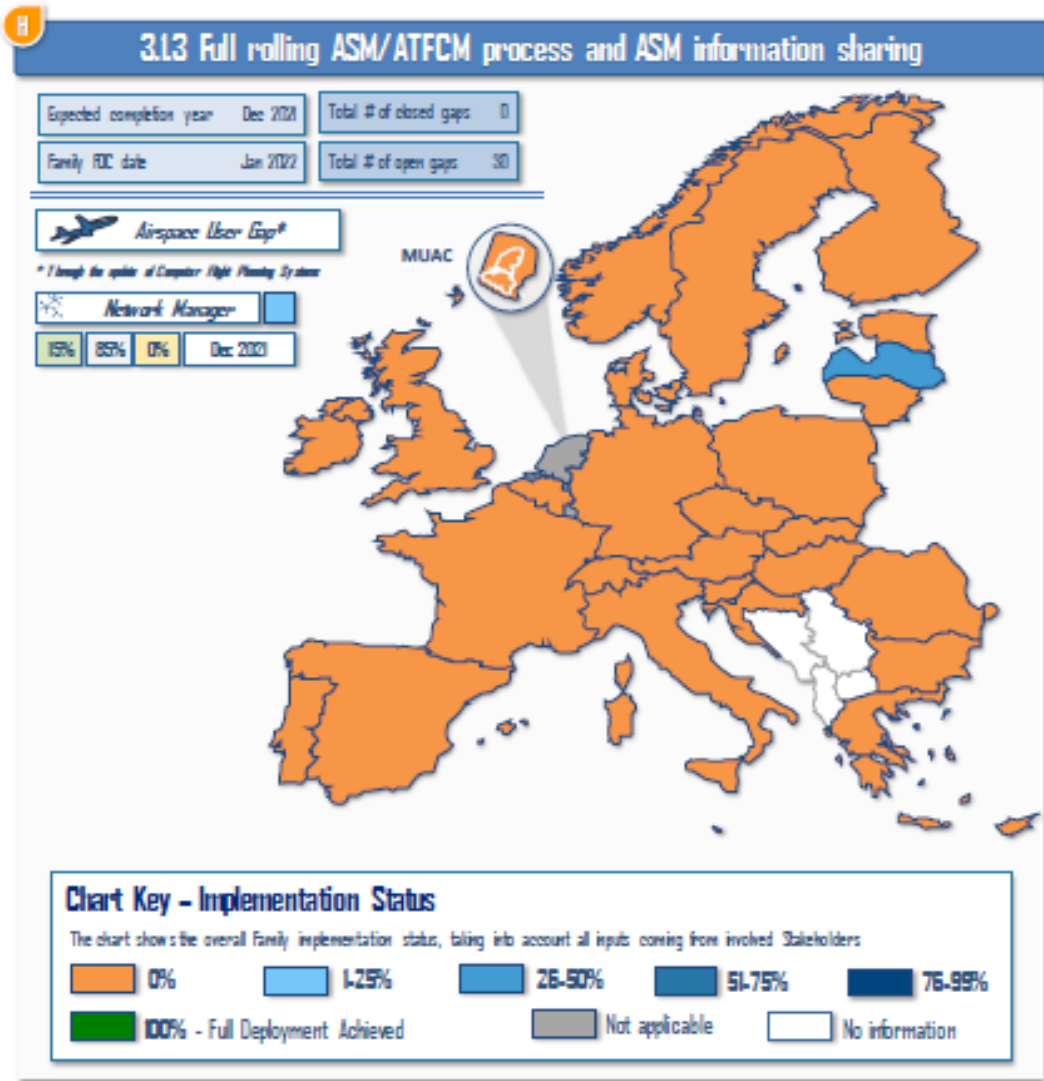


Gaps still to be addressed: 28



# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

## Family 3.1.3 – Gaps

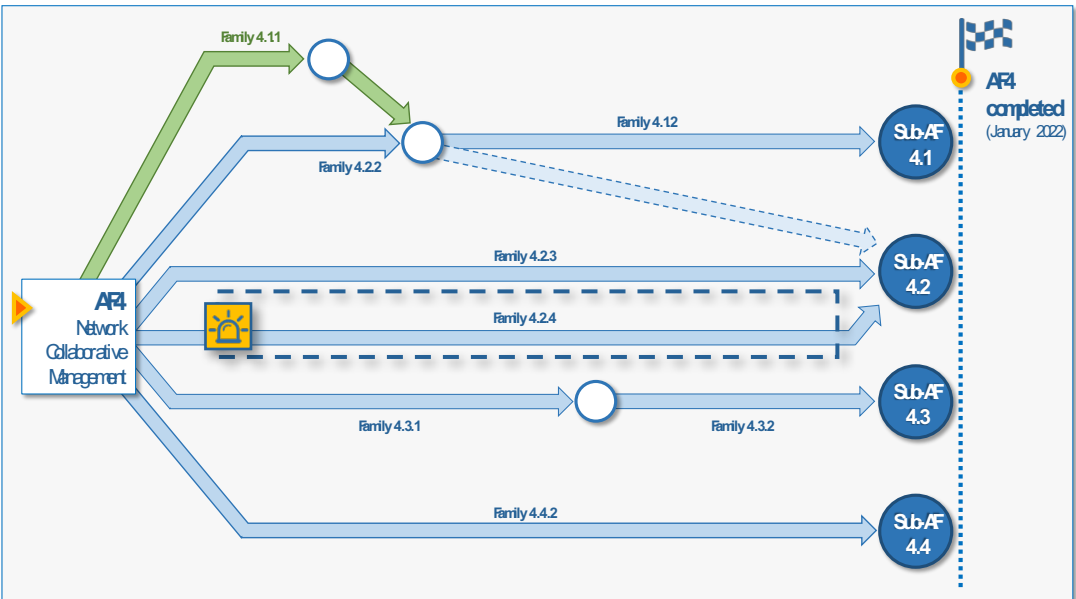


### Main Gaps to be timely addressed

The implementation of the Family should be timely **addressed by all Countries** (except for the non applicable ones) as no gap has been closed yet

# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

AF4 – Deployment Programme families listed as a priority in the 2017 Call



## Priority Families in AF4

4.2.4 – AOP / NOP information sharing

### ► Family 4.2.4 – Recommendations for potential candidate Project proposals

- 

**Project features**  
A multi-stakeholder initiative is recommended in order to ensure the provision of a rolling picture of the network situation, for stakeholders to prepare their plans and inputs to the network CDM processes
- 

**Stakeholders to be involved**  
Close cooperation between the Airport Operators and the Network Manager is highly recommended, thus enabling data exchange
- 

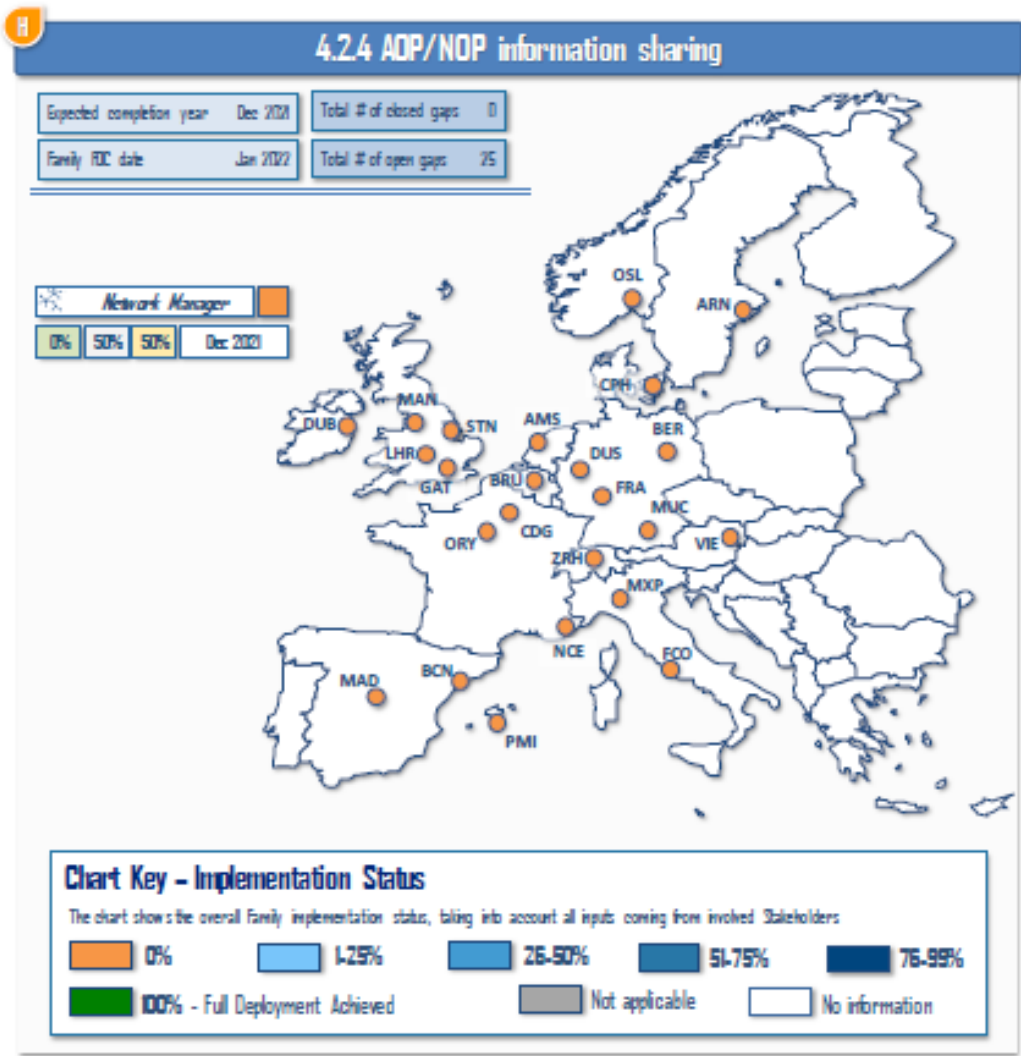
**Civil-Military coordination** 
- 

**FOC Date: Jan 2022**
- 

**Gaps still to be addressed: 25**

# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

## Family 4.2.4 – Gaps



### Main Gaps to be timely addressed

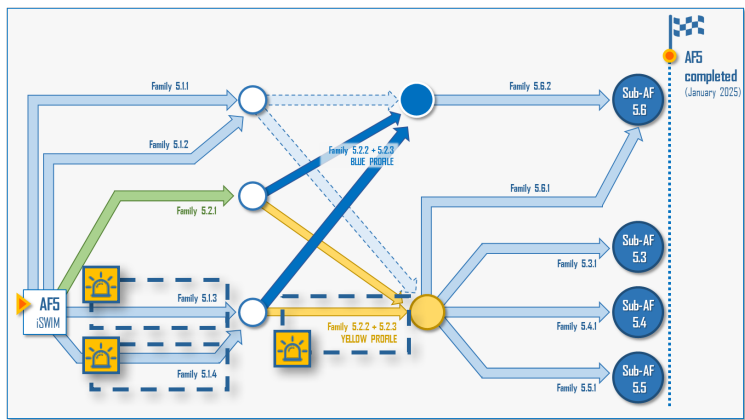
The implementation of the Family should be timely **addressed by all PCP Airports**, as the integration with NOP has not been completed in any of the airports

Stakeholders are requested to **submit IPs associated to the current initiatives addressing Family 4.2.4**, NM strong involvement is necessary.

- 2015\_113\_AF4 – AOP-NOP integration
- 2016\_131\_AF4 – AOP-NOP integration (extended implementation)

# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

AF5 – Deployment Programme families listed as a priority in the 2017 Call




## Priority Families in AF5


- 5.1.3 – Common SWIM Infrastructure components
- 5.1.4 – Common SWIM PKI and cyber security
- 5.2.2 – Stakeholders SWIM Infrastructures components
- 5.2.3 – Stakeholders SWIM PKI and cyber security

### ▶ Family 5.1.3 – Recommendations for potential candidate Project proposals

#### Project features

 The multi-stakeholder implementation initiative for the deployment of SWIM Governance is already on-going

#### Stakeholders to be involved


 All Stakeholders not yet involved in the initiative are recommended to participate

 Civil-Military coordination 


 FOC Date: Jan 2025  Gaps still to be addressed: N/A

### ▶ Family 5.1.4 – Recommendations for potential candidate Project proposals

#### Project features

 An EU-wide initiative is strongly recommended in order to establish common procedures and policies for PKI

#### Stakeholders to be involved

 Close cooperation between all Stakeholders is recommended, including Military

 Civil-Military coordination 

 FOC Date: Jan 2025  Gaps still to be addressed: N/A

# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

Project objectives to cover Family 5.1.4 Common PKI and Cyber Security

## Identify business objectives



- ✓ Information to be exchanged and business impact if compromised
- ✓ Properties of information to be exchanged
- ✓ International data exchange (e.g. FAA)
- ✓ Trustworthiness on business level



## Develop overall architecture

- ✓ Define trust models/structure supporting the identified business objectives
- ✓ Identify minimum requirements for the technical tools and how to use the tools
- ✓ Define content of certificates

## Develop policies / standards / legal framework



- ✓ Match business objectives and policies with technical solutions
- ✓ Define legal and organizational framework

## PKI implementation supported by cyber security defenses



- ✓ Define minimum cyber security objectives and requirements for Common PKI service(s)
- ✓ Define minimum cyber security objectives and requirements for PKI clients

## Develop guidance material

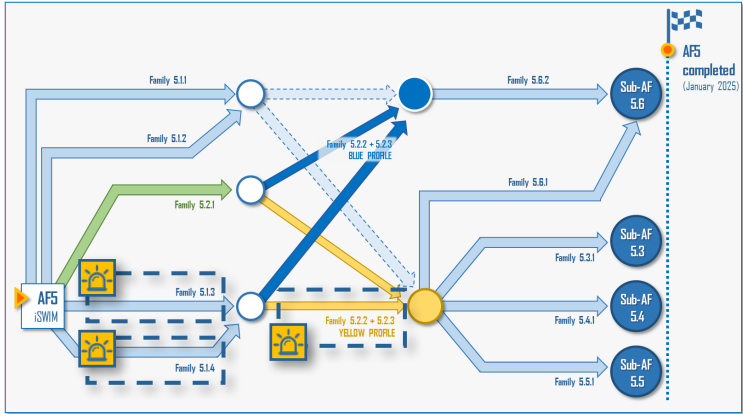


- ✓ Develop guidance material to support SWIM Service Provider
- ✓ Develop guidance material to support SWIM Service Consumers



# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

AF5 – Deployment Programme families listed as a priority in the 2017 Call



## Priority Families in AF5

- 5.1.3 – Common SWIM Infrastructure components
- 5.1.4 – Common SWIM PKI and cyber security
- 5.2.2 – Stakeholders SWIM Infrastructures components
- 5.2.3 – Stakeholders SWIM PKI and cyber security

### Families 5.2.2 and 5.2.3 – Recommendations for potential candidate Project proposals



#### Project features

Stakeholders are highly recommended to submit proposals for local implementation initiatives, and in particular to focus on Family 5.2.2 due to its level of readiness



#### Stakeholders to be involved

Coordination between ANSPs, Airport Operators, Airspace Users, the Network Manager, the Military Authorities and the MET Service Providers is recommended



Civil-Military coordination 



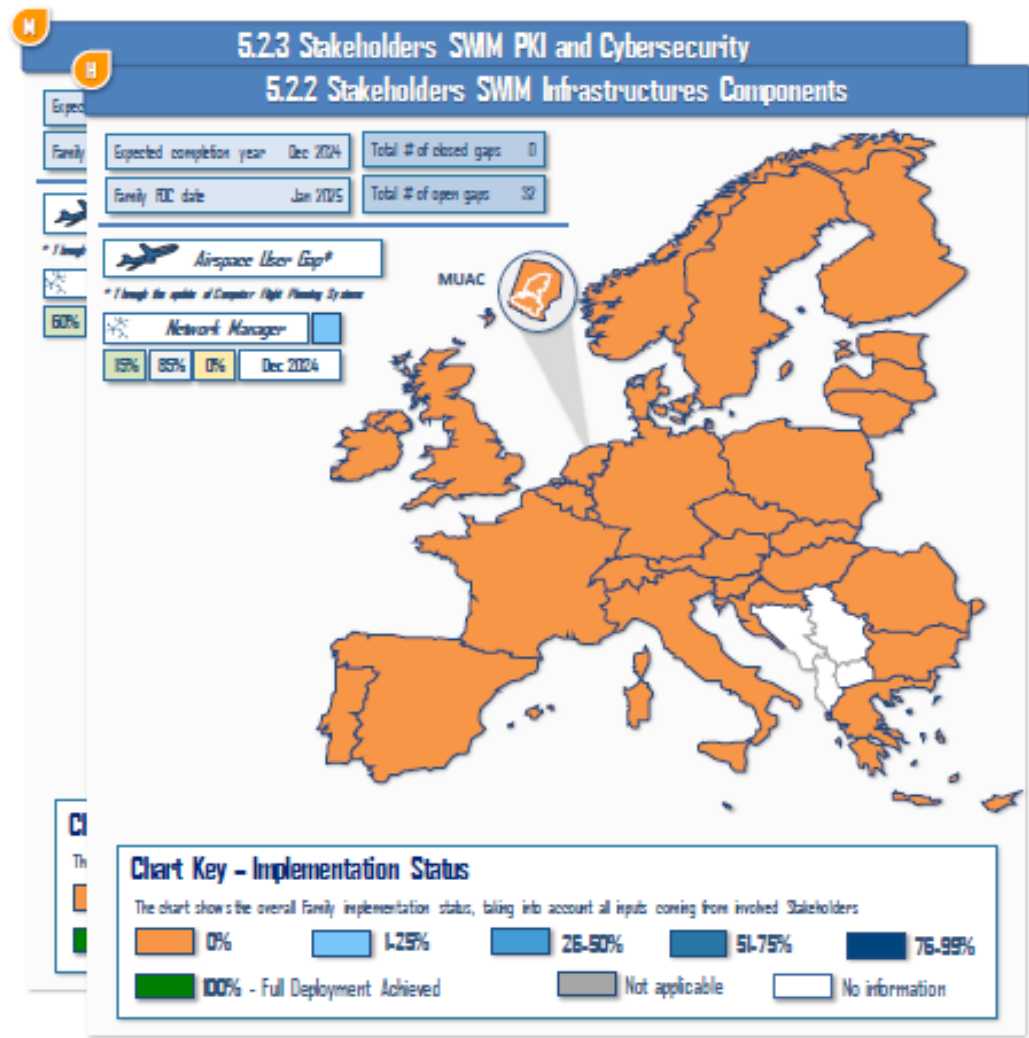
FOC Date: Jan 2025



Gaps still to be addressed: 32

# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

Family 5.2.2 and 5.2.3 – Gaps

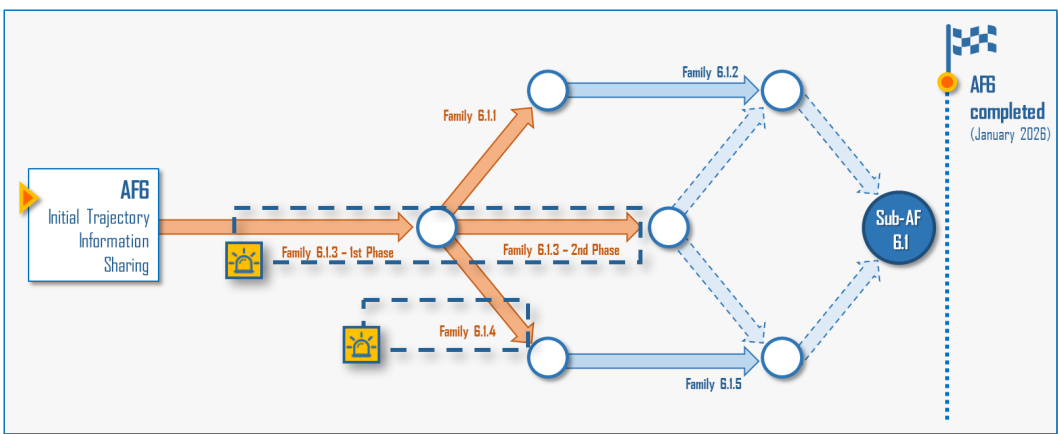


## Main Gaps to be timely addressed

The implementation of both Families should be timely **addressed by all Countries in the PCP geographical scope**, as no gap has been closed yet

# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

AF6 – Deployment Programme families listed as a priority in the 2017 Call



## Priority Families in AF6


- 6.1.3 – A/G and G/G M-F Datalink Network in defined European SAs
- 6.1.4 – ATN B1 capability in MF environment in aircraft domain

### ▶ Family 6.1.3 – Recommendations for potential candidate Project proposals

#### Project features

 Continuing the work started under the DLS Recovery plan

#### Stakeholders to be involved

 Coordination envisaged between ANSPs and CSPs

 Civil-Military coordination 


 FOC Date: Dec 2022

### ▶ Family 6.1.4 – Recommendations for potential candidate Project proposals

#### Project features

 Airborne initiative for which coordination between Stakeholders is welcome, but not strictly required

#### Stakeholders to be involved

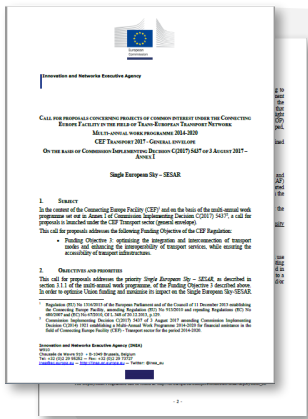
 Civil Airspace Users and Military Airspace Users (when required)

 Civil-Military coordination 

 FOC Date: Feb 2020

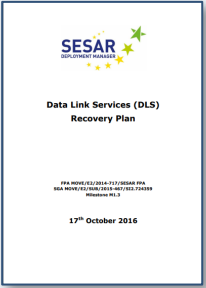
# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

AF6 – Call text focus on DLS Families



## 2017 CEF Transport Call Objectives and Priorities

“[...] the Commission aims at continuing the implementation of the **Datalink (DLS) Recovery Plan developed by the SESAR Deployment Manager**. Consequently, priority will be given to **implementation projects aiming to implement datalink capability** in support to AF6 Initial Trajectory Information Sharing. These projects shall be implemented in accordance with the **DLS Recovery Plan**



### 6.1.3 Air/Ground and Ground/Ground Multi-Frequency Datalink Network in defined European Service Areas

Considering the provisions in the Reg. (EU) No 310/2015, in particular the deadline for ground implementation by February 5<sup>th</sup>, 2018, the priority is to **finalize the definition and initiate the implementation of the Model D**. Consequently, proposals for implementation projects aiming at **implementing Model B or Model C Multi-Frequency will NOT be eligible** under the present call for proposals. Furthermore, applicants are invited to **join their efforts within a limited number of implementation projects**.

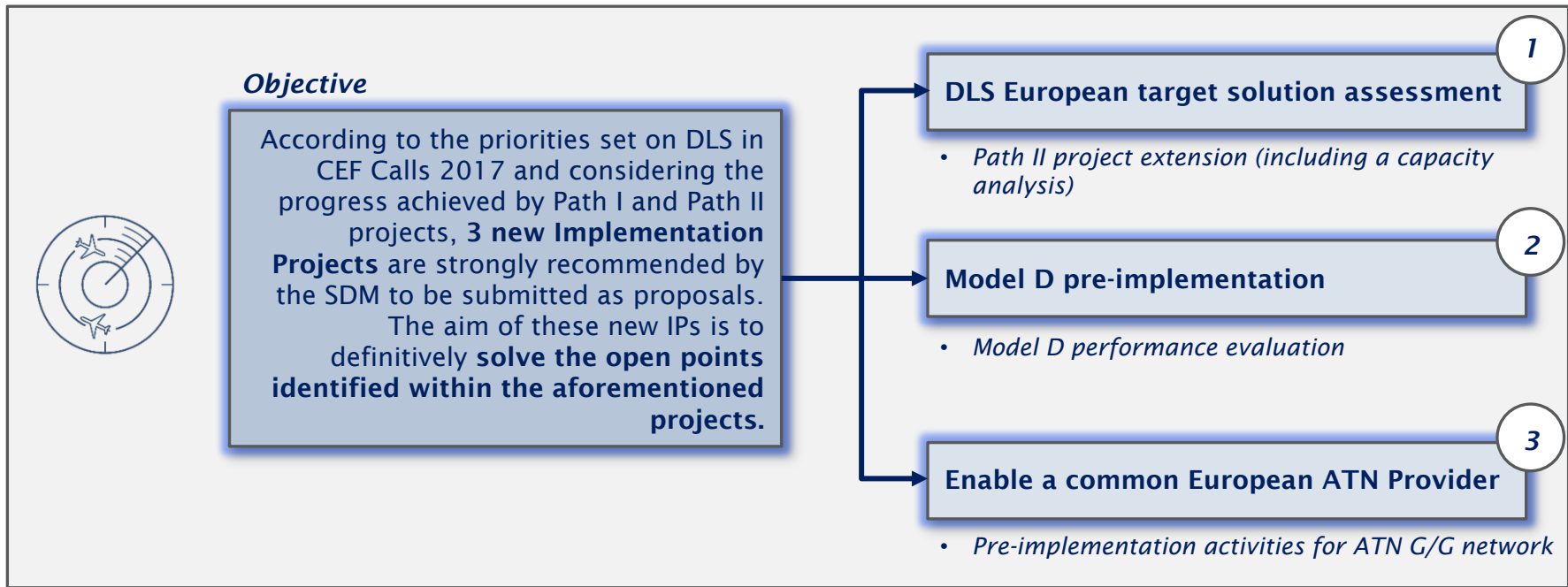
### 6.1.4 ATN B1 capability in MF environment in aircraft domain

Under this Family, priority will be given to **implementation projects aiming to fit or retrofit aircraft with DLS avionics**, as identified in the DLS recovery plan.

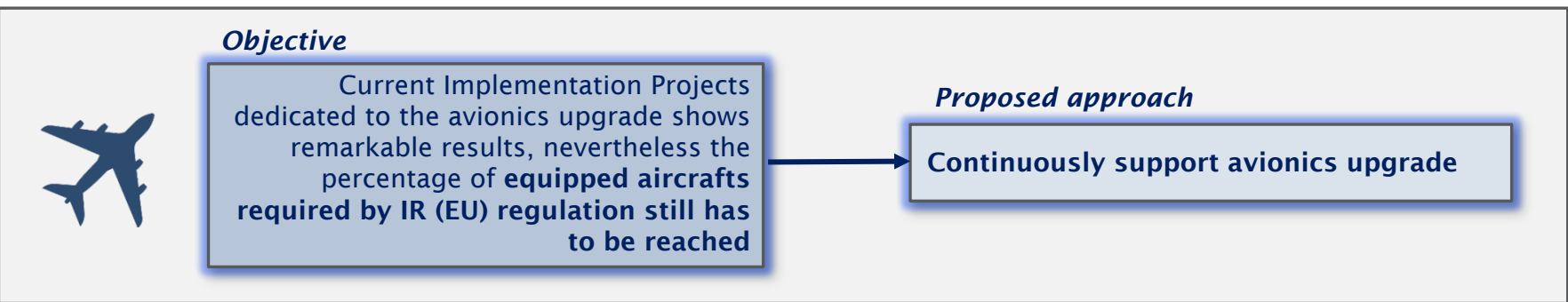
# SESAR Deployment Programme and 2017 CEF Transport SESAR Call

Strategy to tackle AF6 Implementation, according to DLS Recovery Plan

## Ground Domain - Families 6.1.3



## Airborne Domain - Family 6.1.4





# Zoom on Financing Mechanisms

**Antoine Hottelart**

Head of Performance and Financial Sustainability

# Zoom on Financing Mechanisms

## CEF Context

EC has requested the SDM to work out financing mechanisms to supplement grants :

- Financial instruments are an integral part of the CEF Regulation (EU) 1316/2013 in particular Art 14.2 & 15.4
- Grants may well reduce in the future (ref Brexit, security threats)
- The Blending Call 2017 was oversubscribed (X2) in areas such as Core Network Corridors (1450 M€ requested), Rail (400 M€), Innovation and New Technologies (200 M€)
- SESAR produced 2 projects (out of 68) for 18 M€ (out of 40 M€)

Consequently, SESAR Call 2017 now pushes for the use of financial instruments specifically designed for ATM:

*“Moreover, the European Investment Bank (EIB) is collaborating closely with the SESAR Deployment Manager to support the deployment of Common Projects. Applicants are encouraged to explore through this collaboration the possibilities offered by EIB to provide tailored financing products to all aviation stakeholders. “*

# Zoom on Financing Mechanisms

*2017 CEF Call : a Test Case for Airspace Users*

- Under PCP, airspace users have not so far benefitted much from grants. The next Common Projects shall be more “airborne oriented”.
- Airspace Users are limited to 20% funding by grants.
- Innovative financing would bridge operational benefits (when ground investments are achieved) and repayments.
- SDM will support Airspace Users (including small operators) to team up and reach critical mass.

# Zoom on Financing Mechanisms

## *Pre-conditions and expectations*

### **Pre-conditions**

- **Minimum amount for a direct EIB loan: EUR 25 million**
- **EIB's contribution is limited to a maximum of 50% of the project value**
- **EU grants plus EIB financing is limited to a certain percentage of the project (70% in best case)**

### **Expectations**

- **Obtain flexible and customised reimbursement profiles (“Grace Delay”)**
- **Secure attractive interest rates**
- **Despite EIB limitation, reach 100% project financing**
- **Ideal target for Test Case : around EUR 100 million of investment**

# Zoom on Financing Mechanisms

## *Candidate functionalities*

**Criteria to be looked after for Airborne projects :**

- **Maturity**
- **Mandate for deployment**
- **Airborne vs. ground time match**
- **Critical mass**

**Under such criteria :**

- **ADS-B OUT is most promising candidate, however not part of the PCP**



**Other functionalities potentially meeting the required criteria and included in PCP :**

- **ATN B1 (retrofit) and ATN B2 (forward fit)**
- **SBAS (part of AF1 family)**



- **Functionalities that will be addressed under future Calls (maturity issue):**
  - **SATCOM to support ATN**
  - **GBAS Cat. 2/3**



# Zoom on Financing Mechanisms

*Structuring the detailed financial instruments*

- Working out the detailed contents of the selected financing scheme in time for signature of agreements (July/August 2018)
- Identify which instruments beat “off-the-shelf” products in terms of availability, pricing and fitness for purpose
- Describe the legal structures, sources of funds, cash-flows, risk management
- Define the detailed roles of each party :
  - European Commission
  - EIB
  - Private banks
  - Airspace Users
  - Manufacturers ?
  - SDM has the skills to support the Test Case

A dedicated workshop will take place to support the set-up of the Test Case (identity of carriers, number of aircraft, value of the investment...) shortly after the November 13<sup>th</sup> IP submission

# Questions & Answers

# Preparing the proposals under SDM coordination

# Process for submission of the proposals

**Paola Di Giovanni**

FPA Coordination Manager

**Freek de Witte**

Head of Stakeholder Relations

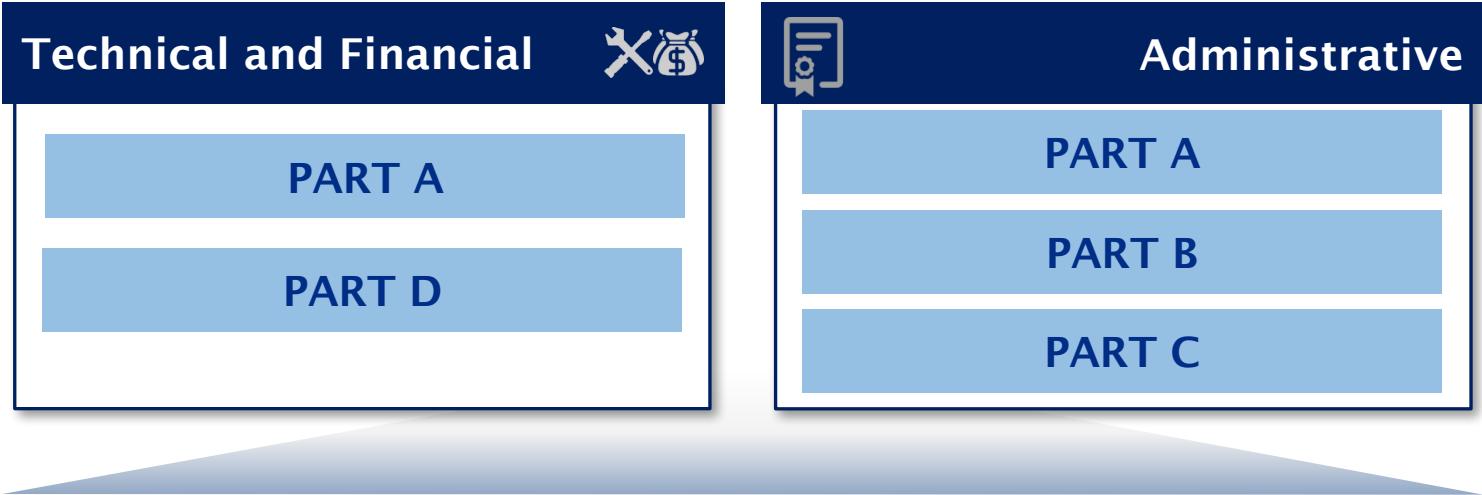


# Process for the submission of the proposals

## Introduction

In order to properly elaborate the proposals **to the 2017 CEF Transport SESAR Call for Proposals**, each Applicant shall provide SDM with all technical and financial information and all administrative documents requested for the proposals submission.

**SDM acts as “Coordinator” of all Applicants'** and it is in charge of finalising all the proposal documentation (Part A; Part B; Part C and Part D), required by INEA, on the basis of the information provided by each Applicant.



Applicants



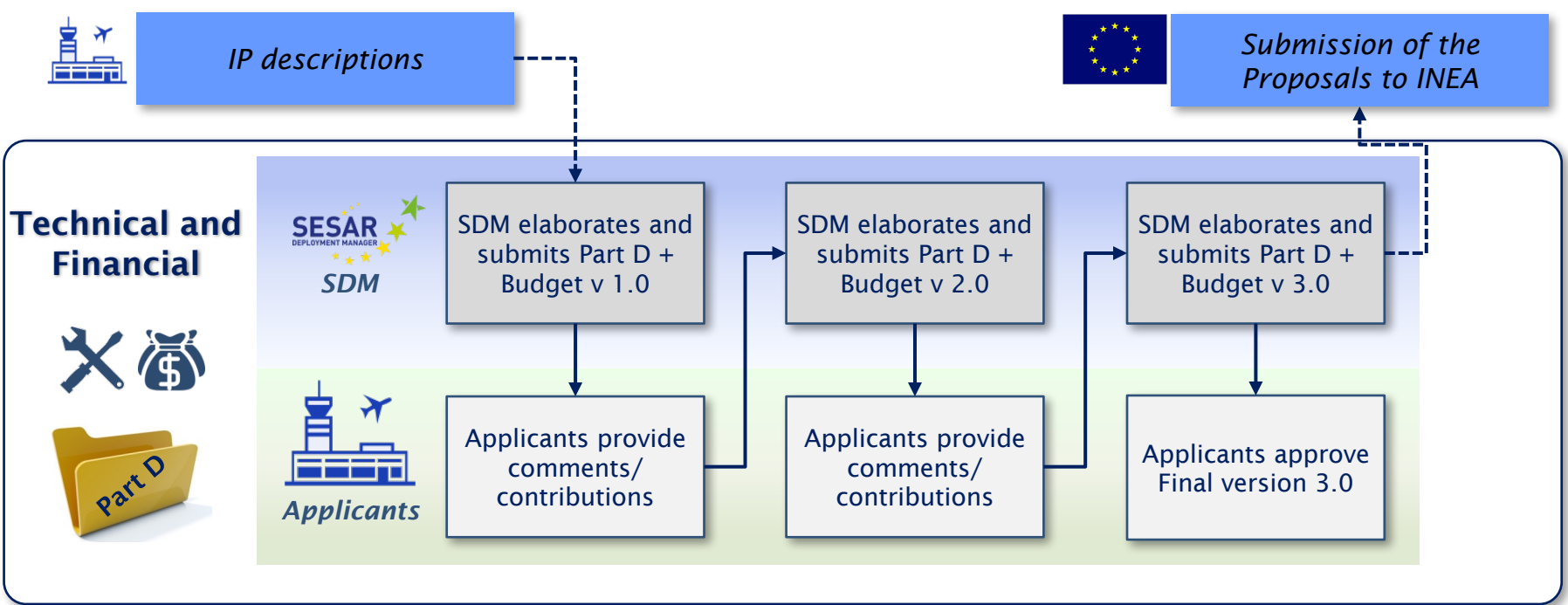
# Process for the submission of the proposals

High level processes (1/2)

The **Technical and Financial** part of the Proposal, built through 3 iterations between **SDM** and **Applicants**, will be elaborated on the basis of the **IP Descriptions** submitted by the Applicants on **STAR tool**.

The finalisation of the Technical part will also be based on the contributions received by the Applicants to the **“Other Impacts”** section included the IP Descriptions (on STAR tool).

As indicated in the Section 8 – Annex I of Multi-annual work-programme (Award Criteria), “Impact” is one of the four criteria which, not only the proposal, but each single project will be evaluated on. For this reason, SDM would like to stress the importance of providing as much information on “Other Impacts” as possible.

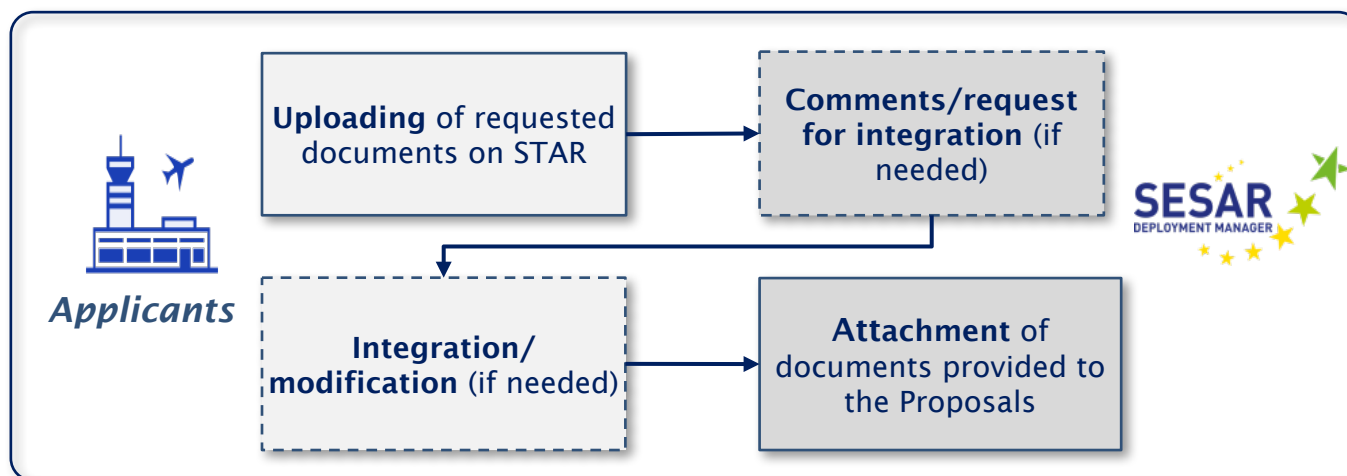


# Process for the submission of the proposals

## High level processes (2/2)

- Administrative documentation will be elaborated **through bilateral communication/feedback between Applicants and SDM.**
- **Bilateral communications** will enable a **continuous support to Applicants** in order to **guarantee the finalisation of the data set** of documentation within the deadlines as per the Administrative Roadmap.

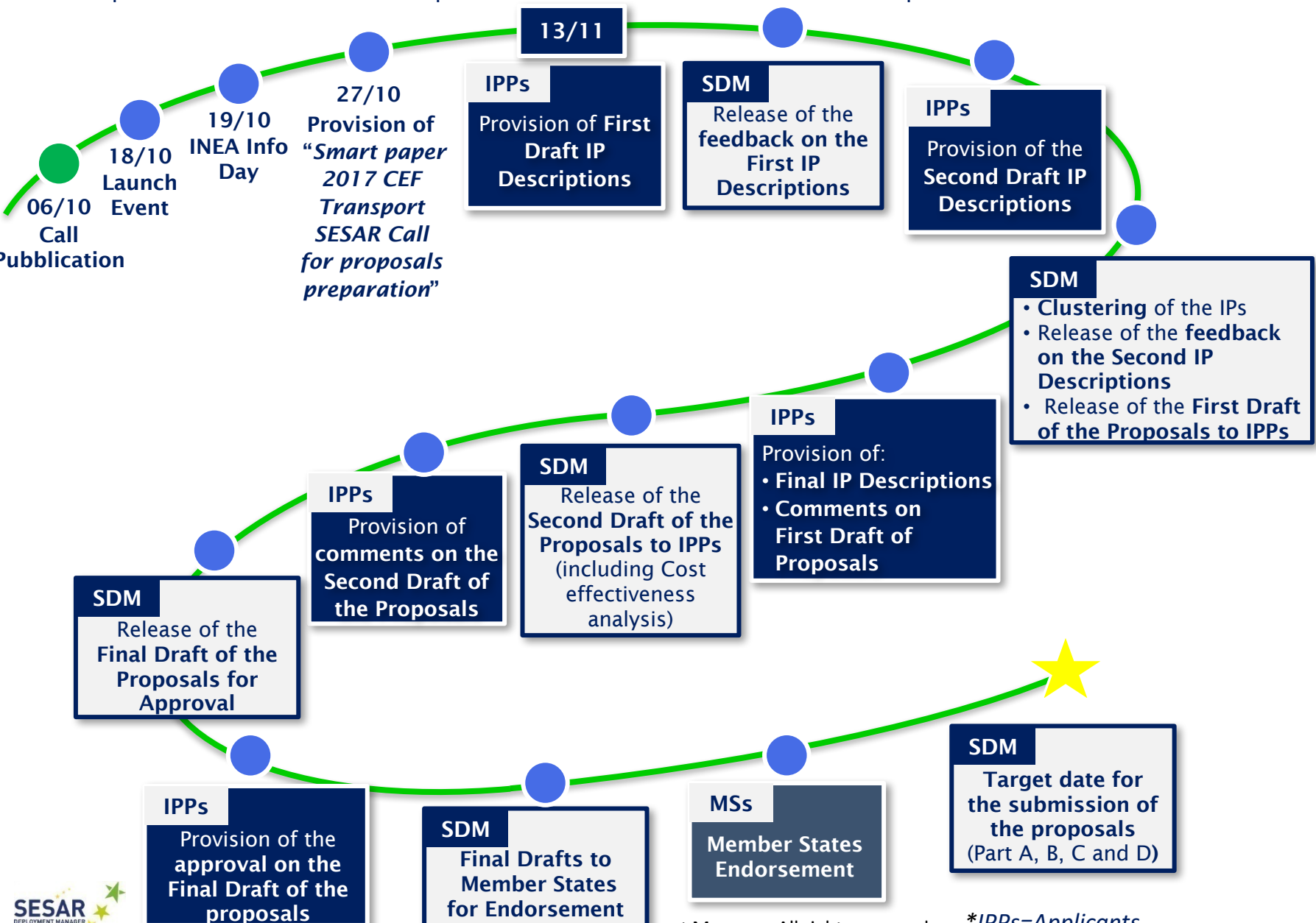
## Administrative



As reported in the 2017 CEF Transport SESAR Call Text, available on INEA website, **Applicants must be aware that: "Submitting an application implies the acceptance of the terms and conditions of the model grant agreement"**, furthermore, in order to be able to sign the SGA, Applicants must be aware that **"who are selected to be awarded a grant under this category and are not partners in the SESAR Deployment Framework Partnership shall be required to sign the Framework Partnership Agreement before being able to sign the SGA covering their projects"**

# Process for the submission of the proposals

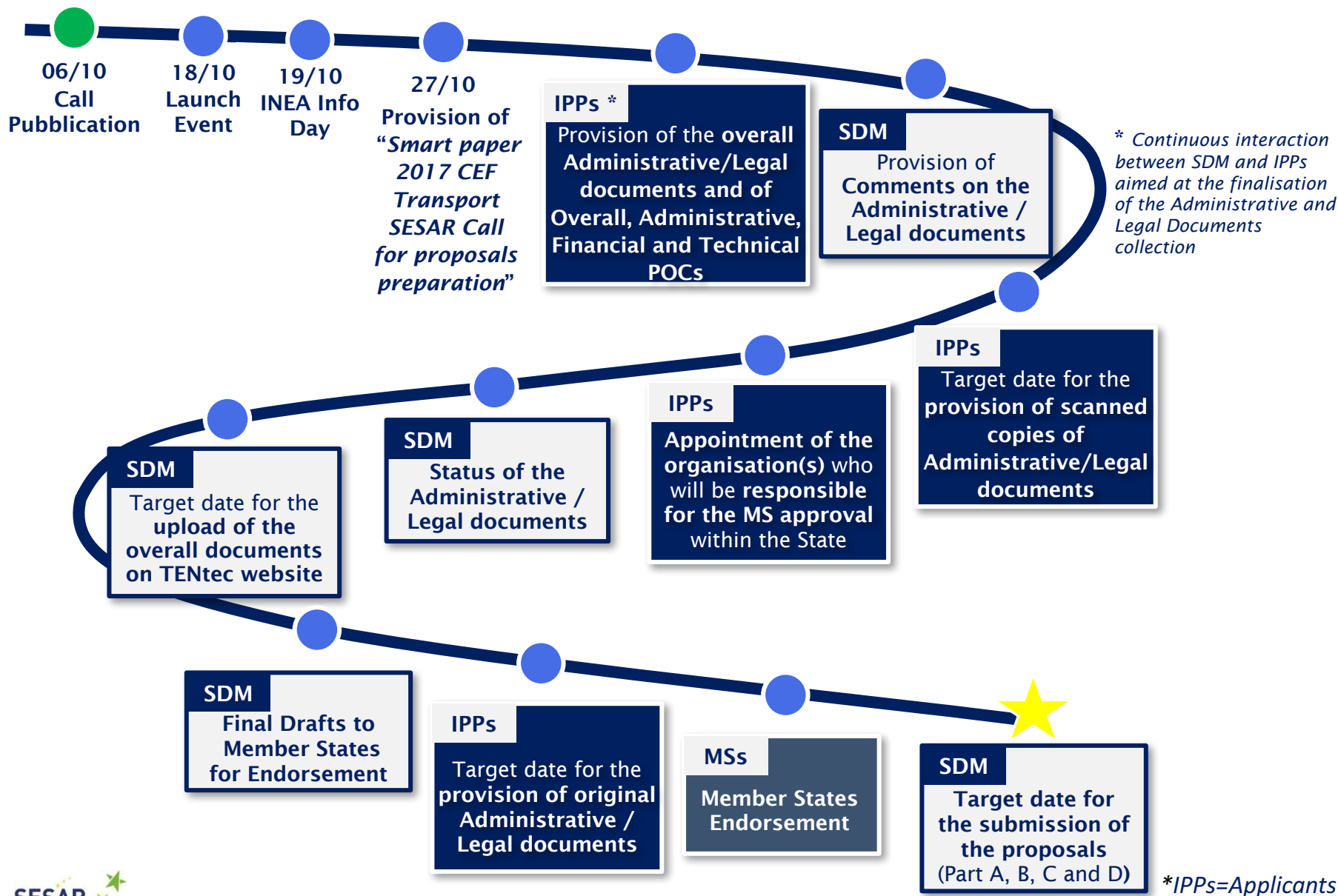
The Proposals Finalisation Steps – Technical and Financial aspects



The deadlines definition is subject to the updates that the timeline of 2017 CEF Transport SESAR Call may have

# Process for the submission of the proposals


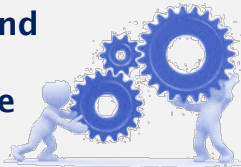
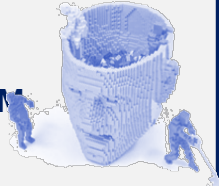
The Proposals Finalisation Steps – Administrative/Legal aspects



The deadlines definition is subject to the updates that the timeline of 2017 CEF Transport SESAR Call may have

# Process for the submission of the proposals

Main Highlights – Read, Reflect and Remember

<div><h2>1. Read</h2><ul style="list-style-type: none"><li>✓ SDM Supporting Material</li><li>✓ Call Documents</li><li>✓ Application Forms</li></ul></div>	<div><h2>2. Reflect</h2><ul style="list-style-type: none"><li>✓ Call contents and requirements</li><li>✓ Think about the evaluators</li></ul></div>	<div><h2>3. Remember</h2><ul style="list-style-type: none"><li>✓ Time flies</li><li>✓ Checks prior to submission to SDM</li><li>✓ Help is available</li></ul></div>
<ul style="list-style-type: none"><li>• Call text</li><li>• Work Programme</li><li>• Deployment Programme</li><li>• Smart Paper 2017 CEF Transport SESAR Call for Proposal Preparation</li><li>• INEA Guide for Applicants</li><li>• Application forms</li><li>• FAQs INEA</li><li>• FAQs SDM</li></ul>	<ul style="list-style-type: none"><li>• CEF Transport funding is a competitive process based on defined award criteria (<b>Relevance, Maturity, Impact, and Quality</b>)</li><li>• Calls have <b>requirements on Applicants</b></li><li>• Calls have <b>requirements on actions</b></li><li>• The proposals will be <b>evaluated on its own merits</b> and based only on the information provided by the applicant</li></ul>	<ul style="list-style-type: none"><li>• Start early and don't forget about the <b>deadlines</b> (SDM Roadmaps for finalisation)</li><li>• Preparing a good application requires <b>time and effort</b> – as does the resulting project management</li><li>• <b>Check</b> if all requested documentation has been submitted to SDM</li><li>• <b>Help</b> is available:<ul style="list-style-type: none"><li>▪ <a href="http://www.sesardeploymentmanager.eu">www.sesardeploymentmanager.eu</a></li><li>▪ <a href="mailto:2017_cefcall@sesardeploymentmanager.eu">2017_cefcall@sesardeploymentmanager.eu</a></li></ul></li></ul>

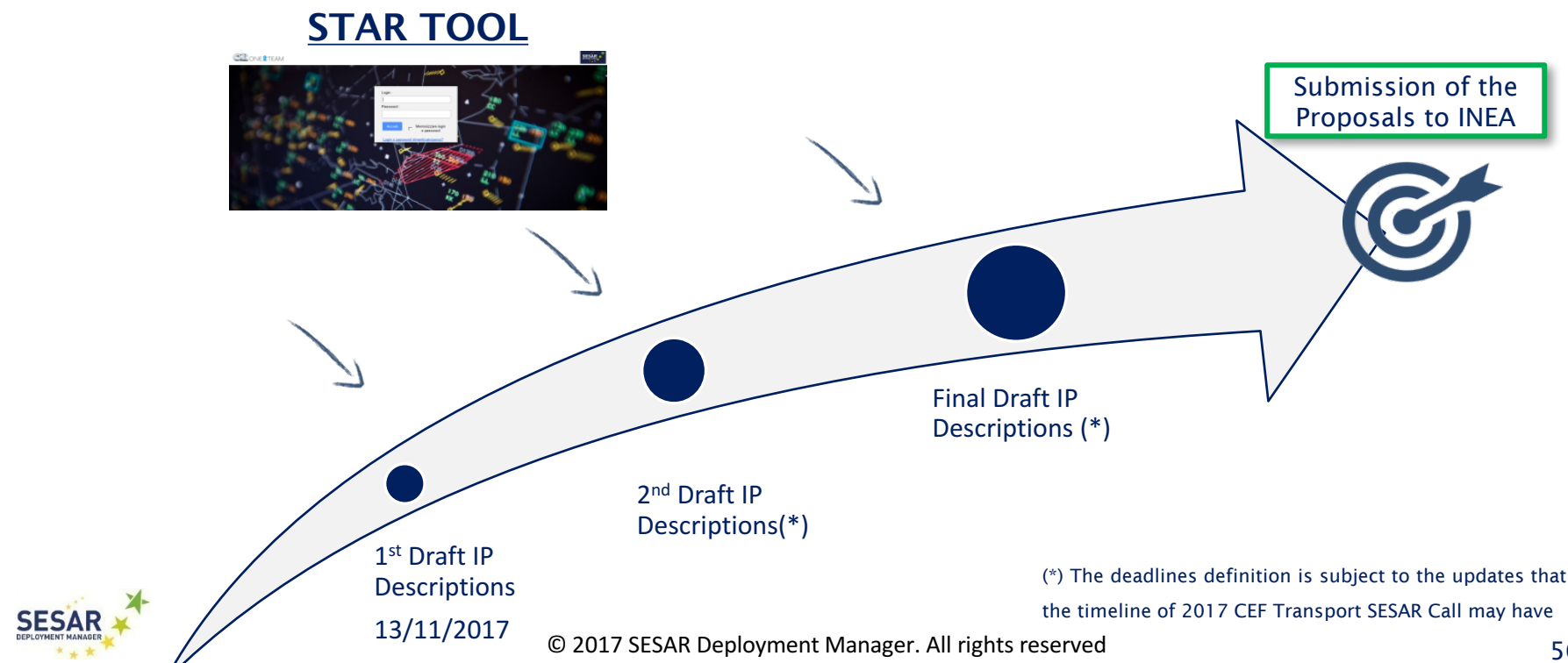


# Process for the submission of the proposals

## IP Description

The **IP Description** (on STAR tool) aims at **collecting all relevant information by stakeholders** about the **candidate project** to be submitted to INEA in terms of:

- **Technical Aspects:** technical description (e.g. tasks, milestones, deliverables, etc.).
- **Economics:** economic and financial aspects of the project (e.g. HR cost, travel cost, procurement etc.).
- **Performance:** expected performance of the project (self-assessment performed by stakeholders).
- **Other Impacts:** e.g. Social and Economic Impact; Impact on Competition; Impact on Traffic Management, etc.



# Process for the submission of the proposals

SDM supporting document for application process – Smart Paper for 2017 CEF Call

In order to support **Applicants during “responses preparation phase”** SDM will distribute the **SDM Smart Paper** by **27<sup>th</sup> of October**, which will **describe the support** to be put in place to assist the **Applicants** interested in the **2017 CEF Transport SESAR Call**.

## Content Overview

---

### SESAR Deployment Manager

### 2017 CEF Transport SESAR Call

- *From Proposals Preparation to Execution phase*

### Proposals Preparation

- *INEA Evaluation Process*
- *SGA Preparation Phase*
- *Execution Phase*

### Follow-up documentation (Application Forms Parts A, B, C and D)

### Next Steps



# Process for the submission of the proposals

## Communication Support (1/6)

Next to the permanent bilateral communication, the Smart Paper and roadmaps, SDM has put in place **a set of supporting tools**.

The communication support is divided into actively '**pushed**' information, information that can be '**pulled**' by you and **interactive** support.

These **supporting tools** make sure you can **stay focused on your projects** without missing out on any important **deadlines** or official requirements.

Information that SDM will '**push**' to you via:

- **Bi-weekly to-do list**
- **Reminders on key topics**

Information that you can '**pull**' at any time via:

- **(Smart Paper and roadmaps - also actively provided to you)**
- **Calendar**
- **Q&A**
- **Videos**

**Interactive** support via:

- **Dedicated mailboxes for bilateral exchange**
- **STAR**
- **Interactive events**
- **Website and social media**

# Process for the submission of the proposals

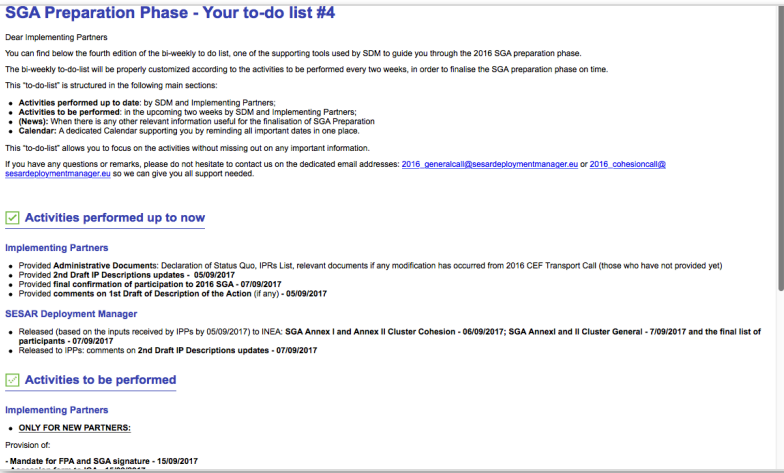
Communication Support (2/6)

## Supporting Tools

### 1. Bi-weekly to-do list

Every 2 weeks you will receive an email from SDM containing *all key information, to do's and deadlines for the upcoming weeks.*

SDM provides you with a clear nutshell overview *to remind you* of the milestones indicated in the roadmaps



### 2. Reminders on key topics



On key topics you will receive either:

- Bilateral reminders
- General reminders

Always including the most accurate information to support you in reaching successful submission of your project proposal(s)

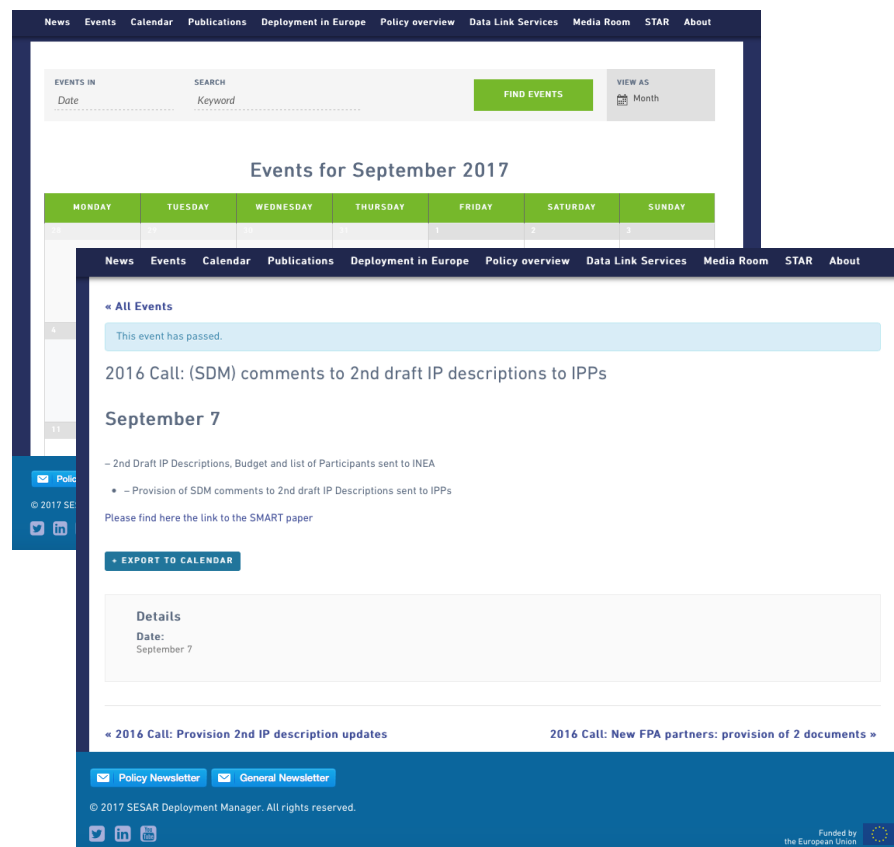
# Process for the submission of the proposals

Communication Support (3/6)

## Supporting Tools

### 3. Calendar

- Gives you **24/7 access to all deadlines**, to do's and documents required related to the proposals preparation or other phases you are involved in, all in one single place
- **Personal login**
- Gives you an **accurate view on all to do's and deadlines for all CEF Transport Call(s) and Cluster(s)** you are involved in
- Gives you an overview of **all major SDM actions that are undertaken**
- Includes **all necessary links and documents** needed to timely reach the deadlines
- Allows you to **import deadlines and to do's into your own personal calendar** in just a few clicks
- **Go to:**  
<http://www.sesardeploymentmanager.eu/stakeholderaccess> and enter your login credentials or new users click "Request access"



# Process for the submission of the proposals

Communication Support (4/6)

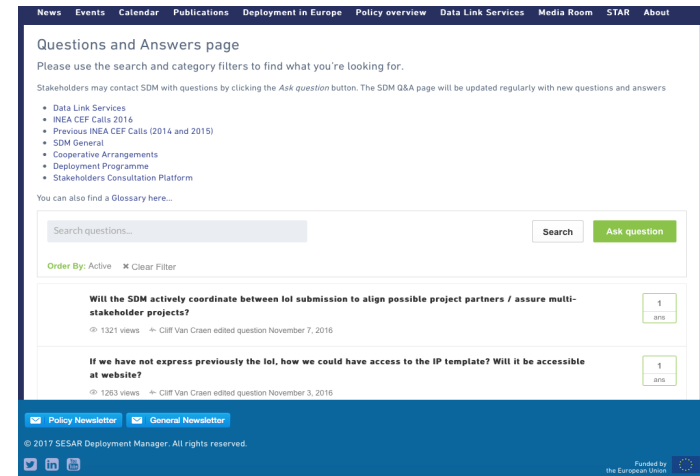
## Supporting Tools

### 4. Questions & Answers

Dedicated webpage on [sesardeploymentmanager.eu](http://www.sesardeploymentmanager.eu):

<http://www.sesardeploymentmanager.eu/questions/>

- Includes all Q&A's of all SDM events and more
- Can't find what you are looking for? Click "Ask a question"
- When urgent: email/call us!



### 5. Videos

Short overview *video's available* on:

- Proposal preparation
- Payments
- Member States involvement

Check out:

<http://www.sesardeploymentmanager.eu/media-room/multimedia/>





# Process for the submission of the proposals

Communication Support (5/6)

## Supporting Tools

### 6. Dedicated email address

2017\_cefcall@sesardeploymentmanager.eu



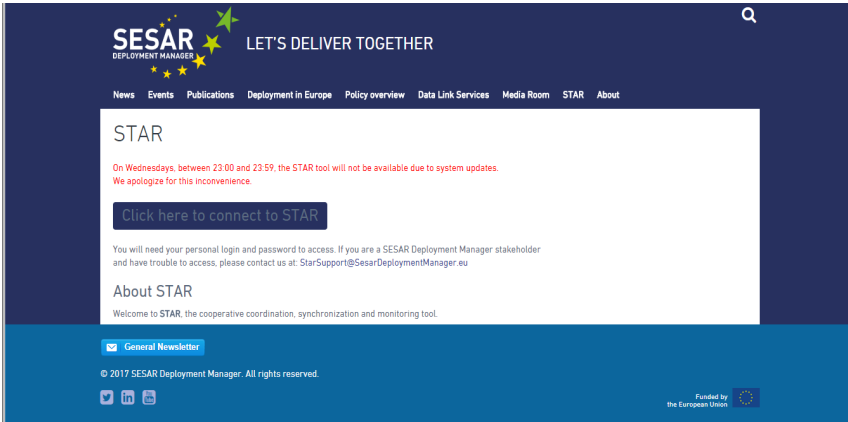
The dedicated email address has been set up to *ease the communication* between the Applicants and the SDM during the responses preparation phase.

### 7. STAR

SESAR Tool for ATM Rollout  
<http://www.sesardeploymentmanager.eu/star/>

Online *cooperative* coordination, synchronization and monitoring tool.

STAR is the *main tool to interact* with SDM for action execution.



# Process for the submission of the proposals

Communication Support (6/6)

## Supporting Tools

### 7. Interactive events

- **Today's event** informing you on the call
- **Once you have been selected and awarded by INEA**, we will host:
  - Kick Off Meeting (1x)
  - Annual Meetings (Yearly)
  - Workshops (on dedicated topics)
  - Bilateral Meetings (Until closure of the project)
    - Online
    - Face-to-face

### 8. Website & social media

Check on regular basis our [website](http://www.sesardeploymentmanager.eu)  
[www.sesardeploymentmanager.eu](http://www.sesardeploymentmanager.eu) for info  
updates, news, events

Follow us on

- **Twitter** @SESAR\_DM
- **LinkedIn**

<https://www.linkedin.com/company/sesar-deployment-manager>



# Process for the submission of the proposals

Focus on the Repository (STAR TOOL)

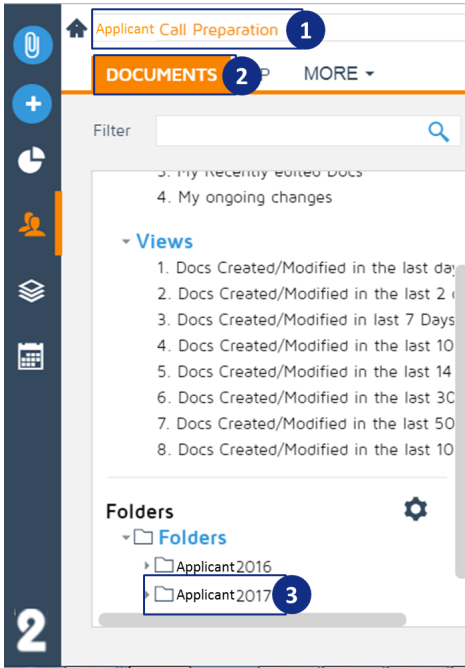
The **submission of all Administrative information** concerning the 2017 CEF Transport SESAR Call Preparation will only be done through the **use of STAR**.

A dedicated repository has been created where Applicants can upload

- Administrative documentation
- Comments on Part D and Budget



Each Company will have a dedicated folder in which to upload all requested documents. The folders will have the following partition:



- 00. Authorisation
- 10 A - Form A
- 20 B - 1 - Legal Entity Form
- 21 B - 1.1 - Supporting Documents to LEF
- 22 B - 2 - Annex B-I, B-II
- 23 B - 3 - Financial Identification Form
- 24 B - 3.1 - Supporting Documents to FIF
- 25 B - 4.1 - Financial Capacity Check Form
- 26 B - 4.2 - Operational Capacity
- 27 B - 4.3 - Supporting Documents-Financial statements
- 28 B - 5 - Requirements for Third/Neighbouring countries (B-III, B-IV)
- 30 C - 1 - Form C
- 31 C - 2 Supporting documents Form C
- 32 C - 3 Annex C-I
- 40 D - Documents concerning Affiliated Entities
- 41 Comments on Application Form Part D
- 50 Comments on Budget
- 60 Supporting Documents

# Structure of the Proposal and respective Application Forms

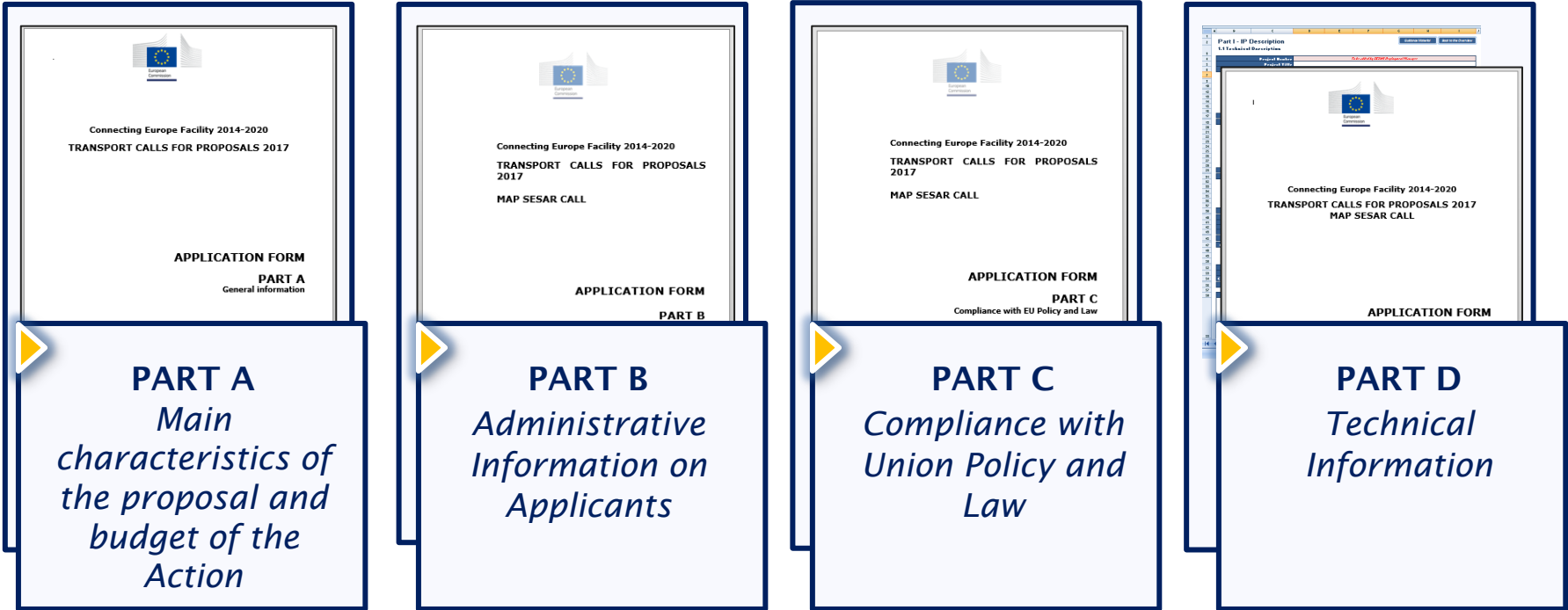
**Paola Di Giovanni**  
FPA Coordination Manager

# Application Forms Parts A, B, C and D

Documentation to be submitted (1/2)

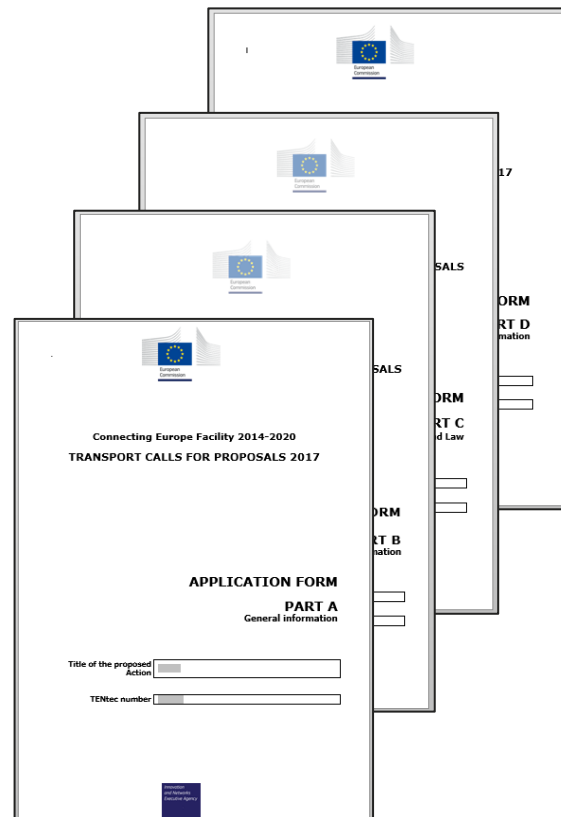
According to the INEA “*process for the proposal elaboration*”, the proposals will be elaborated through the finalisation of the following forms:

## PROPOSAL FORMS



# Application Forms Parts A, B, C and D

Documentation to be submitted (2/2)



## PART A: Main characteristics of the proposal and budget of the Action:

- Brief description of the proposed Action
- EU Member State approval
- Financial information of the proposed Action

## PART B: Administrative Information on Applicants:

- Legal Entity Form
- Grounds for exclusion
- Financial Identification Form
- Requirements on Financial and Operational Capacity

## PART C: Compliance with Union Policy and Law

- Compliance with EU Environmental policy
- Compatibility with EU law on State Aid
- Compatibility with Public Procurement
- Other sources of EU financing

## PART D: Technical and Financial Information:

1. General Description of the Global Project
2. Description of the proposed Action
3. Award criteria, relevance
4. Award criteria, maturity of the Action
5. Award criteria, impact of the proposed Action
6. Award criteria, quality of the proposed Action
7. Annexes/supporting documents



# Application Forms Parts A, B and C

## FOCUS

### Administrative – Parts A, B, C

1. The full batch of documentation needs to be provided **once per each company** – not per Project – and per each cluster. That is, each Company needs to **replicate the documentation as many times as the number of Clusters it participates in**
2. **All documents** have to be provided in **digital copy**. Only the **documents that are undersigned** have to be provided to SDM both in **scanned** and **hard copy**, independently for each Cluster
3. **All Action contributors**, independently if they are Project Leaders or Project Contributors, need to provide the entire batch of documentation
4. Only **one Application Form Part C needs to be provided by each Company**, taking into account all Projects under a Company's responsibility (both as Project Leader and as Contributor)
  - Only if different Projects from the same company require different answers, then multiple Parts C shall be submitted, by making specific reference to which Project each Form refers to
5. **All documents must be duly signed, dated and stamped** wherever indicated in the Form itself
6. **All supporting documents** indicated in any of the Forms are considered as a **requirement**, and shall be provided to SDM by Applicants (whenever applicable)
7. **The validity period for the Legal Entity Form and Financial Identification Form is established at 6 months**. If the provided forms are older than 6 months, the applicant shall provide a new Legal Entity Form and/or Financial Identification Form

# Application Forms Parts A, B and C

## Focus – Administrative Documentation vs Legal Status

Administrative Documentation	1	2	3	4	5	6	7	8	9
Authorisation – 2017 CEF Transport SESAR Call	✓	✓	✓	✓	✓	✓	✓	✓	✓
<b>PART A</b>									
Form A2.1+ Statutes or relevant abstract (if applicable)	✓	✓	✓	✓	✓	✓	✓	✓	✓
Form A2.2 – Contact Points	✓	✓	✓	✓	✓	✓	✓	✓	✓
Form A2.3 – Implementing Bodies	✓	✗	✗	✗	✗	✗	✓	✗	✗
Form A2.3 – EU Member State Approval	✗	✓	✓	✓	✓	✓	✓	✓	✓
Form A2.4 (if applicable)	✓	✓	✓	✓	✓	✓	✓	✓	✓
<b>PART B</b>									
1. Legal Entity Form + Required additional documents	✗	✗	✓	✓	✓	✓	✓	✓	✓
2. Grounds for exclusion <ul style="list-style-type: none"> <li>Annex B-I</li> <li>Annex B-II</li> </ul>	✗	✗	✓	✓	✓	✓	✓	✓	✓
3. Financial Identification Form + Recent bank statement (if applicable)	✓	✓	✓	✓	✓	✓	✓	✓	✓
4. Requirements on the financial and operational capacity of the Applicant <ul style="list-style-type: none"> <li>Financial capacity form</li> <li>Financial statement / Letter of support</li> <li>Operational capacity</li> </ul>	✗	✗	✗	✓	✓	✓	✗	✓	✓
5. Requirements for Applicants in neighbouring / third countries <ul style="list-style-type: none"> <li>Annex B-III</li> <li>Annex B-IV</li> </ul>	✗	✓	✗	✗	✓	✓	✗	✗	✗
<b>PART C</b>									
Section I, Section V, Section VI, Section VII	✓	✓	✓	✓	✓	✓	✓	✓	✓


Legal Status
1. EU Member State
2. Neighbouring/third country
3. Public sector undertaking or body established in the EU
4. Private sector undertaking or body established in the EU
5. Public sector undertaking or body established outside the EU
6. Private sector undertaking or body established outside the EU
7. International organisation
8. European Economic Interest Grouping (EEIG)
9. Joint undertaking

# Application Forms Parts D

## FOCUS

### Technical & Financial – Part D

1. **Application Form Part D will be completed by SDM**, taking into account Applicant's contribution at IP level
2. **SDM will finalise three Drafts of Application Form Part D** and send them to Applicants for comments/approval (according to the Roadmap)
3. **Part D will be populated by:**
  1. elaborating the **financial and technical information** provided by Applicants **through their IP Descriptions**
  2. taking into account the contribution reported in the section “**Other Impacts**” (eg. presents within the **IP Description** (on STAR tool))
  3. taking into account the information provided through the Part C in relation to the **compliance of the project with EU policies and law** in the fields of environmental protection, interoperability, state aid, public procurement, and other sources of EU funding



Applicants may be aware that the information reported in the Proposal, as submitted to INEA following their approval, will be included into the 2017 SGA in case of awarding. For this reason the inputs provided during the Proposal preparation and the SGA preparation shall not differ significantly

# Application Forms Parts D

REFLECT: think about the evaluators



Provide **only relevant information** through IP description

Use **simple, clear language**: information needs to be clear, well-structured, substantiated and concise



Be **coherent** in describing the objective, activities, duration and budget

Be **consistent** through your statements in different parts of the application



The proposals will be evaluated on their own merits and based only on the information provided by the Applicant

# Zoom on IP Description

**Ramon Raposo Vidal**

Senior Expert DP Synchronisation & Coordination

# Zoom on IP description

General structure of the description





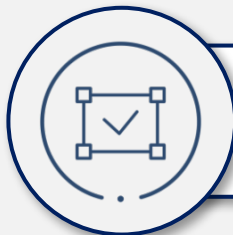
# Zoom on IP description

## General aspects

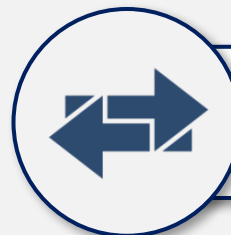
SDM underlines that **all fields of the IP description template** shall be duly and exhaustively filled in for the INEA formal evaluation.

It will be therefore **impossible to include incomplete IP descriptions in the final SDM-coordinated proposal** to be submitted to INEA.

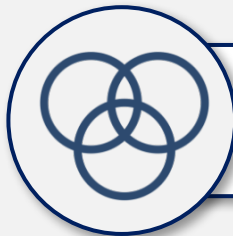
The following slides provide “**general principles**” for the IP description preparation aiming at:



Ensuring **compliance with the formal requisites** for the project proposals submission



Facilitating **interactions with the SDM** (both in the proposal preparation and for reporting)



Guaranteeing **consistency across all IPs** presented within the same proposal






Allowing **effective monitoring** by the SDM **during the execution** of the Action



# Zoom on IP description

## Technical Aspects – Point of Contacts

- 3 main PoCs are requested:

Project Manager	Financial PoC	Administrative PoC
 <p>Person in charge of the overall project preparation and coordination</p>	 <p>Person in charge of the budget and other financial matters</p>	 <p>Person in charge of all administrative/ bureaucratic matters</p>

- They can be the **same person**, but it is highly advisable to indicate **3 different PoCs** in light of the specificity of their duties
- In addition, it is requested to include **alternate PoCs** to ensure immediate responsiveness to interactions with SDM at any stage of project lifecycle, especially in light of day-to-day monitoring

- For each of them it is necessary to indicate:

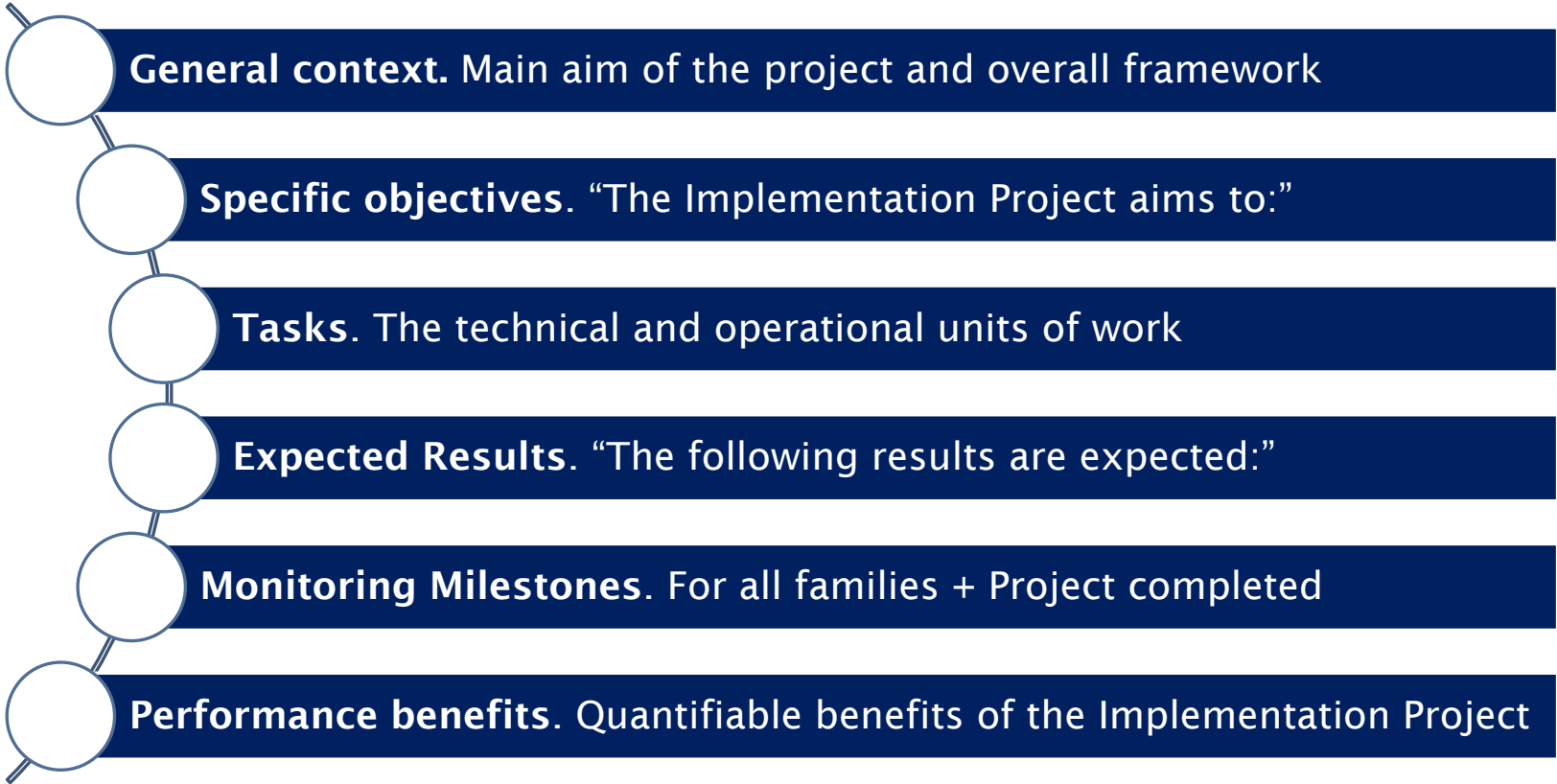
 <p><b>Name and surname</b> (without titles, e.g. Dr./Mr./Mrs./etc.)</p>	 <p><b>E-mail address</b></p>	 <p><b>Phone number</b></p>
---	--	--



# Zoom on IP description

## Technical Aspects – Project description

- The **project description** should provide an high-level overview of the IP with all necessary information for a complete evaluation of the project
- The structure of the project description should be:

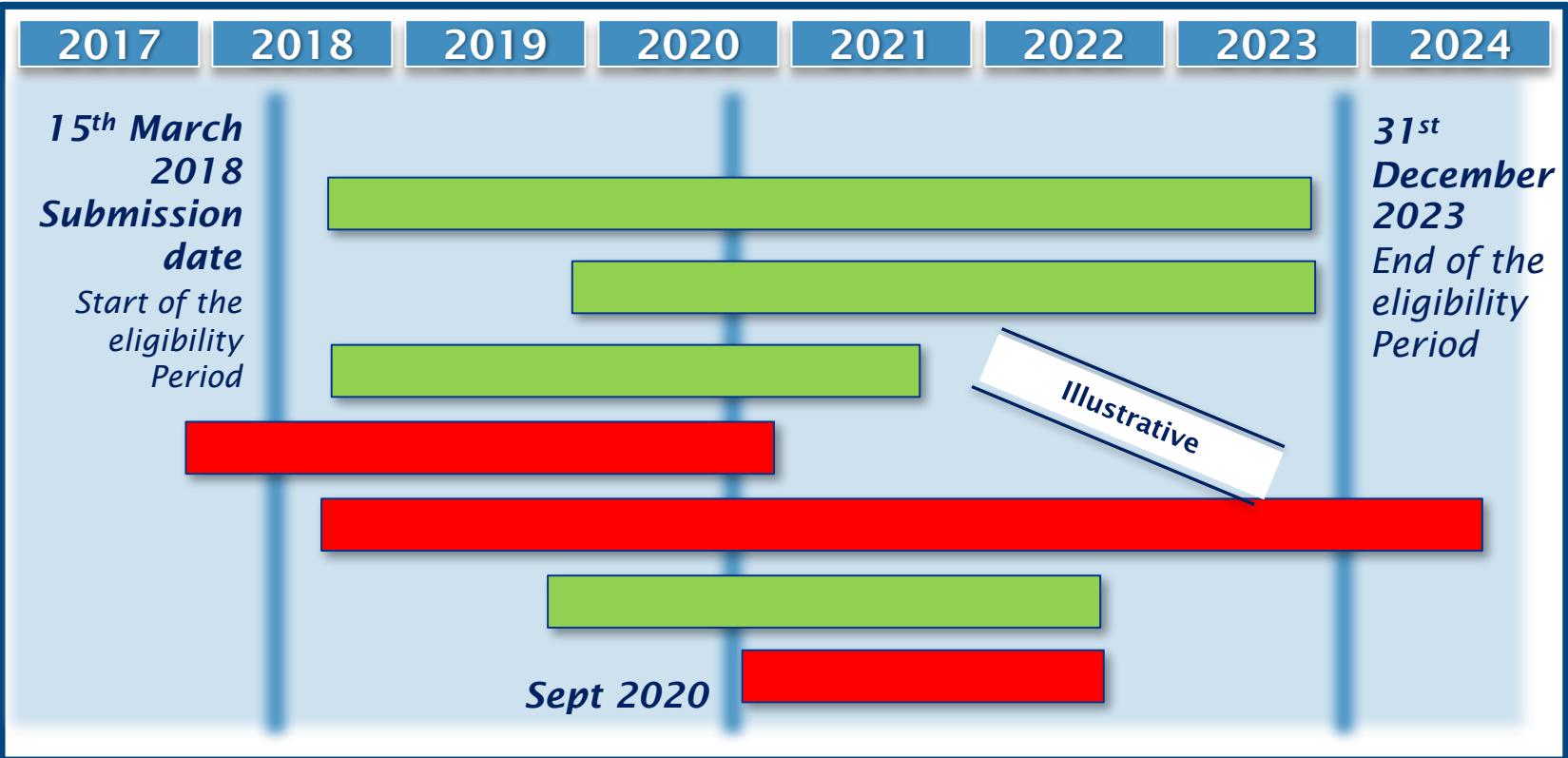




# Zoom on IP description

## Technical Aspects – Project start and end date (1/2)

- The **eligibility period of the CEF Call 2017** spans from the submission date until 31<sup>st</sup> December 2023. No project can outlast this specific timeframe



- It should be highlighted that it will not be possible to include in the SDM-coordinated proposals those projects whose start date is within eighteen months after the closure of the Call.

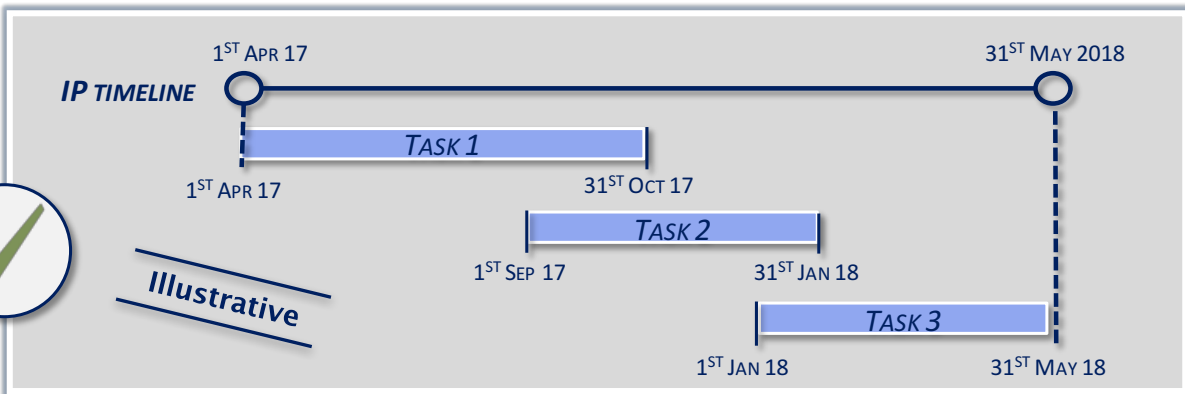


# Zoom on IP description

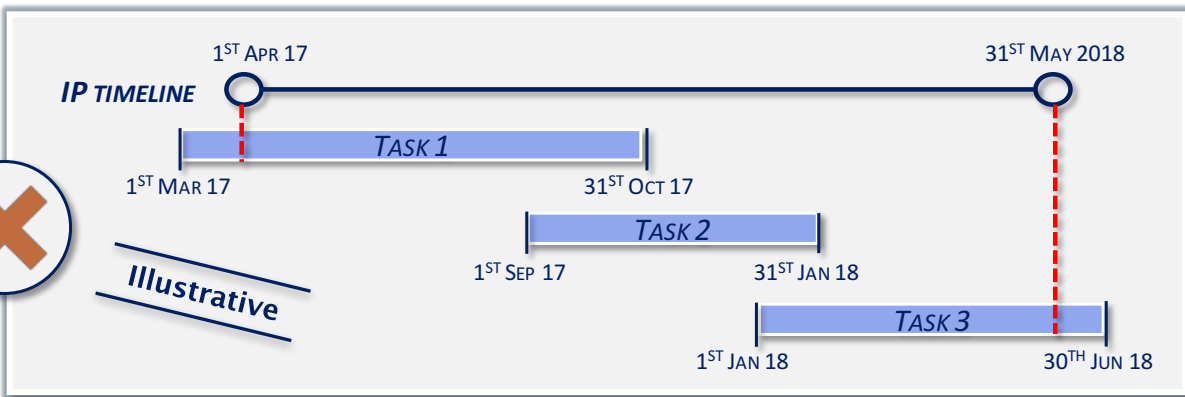
## Technical Aspects – Project start and end date (2/2)

*Full alignment between the project's structure (for instance in terms of tasks, milestones, deliverables and costs) and the project timeframe as a whole shall always be granted*

- The **project start date** should correspond to the **start date of the first task\***



- The **project end date** should correspond to the **end date of the last task\***



*For the same reason, both the start and the end date foreseen for Tasks, Milestones, Deliverables and Costs, shall always be set within the project timeframe.*



# Zoom on IP description

## Technical Aspects – Project Gantt chart/WBS

- The Gantt chart and/or the WBS of the project should be **fully consistent** with the project technical description in terms of:
  - ✓ **Structure of the project:** e.g. preparatory tasks, consequentiality/links among project activities, etc.
  - ✓ Number of tasks/milestones/deliverables, etc.
  - ✓ **Project duration:** e.g. the timescale stemming from the project description should be the same as the one emerging from the Gantt chart
  - ✓ Responsible units within the organisation: they should be the same as in the WBS

Providing a coherent Gantt chart/WBS is key to:

- Guarantee the internal consistency of IP description
- Prevent further interactions during the proposal preparation in order to refine this part of the project description
- Set the way for an efficient monitoring of the project by the SDM during the execution phase





# Zoom on IP description

## Technical Aspects – Project Tasks

- The tasks should represent the IP's **technical and operational aspects** in an exhaustive way
- Each task should be accompanied by a clear description and include information on associated milestones, deliverables and costs

### Description

The **description** of each Task should include *inter alia*:

- Activities to be performed within the Task, (i.e. implement, execute, perform...)



### Milestones/Deliverables

At least **one key milestone/key deliverable** should be associated to each task, in order to allow an effective accomplishment of the task objectives



### Costs

At least **one cost** should be associated to each task (HR, travel, procurement, investment and/or other costs)





# Zoom on IP description

## Technical Aspects – Milestones

- Two types of **milestones** should be included in the project planning:

### Milestones



#### “Key milestones”

Milestones that are *specific* to the project



#### “Monitoring milestones”

Milestones aiming at *supporting the monitoring activities* during the implementation phase

- Key milestones” are always linked to a specific task. “Monitoring milestones” will be automatically displayed once the Family is chosen and will need to be filled in with the relevant dates

#### For all Families

Monitoring milestones that are valid for all projects, regardless their specific AF/Family

#### Family-specific

Additional monitoring milestones identified on the basis of the specific Family

- Each milestone (M) and Monitoring Milestone (MM) should be numbered according to the linked task, as follow:

Number of the associated task ← ①.① → Progressive number of the Milestone\*

\*i.e. Monitoring Milestone 2 linked to task 1 should be numbered as MM 1.2 - ...  
Key Milestone 2 linked to task 1 should be numbered as M1.2 - ...



# Zoom on IP description

## Technical Aspects – Deliverables

- Two types of **milestones** should be included in the project planning:

### *Deliverables*

- Each **deliverable** should be linked to a specific task
- Each deliverable (D) should be numbered according to the linked task as follow:

*Number of the associated task* ← 0.1 → *Progressive number of the deliverable\**

- For the elaboration of each deliverable, both a **start** and an **end date** should be specified
- At least **one key milestone** and/or **one deliverable** should be associated to **each task**



\*i.e. Deliverable 2 linked to task 1 should be numbered as D 1.2



# Zoom on IP description

## Technical Aspects – Risks and Mitigation Actions

- ▶ **Risks** shall be identified **before the project start**, on the basis of a preliminary evaluation of potential elements of uncertainty/complexity and externalities
- ▶ **At least one risk** per project should be identified, so as to allow a **proactive monitoring** of potential elements that might impact on the project execution
- ▶ A relevant **mitigation action** should be associated to each risk, describing the possible solutions/initiatives for the mitigation of the risk
- ▶ During the **project's execution phase**, the list of the risks could be however **integrated and complemented**, on the basis of the deployment status, the evolution of the context, the political/institutional situation, etc



# Zoom on IP description

Technical Aspects – Items to monitor at each reporting period

- During the execution phase of the Action, each year is divided into **3 reporting periods**:



- For each reporting period, it is highly recommended to make sure that **at least one of the following items** are included in the project planning:





# Zoom on IP description

## Technical Aspects – Overview on SDM monitoring

- The SDM is in charge of **monitoring the execution of IPs awarded** following the submission of CEF Transport Calls for proposals
- **Two main typologies** of monitoring are performed by the SDM (at specific “**monitoring gates**” and through “**continuous interactions**” with the Implementing Partners)
- Adherence to the main principles presented in the previous slides will facilitate the monitoring activities (SDM) and the reporting on projects (Implementing Partners)

DP MONITORING PROCESS		
TYPOLGY OF MONITORING	MONITORING AT SPECIFIC “MONITORING GATES”	MONITORING THROUGH “CONTINUOUS INTERACTIONS” BETWEEN SDM AND IPPs
DESCRIPTION	Monitoring the implementation progress at <b>specific moments of the year</b> , collecting information and formalising them into a <b>comprehensive document</b> (DP Execution Progress Report)	Monitoring the implementation progress <b>throughout the year</b> , allowing a <b>continuous detection of misalignments</b> and anticipating possible discrepancies/risks/issues





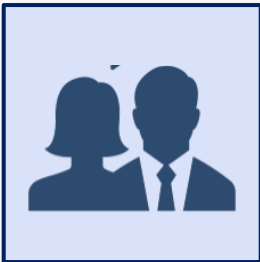
# Zoom on IP description

## Financial Aspects (1/2)

▶ For each organization participating to an IP, the following information shall be provided

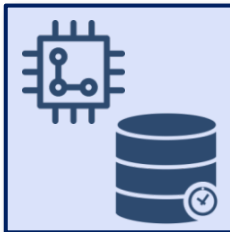
### HR COSTS

- FTEs
- TRAINING COSTS
- NON TRAINING COSTS
- TRAVEL COSTS



### PROCUREMENT AND INVESTMENT COSTS

- DESCRIPTION
- SUPPLIER
- PROCUREMENT PROCEDURE
- STATUS OF THE PROCUREMENT
- SIGNATURE DATE OF THE CONTRACT



### OTHER COSTS

- DESCRIPTION OF THE COSTS (AUDIT COSTS, CERTIFICATION COSTS, ETC.)



### OVERHEAD COSTS

OVERHEAD COSTS ARE NOT ELIGIBLE FOR FUNDING UNDER CEF FRAMEWORK



All yearly cost entries shall be associated to a specific task and to a specific contributor

**NB.** Only costs incurred between Submission Date and 31<sup>st</sup> December 2023 are eligible for CEF funding. All other cost entries will not be considered as part of the budget of the project

# Zoom on IP description

## Financial Aspects (2/2)



▶ For each task of the Implementation Project, a unique funding rate shall be selected

**50%**

*FOR STUDIES AND GROUND-BASED COMPONENTS OF THE SESAR SYSTEMS*

**20%**

*FOR ON-BOARD COMPONENTS OF THE SESAR SYSTEMS*

▶ Stakeholders shall also indicate all other sources of funding, choosing among:

- State budget
- Regional and local budget
- Applicant funds (including EIB loans)
- Other loans
- Other EU funds (ERDF, FPR)
- Public Private Partnerships
- Other sources



# Zoom on IP description

## Performance Impacts

KPA	Expert Judgement ("++", "+", "-")	Direct or Indirect impact ("D" or "I")	Prerequisite ? if yes : "P" for "xxx"	Area of expected benefits (ECAC, name of FAB, ICAO name of Airport)	Start date of Perf. (mm/yyyy)	Full Perf. Expected (mm/yyyy)	% of improvement	Rationale & Facts
<b>SAFETY</b>	Airport Ground Airport RunWay TMA EnRoute							
<b>CAPACITY</b>	Airport Ground Airport RunWay TMA EnRoute							
<b>ANS Cost Efficiency</b>	ATCOs Productivity Technology Cost reduction							
<b>Flight Efficiency in Time</b>	Airport Ground TMA EnRoute							
<b>Flight Efficiency in Fuel</b>	Airport Ground Airport RunWay TMA EnRoute							
<b>Predictability</b>								
<b>Resilience</b>								
<b>Others (Flexibility, Interoperability, Security...)</b>								
<b>Cost-Effectiveness</b>	<p>The main five cost-base components where particular contributions are expected – through enhanced ATCO Productivity and Technology cost reductions:</p> <p><b>ATCO Productivity</b> – increasing safe throughput for a given level of operational reourcing. This can be achieved by raising the number of flights that an individual controller can handle safely with the same workload, i.e. reducing the workload per flight. This can drive a reduced requirement for controllers and operational support staff (for a given level of traffic) as fewer sectors / control positions need to be opened in order to handle the traffic.</p> <p><b>Technology related Costs</b> – these are considered to comprise operational engineering staff costs, system-related capital and operating costs as well as training costs. Training costs could equally be considered to be related to "productivity", but are classified under Technology costs to retain a clearer operational focus for ATCO Productivity.</p> <p>*ATCO-Hour Productivity: *IFR Flights (en-route) per ATCO hour duty *IFR flight hours per ATCO hour on duty *IFR movements per ATCO hour on duty</p>							
<b>Resilience</b>				% loss of Airport Capacity % loss of Airspace Capacity Time to recover from non normal to normal condition				RES1 RES2
<b>ANS Cost Efficiency</b>				Fit hour per ATCO on duty Technology Cost Reduction Direct G2 ANS Cost per ft		EnRoute DUC (Determined Unit Cost) Terminal DUC		COS1 COS2 COS3
<b>Predictability</b>				Improves capacity KPA, so see KPIs in Capacity		G2G Variability		

Abbreviation
SAF1
SAF2
SAF3
SAF4
CAP1
CAP2
CAP3
CAP4
CAP5
CAP6
CAP7
CAP8
CAP9
CAP10
CAP11
CAP12
EFF1
EFF2
EFF3

Further information will be provided during the Zoom on Performance



# Zoom on IP description

## Other Impacts

### Social and Economic Impact

*FINDINGS AND RESULTS FROM THE SOCIO-ECONOMIC ANALYSIS ASSOCIATED TO THE IMPLEMENTATION PROJECT*

### Regional / Local Development

*POSITIVE AND NEGATIVE IMPACTS ON REGIONAL AND LOCAL DEVELOPMENT (INCL. NEIGHBOURING REGIONS)*

### Impact on Competition

*POSITIVE OR NEGATIVE IMPACTS ON REGIONAL AND NATIONAL COMPETITION*

### Approval of the IP

*CLARIFICATION ON THE STATUS OF ANY NECESSARY APPROVAL LEADING TO THE BEGINNING OF THE PROJECT*

### Political commitments to the IP

*DESCRIPTION OF EXISTING POLITICAL COMMITMENTS (GOVERNMENT DECISIONS, NATIONAL PLANS, ETC.)*

### Public Consultation

*PUBLIC CONSULTATION ALREADY CARRIED OUT OR TO BE CARRIED OUT (STAKEHOLDERS INVOLVEMENT)*

### Readiness / Maturity of the IP

*STATE OF PREPARATION OF THE IMPLEMENTATION (SIGNED CONTRACTS, ALREADY STARTING, ETC.)*

### Building Permits

*IF NEEDED, SPECIFY THE AVAILABILITY OF THE NEEDED BUILDING PERMITS TO PROCEED WITH THE PROJECT*

### Traffic Management, Congestion, etc.

*POSITIVE AND NEGATIVE IMPACT ON TRAFFIC MANAGEMENT, CONGESTION, MODAL SPLIT, ETC.*

### Impact on Environment

*RESULTS AND CONCLUSIONS OF ANY ENVIRONMENTAL ASSESSMENT CONDUCTED IN ASSOCIATION WITH THE IP*

# Zoom on IP Performance Aspects

**Antoine Hottelart**

Head of Performance and Financial Sustainability

# Zoom on IP Performance Aspects

## SDM will conduct the following performance analyses



## Data to be provided to SDM in Performance Grid (STAR Tool)

Quantitative Performance Improvements	Qualitative Performance Improvements
<div>1. Savings linked to DUC1 for En-Route &amp; Terminal ANS Unit costs</div> <div>2. Airport ATFM Delay</div> <div>3. En-Route ATFM Delay</div> <div>4. Cancellations</div> <div>5. ATC Delay</div> <div>6. ASMA Times (unimpeded/additional)</div> <div>7. Taxi-in Time (unimpeded/additional)</div> <div>8. Taxi-out Time (unimpeded/additional)</div> <div>9. Minutes related to fuel reduction</div> <div>10.Savings linked to fuel consumption</div> <div>11.Savings linked to CO2 reduction</div>	<div>1. Noise reduction<ul style="list-style-type: none"><li>• i.e. affected number of people</li></ul></div> <div>2. Additional revenues due to higher capacity<ul style="list-style-type: none"><li>• i.e. slots</li></ul></div> <div>3. Other social economic impact<ul style="list-style-type: none"><li>• i.e. new jobs, reputation in industry leadership, ranking and awards of airports</li></ul></div> <div>4. Other project specific impacts</div>

## Supporting Documents





# Zoom on IP Performance Aspects

CEA – What's behind?

## Cost Effectiveness Analysis CEA

Cost Effectiveness Analysis aims at measuring **how much every IP costs fit within the overall cost envelope.**

The methodology allows **assessing if the cost of a project is proportionate to the benefits expected from this project in the framework of PCP implementation.**



In order to assess the **Effectiveness (E)** of a project, its **Cost of project (CP)**, as provided by the implementing partner, is compared to the **Gap Reference Cost (GRC)** of the gap in the DP that the project contributes to cover, multiplied by a certain percentage which is called the **Gap Coverage (GC)**.

The formula applies:

$$E = GRC * \frac{GC}{CP}$$

It must be noted that the basis for every calculation remains the initial PCP CBA.

# Zoom on IP Performance Aspects

Stepwise approach to estimate E

## CUMULATED GAP BENEFIT (CGB)

This gap benefits is performed for each gap



## GAP REFERENCE COST (GRC)

The GRC is the maximum budget available to close the gap while complying with PCP CBA:

GRC of each gap = Total cost of the AF (as provided by PCP CBA) x CGB of the Gap / CGB of the AF



## GAP COVERAGE (GC)

percentage by which the thread closes the gap (collegial experts' judgment at SDM level - between 20% and 100%. )



## COST-EFFECTIVENESS INDICATOR (E)

$$E = \text{GRC} \times \frac{\text{GC}}{\text{CP}}$$

CP = Cost of Project

### MATHEMATICAL INTERPRETATION

- If  $E = 1$  : the cost for closing the gap equals the expected contribution to benefits. Cost effectiveness is aligned with PCP CBA.
- If  $E < 1$  : sub-effective, because costs for closing the gap are above the expected contribution to benefits
- If  $E > 1$  : over-effective, because costs for closing the gap are below the expected contribution to benefits

# Zoom on IP Performance Aspects

## Classification by Family

- The more a project is assessed as cost effective, the more it contributes to implement the PCP within the boundaries of the CBA envelope that supported its adoption as a Regulation
- Despite individual assessment of the candidate projects, the CEA results are provided at the level of “groupings of IPs” (e.g. priority families, DLS capabilities, non-priority families...)
- However, if it appears that some IPs are significantly less cost effective than the others in the same group, those IPs are identified for the sake of transparency.

# Zoom on IP Performance Aspects

Submitting a new Project



**In case of questions don't hesitate to  
contact SDM PFS team, which is  
pleased to support you.**

# Questions & Answers

# Next Steps

**Paola Di Giovanni**  
FPA Coordination Manager



# Next Steps

## Assessment and Evaluation Process



INEA, supported by independent technical experts, carries out a series of preliminary checks on specific requirements and criteria:

- **Admissibility requirements:** *a)* electronic submission; *b)* respect of deadline for submission; *c)* completeness (Part A+B+C+D); *d)* signature by Applicants
- **Eligibility criteria** (Section 6 – Annex I of Multi-annual work-programme): *a)* criteria for eligibility of Applicants; *b)* criteria for eligibility of Actions
- **Selection criteria** (Section 7 – Annex I of Multi-annual work-programme): *a)* financial capacity; *b)* operational capacity
- **Compliance with EU legislation:** Proposals will be requested to demonstrate their compliance with the EU law and policy

Admissible proposals are evaluated against the **award criteria** (Section 8 – Annex I of Multi-annual work-programme):

- |  |  |  |   |
|--|--|--|---|
|  | <b>Relevance:</b> contribution of the proposed Action to the TEN-T priorities, the funding priorities and the specific priorities and objectives |  | <b>Maturity:</b> state of preparation of the proposed Action and the readiness to start the implementation of the proposed activities |
|  | <b>Impact:</b> expected effect of the EU financial support on a financial viability of an economically and socially desirable investment         |  | <b>Quality:</b> soundness of the proposed Action and overall coherence  |

# Next Steps

## INEA Timeline from the Call publication to the Signature of the Grant Agreement



Indicative call timeline	Date
Call Opening	6 October 2017
<b>Deadline for Submission</b>	<b>15 March 2018 (17:00:00 Brussels time)</b>
Evaluation of proposals	March/May 2018 ( <i>indicative</i> )
Consultation of the CEF Coordination Committee / Information to the European Parliament	June 2018 ( <i>indicative</i> )
Adoption of the Selection Decision	July 2018 ( <i>indicative</i> )
Preparation and signature of individual grant agreements	As of August 2018 ( <i>indicative</i> )

**Illustrative**

*Extract from: 2017 CEF Transport SESAR call for proposals – INEA – website page dated 17<sup>th</sup> of October 2017*

# Next Steps

## Assessment and evaluation process – Focus

Indicative call timeline	Date
Call Opening	6 October 2017
<b>Deadline for Submission</b>	<b>15 March 2018</b> (17:00:00 Brussels time)
Evaluation of proposals	March/May 2018 <i>(indicative)</i>
Consultation of the CEF Coordination Committee / Information to the European Parliament	June 2018 <i>(indicative)</i>
Adoption of the Selection Decision	July 2018 <i>(indicative)</i>
Preparation and signature of individual grant agreements	As of August 2018 <i>(indicative)</i>

Illustrative



## Principles

### Objectivity

- Eligible, selection and award criteria clearly defined in the work programme and the call for proposals

### Equal treatment

- All proposals evaluated against the same criteria
- No preferential treatment to any applicant

### Transparency

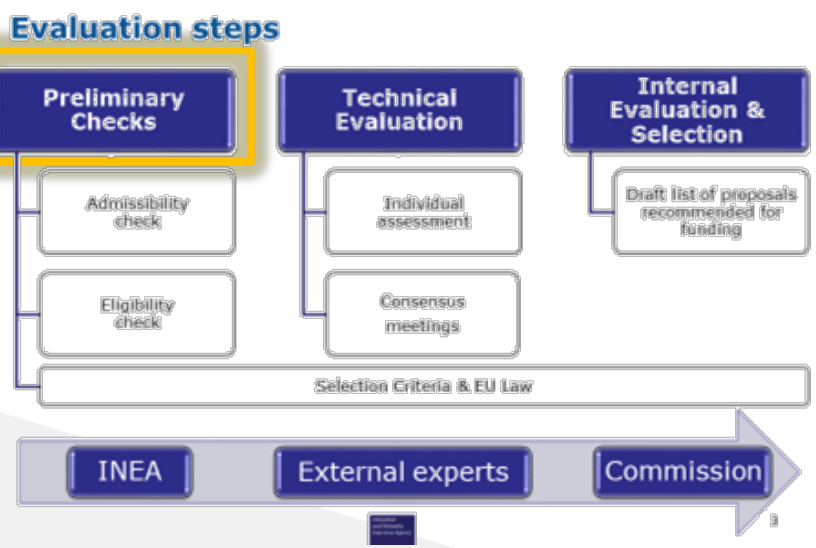
- Adequate feedback to applicants on the outcomes of the evaluation

# Next Steps

## Assessment and evaluation process – Focus

Indicative call timeline	Date
Call Opening	6 October 2017
Deadline for Submission	15 March 2018 (17:00:00 Brussels time)
Evaluation of proposals	March/May 2018 <i>(indicative)</i>
Consultation of the CEF Coordination Committee / Information to the European Parliament	June 2018 <i>(indicative)</i>
Adoption of the Selection Decision	July 2018 <i>(indicative)</i>
Preparation and signature of individual grant agreements	As of August 2018 <i>(indicative)</i>

**Illustrative**



### Admissibility Check

- Proposal submitted **electronically** in TENtec
- Proposal submitted on **time**
- Complete Proposal
- Proposal **signed** by all applicants



### Eligibility Check

- **Eligibility of Applicants**
  - Member States
  - Other Applicants with MS agreement
- **Eligibility of Action**
  - IPs of Common Interest
  - Call-specific criteria
  - Priority-specific criteria

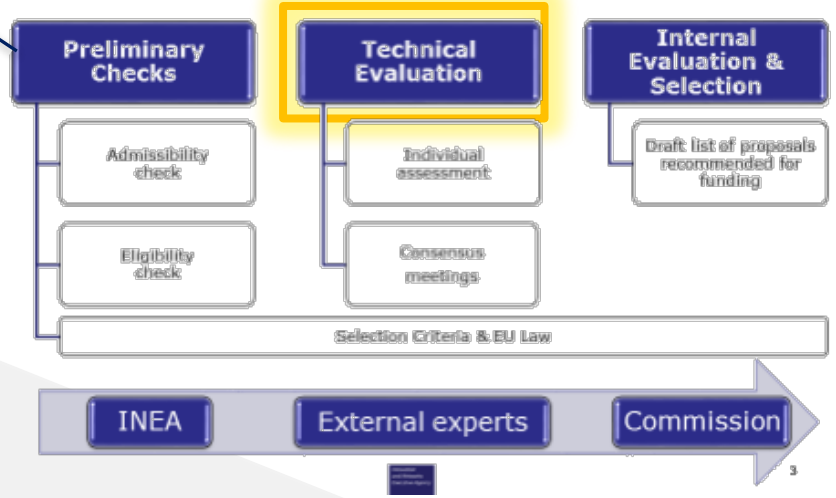
# Next Steps

## Assessment and evaluation process – Focus

Indicative call timeline	Date
Call Opening	6 October 2017
Deadline for Submission	15 March 2018 (17:00:00 Brussels time)
Evaluation of proposals	March/May 2018 (indicative)
Consultation of the CEF Coordination Committee / Information to the European Parliament	June 2018 (indicative)
Adoption of the Selection Decision	July 2018 (indicative)
Preparation and signature of individual grant agreements	As of August 2018 (indicative)

Illustrative

### Evaluation steps



### Technical Evaluation

- Technical Evaluation performed by **External Independent Experts**
- External experts provide **technical support** on the submitted proposals
- Each proposal is **assessed independently** by at least three experts
- Experts evaluate on the basis of the **information included in the application and against the defined award criteria:**



Relevance



Maturity



Quality







Impact

# Next Steps

Assessment and evaluation process – Focus on the Awarded Criteria

In order to **comply with the requirements of technical evaluator**, it is strongly recommended to keep in mind the following four aspects during the **preparation of the Implementation Project Description**

 <b>Relevance</b>	 <b>Maturity</b>
<b>Make the description Relevant:</b> <ul style="list-style-type: none"><li>✓ Motivating the feature of your project</li><li>✓ Supporting your statements with qualitative/quantitative data</li></ul>	<b>Demonstrate the Maturity of the project:</b> <ul style="list-style-type: none"><li>✓ Explaining the readiness to be implemented of the project;</li><li>✓ Evidencing the low uncertainty/risk about the start of the Project</li></ul>
 <b>Impact</b>	 <b>Quality</b>
<b>Explain the Impact of the project:</b> <ul style="list-style-type: none"><li>✓ Evidencing the impact provided by the CEF Transport funding;</li><li>✓ Explaining positive socio-economic, climate and environment effects of the project</li></ul>	<b>Improve the Quality of the project description:</b> <ul style="list-style-type: none"><li>✓ Demonstrate that the description is sound;</li><li>✓ Check the completeness and clearness of the description</li></ul>

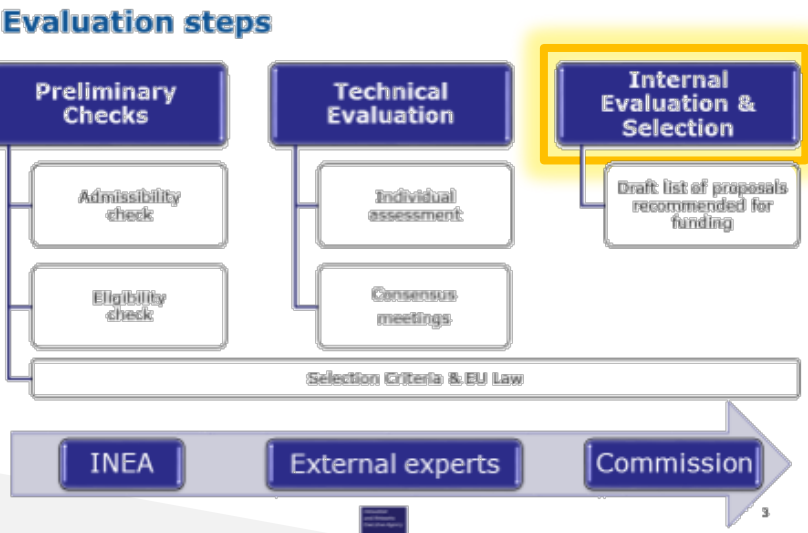


# Next Steps

## Assessment and evaluation process – Focus

Indicative call timeline	Date
Call Opening	6 October 2017
Deadline for Submission	15 March 2018 (17:00:00 Brussels time)
Evaluation of proposals	March/May 2018 <i>(indicative)</i>
Consultation of the CEF Coordination Committee / Information to the European Parliament	June 2018 <i>(indicative)</i>
Adoption of the Selection Decision	July 2018 <i>(indicative)</i>
Preparation and signature of individual grant agreements	As of August 2018 <i>(indicative)</i>

Illustrative



### Internal Evaluation



### Draft list of proposals recommended for funding

# Next Steps

Assessment and evaluation process – Focus

Indicative call timeline	Date
Call Opening	6 October 2017
<b>Deadline for Submission</b>	<b>15 March 2018</b> <b>(17:00:00 Brussels time)</b>
Evaluation of proposals	March/May 2018 <i>(indicative)</i>
Consultation of the CEF Coordination Committee / Information to the European Parliament	June 2018 <i>(indicative)</i>
Adoption of the Selection Decision	July 2018 <i>(indicative)</i>
Preparation and signature of individual grant agreements	As of August 2018 <i>(indicative)</i>

Illustrative

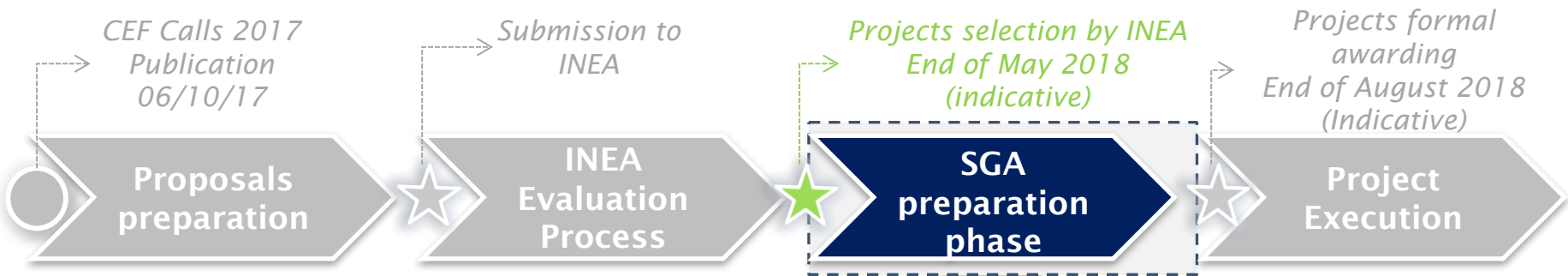
## Final Selection decision



# Next Steps

## SGA Preparation Phase

The **Specific Grant Agreement (SGA)** preparation phase starts after the publication of the INEA selection results (on the basis of the outcomes of the CEF Financial Committee) and will last until the Specific Grant Agreement signature



### Objectives

- Align **technical/financial contents** of the proposal according to the results of the evaluation process and indications received from INEA/EC
- Finalize **administrative/contractual aspects** (e.g. Mandates, Accession to ICA, etc.)
- Allow the **Specific Grant Agreement (SGA) signature**, and all its prerequisites)

### Main Areas



- **Administrative/Contractual** (e.g. Declaration status quo, bank details, mandates, etc.)



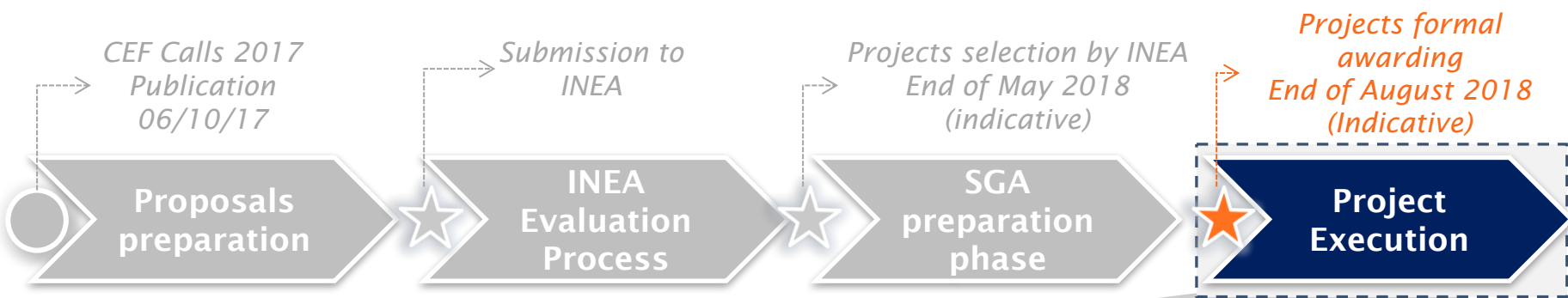
- **Technical** (e.g. Action Structure Implementation project details, etc.)



- **Financial** (e.g. Budget of the Action)

# Next Steps

## Project Execution



**SESAR**  
DEPLOYMENT MANAGER

**LET'S DELIVER TOGETHER**

time	airline	flight no	gate	remarks
13.25	RHODES	OA 2471	D05	
13.35	MUNICH	EN 124	B10	WIDE SCREEN INFO INFORMATION BUL 10
13.40	GENEVE	A 122	B11	
13.45	PARIS	AF 119	B66	
13.55	ROME	IG 13278	A50	WIDE SCREEN INFO SPECIAL FLIGHT 10
14.00	SPS	AZ 46711	A14	ATTEND: PASSENGER BOARDING PASSION
14.10	FLD	IB 2561	C33	
14.16	TINIS	TU 4442	D26	
14.25	ZURICH	LX 8910	B47	

# Questions & Answers



# Workshops on how to fill in draft IP Description

**François-Xavier Prach**

Senior Expert  
Planning & Realisation

**Ramon Raposo Vidal**

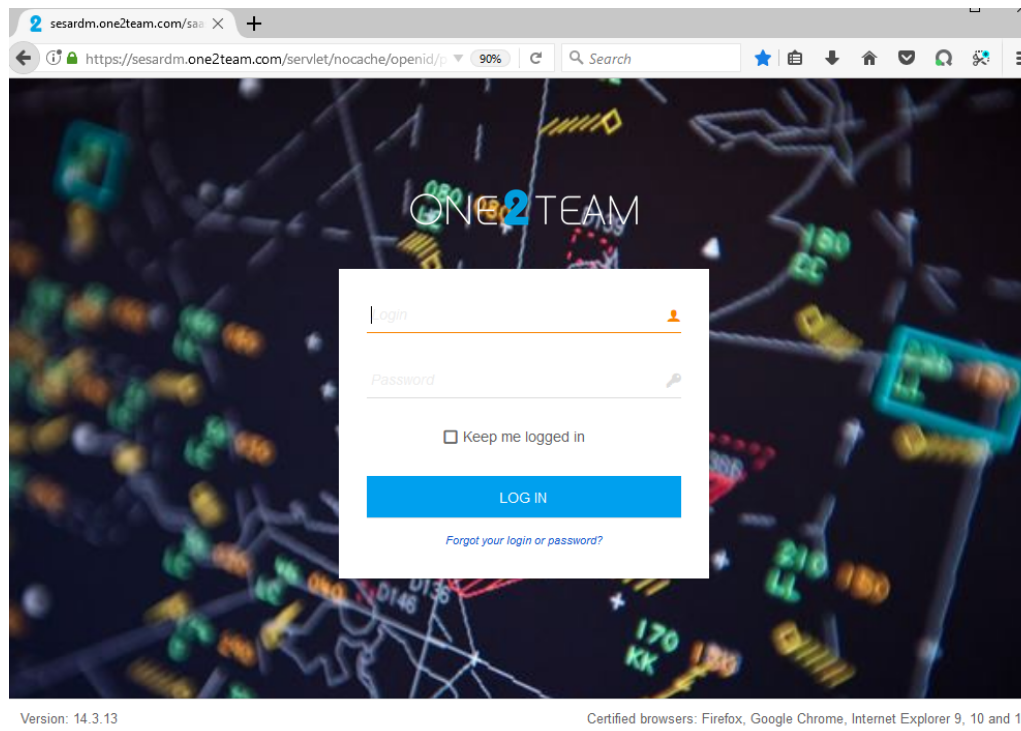
Senior Expert  
DP Synchronisation & Coordination



# STAR Introduction

## Log-in (1/2)

- STAR is a collaborative database tool for managing the implementation of the Deployment Programme (DP) with the collaboration of all stakeholders.
- It is accessible in real time, through the web.
- Depending on your role and access rights you have access to focused or consolidated information regarding your proposals, or if you already have IPs funded through previous SGAs to all of your Implementation Projects.

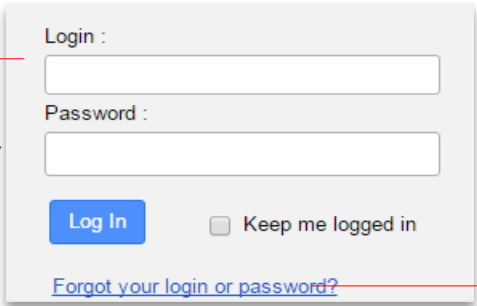


# STAR Introduction

## Log-in (2/2)

- To be able to log in to STAR you must have a user account set up in your name. To enable this, a request with the following information should have been sent to STAR Support: First Name, Last name, Position or role, Email address, contact phone number, Location City and Country and Organisation
- If this is your first connection and you do not have login and/or password yet, please click on « Forgot your login and password », then choose to renew your password. An email will be sent to your mailbox with a link allowing you to set your password.

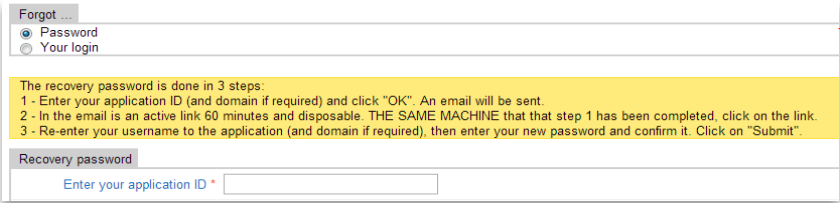
**1**  
**Connecting to STAR**  
In your browser, log on to <https://sesardm.one2team.com/> and enter your Login and Password



The screenshot shows a login interface with two input fields: 'Login :' and 'Password :'. Below the 'Login :' field is a blue 'Log In' button. To the right of the 'Log In' button is a checkbox labeled 'Keep me logged in'. At the bottom of the form is a blue link that says 'Forgot your login or password?'.

**Forgot login or password**  
Click on this link if you have forgotten your username and password, or if it is your first connection

**2**



The screenshot shows a 'Forgot Password' recovery process. It starts with a 'Forgot ...' dropdown menu with 'Password' selected. Below this is a yellow box containing three steps: 1 - Enter your application ID (and domain if required) and click "OK". An email will be sent. 2 - In the email is an active link 60 minutes and disposable. THE SAME MACHINE that that step 1 has been completed, click on the link. 3 - Re-enter your username to the application (and domain if required), then enter your new password and confirm it. Click on "Submit". Below the yellow box is a 'Recovery password' section with a label 'Enter your application ID \*' and an input field.

*Note: the email will invite you to reset your password. You will be able to log in again with the password you've just created*

**3**  
Enter your login ID to receive an email with new instructions in order to connect

# STAR Introduction

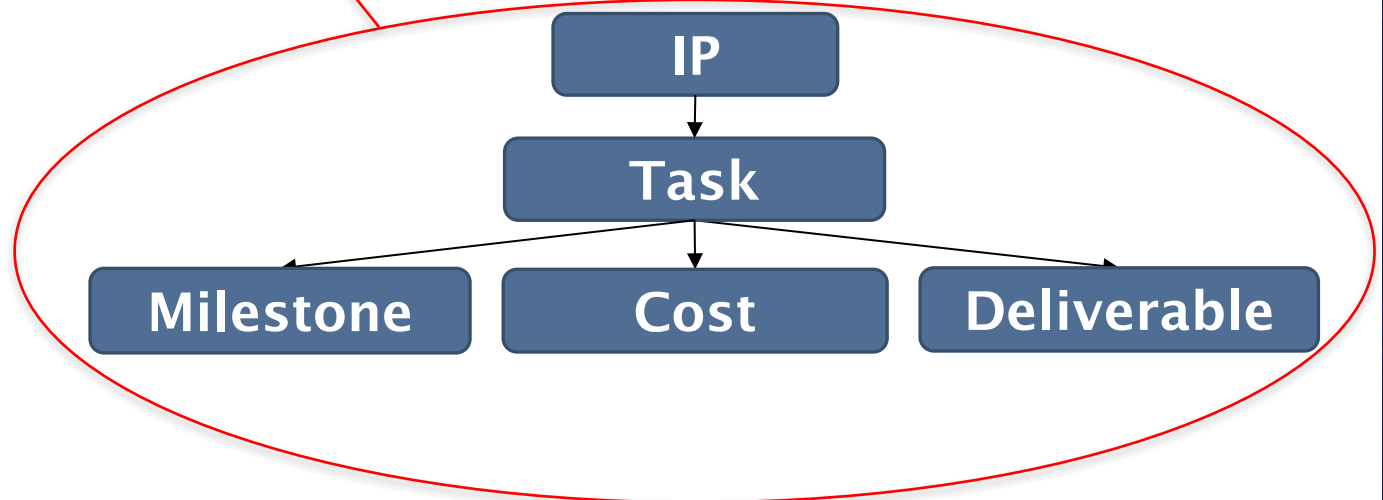
## Structure for IP Proposals

STAR – The system for gathering all IP Proposal Information and subsequent tracking of awarded projects progress both technically and with respect to eligible costs.



Each Stakeholder organisation will have its own IPP Call Preparation Space.

When a Participant creates an IP proposal. The information gathered within STAR for the proposal will be in the structure defined here.



# STAR Introduction

Using STAR for creating a new IP proposal

1

Select the right space

2

Select the IP tab

3

Select the « All IPs » Shared view  
This will list in the right part of the screen the list of IP proposals already created

4

Create a new IP Proposal  
By clicking on the « New ... » button

Reference number	Title	Contractual start date
2016_050_AF5	NATS Information Clients	07 Feb 17
2016_049_AF5	Service Operations Management	07 Feb 17

# STAR Introduction

## Using STAR for modifying an existing IP proposal (1/2)

Select an IP from the list provided by the “All IPs” Shared View (refer to slide #8) by clicking on its title. You will then see the screen below. Note:- If a field is not editable, it is either because the current user has not been granted the rights to do so, or because the field is automatically computed by STAR (e.g. Main AF).

1

Select the subtab you wish modify

2

Click on the MODIFY button

After modifying an IP Proposal, do not forget to click on the “Save” button which only appears after you click on the MODIFY button.

DSNA Call Preparation

DOCUMENTS IP MORE

Back Title: IP Proposal #1

IP overview IP additional information IP Restricted Info Comments [0] Perf. grid [1] Tasks [1] Milestones [0] Risks [0]

MODIFY

Reference number

Title IP Proposal #1

CEF Call Proposal state IP 1st to 2nd round - Publication of comments by SDM and Elaboration of proposal by OS

Proposal Status No

Main AF AF3 - Flexible ASM and Free Route

Main Sub AF S-AF 3.2 Free Route

Main family Family 3.2.4 - Implement Free Route Airspace

Full coverage of the Family implementation Yes

Project description -

Project Leader

Project Manager Contact

Financial PoC

Administrative PoC

Multi-Stakeholder Project No

Project Contributors

Contractual start date 15 Nov 16

Contractual end date 24 Oct 18

3

Click on the Back button to return to the previous object or list. In this example the user is brought back to the list of IP Proposals.

# STAR Introduction

## Using STAR for modifying an existing IP proposal (2/2)

- Following selection to Modify the IP Proposal, STAR will provide the IP Overview screen. Complete as many fields as possible within the tabs provided, taking care of the following:
- You will only be able to edit fields which you have permissions to edit. Some fields may be calculated by the system or must be completed by dropdown selection. Some other fields will only be editable during the execution of the IP (e.g. Actual Start Date)

1 All fields marked with a red Asterisk are mandatory fields and need to be completed before being able to save your changes

2 All fields marked with a link as shown can be linked to another object by selecting the link

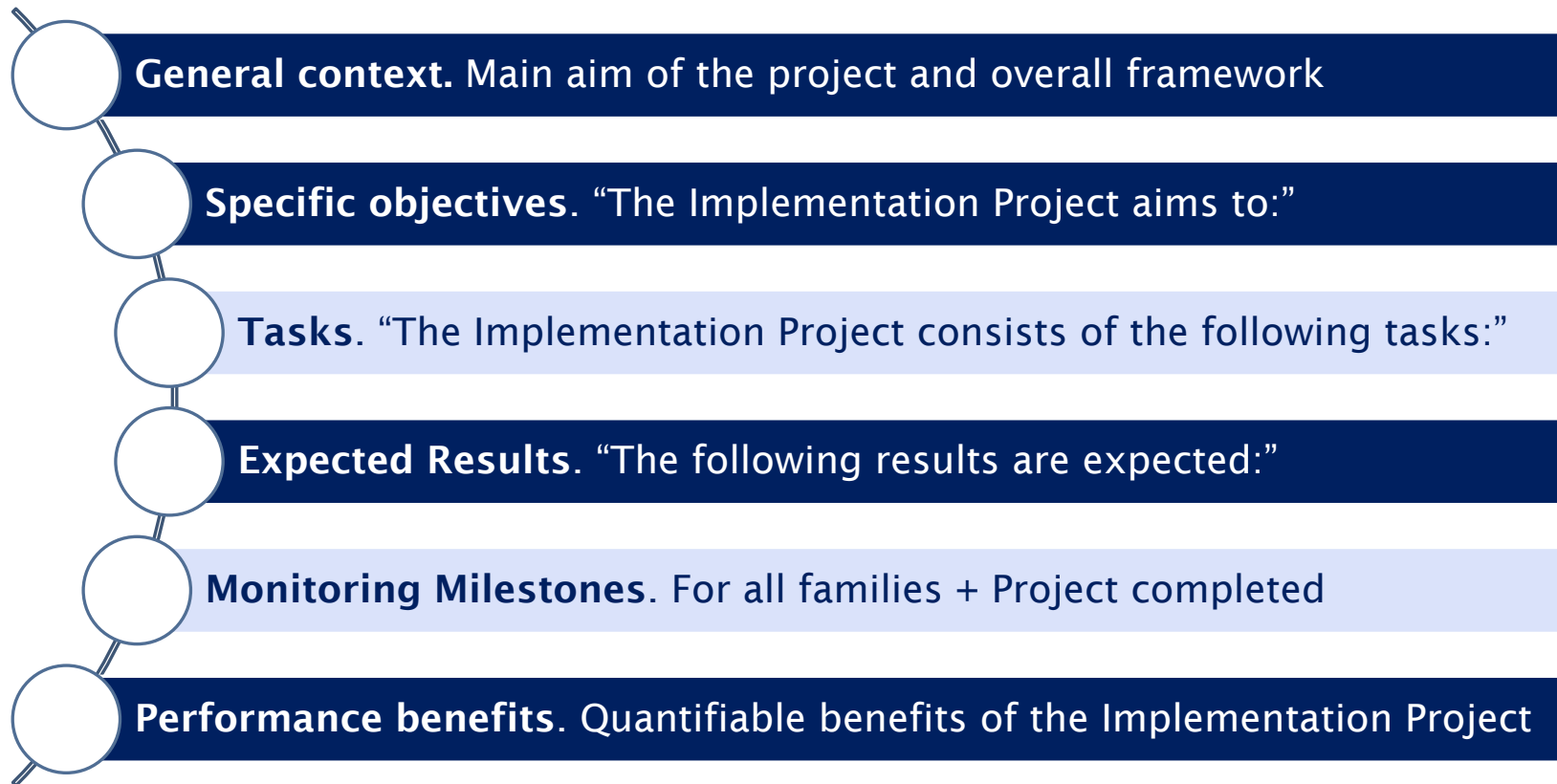
The screenshot displays the 'IP overview' tab in the STAR system. The interface includes a top navigation bar with a search field and a breadcrumb trail: 'Navigation history: ... > OO. All IPs > administration > OO. All IPs > This is a test proposal'. Below this is a 'DOCUMENTS' section with tabs for 'IP' (selected), 'SPACE EDITION', and 'MORE'. The main content area is titled 'Title: This is a test proposal' and contains a list of tabs: 'IP overview' (selected), 'IP additional information', 'IP Restricted Info', 'Comments', 'IP Analysis', 'DM Tracking', '[0] Linked objects', and '[0] Notifications'. A 'SAVE' button and a 'CANCEL' button are located below the tabs. The form fields include: 'Project Ref.' (text input), 'Title\*' (text input, marked with a red asterisk), 'Submit the IP' (dropdown menu, 'No' selected), 'CEF Call Year' (dropdown menu, '-' selected), 'CEF Call Proposal state' (dropdown menu, 'lol - Elaboration of proposal by OS' selected), 'Candidate IP Proposal' (dropdown menu, 'Yes' selected), 'Proposal ID' (text input), 'Cell Type' (dropdown menu, '-' selected), 'SGA name & year' (text input), 'SGA number' (dropdown menu, '-' selected), 'SDM view - IP foundation' (dropdown menu, 'IP Foundation 2014-2016' selected), 'Main AF' (text input), 'Main Sub AF' (text input), 'Main family' (text input with a link icon), and 'Full coverage of the Family implementation' (dropdown menu, '-' selected). Red lines from the numbered text blocks point to the 'Title\*' field and the 'Main family' field.



# Zoom on IP description

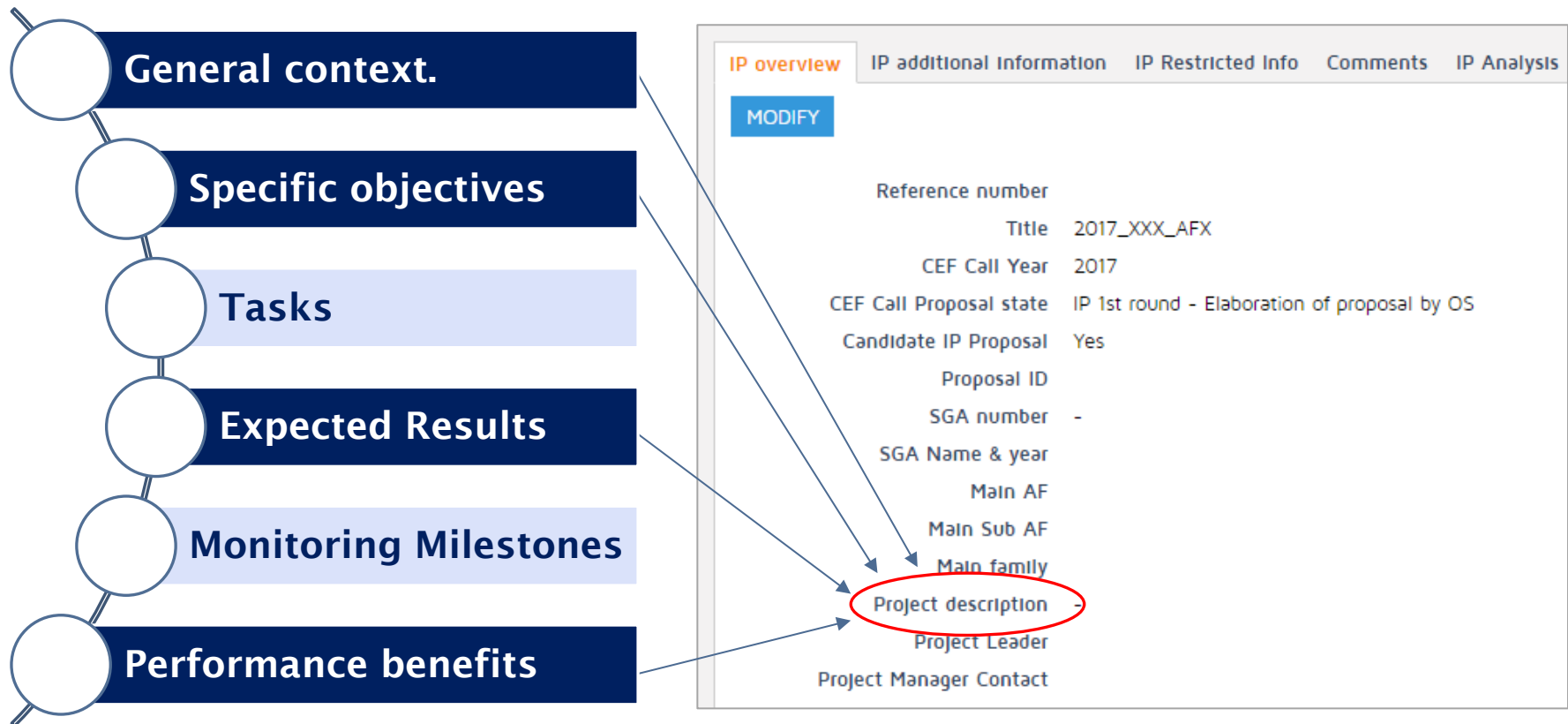
## Technical Aspects – Project description (1/6)

- In order to facilitate the assessment of your project proposal, a standardised technical description should be followed. This approach will also facilitate the next steps in the elaboration of the Action material if the proposal is awarded.
- The structure of this description will be:



# Zoom on IP description

## Technical Aspects – Project description (2/6)



# Zoom on IP description

## Technical Aspects – Project description (3/6)

General context.

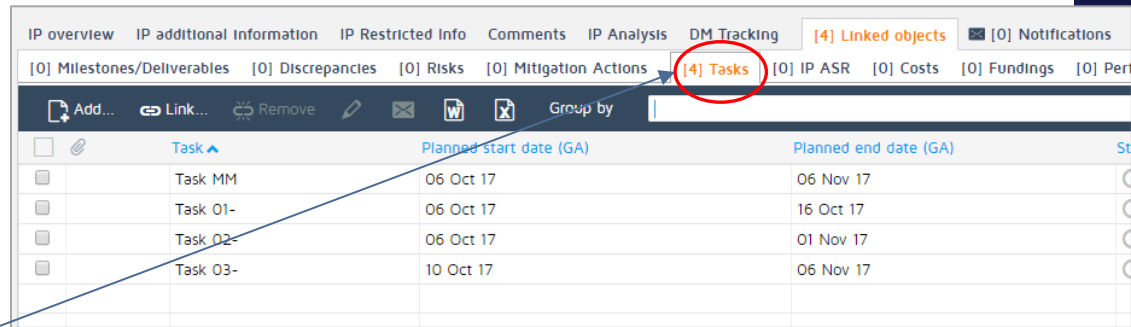
Specific objectives

Tasks

Expected Results

Monitoring Milestones

Performance benefits

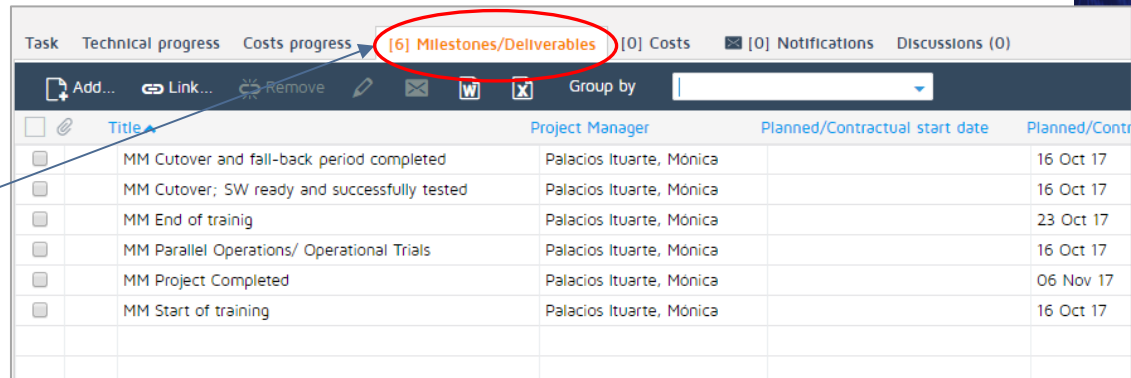


IP overview IP additional information IP Restricted Info Comments IP Analysis DM Tracking [4] Linked objects [0] Notifications

[0] Milestones/Deliverables [0] Discrepancies [0] Risks [0] Mitigation Actions [4] Tasks [0] IP ASR [0] Costs [0] Fundings [0] Per

Add... Link... Remove Group by

	Task	Planned start date (GA)	Planned end date (GA)
<input type="checkbox"/>	Task MM	06 Oct 17	06 Nov 17
<input type="checkbox"/>	Task O1-	06 Oct 17	16 Oct 17
<input type="checkbox"/>	Task O2-	06 Oct 17	01 Nov 17
<input type="checkbox"/>	Task O3-	10 Oct 17	06 Nov 17



Task Technical progress Costs progress [6] Milestones/Deliverables [0] Costs [0] Notifications Discussions (0)

Add... Link... Remove Group by

	Title	Project Manager	Planned/Contractual start date	Planned/Contr
<input type="checkbox"/>	MM Cutover and fall-back period completed	Palacios Ituarte, Mónica		16 Oct 17
<input type="checkbox"/>	MM Cutover; SW ready and successfully tested	Palacios Ituarte, Mónica		16 Oct 17
<input type="checkbox"/>	MM End of trainig	Palacios Ituarte, Mónica		23 Oct 17
<input type="checkbox"/>	MM Parallel Operations/ Operational Trials	Palacios Ituarte, Mónica		16 Oct 17
<input type="checkbox"/>	MM Project Completed	Palacios Ituarte, Mónica		06 Nov 17
<input type="checkbox"/>	MM Start of training	Palacios Ituarte, Mónica		16 Oct 17

# Zoom on IP description

## Technical Aspects – Project description (4/6)

- All the elements listed for the **project structure** should be described according to the following **principles**:

### Section 1: General Context

- Refer to the IP as the “Implementing Project”
- Clarify the general purpose of the IP.
- Check and report interdependencies among the IP and other project within the same Call or other Calls
- Expand all the acronyms when used for the first time

### Example

*The Implementation Project aims at ...*

*The Implementing Project focuses on the implementation of ...*

*In particular, the main activities performed are:...*

### Example

*The Implementation Project aims to:*

- *Identify...*
- *Define...*
- *Deploy...*
- *Ensure...*
- *Achieve...*
- *Update...*
- *etc.*

### Section 2: Specific Objectives

- Identify the specific objectives that the Implementing Projects aim to achieve.

# Zoom on IP description

## Technical Aspects – Project description (5/6)

### Section 3: Tasks

- Specify the name and the description of each task.
- Ensure consistency between the GANTT and the IP Description.

### Example

*The Implementation project consists of the following tasks:*

- Task 01 - ...
- Task 02 - ...
- Task n - ...

### Example

*The following results are expected:*

- ..... are identified
- ..... are defined
- ..... are upgraded/deployed
- Transition from.....to....
- Harmonisation and interoperability between...

### Section 4: Expected Results

- Specify the expected results of the Implementing Project.

# Zoom on IP description

## Technical Aspects – Project description (6/6)

### Section 5: Monitoring Milestones

- Input the “Planned/Contractual completion date” for each monitoring milestone of the Implementing Project, both the Family specific and the General ones.
- The MM “Project Completed” must have the same end date as the Implementing Project.

### Example

*The general milestones for measuring the achievement of the expected results are:*

-MM Start of training	XX/XX/XXXX
-MM End of training	XX/XX/XXXX
-MM Parallel Operations/ Operational Trials	XX/XX/XXXX
-MM Cutover; SW ready and Successfully tested	XX/XX/XXXX
-MM Cutover and fall-back period completed	XX/XX/XXXX
-MM Project Completed	XX/XX/XXXX

### Example

*Improved performance and increased capacity of...%*

*[...]*

*Improvement of Safety En Route, Capacity En Route,  
ANS Cost Efficiency En Route, Flight Efficiency in Time,  
Flight Efficiency in Fuel by ...%*

*[...]*

*The implementation of Datalink using multifrequency  
will reduce costs due to ..... By ....%*

### Section 6: Performance Benefit

- Specify the benefit in terms of Performance which come from the deployment of the Implementing Project.
- Support the description with quantitative data



# Questions & Answers

# Closure of the meeting

**Nicolas Warinsko**

Deputy Managing Director - Director Technical & Operations