



## Clarification Note #1

GSA internal reference: 259061

### MyGalileoDrone Prize Contest

#### **Question #1: Who can participate in the competition?**

**Answer #1:** Participation in the contest is only open to EU Member States citizens or citizens of Switzerland or Norway. For legal entities, their central administration or registered office must be located in the EU Member States or in Switzerland or in Norway (see Section 2 “Eligibility Criteria” in the Terms of Reference).

#### **Question #2: Can the teams have people from other parts of the world, such as North America or Asia?**

**Answer #2:** See question #1 above.

#### **Question #3: Is the contest open for applications only (i.e. Smartphone Software application)? Are products (Hardware + Software) allowed?**

**Answer #3:** Both hardware and software are in the scope of the competition. As specified in the Terms of reference, the competition is open to integration of Galileo in any of the drone components or other equipment supporting the operations, that is, the flying platform (autopilot or other payload), the ground control station, or any other devices supporting the implementation of the application, such as smartphone, as well as external ones, such as U-Space services.

#### **Question #4: If the idea covers more than one innovation areas, how can this be reflected in the application?**

**Answer #4:** Applicants are requested to select one of the innovation areas in the application platform and explain all the topics covered in the description of the idea.

#### **Question #5: Is there a funding to develop the proposed idea?**

**Answer #5:** Costs incurred in preparing and submitting a proposal are borne by the Applicants and will not be reimbursed (see section 5 in Terms of Reference).

#### **Question #6: How will the industrial or intellectual property rights be handled?**

**Answer #6:** Applicants will retain full ownership of the intellectual property rights on software developed within the framework of the contest, and exclusivity of commercial exploitation (see

'Intellectual Property of Developments' section in the Terms of reference).

**Question #7: Can a team submit more than one ideas?**

**Answer #7:** Yes, a team can submit more than one idea, however, each idea shall be introduced as a different entry in the registration platform.

**Question #8: Can a permanent resident of an EU member state be eligible to participate in the competition?**

**Answer #8:** No, the natural persons applicants shall be EU Members States citizen or citizen of Switzerland or Norway (see 'Eligibility Criteria' section in the Terms of Reference).

**Question #9: Which kind of institutions can participate in the competition?**

**Answer #9:** Any legal entity with its central administration or registered office located in the EU Member States or in Switzerland or in Norway is eligible to participate in the competition (see 'Eligibility Criteria' section in the Terms of Reference.). Please note that natural persons can also apply, as stated in the Terms of Reference.

**Question #10: Is the UK still counted as an EU state for this competition?**

**Answer #10:** Yes, UK natural and legal persons are eligible to participate in the competition.

**Question #11: Besides the Award Criteria, which are the criteria to pass the first two phases?**

**Answer #11:** Only criteria listed in the Terms of Reference will be considered (eligibility, exclusion, award criteria).

**Question #12: Could you please confirm that Flight Management System (FMS) solutions (long-distance Instrument Flight Rules (IFR) Beyond Visual Line of Sight (BVLOS) operations) are in the scope of the MyGalileoDrone competition?**

**Answer #12:** Yes, IFR BVLOS for long distance cargo drones are in the scope of the competition.

**Question #13: Could you please clarify what would be the envisaged proof of successful trial/test flight for the proposed solution?**

**Answer #13:** As specified in the Terms of reference, the second step requires a video of a demonstration in flight, showcasing the application in a representative simulated scenario and proof

of the use of Galileo (e.g. logs). Therefore, a simulation of the operation is sufficient. The use of Galileo can be proven by the specifications of the equipment used.

**Question #14: What is considered a drone? Are surface vehicles within the scope of the competition?**

**Answer #14:** Drone refers to unmanned vehicles, both aerial and marine. The surface vehicle can be used when the application/service is also applicable form of them.

**Question #15: What are the specific new capabilities of Galileo compared to other GNSS technology in the context of drones? Are there improvements in accuracy?**

**Answer #15:** Galileo performance is publicly available in the quarterly performance reports at [www.gsc.europa.eu](http://www.gsc.europa.eu). Please also refer to the webinar's presentation.

**Question #16: In case teams make it to the second phase, will they have to buy a drone and program the application?**

**Answer #16:** No, participants need to prove the use of Galileo in their application. In case participants do not have a drone, they can program the application without it.

**Question #17: To be able to develop simulator for the second phase, will participants get any funding / financial support?**

**Answer #17:** The GSA will provide access to the flying test site to perform the simulation/demo. GSA will also provide technical, safety and business mentoring to support the development. Apart from this, no other financial support is foreseen in the competition.

**Question #18: Will the GSA provide to participants any financial support for the simulated scenario/DEMO?**

**Answer #18:** (see Question #17 above).

**Question #19: Will there be an upfront payment for the winners?**

**Answer #19:** No, the prizes are to be awarded in the Finals, as per the Terms of Reference (see section "Prizes").

**Question #20: Should the idea be a completely new idea or it can also be an idea that will continue on an existing product ?**

**Answer #20:** The application can be a continuation of an existing product.



**Question #21: Is it possible to have access to a certified pilot for flight test? Will GSA supply drone equipment to develop the demo during the second and third phases?**

**Answer #21:** During the Phase 2 – Demonstration, the GSA will provide access to the flying test site to perform the simulation/demo with information on capabilities of the flying site and available further support. During the Phase 3 – Finals, the GSA will provide support with a pilot.

**Question #22: Do participants have any obligation (e.g. commercialisation) if win the competition?**

**Answer #22:** Please refer to section 'The challenge' in the Terms of Reference and Article 7 of the General Rules of contest for prizes available here:

[https://www.gsa.europa.eu/sites/default/files/content/general\\_rules\\_of\\_contest\\_for\\_prizes.pdf](https://www.gsa.europa.eu/sites/default/files/content/general_rules_of_contest_for_prizes.pdf).

**Question #23: Who are the evaluators and judges?**

**Answer #23:** The proposals are to be evaluated by a GSA evaluation board.

**Question #24: Is there any possibility that investors are present during the presentation of the ideas to the GSA evaluation board?**

**Answer #24:** As specified in the Terms of Reference, the final demo will be presented to GSA evaluation board. During this event investors might be present.

**Question #25: Is there any opportunity to get private or public funding from investors to launch the commercial idea after the competition? If positive, what are the conditions, or could you put those interested in such opportunity in touch with someone to clarify this aspect ?**

**Answer #25:** The teams will receive business mentoring during the Phase 2 and Finals, in order to present the idea to potential investors in the Finals (please refer to the Question #24 above). No other possibility for further funding is foreseen by the Rules of the competition.

**Question #26: In case of teams composed by natural persons, shall the Declaration of Honour and the Legal Entity Form, along with the supporting evidences, be submitted by every member of the team?**

**Answer #26:** Yes, every member of the team shall submit the Declaration of Honour and the Legal Entity Form documents.

**Question #27: In case of teams composed by natural persons, shall the Financial Identification Form be submitted by every member of the team?**



**Answer #27:** No, the Financial Identification Form shall be submitted only for the person that will get the prize, as representative of the team, in case of award.

**Question #28: Is there a possibility for us to partner with an organisation in the EU to be eligible to participate?**

**Answer #28:** The proposal shall be submitted by eligible teams, according to the Eligibility Criteria set in the Terms of Reference (see 'Eligibility Criteria' section in the Terms of Reference). Any internal arrangements / partnerships are not relevant to be brought to the attention of the GSA.

**Question #29: Regarding the commitment to make the service available to potential customers, can you please clarify if this requirement is only applicable to companies?**

**Answer #29:** The requirement is valid for all the finalists regardless the type of company. As mentioned in Terms of Reference, this depends on the type of application/service. For long-term missions (i.e. air taxis), the finalists commit to an annual progress update to the GSA after the conclusion of the competition and the finalist should have a plan on how to go to market and how to keep informed the potential future customers on the app/service available.

**Question #30: Is there any requirement on how complex must be the demonstration?**

**Answer #30:** No, there are no requirements on the complexity of the demonstration. The demonstrator should show the general concept and the application/service in a representative or simulated scenario when the full operational service is not possible today due to inexistent regulation.

**Question #31: Regarding the flights in the finals, when the project includes BVLOS flights which are difficult to perform in another GSA country, is there the possibility these flights to be performed remotely? Alternatively, will GSA take care of the authorizations?**

**Answer #31:** For Phase 2, the flight will be performed in the site selected by the applicant. GSA will support with access in case that is not available. For the finals, GSA will organise the flying site and the authorisations. In case the permissions are not feasible for an intended application, a simulated scenario or demo with reduced scope can be considered, as long as it proves the use of Galileo for the proposed concept.

**Question #32: Where will the presentation and the recording of the webinar be available?**

**Answer #32:** The presentation and recording are available on the MyGalileoDrone contest website: <https://www.gsa.europa.eu/MyGalileoDrone>.

**Question #33: How many projects will be selected? 10 or 30 selected teams/projects?**

**Answer #33:** As specified in the Terms of reference, 30 projects will be selected for the Second step - Development phase and 10 projects will be selected for the Third step – Finals.

**Question #34: Will the winners be identified after the final demos?**

**Answer #34:** Winners will be evaluated after the presentation of application or service to the GSA evaluation board together with the final demo.

**Question #35: In the Application Form, in point 2 'Planning', should applicants describe the tasks, resources, schedule only for the period of the competition (up to 28th January 2021) or up to the end of the project when we estimate to have our product/service ready for the market?**

**Answer #35:** Each team shall submit a proposal describing the plans for developing an application and/or service to the product/service ready for the market. The specific milestones linked to the competition deadlines may be included.

**Question #36: Can the team be composed by both legal and natural persons, e.g. 1 company and 2 natural persons?**

**Answer #36:** Yes, a team can be composed both by legal and natural persons.

**Question #37: Shall the Legal Entity Form be submitted only by the team coordinator / point of contact of the team?**

**Answer #37:** Please refer to Question #26 above.

**Question #38: In the terms of reference one of the categories is "Drones to protect our European way of life". However, on the website you mention "promote our European way of life". Can you please explain the discrepancy?**

**Answer #38:** The "promotion of our European way of life" is an EU priority to protect the EU citizens and EU values: [https://ec.europa.eu/info/strategy/priorities-2019-2024\\_en](https://ec.europa.eu/info/strategy/priorities-2019-2024_en). Based on the EU priorities, as presented on the competition's website, the Terms of Reference of the competition further specify the innovation areas, including the "Drones to protect our European way of life", for the focus of the applications / services.

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