



UAM Piazza Accelerator  
Call for tenders



Urban Mobility



Co-funded by  
the European Union

# CALL FOR TENDERS

## UAM Piazza Accelerator program

*“Online training course on the European  
drone regulation and certification”*

Open Procedure

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## Subject

Within the framework of the UAM Plaza Accelerator project, financed by the EIT Urban Mobility, the current call for tenders search for a service provider for **an online training course on the regulation of UAS and drone in Europe.**

# 1 Background information and context

## 1.1 Aerospace Valley

Aerospace Valley contributes to the development and competitiveness of its members through innovation by promoting collaborative research and development projects.

In order to generate business opportunities for organisations, we facilitate and promote exchanges within a dynamic internationally renowned network. We support our members in setting up their collaborative innovation projects. In this way, we maximise their chances of obtaining funding. Finally, the expertise we provide fosters the development, growth and transformation of our members while helping them to access new markets.

The Aerospace Valley Cluster is committed to being a recognized regional player at the national, European and world-wide levels; the Cluster will continue to work to ensure that stakeholders in our territories are Pioneers of the Ecological Transition of the aerospace sectors, to accelerate the Digital Transformation with the aim of increasing the competitiveness of our sectors, to boost innovation, facilitate the evolution of skills in our territories in line with the emerging needs of our sectors and ensure the growth and secure the future of our sectors in our territories.

## 1.2 UAM Plaza Accelerator project

The UAM Plaza Accelerator program aims at supporting selected start-ups in their scale-up process, helping them increase their businesses around Europe. The 10 selected companies get services during 2022 and will have the opportunity to test their solutions in a real city environment through access to living labs.

Ground transportation might have its future in the air, by implementing aeronautical innovative technologies in Urban Mobility. For this reason, the Urban Air Mobility Acceleration program, funded by EIT Urban Mobility an initiative of the European Institute of Innovation and Technology (EIT), a body of the European Union, has a great potential to solve current city challenges. EIT Urban Mobility aims to provide innovative solutions to accelerate the transition of mobility towards a truly multimodal, integrated and user-centred transport system.

The acceleration program will look for the 10 most promising emerging companies in Europe in the field of Urban Air Mobility and will provide them with support and the possibility to test their solutions in living labs. Additionally, the program will offer them a coaching and mentoring program to accomplish

the goal of taking urban air mobility companies to the next level. Start-ups will then be able to raise investment as well as receiving regulation and policy clarification.

The program is scheduled to be for 3 years even though the current call for proposal is only for the first batch of the program. The first batch started on the 4<sup>th</sup> of July 2022 and it is expected that the first batch ends in December 2022.

## 2 General and specific objectives of the consultation

### 2.1 Profile of trainees

A maximum of 10 start-ups is expected to take part in the program and 2 trainees for each start-up will be able to participate and attend the different remote events, workshops and meetings.

In order to participate, each start-up will need to comply with some eligibility criteria:

- Each start-up shall present a clear and scalable business idea and is expected to meet the expectations of a TRL 4, 5, 6 or 7 innovative project.
- For each start-up, 2 team members shall participate including at least one who is working full-time within the start-up. A single founder alone will not be able to take part in the program.
- Each start-up shall provide a registration certificate to prove that they are effectively registered in an EU or EU associated country.
- Each start-up and business idea need to match the general thematic of the program which is the Urban Air Mobility, among which vertiport urban integration and social acceptance, urban air logistics, the vertiport terminal passenger journey processes and systems and the energy of the future.

A list of specific start-ups involved in the program will be provided to the trainer. Their main field of operations are : cargo drone (both manufacturer and operator), cargo emergency drone, passenger eVTOL.

## 2.2 Drone regulation courses

### Subject

Search for a service provider for a training course on "European Drone Regulation and certification" aimed at innovative companies (start-up type) within the framework of the UAM Plaza Accelerator project, financed by the EIT Urban Mobility.

#### 2.2.1 Needs expressed

Within the framework of the European UAM Plaza Accelerator in which Aerospace Valley is involved, the competitiveness cluster assists drone innovative companies in scaling up their businesses. In this way, their product or service need to satisfies the current and possible future drone regulations.

In this context, those companies need to perfectly understand and comply with the EU drone regulation ongoing to shape and fit their business.

Although companies understand the obligation of complying with the regulation, we found that many companies do not fully understand how those regulations can be applied to their business and product. Specifically, to understand the steps to have the right authorization from the right competent authority to fly their drone in Europe.

#### 2.2.2 Objectives

##### 2.2.2.1 *Strategic objectives*

The training must contribute to the fact that the chief technical officer, lead production and lead flying operation involved in the program better understand the regulation and steps for drone certification in Europe and drone flying in Europe to fly lawfully their drone for their business.

##### 2.2.2.2 *Training objectives*

At the end of the training, participants will be able to understand the steps toward the certification of their drone and can explain the impact of the regulation on their product.

#### 2.2.3 Training contents

- Fully remote
- Training must be held between 1<sup>st</sup> of November 2022 and 15<sup>th</sup> December 2022
- It can be a combination of webinars, documents and meetings.
- Regulations that can be addressed (non-exhaustive)
  - E-VTOL vehicle certification
    - General design safety requirements: EASA SC-VTOL-O1 (02/07/2019)
      - 2019/945
      - 2019/947
    - Autonomous systems certification: EASA AI-RoadMap VI.O (Feb 2020), EASA CS-UAS (2024; CU, C2Ljnk) , EASA CS-VTOL (AI included), others non-EASA...
  - Vertiports certification
    - EASA Prototype Design Specifications for Vertiports (24/03/2022)
  - Automated UTM / U-space service providers certification

- EASA U-space/UTM Regulatory Package  
EU Reg. 2021/664, 2021/665, 2021/666; applicability early 2023
- VTOL operator certification (New Air Operations regulations)
  - EASA NPA 2022-06 (30/06/2022) 'Enabling innovative air mobility with manned VTOL-capable aircraft' ; EU publication in 2025 (includes unmanned air taxis).

Number of participants: 10 start – ups with 1 or 2 attending people for each start – ups.

Authorization to be signed for the posting on the UAM Piazza Accelerator program of the presentation materials of the training course.

#### 2.2.4 Proposal expected

The contractor must clearly describe:

- The details of the human and technical means that will be implemented and, more generally, any element that will enable the quality and coherence of the offer to be evaluated.
- It will specify the methodology and pedagogy used (educational means, tools...)
- The number of hours of remote courses that will be delivered to the trainee
- It will propose an outline of the on - site session day and remote sessions of training by detailing the major items and themes that will be covered.

Any information concerning its capacity to carry out the services, in particular, by indicating the missions of the same type already carried out during the last 3 years and the person(s) that he plans to assign to the mission.

#### 2.2.5 Localisation of the training

The services must be performed remotely for the online sessions. The web conference tool will be provided by Aerospace Valley.

#### 2.2.6 Completion time and prices

Training must be held between 7<sup>th</sup> of November 2022 and 15<sup>th</sup> December 2022

The budget and the payment will be in Euros (€).

The budget estimation for this training is between 6 000 € and 8 000 €.

### 3 Starting date of the contract and duration

It is expected that the contract shall enter into force in November 2022. The execution of the tasks shall not start before the contract has been signed or before the specific date mentioned in the contract. Work will follow the timetable of the UAM Plaza Accelerator program action, to be communicated by Aerospace Valley to the contractor. Contracts may include multiple lots of this call for tenders.

Amendments may be made to the contract only in exceptional cases where the amendment is considered by Aerospace Valley to be necessary for the completion of the project.

### 4 Basic profile of the trainer

In addition of profile of the trainer mentioned in lots, the trainer profile should include the following requirements:

- Skills and experience in training with start-ups, SMEs, and high-tech industrial sectors such as aerospace and digital.
- Experience in the field.
- Bilingual in English.

### 5 Evaluation

Since the assessment of the tenders will be based on the quality of the proposed solution, tenders should elaborate on all points addressed in order to score as many points as possible. The mere repetition of mandatory requirements set out in these specifications, without going into details or without giving any added value, will result in a very low score.

The above criteria will be assessed on the basis of the details provided in the tender, and any other documents that the tenderer considers useful for this purpose.

Aerospace Valley will award the best value for money tender, with the following conditions:

- Aerospace Valley will not select any offer which price exceeds the allocated value for the call.
- The tender price per hour of course value will account for 25% of the final tender evaluation score.

#### 5.1 Criteria for selection

- Proven experience in training young and innovative companies in the aerospace sector or in a high-tech industrial sector
- International professional and technical capabilities.
- Ability to mobilize techniques in its pedagogy

- Technical quality of the offer
- Price of the services
- Bilingual in English
- List of references less than 3 years old

## 6 Confidentiality and data protection matters

Confidentiality is required for all persons working or collaborating directly or indirectly in the performance of tasks following this call for tender, as they might come into contact with confidential information during the course of their work. Any breach of confidentiality will be treated as professional misconduct and could lead to the termination of the contract. Aerospace Valley reserves the right to instigate any legal proceedings for breach of confidentiality necessary.

Specific requirements relating to personal data and the protection therefore are set out in the contract. The contractor is responsible for ensuring that all data to which he/she or his/her staff become party during the execution of the contract must be treated confidentially and in conformity with EC regulation № 45/2001. The contractor is equally responsible for ensuring the application of this obligation in respect of any of his/her direct or indirect sub-tenderers.

## 7 Eligibility

This invitation to tender is open to Tenderers from the Member States of the European Union and the European Economic Area. Participation in tendering procedures is open on equal terms to all natural and legal persons in a third country which has a special agreement with the EU in the field of public procurement on the conditions laid down in that agreement.

## 8 Costs

Tenderers themselves will bear the costs of drawing up their tenders and AV will not be liable to pay any compensation if a tender is rejected or if it decides not to select any tender.

Aerospace Valley Association reserves the right to terminate the mission if the progress of the work or the elements of the intermediate reporting points do not meet the objectives previously set and recalled in the contractual documents.

Payment, if any, will be done in EUROS (€).

## 9 Submission and content of offers

Tenderers shall observe precisely the indications of the invitation to tender, in order to ensure that their tenders are admissible.



Proposals are requested to be emailed in written form, in English or in French to the following address until the **deadline of 26 October 2022, 16:00 Central European Time**, to:

E - mail: [uamplazza@aerospace-valley.com](mailto:uamplazza@aerospace-valley.com)

Late submission will lead to the non-admissibility of the tender and its outright rejection. Tenders sent by fax will be non-admissible.

A selection committee, chaired by Aerospace Valley, will meet between October 26<sup>rd</sup> 2022 and November 4<sup>th</sup> 2022 to analyse the proposals in order to choose the service provider.

A handwritten signature in black ink, appearing to read "Eric Gouardes".

Eric Gouardes  
Aerospace Valley  
Deputy director  
for innovation