



Call for Expression of Interest to participate in the GNSS Demo Centre at the NAVIS in Hanoi

In the framework of

“BELS+ Continuing Building European Links toward South East Asia in the field of EGNSS”

Responsible:

bavAIRia e.V.



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1. Introduction

The South East Asia (SEA) region has a growing population of more than 600 million people, rather young on average and keen to use and exploit the latest ICT technologies. Within this framework, GNSS applications and infrastructures are considered as key elements of the SEA market.

Building upon the positive outcomes of the visits in Hanoi and the tests European GNSS companies performed within the BELS Project, BELS+ aims at further linking the two regions by implementing a set of coordinated activities in both, the EU and SEA.

Consequently, the goal of BELS+ is to strengthen the collaboration between European and South East Asian companies and institutions by facilitating the adoption of European GNSS solutions and taking full advantage of their capabilities in the SEA environment.

2. Your Opportunity

Do you want to establish new business relations to South East Asia by installing your GNSS application at the GNSS Demo Centre of the NAVIS in Hanoi? This is an excellent way to accelerate your opportunities at the SEA market: Let your GNSS hardware or software become part of the latest GNSS technology showcase in SEA.

From the technical side, the NAVIS Centre is the ideal place to run your equipment in a multi-GNSS environment, since its suitable geographical location guarantees the highest GNSS satellites (GPS, Galileo, GLONASS, Beidou) coverage. Your advantage? You can demonstrate the full capabilities and excellence of your equipment in e.g. precise point positioning, low-latitude ionospheric monitoring or GNSS applications for ITS.

From the marketing side, the NAVIS Demo Centre provides your company the opportunity to establish business relations in the SEA region. It is a perfect way to promote your products or services as well as to find the right SEA business partners and potential customers.

The NAVIS Centre is the place for business relations between European and South East Asian GNSS professionals.

3. The GNSS Demo Centre at the NAVIS in Hanoi

The NAVIS Centre was developed as part of the research framework for satellite navigation technology in SEA and is located at the Hanoi University of Science and Technology (HUST). The NAVIS Center has successfully established links between important GNSS stakeholders in SEA and Europe.

Research and technology transfer is a key activity of the NAVIS Centre. To introduce European GNSS products and services, the GNSS Demo Centre at the NAVIS was developed as the place to demonstrate the operational capabilities of modern European GNSS solutions. On top, the Centre offers potential

SEA customers and stakeholders to see and experience the European GNSS solutions within their geographical environment.

4. Call for Expression of Interest

This BELS+ Call for Expression of Interest offers vouchers to bring GNSS equipment to the Demo Centre at the NAVIS in Hanoi and show its functional capabilities to SEA GNSS professionals, as well as to attract the interest of SEA stakeholders. Prototypes and ready-made products originating from the EU are highly welcome to see and to touch in operations in SEA. The expert staff of the NAVIS will support you in live and functional demonstrations of your equipment to potential customers. Moreover, dedicated demo-shows will provide an opportunity to establish business contacts in SEA.

European companies working in the field of GNSS can apply. The equipment you want to ship or bring to the NAVIS might stay as part of the semi-permanent exhibition for the entire runtime of the project, latest until mid of January 2020. Other arrangements have to be agreed with the NAVIS. A shipment back to Europe after the above-mentioned deadline will not be reimbursed by BELS+. Please consider that there might be delays due to export rules and regulations in the order of months.

5. Application Conditions

Applicants can apply at any time, starting from **June 2018**. The call will be closed when the budget available for this activity is fully allocated, latest autumn 2019. All applications received will be evaluated approximately **every 3 months**.

Successful applicants will get financial support in form of a voucher including:

- up to **2,500 Euro** for **travel to and accommodation expenses** in Hanoi and
- up to **3,000 Euro** for **expenses in connection with the set-up of the demos** (shipping, import/export of equipment, ...).

Applicants must confirm that they do not receive any other funding for this activity besides the BELS+ funding. Double funding is not permitted, but co-funding is allowed. In case co-funding is envisaged, it has to be indicated and agreed with bavAIRia before the preparation of travel and shipment arrangements.

By applying to this call, applicants *agree that it is their full responsibility to arrange all matters (e.g. insurance, customs, shipment) according to the local rules and regulations with regards to the import/export of their equipment for installing and demonstrating their EGNSS solutions at the NAVIS GNSS Demo Centre in Hanoi. This agreement releases bavAIRia e.V. and / or other partners of the BELS+ Project from all liability related to matters concerning equipment, insurance, customs, etc.*

6. Requirements

A list of requirements for the installation of the products of your company can be found in Annex I. Please fill in the form in Annex I and submit it with your application.

7. Selection Process

All applicants will be selected against the following five criteria:

- The company is based in the EU
- The company deals with EGNSS equipment and solutions
- The company's motivation to show its equipment in the Demo Centre
- The company's proposed equipment/solution is relevant to EGNSS
- The company's proposed solution/service to be on show in the Demo Centre has market potential in South East Asia

In case of parity in the evaluation, a balanced geographical distribution in Europe will be sought together with a balance in the field of the service solutions (transport, risk management, logistics, agriculture, etc.).

Each well received application will be confirmed by email within **two weeks**. (During holiday periods please expect some delay). The companies selected by the BELS+ consortium will have the opportunity to become part of the Demo Centre at the NAVIS in Hanoi and to present their EGNSS products and/or solutions. After the successful completion of the selection process, the applicants will be informed by email within **six weeks** after the corresponding closure deadline. Information will be given whether they have been selected or not, a debriefing of the evaluation is not foreseen. The selected companies have **two weeks** upon disclosure of their award to confirm their participation in the GNSS Demo Centre. In case they do not or they should withdraw, the unused resources will be allocated to other applicants who have already applied or will apply in the future.

All applicants have to arrange their travels as well as the shipping of their equipment on their own. Dates for the travels and shipments have to be agreed with bavAIRia and the NAVIS Centre in advance.

After having finished their travels, the selected companies have to send the travel reimbursement form (see Annex II) to bavAIRia **not later than two weeks after the end of the travel and before the end of January 2020** to receive the reimbursement of their travel expenses.

The reimbursement form for the shipment (see Annex III) has to be submitted to bavAIRia as soon as the equipment is shipped back to Europe (**not later than two weeks after the final payment of the shipment and not later than the end of January 2020**) in order to receive the corresponding financial support.

Both reimbursement forms have to be submitted in the time within the given deadline. The rules and conditions included in the forms have to be taken into account.

8. Expression of Interest

In case a company likes to express its interest to participate in the GNSS Demo Centre at the NAVIS, it has to submit an application document including the following information:

- A short company profile
- Company's expertise and activities in the field of EGNSS
- A motivation letter including:
 - The reason for their interest and expectations regarding their participation in the GNSS Demo Centre
 - The proposed product or service to be presented at the Demo Centre as well as its relevance to EGNSS
 - The market potential of the presented equipment and/or solution
- A description of the planned equipment installation as well as the setup including the list of requirements as provided in Annex I
- A brief instruction, how the NAVIS staff should demonstrate the equipment – hardware or software – to potential customers
- A possible time schedule for the equipment demonstration (preferred date and period of stay)
- The CV (in Europass format) of the person who is planned to visit the NAVIS (a template with instructions is available at <https://europass.cedefop.europa.eu/editors/en/cv/compose>)
- The contact details of the person appointed to be the single point of contact towards bavAIRia e.V.

The number of pages of the submitted application should **not exceed 15 pages in total**. Bids shall be submitted by email, in English, which is the working language of the project, and in pdf-format to bels@bavAIRia.net. Exchange of information such as e.g. questions and answers, confirmations of receipt, etc. are to be done by email, only.

9. Contacts

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Further information on BELS and BELS+ can be found at www.belsproject.eu.