



Results of market consultations and presentation of the Early Demand Map

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Current situation of the market consultation process

- The process began in June 2015, with the publication of the RFI of the Civil UAVs Initiative.
- To date 214 (RFP-A + RFP-B) expressions of interest have been received from different companies and organisations .
- Of these, **149 focusing on the objectives of acquisition of innovative solutions** (RFP-B).
- The period for the presentation of expressions of interest was extended in December 2016 and it has been decided to keep it open permanently, with the objective of maintaining an ongoing dialogue with the market.
- Any new solution proposal, R&D project or investment in the aerospace sector will be well received and considered by the Xunta de Galicia





Expressions of interest focusing on innovative solutions

Distribution by challenges:

- Challenge 1, Geographic Information, agroforestry resources and land: 83
- Challenge 2, Sea: 69
- Challenge 3, Emergencies: 39
- Challenge 4, Health: 29
- Challenge 5, Heritage: 35
- Challenge 6, Tourism. 27



Expressions of interest focusing on innovative solutions

Distribution by countries:

- Italy: 1
- Norway: 1
- Portugal: 3
- Spain: 143

Spanish distribution by Autonomous Communities:

- Galicia: 104 (72%)
- Madrid: 16
- Catalonia: 12
- Autonomous Community of Valencia: 3
- Navarre: 3
- Castilla y León: 3
- Basque Country: 1
- Andalusia: 1

Expressions of interest focusing on innovative solutions

Distribution by type of company:

- SME: 89 (60%)
- Large enterprise: 18
- Technology centres, OPIs, others: 42

III Workshop Civil UAVs Initiative

CIVIL UAVs INITIATIVE - SOLUTIONS TENDERS TOTAL BUDGET: 13,85 M€

ID.	CONCEPT	SHORT DESCRIPTION	EXPECTED PROCEDURE	DRAFT BUDGET BREAKDOWN
1	Manager of georeferenced data set obtained by UAVs	Development of a platform enabling the integration of all georeferenced data captured through UAV-transported sensors, and to be used in all applications able to produce geographic information.	Public procurement of Innovative Technology	350.000,00 €
2	Acquisition, maintenance and automation of topographic and cartographic basis	Design of a system to facilitate the elaboration and editing of topographic basis based on data captured through sensors transported on UAV and other aerial, marine or terrestrial vehicles.	Public procurement of Innovative Technology	1.500.000,00 €
3	Monitoring of territorial occupation dynamics and supporting territorial planning	Design and implementation of a system able to support decision taking on territorial diagnosis, regional planning and urban planning.	Public procurement of Innovative Technology / Innovation Partnership	1.300.000,00 €
4	Geographic application systems for forest management and control	Development of systems to generate georeferenced information about the forest stand (type, growth, evolution, etc.), forests phytosanitary situation, and use and characteristics of forest land.	Public procurement of Innovative Technology / Innovation Partnership	700.000,00 €
5	Onboard safety and control equipment	Providing Galician fishing fleet vessels with a system integrating onboard safety, marine rescue and fishing activity control.	Public procurement of Innovative Technology	1.500.000,00 €
6	Sampler of marine environment and inland waters	Automation of oceanographic sampling with UAVs. Sensing water quality: marine and inland.	Public procurement of Innovative Technology	2.500.000,00 €
7	Management and safety of traffic in shared air spaces	Development of equipments and systems which notably improve UAVs piloting and control safety, thus providing an experimental system enabling the testing of joint operations involving several aircrafts and ensuring sufficient safety level.	Pre-commercial Public Procurement / Innovation Partnership	6.000.000,00 €
TOTAL TENDERS BUDGET:				13.850.000,00 €



What is the Early Demand Map?

- It is the expression of the decisions of the Xunta de Galicia on the innovative solutions that the Administration has decided to acquire in the upcoming tenders of the Civil UAVs Initiative.
- It is the result of the process of market consultations, in which the different players of the Civil UAVs Initiative have participated.





Stages of the process of developing the Early Demand Map

1. Description of the CHALLENGES by the Regional Ministries.
2. Presentation of Expressions of Interest (EOI) by companies and other organisations.
3. Grouping of EOIs by CHALLENGES met.
4. Analysis of the Regional Ministries and organisations making up the EOIs received.
5. Proposal of innovative solutions projects.
6. Detailed analysis of projects and creation of the first version of the Early Demand Map (EDM).
7. Opening a public consultation to receive opinions and analysis on the EDM.
8. Continuous updating of the EDM.





Presentation of the Early Demand Map

- 7 tenders.
- 13.85 million Euros.
- 8 Regional Ministries participate as clients of the solutions.
- Diversity of procedures: PPI, PCP and Association for Innovation.
- Opportunity for innovative SMEs to participate through consortiums with other SMEs or with large enterprises.



Wide variety of typologies among the 7 tenders:

- Three tenders focusing on innovative solutions with high sectoral impact:
 - Fishing: fleet security.
 - Water sampling system.
 - Forest management and control.
- Three tenders focusing on improving the information to manage the territory:
 - Manager of set of georeferenced data obtained by UAVs.
 - Acquisition, maintenance and automation of topographic and cartographic bases.
 - Monitoring the dynamics of land occupation and assistance to land planning.
- A cross-cutting tender: security systems for UAV navigation.



Schedule of upcoming actions

1. Public Consultation of the Early Demand Map (until 24th February, 2017)
2. Dialogue GAIN-Regional Ministries-Market to close the functional specifications (February to April 2017).
3. Publication of the first tenders (as of May).
4. First awards (as of October).





Opening of the Early Demand Map Public Consultation

- Objective: to know the informed opinion of all the interested parties and to continuously improve the early demand map.
- Duration: 1 month (24th January to 24th February).
- Channel: via the web www.civiluavsinitiative.com.

