

MEETING RECORD

Kick-off Meeting FWC Frontex/2024/OP/0009/JL

Remotely Piloted Aircraft System (Medium Altitude Long Endurance) for Maritime Surveillance Service

16/12/2024

14:00-15:30

Online

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Chairperson:	[REDACTED]
Frontex Attendees:	[REDACTED]
External Attendees:	[REDACTED]

Agenda

1. Welcome and introduction
2. Presentation
3. Questions & answers

1. Welcome and Introduction

Monday, 16.12.2024	Topic	Presenter
14:00 - 14:15	Opening of the meeting by the Head of Engineering and Acquisition Unit	[REDACTED]
14:15 - 14:30	Introduction of the Contractors	Airbus, Leonardo
14:30 - 14:40	Introduction of the Frontex participants	Frontex participants
14:40 - 15:00	General overview of the FWC - presentation by FX PM	[REDACTED]
15:00 - 15:30	Questions & answers	All

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Key aspects covered in the presentation

General information

- Framework Contract - FWC for aerial surveillance with MALE RPAS;
- The Parties signed the FWC on 16.12.2024;
- Contractors are:
 - Airbus DS Airborne Solutions GmbH from Germany;
 - Leonardo S.p.a. from Italy.
- Type of the FWC: Cascade FWC via Specific Contracts.
- Duration: 24 months with the possibility to prolong it maximum 1 time for a period of additional 24 months.
- Volume: The maximum value (excluding VAT) for the whole duration of the framework contract is 184 320 000 EUR + 50 % uplift capacity.

Asset related requirements

- The asset shall be equipped with:
 - Electro-Optical/ Infrared camera with the following capacity: i. giro - stabilized turret;
 - thermal imager;
 - daylight zoom camera.
 - Automatic Identification System (AIS) receiver;
 - Dedicated maritime surveillance radar;
 - Global navigation satellite system receiver

Crew, administrative and service related requirements

- All crew members shall have EU security clearance at the level of "EU Confidential" or higher;
- The Contractor shall manage the process to request all the relevant authorisations regarding ATC, CAA, FIR and airports;
- The Contractor shall accept that in case the SAI is less than 90%, based on the Service Availability Report, Frontex may apply for contractual penalty due to the low quality of the delivered service;
- If Frontex requests in the SRF, the Contractor shall be able on its own cost to deploy sufficient number of CLO(s) in the designated Coordination Centre (HC or Frontex HQ in Warsaw, Poland).

Data distribution related requirements

- The Contractor shall be able to provide the collected data in both ways (Compiled Operational Picture and raw data only).
- Data streaming via BRLOS (mandatory) with the minimum 512 kbps uplink speed (uplink video bitrate report to be delivered after each 30 calendar days of implementation);
- All data transferred and stored shall be encrypted.

Payment

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- All invoices shall be sent to [REDACTED] with the Frontex Contract Manager [REDACTED] in CC.
- All prices shall be in Euro, excluding VAT.
- Types of payment:
 - Pre-financing - Not more than 20% of the total financial proposal of the offer;
 - Interim payment - After block of 200 executed effective mission flight hours. The first interim payment can be requested only after the amount of pre-financing payment is consumed;
 - Final payment - After acceptance of all deliverables and reception of the final invoice.

- The Contracting Authority will execute all the payments within 30 calendar days from the availability of all necessary supporting documents to start the payment process.
- Price revision: Cost per flight minute declared in Annex IV - Financial Proposal) while entering the FWC (Annex I - Tender Specifications, point 2.3.1/b) is fixed and cannot be subject to revision during the first 12 months of the FWC. The price revision procedure from the second year of the FWC implementation is provided in Article I.5.2 of the FWC.