



LET'S DELIVER TOGETHER

# Welcome!

4 March 2015



European  
Commission

# Massimo Garbini

## Managing Director

### SESAR Deployment Manager

# Margus Rahuoja

Director Aviation and International  
Transport Affairs  
DG Move  
European Commission

# Massimo Garbini

## Managing Director

### SESAR Deployment Manager

# Introduction to workshop topics

# Nicolas Warinsko

## Director Technical and Operations Deputy Managing Director

# OUR MISSION

TOGETHER



PERFORMANCE

# YOUR ENTRY POINTS

**Civil Airports:**  
**Luc Laveyne**



**Civil Airspace Users:**  
**Marita Lintener**



**Civil ANSPs:**  
**Jakub Kepa**



Transversal competencies  
**PLAN – CONSULT – DELIVER**

# Let's start the interaction



# Michel Gorog

## Head of Performance and Financial Systems

# Mariagrazia La Piscopia

## Planning Manager Deputy DTO

# PLAN

***“Managing Common  
Projects implementation  
through a  
performance driven  
Deployment Programme”***





# The Pilot Common Project

## What, Where, When are set...

- 1 Extended AMAN and PBN in high density TMAs
- 2 Airport Integration and Throughput Functionalities
- 3 Flexible Airspace Management and Free Route
- 4 Network Collaborative Management (Flow & NOP)

Key functional improvements addressing critical network performance deficiencies

- 5 iSWIM: ground-ground integration and aeronautical data management and sharing
- 6 Initial Trajectory Information Sharing: air-ground integration towards i4D

Building the infrastructure of the future



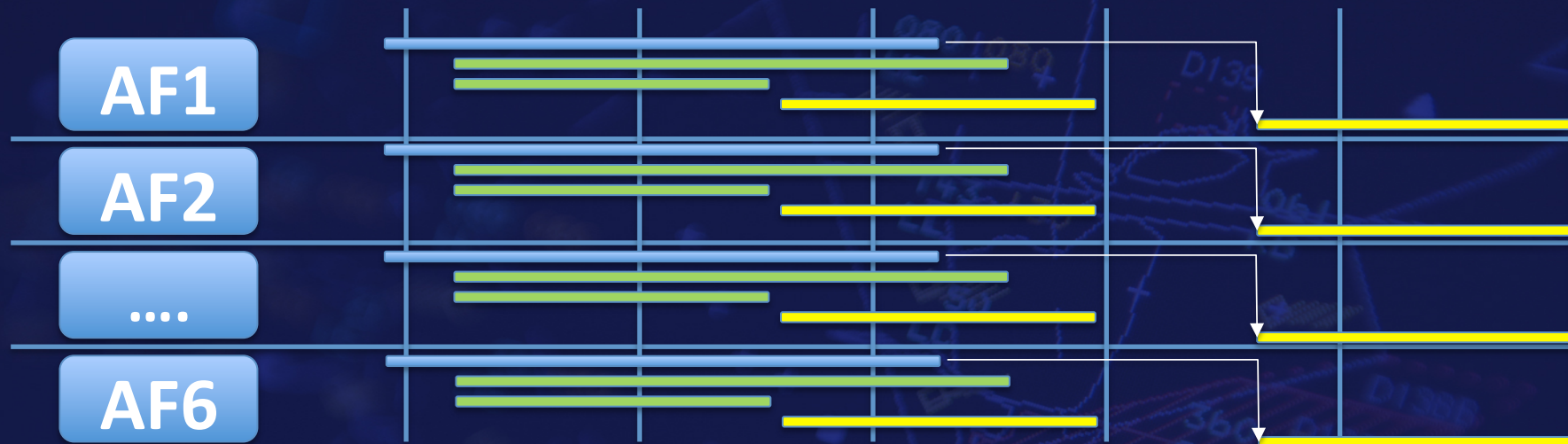
# Effective planning is key to enhance performance

- Consistency from strategy through regulation to implementation
- Assessment of costs and benefits at Programme level
- Facilitate implementation through innovative funding solutions



# The Deployment Programme

Building on industry's know-how to set the how...



... a robust “project view” to deliver PCP timely through families of synchronised and coordinated implementation projects

# The Deployment Programme

## Not just another plan...



# Let's start the discussion

# Please send us your questions!

# Time for some answers



# Michel Gorog

## Head of Performance and Financial Systems

# Mariagrazia La Piscopia

## Planning Manager Deputy DTO



# Freek De Witte

Head of Stakeholder Relations

# Servane Woff-Lhuissier

Cooperative Arrangements Manager

# Anna Weszelits

Stakeholders' Consultation Platform Manager

# CONSULT

- Stakeholders Relations are vital to DM success
- Buy-in will be essential to timely and coordinated deployment
- Consultation is open to all stakeholders





# Cooperative Arrangements

According to Regulation (EU) N°409/2013,  
Deployment Manager shall make appropriate  
cooperative arrangements with defined  
stakeholders.


Arrangements on voluntary basis with additional  
interfaces.



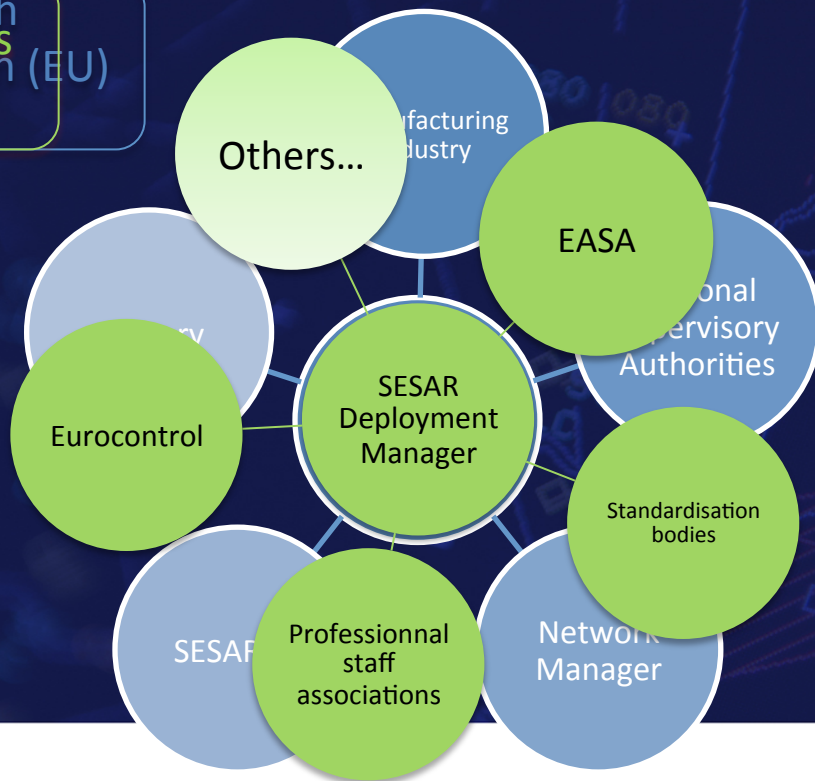
# Key Principles

- Respect roles and responsibilities of the parties
- Avoid duplication
- Synergies between the parties
- Result and content driven approach
- Transparency and efficient communication
- Management and prevention of conflicts of interest

# Cooperative Arrangements to be established



In accordance with  
**Additional Arrangements**  
Commission Regulation (EU)  
No 409/2013:  
planned:



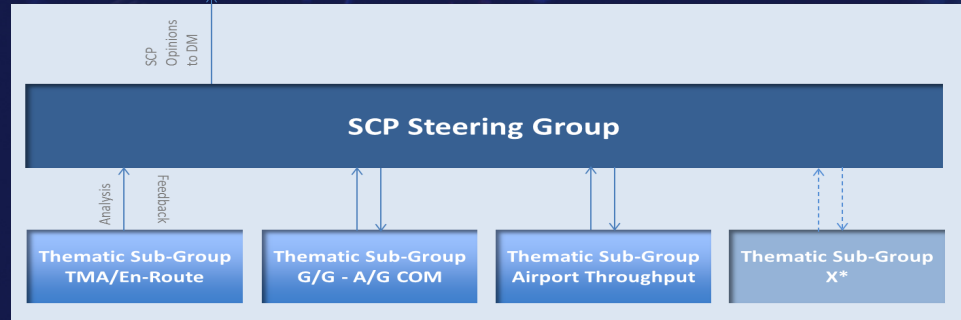


# Stakeholders' Consultation Platform (SCP)

- Target Group: Current and future operational implementing partners
  - Civil Airspace Users
  - Civil Airport Operators
  - Civil Air Navigation Service Providers
  - Military operational stakeholders
- Other stakeholders with Cooperative Arrangements in support to SESAR Deployment Manager

# Scope SCP

- Shall ensure the early information and buy-in in the deployment planning processes.
- Seeks stakeholders' opinion on SDM's proposals to the European Commission
  - in particular Deployment Programme and evolutions thereof.



\*Other Thematic Sub-Groups might be activated in future consultations



# Consultation process

April

May

June →

SCP  
invitations



22/04/2015  
1<sup>st</sup> Steering  
Group (SG)  
Meeting



SCP Process  
Terms of Reference  
Thematic Sub-Groups

1<sup>st</sup> Thematic  
Subgroup (TS)  
Meetings\*

2<sup>nd</sup> SG Meeting\*

2<sup>nd</sup> TS  
Meetings\*

3<sup>rd</sup> SG Meeting\*

*to EC for  
approval*

\*Dates will be provided mid March

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Stakeholders' Consultation Platform Manager



**Paola Di Giovanni**  
FPA Coordination Manager

**Heiko Teper**  
DP Realisation Manager

# DELIVER

Ensuring synchronised,  
coordinated and timely  
execution of the  
Deployment Programme

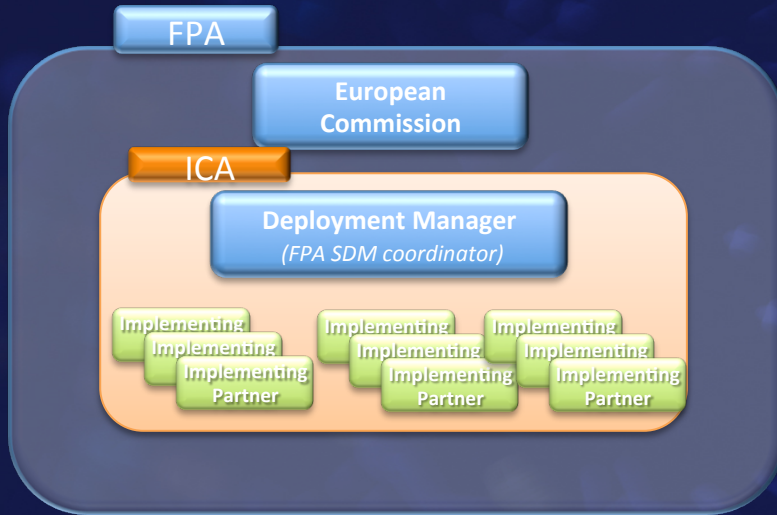




# Delivery

- Deployment takes place in the legal framework of the **“SESAR Deployment Framework Partnership Agreement (FPA)”**
  - FPA signed on the 5<sup>th</sup> of December 2014 by the European Commission and the SESAR Deployment Alliance consortium,
  - establishing the management level and implementation level of the SESAR deployment governance.
  - FPA is an open and evolving framework that all implementing partners have to join to access EU grants,
  - accomplished by an Internal Cooperation Agreement ICA connecting all implementing partners.

# Accession



- ✓ Formally all stakeholders, awarded with INEA projects, have to sign both the FPA and the ICA to become FPA partners.
- ✓ FPA partners have the option to become member of the Deployment Manager

# FPA processes



The Deployment Manager has the role of FPA coordinator

- will support and be a coordination service center for each implementing project
- through the FPA coordination work package included in the project proposals submitted to the INEA call,
- which is estimated corresponding to a very limited amount of the total projects costs

As Coordinator of SESAR Framework Partnership Agreement



Action Plan, monitoring and reporting



Payment, check and audit



Information flow



Be action coordinator for every Implementation Project

# Funding Processes

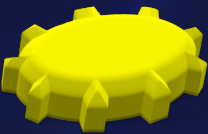


- Grant Agreements
  - will bound INEA and the beneficiary(ies) for the reception and management of the grants.
- Deployment Manager in its role of FPA coordinator
  - will manage the distribution of the financial support agreed and issued by INEA to the implementing projects;
- The FPA coordination activities
  - will be cofunded by the EC within the activity of the projects, and by the partners of the projects according to the indications included in the project proposal and in the terms and conditions of the ICA



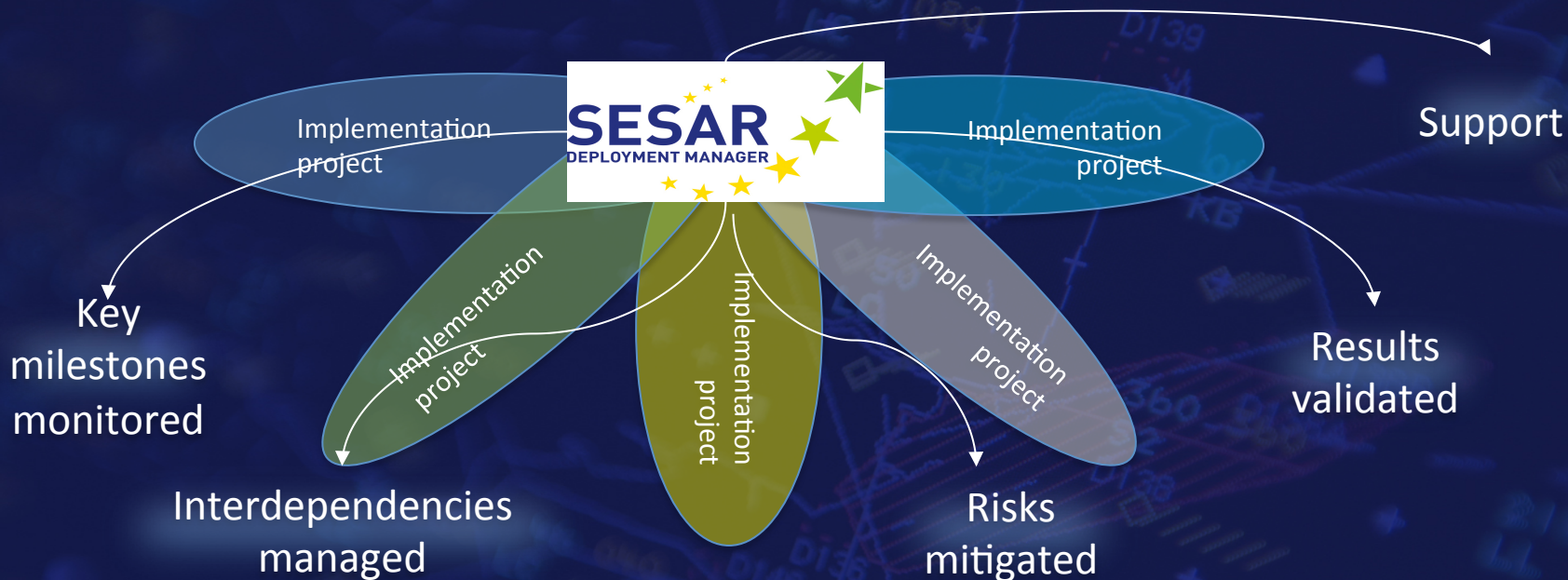
# Synchronisation

- Projects' data gathering process
- Comparison actual vs. planned
- Use of results for coordination and risks & opportunities identification



# Coordination

SESAR Deployment Manager and the implementing partners together, the win-win partnership



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**Paola Di Giovanni**  
FPA Coordination Manager

**Heiko Teper**  
DP Realisation Manager

# The way forward

# Massimo Garbini

## Managing Director

# OUR MISSION

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PERFORMANCE



**SESAR**  
DEPLOYMENT MANAGER

LET'S DELIVER TOGETHER

# Thank you very much

## Let's deliver together now!



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Commission