



18 September 2012

## **Joint ACI, AEA and CANSO position on the DG MOVE orientations “Establishing guidance material on common projects for SESAR deployment”**

### **General remarks**

The establishment of a Single European Sky (SES) with the aim of defragmentation of the European ATM environment forms the basis for the successful deployment of SESAR.

The availability and non-distortive allocation of public funds, in the case no positive business case is available on local level, is an essential prerequisite for the successful deployment of SESAR. The current EU Commission request (€3 bn for the EU 2014-2020 budget) is a bare minimum bearing in mind the huge investments required to make SESAR a reality (€30 bn).

### **The Deployment Manager**

The Deployment Manager is a single legal entity set up by the main operational investors - the Airspace Users, ANSPs and Airports - with the appropriate expertise and profound knowledge in the area of ATM/ANS implementation projects and investments management.

The Deployment Manager can take up full responsibility for the members of the consortium regarding the functions it is entrusted with. For all stakeholders benefiting from EU funding by implementing in accordance with the Deployment Programme contractual relationship will have to be established.

The Deployment Manager must be able to develop and not only execute the Deployment Programme before end 2014 to facilitate handover from IDSG. The Deployment Manager must therefore be selected during the first half of 2014.

### **The manufacturing industry**

The manufacturing industry should have an important role consisting mainly of providing information for SESAR products so that end users can review business cases and take well informed decisions. A well-defined involvement of the manufacturing industry is of utmost importance to avoid a commercial conflict of interests. The manufacturing industry shall not be allowed to actively take part in the decision making process during the deployment phase of SESAR.

During the definition phase of the pilot common project and subsequently, supplier input should not be limited to EU manufacturing industries but should include input from non-EU manufacturing industries. This is essential in the interests of competition, global interoperability and to ensure that options, which offer the most developed and cost-effective solutions, are evaluated, independent of any vested interest.

### **The Pilot Common Project**

Common projects' contents must be extracted directly from the ATM Master Plan based on a positive business case, noting that currently there are key capabilities identified within the Network Strategy Plan which are yet to be evaluated for incorporation to the ATM Master Plan.

The Interim Deployment Steering Group (IDSG) is responsible for the development of both the methodology and contents of the Interim Deployment Programme. Considering that the Pilot Common Project will be the first reference for the development of the Deployment Programme, the IDSG shall play a crucial, supportive role in the definition of the Pilot Common Project in order to ensure subsequent alignment.

### **Incentives & sanctions**

SESAR deployment is estimated to require total investments in excess of € 30 bn to deliver significant benefits in terms of cost and operational efficiency, safety, and the environment. Realisation of these benefits does require carefully orchestrated implementation and strict adherence to timelines by all the players. It is therefore important to ensure that investments are closely linked to the delivery of benefits.

Airports will only ask for funding in the case of a negative local business case. We will ask for smart financing if the investment is needed in a timeline that comes sooner than the positive business case.

The introduction of an incentive scheme as well as a corresponding sanction mechanism in case other stakeholders do not comply with their commitments to deploy the required equipage on time is indispensable for the success of SESAR deployment.

Incentives will need to be introduced so as to avoid last movers advantages and corresponding sanctions should also be introduced for suppliers/manufacturers in case the SESAR products do not meet the promised performance improvements as result of failures during the industrialisation process.

Incentive schemes can only achieve the desired targets, when administrative burden are kept as light as possible in order to encourage stakeholders to make use of it.

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