

## Questions and Answers

Q1. Are you asking for initial expressions of interest from companies that might then tender to operate the UK's national range?

No. We are offering funding to businesses that want to evaluate if, and how, to operate range for space launch commercially. The UK Space Agency has no plans to ask companies to operate a national range services on its behalf.

Q2. Is the implication that the Agency expects to fund several grant proposals at under €200,000 each up to the limit of the available funding, or are proposals for more than €200,000 from a consortium where each organisation meets the €200,000 limit eligible?

The Agency does not expect to award more than €200,000 to a single project, regardless of the number of organisations involved in its delivery. All projects must have a single lead organisation to whom the funding will be awarded to.

Q3. Considering breadth vs depth: Are proposals to study the trade-offs between different possible approaches to architecting, building and financing the range acceptable, or does the Agency expect each proposal to consider a single concept, and use the grant to develop the concept in more detail?

Each project should develop a business plan and initial concept of operations to offer range services from the UK on a commercial basis. Although not mandatory, a bidder may propose an analysis of the various options, including trade-offs, available to provide range services. Whether this analysis is completed or not, each study must deliver the final mandatory outputs, listed in para 19 of the Announcement of Opportunity. Whilst some of these mandatory outputs would be common to any concept that could deliver range control services, it is likely that most of these outputs would be specific to a single operating concept.

Q4. If an organisation acted as prime, could de minimis funding be flowed down to sub-contractors without affecting the allocation of funding to the prime?

As per the published documentation, we will only pay grant fund to the lead organisation. It is the responsibility of all recipients of grant funding to ensure compliant to state aid regulations. In line with other UK government and European guidance, the emphasis is on the grant recipient to ensure they are compliant with relevant state aid laws. We cannot provide legal advice relating to whether or not your proposal fits within state aid legislation. If state aid is of particular concern you should seek your own independent legal advice before submitting a proposal. Further guidance on de minimis funding is available at the following website: <https://www.gov.uk/government/publications/state-aid-the-basics>

Q5. Is there a central register of de minimis funding that has already being granted to an organisation?

The UKSA does not hold a central register. Under De minimus guidance, all recipients of de

de minimis funding should retain a record of award for 10 years following receipt of funds. Further guidance on de minimis funding is available at the following website: <https://www.gov.uk/government/publications/state-aid-the-basics>

**Q6. How much funding is available and when will it be released?**

It is anticipated that the total funding available for all proposals will be approximately £600k. Following the evaluation process, only the top applications that sit within the Agency's overarching funding and affordability envelope will be funded. As per para 26 of the Announcement of Opportunity, payments would be made following successful completion of appropriate milestones. Criteria will be set, linked to each milestone that shows appropriate progress has been made, and we will require evidence to demonstrate this. We therefore expect to provide funding in stages, for example in February and March following milestone completion.

**Q7. Under what conditions can some funding be considered after March 2019?**

For exceptional proposals, some milestones may be accepted after March 2019. However, our preference is that all projects complete by 31 March 2019.

**Q8. What are the restrictions on De Minimis, I saw some other state aid restrictions that only allow grants to be provided to companies with 3+ years of existence.**

Applicants are advised to seek their own independent advice to ensure they are compliant to receive de minimis state aid funding. Further guidance on de minimis funding is available at the following website: <https://www.gov.uk/government/publications/state-aid-the-basics>

**Q9. Should each study focus on the whole range service or could also they be focused on a few topics? Does each one need to cover all mandatory outputs or at least one of them?**

As per paragraph 15 of our announcement of opportunity, our preference is to receive proposals to consider providing all four range control tasks identified above, proposals from companies that wish to only study how to provide one, two or three of the range control tasks are also eligible. In these cases, applicants will be expected to identify with whom they propose working with to provide all remaining range control activities, and what form of relationship will exist with these other providers. Proposals that do not seek to study all four of the range control tasks are expected to request a proportionate amount of funding.

Proposals must provide all of the mandatory outputs listed at paragraph 18 of the announcement of opportunity.

**Q10. As there is £600,000 funding available, which cannot be flowed down, are you expecting to award 3 + grants, due to max 200k per organisation.**

Under the de minimis rules the maximum amount a single undertaking can receive is €200,000 over any rolling 3-year period. Proposals do not have to request this maximum amount, and so we may fund multiple smaller proposals that sit within the Agency's overarching funding and affordability envelope. For the avoidance of doubt, the issue of this Announcement of Opportunity is not a commitment by the UK Space Agency to take forward or support any application.

Q11. How many studies are expected in parallel? And what is the maximum budget for each study?

Under the de minimis rules the maximum amount a single undertaking can receive is €200,000 over any rolling 3-year period. Proposals do not have to request this maximum amount, and so we may fund multiple smaller proposals that sit within the Agency's overarching funding and affordability envelope. For the avoidance of doubt, the issue of this Announcement of Opportunity is not a commitment by the UK Space Agency to take forward or support any application.

Q12. Whilst the RfP states you won't consider proposals that rely on government equipment, can proposals include use of government equipment as an additional capability?

At this time, we only intend to consider proposals that wish to examine providing range services on a purely commercial basis, without any reliance on or use of government furnished equipment. This includes using government equipment as an additional capability – our focus remains on commercial range services.

Q13. Have you looked at other funding methods, other than de minimis, as this gives many companies problems?

The UKSA considered a number of funding routes however, enterprises that do not submit proposals for grant funding, or are not selected to be funded, may still be supported non-financially by the UK Space Agency. This may include sharing information, helping to set up links with new customers and facilitating international engagement. Participation in this call is not mandatory for organisations to develop range services and will not impact any party's ability to apply for any future funding.

Q14. Why is price not an evaluation criteria? It often is when HMG funds activities.

Proposals will be assessed using the published evaluation criteria. This has been designed to identify those proposals which offer the best Value for Money (VFM) overall.

Q15. Can you confirm how you expect services to be procured? The timetable for procurement is very tight so traditional procurement methods will be challenging. To clarify on procurement will you require the applicant to abide by procurement rules or can the applicant directly contract services without any open procure?

Organisations should follow their own processes when considering how to procure services as part of this project. It is the responsibility of the grant recipient to ensure compliance with any relevant regulation.

Q16. Will the grant be paid against defrayed expenditure in arrears and or will it paid against project milestones?

Payment of UKSA funds will be based around achieving key milestones upon evidence and successful delivery. Payment cannot be provided in advance of need.

**Q17. Is there a maximum size of a consortium? Is only one company possible?**

There is no maximum number of organisations that can be involved in proposals or projects. Whether the application is being submitted as part of a consortium, or an individual organisation, there must be a single lead organisation. Grant funding will only be awarded to one lead organisation.

**Q18. If a foreign company provides an added value, could they apply for this call? SME or new companies have any kind of benefits?**

This opportunity is open to both foreign and UK companies. It is open to all companies that are registered or incorporated in a country that is a member of the Missile Technology Control Regime, although we expect proposals to outline how they intend to realise benefits in the UK.

**Q19. In para 21 would a generic range get more or less marks in the evaluation than a specific range or does it not matter?**

A generic range wouldn't necessarily receive a lower score; all accepted applications would be assessed equally against the criteria set out in Annex B of the funding call document.

**Q20. What others funding routes did you consider and why did you choose de minimus?**

The UKSA considered a number of potential funding options before choosing to offer funding under the De Minimis regulation. The De Minimis regulation allows an EU member state to give comparatively small amounts of funding that do not require prior notification and approval. Participation in this call is not mandatory for organisations to develop range services and will not impact any party's ability to apply for any future funding.

**Q21. The choice of DeMininis is proving a challenge, can we work with UKSA to look at alternate suitable state aid compliant frameworks and exemptions to assist?**

The UKSA considered a number of potential funding options before choosing to offer funding under the De Minimis regulation. The De Minimis regulation allows an EU member state to give comparatively small amounts of funding that do not require prior notification and approval. We only intend to offer funding through the De Minimis regulation for this grant call. However, applicants do not have to request the maximum amount of funding (€200k) available under the De Minimis regulation in response to this call. Indeed, we are keen to receive a broad response from industry to this call for proposals and would ask potential applicants to consider if an application for a lower amount of funding would be beneficial. Participation in this call is not mandatory for organisations to develop range services and will not impact any party's ability to apply for any future funding.

**Q22. For De Minimis state aid, the threshold is 200,000 Euros in any rolling three-year period. Confirm this does not correspond to £200,000 project funding limits?**

Under state aid rules, the maximum amount of de minimis funding that one organisation can receive in a 3-year rolling period is €200,000. Grant payments will be made in GBP. The conversion will be calculated using the European Commission's rate on the date the grant is

awarded. Outside of the state aid ceiling, there are no limitations to the maximum value of each project. The total grant funding however must not exceed 80% of the total project costs.