



PCP WISE

Open Market Consultation

Q&A Document

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**Category: PCP Budget allocation and contracting**

#	Question	Answer
1	When you doubt whether the project is feasible "within the proposed budget", it means that the budget for the 3 phases of the later precommercial procurement is already (more or less) set?	The total budget for PCP WISE is fixed at € 11.765.338,80. However, we are seeking feedback on the proposed distribution of the budget across the 3 different phases of the PCP, as well as on the envisaged number of contracts to be awarded within each phase through the RFI questionnaire or during the OMC events. The final distribution of this budget between the 3 phases, taking into account the feedback given during the OMC, will be published in the tender documents.
2	Could you indicate how many projects you are thinking about funding, and the approximate budget per project?	<p>In principle, we offer 5 contracts in Phase 1, 3 contracts in Phase 2, and 2 contracts in Phase 3. Be mindful that flexibility will be provided to transfer the leftover budget from one phase to the next phase in case offers with a lower price than expected are received. For all phases, contracts will be financed until the remaining budget is insufficient to fund the next best tender. The exact number of contracts finally awarded will thus depend on the prices offered and the number of tenders passing the evaluation.</p> <p>The information about the (maximum) total budgets per phase is detailed in Table 3 of the OMC document. There is budget allocated to each one of the different phases, which will be awarded to winning suppliers. However, we are seeking feedback on the proposed distribution of the budget across the different phases, as well as on the number of contracts envisioned to be awarded within each phase through the RFI questionnaire or during the OMC events. The final budget allocation and number of contractors per phase will be published in the tender documents.</p>
3	If the total budget of the PCP is about 12 M€ and if only 2 projects are finally defined, can we conclude that it is about 6M€/ each project?	<p>The information about the (maximum) total budgets per phase is detailed in Table 3 of the OMC document. A specific budget is allocated to each of the three phases, which will be awarded to the winning suppliers.</p> <p>The current intention is to have competition between 5 contractors in Phase 1, 3 in Phase 2, and 2 in Phase 3. A maximum budget per contractor is defined for each phase. Based on the current proposed allocation, a maximum of €4,232,669.40 would be available per project that successfully reaches Phase 3.</p>
4	How many suppliers will be admitted in PCP Phases 1-3? Was it 5, 3, 2 suppliers respectively?	Please see answer #2
5	What's the expected budget for each PCP Phase per supplier?	Please see answer #3
6	I have a question regarding the number of contractors and the different PCP phases. You mentioned that for the first phase you will take 5 contractors. Is this something you're set on? From other PCP projects we're used that the number of taken contractors in the first phase is higher (+10).	<p>Given the scope of our challenge, we are currently proposing a budget allocation and number of projects according to Table 3 of the OMC document. This is indeed 5 contractors for Phase 1 of PCP WISE.</p> <p>If we were to provide 10 or more contracts, this would also lower the budget, which may be an insufficient reward for the to be developed solution.</p>



		However, if according to the answers given by market entities in the OMC, our envisioned budget allocation and number of contractors is inaccurate, this is subject to change. The definite budget allocation and number of contractors per Phase, considering overall market needs and preferences, will be provided in the final tender documents.
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Category: Use Cases

#	Question	Answer
7	Could you please state clearly whether you will procure 1 solution that shall tackle all 5 groups/cases; or whether a solution can focus on 1 single group/case?	The aim is that the solution tackles all 5 use cases. The core of the new solution consists of monitoring the soil-water-vegetation system to provide data relevant to the five use cases related to floods, wildfires, infrastructure risks in rural and urban areas.
8	We may use Earth Observations such as satellite altimetry and surface areas, however, this is not specifically key to our solution. Is GNSS (water levels and ground movements) considered sufficient in terms of satellite-based Earth/environmental observations?	More information on the use cases that your solution needs to tackle has been provided during the Infoday on the 28th of May and during the OMC-events. Recordings of these events are available. Currently, as part of the tender preparation, we are still exploring the requirements of the to-be-developed solutions. Feedback provided during the OMC will be considered when drafting our final tender documents. This will also include the requirements and wishes regarding the datasets that PCP WISE consortia will use to test their solutions.
9	Could the solution combine remote sensing with in-situ sensing? i.e. satellite earth observation technologies combined with local sensing platforms?	The solution may combine such technologies, as long as the integration of remote sensing and in-situ measurements—such as satellite-based Earth observation and local sensor platforms—contributes to the objectives of the project.
10	Do you plan to create sub groups related to the use cases in the community platform or is it too soon?	<p>We have several sub-groups within the Community Platform, however not formed groups related to the Use Cases. The current division of the groups is:</p> <ul style="list-style-type: none"> - Buyers - Suppliers - Replicators - Followers - Support organizations <p>Interactions regarding the upcoming Call for Tenders are possible between members belonging to the same group but also to two different groups.</p> <p>We currently do not plan on forming groups related to the use cases, but this might be a possibility in the future if we deem this helpful. Always bearing in mind that bids must address all the 5 use cases.</p>
11	Is a consortium expected to cover all five use cases, or can it focus on a selected few of interest (e.g., only rural or urban use cases)?	Please see answer #7
12	What is meant by high resolution in CASE 3?	<p>In hydrology terms:</p> <ul style="list-style-type: none"> - In city area (is street level) 5 to 30m



		- In rural area about 100m
13	Any contractor could apply to up to 5 use cases but it is not mandatory to do so. Is that right?	Please see answer #7
14	Who are your expected end users? (Managers, Specialists, etc.)	For example: Water managers, City managers, Nature managers, Agricultural managers. Also, we expect use from the utility sector and local governments.

Category: OMC and general procedure questions

#	Question	Answer
15	How long and when do you (by now) plan implementation of phase 3 of the pre-commercial procurement? The project's calendar is quite pre-framed. So please indicate in the OMC information, what's the actual flexibility possibility. For gathering really valuable and representative evidence and data, the solution - whatever it will be - must ensure a long enough time span. E.g. drought or wildfire situation in Catalunya is quite different in summer than in autumn; same as we have usually no major flood incidence in summer ... Please inform about your preliminary planning for making the OMC answers relevant.	The current timeline for the duration of each Phase is outlined in Table 3 of the OMC document, indicating 4 months for Phase 1, 11 months for Phase 2, and 6 months for Phase 3. However, based on the responses and justifications provided through the Request for Information (RFI), published as part of the OMC process, adjustments between phases may be considered. Please note that any suggestions to modify the proposed timelines must be clearly substantiated and duly justified in your responses.
16	Which is the deadline for the RFI survey?	The deadline for the RFI was 22 June 2025 (23:59 CET).
17	Will the selection criteria be "best value for money"?	In the question received, the term "selection criteria" appears to have been used mistakenly. We assume that "award criteria" were actually meant and have based our response on that understanding. We intend to use award criteria based on "best value for money". The definite award criteria will be published in the Tender Documents, when the Call for Tenders is published. (Selection criteria relate to the qualifications of the supplier, while award criteria concern the evaluation of the proposal itself).
18	Is the PPI, following the PCP, only available to the Phase 3 PCP suppliers, or all PCP suppliers, or even beyond?	The potential future PPI procedure entails a new tender procedure OPEN to all interested market parties. Participation in the PCP neither the lack of selection precludes per se the possibility to present a bid in a future PPI.
19	If I understood correctly, the PCP will be going for sure, while is not granted a PPI, right?	Correct; for now, PCP Wise just covers the PCP procedure. The intention of the Public Buyers Group is to have a follow up PPI after the conclusion of this PCP Wise project. Please bear in mind that PCP Wise is the follow-up of another project called "PROTECT CSA" by the Public Buyers Group. Participants should see this as a sign that the Public Buyers Group has a strong commitment to purchase the developed solutions, also after the PCP.



20	<p>How do you ensure that you receive a suitable amount of bids? I'm guessing:</p> <p>1) too few tenders indicates too tight specifications/scope or insufficient promotion of the call, but</p> <p>2) too many bids are challenging to assess, or perhaps indicate that the scope is not ambitious enough?</p> <p>Is 1) or 2) typically the bigger challenge in a PCP?</p>	<p>Receiving a high number of bids would be favorable as it allows us to select the best contractors for PCP-WISE. This will yield the best results for our challenge. If we receive too few bids, it may be more challenging to fulfil PCP-WISE's needs.</p> <p>To ensure we receive enough bids during our call for tenders we are:</p> <p>1) Disseminating information on PCP-WISE through different media channels in the EU</p> <p>2) And hosting the OMC to help us specify our call for tenders to align with the market capabilities.</p>
21	<p>Questions submitted through the e-procurement platforms will be answered by 13 June or made public to all by 13 June?</p>	<p>We have delayed our first information notice regarding the answers to questions.</p> <p>We will publish an information notice with the answers to the asked questions that is publicly available on the 25th of June.</p>
22	<p>At which point can the suppliers DISCUSS their innovations with the customers? OMC Event is a one way chance to ask a question, but is there, and when exactly?, an option for dialogues?</p>	<p>As we are currently in the Open Market Consultation (OMC) phase, active engagement with the market is anticipated through structured interactions. In this context, you are invited to provide your feedback via the OMC events, the Request for Information (RFI) questionnaire, and the upcoming one-to-one meetings between buyers and suppliers, which will be conducted through the PCP WISE Community Platform over the coming period.</p>
23	<p>Is there any obligation from the buyers to follow-up with a PPI? Does it depend if there are suitable conditions?</p>	<p>Please see answer #19.</p>
24	<p>Does the participation but not selection to any of the 3 phases preclude the possibility to participate to the PPI?</p>	<p>Please see answer #18.</p>
25	<p>Does the PCP OMC phase enter into the "Competitive Dialogue" category (among the EU admitted procurement procedures)?</p>	<p>The Pre-Commercial Procurement (PCP) Open Market Consultation phase is part of the preparatory activities of the PCP procedure. PCP is a different procedure, aiming to contract and spur R&D activities to develop 'commercially unavailable solutions'. This is a different procedure than the 'competitive dialogue'. You can find more information on the PCP approach in the OMC-document or on the website of the European Commission: https://research-and-innovation.ec.europa.eu/strategy/support-policy-making/shaping-eu-research-and-innovation-policy/new-european-innovation-agenda/innovation-procurement/pre-commercial-procurement_en</p>
26	<p>Will PCP WISE have follow up activities/actions after the end of this project? How will the result continue to be exploited operationally after the R&D period?</p>	<p>Please see the answers to question #18 and #19.</p>
27	<p>We just heard a concern about who would pay for the services in one of the OMC sessions. Who do you see as the buyers and how willing do they appear to be paid?</p>	<p>The public buyer group for PCP WISE is stated in the OMC-document and will also be included in the final tender documents published in the PCP WISE Call for Tenders.</p>



Assuming you are interested in the public buyers that are willing to pay for the developed solution after the PCP, we have formulated an answer to this in question #19.

Category: Eligibility to participate in PCP WISE

#	Question	Answer
28	We have the idea to combine, also for rivers that become very wide, EO-derived water surface area with GNSS observations. That would expand the capabilities and EO component, but it is also in a lower level R&D stage. Would this be eligible?	PCP WISE is looking for solutions that address critical challenges related to floods, droughts, heat stress, fires, and infrastructure impacts in both rural and urban areas. The project aims to develop an integrated, real-time soil-water-vegetation water intelligence solution. This solution will provide comprehensive information through monitoring, decadal hindsight, prediction, of the Soil-Water-Vegetation-Atmosphere (SWVA) system for climate change adaptation. The use of space and Earth Observation (EO)-based information will help prevent and mitigate water-related crises, such as floods, droughts, heat stress, fires, and infrastructure impacts, with related spatial risk indicators for each sector. Please note that the expected starting Technology Readiness Level (TRL) is between TRL 4 and 6. The objective is for the developed solutions to reach a TRL of 8 by the end of the PCP process.
29	Can consortia also include public body (universities, research centres?)	In principle, this is allowed; but please note that participation in this Call for Tenders and the subsequent tendering procedure is open on equal terms to all types of operators that are established in and controlled by EU Member States or HE associated countries. Please also note that prior participation in the preparation of the PCP WISE tender might lead to exclusion if there is no other more proportionate way to avoid a potential conflict of interest and to ensure a level playing field with the rest of the tenderers. The PCP WISE Call for Tenders will contain an overview of eligibility criteria for suppliers. Prior participation in the preparation of the tender that results in a conflict of interest or distortion of competition shall be avoided and measures need to be in place to ensure a level playing field for all interested tenderers.
30	Will partners of the PCP Wise consortium, like Fraunhofer, be able to compete with the supply of innovative solutions against non-members of the Consortium?	No, the PCP WISE consortium partners cannot compete in the PCP tender. This would imply a conflict of interest that would breach the TFEU principles of equal treatment and non-discrimination.
31	Are Swiss companies allowed to be part of the consortium?	Yes, they are part of the Horizon Europe participating countries. https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf Please note that participation in this call for tenders and the subsequent tendering procedure is open on equal terms to all types of operators that are established in and controlled by EU Member



		States or HE associated countries. The PCP-WISE Call for Tenders will contain an overview of eligibility criteria for suppliers.
32	Can consortia include universities?	Please see answer #29.
33	It was mentioned that PCP WISE procurers have a preference for a consortium led by a large SME with domain knowledge like civil engineering. Do you have a preference of a multi-national consortium?	The only limitation is that participation in this call for tenders and the subsequent tendering procedure is open on equal terms to all types of operators that are established in and controlled by EU Member States or HE associated countries. PCP Wise consortium has no preferences. The aim is to obtain relevant expertise.
34	What is the definition of 'SME', what is the maximum number of employees?	The definition that PCP-WISE uses for Small and Medium-sized enterprises is according to the definition of the European Commission: https://single-market-economy.ec.europa.eu/smes/sme-fundamentals/sme-definition_en
35	We have 6.700 employees. Does that mean that there can't be a role for us in PCP WISE?	You can definitely participate. Also, companies that are not SMEs can have a role and synergies in PCP-WISE. Please note that participation in this call for tenders and the subsequent tendering procedure is open on equal terms to all types of operators that are established in and controlled by EU Member States or HE associated countries. The PCP-WISE Call for Tenders will contain an overview of eligibility criteria for suppliers.
36	Are public bodies (Research Institutes, University etc.) eligible to participate in a consortium?	Please see answer #29.
37	Are there any eligibility constraints on consortia, fx no of countries and/or companies?	We are still drafting the tender documents for the upcoming PCP. In any case participation in this call for tenders and the subsequent tendering procedure is open on equal terms to all types of operators that are established in and controlled by EU Member States or Horizon Europe associated countries.
38	I would appreciate if you could confirm that research centres can participate and that it is not only addressed to companies.	Participation in this call for tenders and the subsequent tendering procedure is open on equal terms to all types of operators that are established in and controlled by EU Member States or HE associated countries. I.e., a subsidiary from a third country established in a Member State of HE Associated country can be partner in a consortium to submit an offer. A company established in a third country and not established in a Member State or HE associated country can act as a subcontractor. But not as main contractors. The tender document that will be published in September will provide more information on exclusion and selection criteria that a tenderer must comply with.
39	As an experienced GeoAI Space company based in Germany, could you still	If your solution contributes to tackling the use cases and adds value to the goals of PCP WISE within the scope of the tender, it will be valued.



	participate on the project to provide our added value solution components?	Please bear in mind that the eligibility criteria will be published in the final tender documents published during the Call for Tenders. To submit an eligible offer, consortia/parties need to possess all the competences needed to address this challenge and the use cases.
40	Would it be more valuable for proposals to come from inter-European companies (i.e., companies from different EU countries)?	Please see answer #33.
41	What is the expected number of partners in a consortium?	This depends on the number of partners needed to obtain the needed competences, resources and capabilities to develop a solution for PCP WISE. We have no specific expectations about the number of partners.

Category: Intellectual Property Rights (IPR)

#	Question	Answer
42	Is the call-back period applicable only to solutions/consortia at the end of phase 3 or to all solutions/consortia admitted to any of the 3 phases?	<p>The Public Buyers Group (PBG) can apply the call-back clause:</p> <p>(1) To the technology vendors that complete phase 3, in case of lack of commercial exploitation of the results (best effort to commercially exploit the Results of the PCP in a period of 4 years after the end of the Framework Agreement and Specific Contracts). In the previous phases the results of the PCP are still on a lower TRL (not close to the market to be commercialized).</p> <p>(2) To participants in all three PCP phases, in case of using Results to the detriment of the public interest, including EU strategic autonomy or security interest.</p> <p>Before exercising the right to require the transfer of the ownership of the Results, the lead procurer (hWh) will first contact the Contractor to verify any measures that the Contractor has taken to achieve successful commercial exploitation of the Results, to safeguard EU strategic autonomy and security interests and rules, to prevent use of the Results to the detriment of the public interest and to comply with its contractual obligations.</p>
43	Is my understanding correct that the developed solution has to remain in a pre-commercial licensing mode, so meaning it cannot be sold also already to private sector buyers? If this is the case, this would be counter-market productive and not a good idea in my opinion because it is actually usually the private sector buyers that tell you if a solution has serious market traction.	<p>As a technology provider not only will you retain the IPR of the developed solutions (so after the PCP you could further develop it), but you are also mandated to commercialize it in a period of 4 years after the PCP is over. We do want you to sell your solution after the PCP is over. What we mean is the Public Buyer Group will have a license to use the solution that has been developed up until the TRL level it was developed during the PCP. But bear also in mind that this license is NON-exclusive and NON-commercial.</p> <p>If you have a sellable solution, with pre-existing rights, you maintain these rights and have the right to commercialize the technology as you deem best.</p>
44	Can a participating consortium "sell" commercially during the PCP?	If you have a "commercial" solution, nothing in this PCP prevents you from selling it. However, please bear in mind that the early phases of a PCP are related to lower TRL.



45	Each company in a consortium could bring parts of solution that already sell as individual components in the market now but indeed the requested solution for the PBG is not there yet and would be the result of the combined efforts of the consortium	This question appears to refer to the pre-existing rights that may be used as building blocks for developing the solution within PCP WISE. In principle, any pre-existing components or technologies brought in by consortium partners remain the property of those partners, and they are free to commercialize them as they see fit.
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Category: Technical and Data requirements

#	Question	Answer
46	From the OMC, is required the combination of "various types of data" including "field measurements". Does it mean that the consortium should possess field data related to the different use cases and test sites at the time of proposal submission? Or rather that the consortium should demonstrate the technical capacity to take field measurements? Or rather that these are already available and in possession of all public buyers and the consortium should demonstrate the ability to use/integrate/interpret them?	The contractor should demonstrate the capacity during the proposal stage to obtain the data, integrate available data and take field measurements needed for the proposed solution development. More details on data/infrastructure availability will be provided in the tender documents.
47	From the OMC, "real-time" data and monitoring is required. It would be helpful to understand for each use case and test sites: -what data is available -what technology/infrastructure is available and if existing technology/infrastructure is expected to be integrated in the proposed solution	The contractor should demonstrate the capacity during the proposal stage to obtain the data, integrate available data and take field measurements needed for the proposed solution development. More details on data/infrastructure availability will be provided in the tender documents.
48	For (hyper) local and short-term forecasting, real-time in-situ monitoring, will be essential to get decent skills. We could offer that with several of some intended project partners. Is this a logical component of an offer for research?	The tender documents will provide an overview of the necessary professional skills, capabilities and requirements of the to-be-developed solutions. The submitted offer will be evaluated against these criteria and requirements.
49	MODFLOW is very specific, why not OGC standards for instance? MODFLOW is only groundwater, I recommend data standards that warrant interoperability, not one model suite.	This is valuable and appreciated feedback. The Request for Information contains questions regarding this topic. Market feedback has been taken into account regarding other OGC standards, and we will provide further information on MODFLOW in the OMC Report and the final tender documents.

**Category: Financial proposals / Bids**

#	Question	Answer
50	Can you please explain more details about the financial aspects of the tender? What costs are eligible for funding, what hourly rates are applicable, etc.?	The financial aspects will be included in TD9 (Tender Document 9). FINANCIAL FORM. Each tenderer will have to provide a cost breakdown for Phase 1 and then an estimation for both Phase 2 and Phase 3. This breakdown will include as separate categories: personnel incl. hourly rates, materials, facilities, overhead costs, travel, sub-contracting, other potential costs that you might be incurring in and that do not fall in any other of the categories and the total price with shared IPR (that will be owned by you). Bear in mind that the proposal MUST comply with the definition of R&D services as described in the most recent version of the Frascati Manual. This means that the value of the R&D services provided by the contract must be more than 50% of the total value of the PCP framework agreement.
51	Is it possible to buy sensor equipment for insitu measurements and validation of our products with the PCP budget?	Be mindful that the project is a PCP, focusses mainly on the R&D Services. I.e. your proposal MUST comply with the definition of R&D services as described in the most recent version of the Frascati Manual. This means that the value of the total amount of products covered by the contract must be less than 50 % of the total value of the PCP framework agreement: (1) The offers for all 3 Phases may include only items needed to address the challenge in question and to deliver the R&D services described in this Request for Tenders; and (2) The total value of products offered in Phase 1 and in Phase 2 must be less than 50% of the value of the Phase 1 and Phase 2 Contracts' value. Tenders that go beyond the provision of R&D services will be excluded.
52	What types of costs are eligible for reimbursement (e.g., overhead costs, travel)?	<p>The tender must include a detailed financial offer, as part of TD9. Financial form (provided in the tender documents). This form should be used to specify:</p> <ul style="list-style-type: none">-Binding unit prices for all items needed for carrying out phase 1 and for items that are expected to be needed for phase 2 and phase 3 (given in euros, excluding VAT but including any other taxes and duties). The unit prices quoted for each category of items (e.g. hourly rates for junior and senior researchers, developers and testers) remain binding for all phases (i.e. for the duration of the framework agreement). Where new units/unit prices (e.g. for new tasks or equipment) are subsequently added to the phase 2 or 3 offers, they will become binding for the remaining phases.-A fixed total price for phase 1 and an estimated total price for phase 2 and 3, broken down to show unit prices and the number of each unit needed to carry out phase 1 (given in euros, excluding VAT but including any other taxes and duties). In addition, the financial section must include:-A price breakdown that shows the price for R&D services and the price for supplies of products (to demonstrate compliance with the definition of R&D).



		<p>-A price breakdown that shows the location or country in which the different categories of activities are to be carried out (e.g. x hours of senior researchers in country L at y euro/hour; hours of junior developers in country M at b euro/hour), which personnel profile corresponds to R&D personnel. To demonstrate compliance with the requirement relating to place of performance.</p> <p>The information provided in the financial section of the tender will be used to evaluate the tenders on the basis of the compliance criteria and the price award criteria.</p> <p>The price paid to the contractor will cover all costs incurred by the contractor. The PBG is not going to pay any additional costs.</p>
53	Are standard funding rates applicable, or can we propose our own rates and is the proposal assessed based on value-for-money?	Please see answer #52.
54	If standard rates are applicable, could you explain how these are built up?	Please see answer #52.
55	Are financial or in-kind contributions within the project required, or taken into account in the assessment of the proposal?	<p>Financial or in-kind contribution are not required but may be taken into account in the assessment.</p> <p>Please see answer #52 for more information.</p>
56	I noticed that there are different phases with different budgets and number of contracts. Does this mean that we can apply for different phases only?	You need to submit a bid at the very beginning of the PCP (for phase 1 already). Only tenderers selected at this stage and successfully completing phase 1 will be invited to submit a bid for phase 2. And only providers successfully completing phase 2 will be invited to bid to phase 3.