

Warsaw, 14/04/2016  
Our ref:

## MEETING AGENDA

### Industry day Workshop Medium Altitude Long Endurance Remote Piloted Aircraft Systems (RPAS) deployment for maritime surveillance

Date:	April 14, 2016
Venue:	Frontex premises, Plac Europejski, 6, Warsaw, Poland Morning session : Conference room no. 601 (6 floor) Afternoon session : Conference room no. 602 (6 floor)
Contact persons:	
Participants:	Industry and Frontex representatives

Thursday, 14/04/2016	Working Session	Presenter
08:30 - 08:45	Registration	Frontex 6 <sup>th</sup> floor
08:45- 09:10	Opening of the Workshop with brief introductions: • Frontex: Exploring the need of MALE - RPAS	Frontex
09:10- 09:30	<ul style="list-style-type: none"> <li>Presentations covering these main topics: <ul style="list-style-type: none"> <li>your company solution: platform, sensors, and communications set-up</li> <li>previous experience in leasing surveillance services</li> <li>surveillance service leasing options</li> <li>required lead time for a service provision.</li> </ul> </li> </ul>	SAGEM
09:30- 09:50		IAI
09:50 - 10:10		Finmeccanica
10:10 - 10:40	Coffee break	Frontex 6 <sup>th</sup> floor
10:40 - 11:00	<ul style="list-style-type: none"> <li>Presentations covering these main topics: <ul style="list-style-type: none"> <li>your company solution: platform, sensors, and communications set-up</li> <li>previous experience in leasing surveillance services</li> <li>surveillance service leasing options</li> <li>required lead time for a service provision.</li> </ul> </li> </ul>	THALES
11:00 - 11:20		General Atomics Aeronautical Systems UK
11:20 - 11:40		Airbus DS Airborne Solutions GMBH
11:40 - 12:00	• Frontex: Q&A	Frontex
12:00 - 13:30	Lunch break	Frontex 14 <sup>th</sup> floor

Thursday, 14/04/2016	Afternoon Working Session	Presenter
13:30 - 14:00	Individual (private) meeting with Frontex	SAGEM (TBC)
14:00 - 14:30	Individual (private) meeting with Frontex	IAI (TBC)
14:30 - 15:00	Individual (private) meeting with Frontex	Finmeccanica (TBC)
15:00 - 15:30	Coffee break	Frontex 6 <sup>th</sup> floor
15:30 - 16:00	Individual (private) meeting with Frontex	THALES (TBC)
16:00 - 16:30	Individual (private) meeting with Frontex	General Atomics Aeronautical Systems UK (TBC)
16:30 - 17:00	Individual (private) meeting with Frontex	Airbus DS Airborne Solutions GMBH (TBC)



## Industry day Workshop - Medium Altitude Long Endurance Remotely Piloted Aircraft Systems

### List of Attendance - 14th April 2016, Warsaw, Poland

#	Industry	Name	Surname	Signature	E-Mail
Technology Providers					
3	Israel Aerospace Industries	■	■		■





## SERVICE CONTRACT

Contract number: Frontex/OP/800/2017/JL for Lot 1

European Border and Coast Guard Agency, Plac Europejski 6, 00-844 Warsaw, Poland, NIP (VAT registration number): 1132575531 (hereinafter referred to as "Frontex" or "the contracting authority"),

represented for the purposes of the signature of this contract by Fabrice Leggeri, Executive Director,  
on the one part, and

Israel Aerospace Industries Ltd.

Military Aircraft Group, Malat Division

Ben Gurion International Airport, 70100 Israel

Statutory registration number: 520027194

VAT registration number: 557652633

(hereinafter referred to as 'the contractor'), represented for the purposes of the signature of this contract by Moshe Levy, Vice President and General Manager, Malat Division, Military Aircraft Group, Israel Aerospace Industries Ltd, and by Esti Atias, Finance Director, Malat Division, Military Aircraft Group, Israel Aerospace Industries Ltd.

on the other part,

HAVE AGREED

to the **special conditions**, the **general conditions for service contracts** and the following annexes:

**Annex I -** Tender Specifications with all questions and answers dealt with before the deadline for submission of offers

**Annex II -** Contractor's tender (technical and financial part)

which form an integral part of this contract (hereinafter referred to as "the contract").

This contract sets out the obligations of the parties during and after the duration of this contract.

ALL DOCUMENTS ISSUED BY THE CONTRACTOR (END-USER AGREEMENTS, GENERAL TERMS AND CONDITIONS, ETC.) EXCEPT ITS TENDER ARE HELD INAPPLICABLE, UNLESS EXPLICITLY MENTIONED IN THE SPECIAL CONDITIONS OF THIS CONTRACT. IN ALL CIRCUMSTANCES, IN THE EVENT OF CONTRADICTION BETWEEN THIS CONTRACT AND DOCUMENTS ISSUED BY THE CONTRACTOR, THIS CONTRACT PREVAILS, REGARDLESS OF ANY PROVISION TO THE CONTRARY IN THE CONTRACTOR'S DOCUMENTS.

E.A

*[Handwritten signature]*

## **SPECIAL CONDITIONS**

### **I.1. ORDER OF PRIORITY OF PROVISIONS**

If there is any conflict between different provisions in this contract, the following rules must be applied:

- (a) The provisions set out in the special conditions take precedence over those in the other parts of the contract.
- (b) The provisions set out in the general conditions take precedence over those in the other annexes.
- (c) The provisions set out in the Annex I take precedence over those in the Annex II.

### **I.2. SUBJECT MATTER**

The subject matter of the contract is **Trial of Remotely Piloted Aircraft System (RPAS) for long endurance Maritime Aerial Surveillance, Lot 1.**

### **I.3. ENTRY INTO FORCE AND DURATION**

- I.3.1** The contract enters into force on the date on which the last party signs it.
- I.3.2** The *performance of the contract* cannot start before its entry into force.
- I.3.3** The duration of the *performance of the contract* must not exceed 12 months. *Performance of the contract* starts from the date of entry into force of the contract. The period of *performance of the contract* may be extended only with the express written agreement of the parties before the expiration of such period.

### **I.4. PRICE**

#### **I.4.1. Price of the contract and maximum amount**

The maximum net price payable under this contract is EUR 4,750,000.00 [four million seven hundred fifty thousand euro], in accordance with the financial offer of the contractor (Annex II).

#### **I.4.2. Price revision index**

Price revision is not applicable to this contract.

#### **I.4.3. Reimbursement of expenses**

Reimbursement of expenses is not applicable to this contract.

### **I.5. PAYMENT ARRANGEMENTS**

#### **I.5.1. Pre-financing**

Pre-financing is not applicable to this contract.

#### **I.5.2. Interim payment**

1. The contractor may claim an interim payment after completion of each (except the last one) of the foreseen in respective Lot 100-hours-blocks of Remotely Piloted Aircraft System (RPAS) services for long endurance maritime aerial surveillance. The contractor must send an invoice for that interim payment accompanied by the evidence required in the Annex I point 6.5 and accepted by Frontex.

2. The contracting authority must approve any submitted documents or deliverables and pay the claimed interim payment within 60 days from the day of receipt of the invoice.

3. If the contracting authority has observations to make, it must send them to the contractor and suspend the time limit for interim payment in accordance with Article II.21.7. The contractor has 15 days to submit additional information or corrections or a new version of the documents if the contracting authority requires it.

4. The contracting authority must give its approval and pay within the remainder of the time-limit indicated in point 2 above unless it rejects partially or fully the submitted documents or deliverables.

### **1.5.3. Payment of the balance**

1. The contractor may claim the payment of the balance (for the last one of the foreseen in respective Lot 100-hours-blocks) following the requirements of the Annex I, point 6.5.7, as well as in accordance with Article II.21.6.

The contractor must send an invoice for payment of the balance due under the contract as provided for in the tender specifications, accompanied by the evidence required in the Annex I point 6.5 and accepted by Frontex.

2. The contracting authority must approve the submitted documents or deliverables and pay within 60 days from receipt of the invoice.

3. If the contracting authority has observations to make, it must send them to the contractor and suspend the time limit for payment in accordance with Article II.21.7.

The contractor has 15 days to submit additional information or corrections or a new version of the documents if the contracting authority requires it.

4. The contracting authority must give its approval and pay within the remainder of the time-limit indicated in point 2 above unless it rejects partially or fully the submitted documents or deliverables.

### **1.6. GUARANTEES**

Guarantees are not applicable to this contract.

#### **1.6.1. Performance guarantee**

Performance guarantee is not applicable to this contract.

#### **1.6.2. Retention money guarantee**

Retention money guarantee is not applicable to this contract.

### **1.7. BANK ACCOUNT**

Payments must be made to the contractor's bank account denominated in euro, identified as follows:

Name of bank: Bank Hapoalim B.M.

Full address of branch: 50 Rothschild Boulevard, Tel-Aviv, Israel

Exact denomination of account holder: Israel Aerospace Industries Ltd.

Full account number including bank codes: IL39 0126 0000 0000 0652 009

IBAN code: IL39 0126 0000 0000 0652 009

### **1.8. COMMUNICATION DETAILS**

For the purpose of this contract, communications must be sent to the following addresses:

#### **Contracting authority:**

Frontex

Plac Europejski 6

00-844 Warsaw, Poland

Contract Responsible: [REDACTED]

E-mail: [rdu-technology-assessment@frontex.europa.eu](mailto:rdu-technology-assessment@frontex.europa.eu)

#### **Contractor:**

Israel Aerospace Industries Ltd, Military Aircraft Group, Malat Division

Ben Gurion International Airport, 70100 Israel

Contract Executive: [REDACTED]

[REDACTED]

#### I.9. DATA CONTROLLER

For the purpose of Article II.9, the data controller is the Head of Research and Development Unit in Frontex.

#### I.10. EXPLOITATION OF THE RESULTS OF THE CONTRACT

This clause is applicable to this contract, following the requirements of the Annex I.

#### I.11. TERMINATION BY EITHER PARTY

Either party may, terminate the contract by sending *formal notification* to the other party with one month written notice.

If the contract is terminated:

- (a) neither party is entitled to compensation;
- (b) the contractor is entitled to payment only for the services provided before termination takes effect; in case of termination by Frontex, the contractor may claim flying hours costs + fixed costs; in case of termination by the contractor, it may claim flying hours costs only.

The second, third and fourth paragraphs of Article II.18.4 apply.

#### I.12. APPLICABLE LAW AND SETTLEMENT OF DISPUTES

I.12.1. The contract is governed by Union law, complemented, where necessary, by the law of Poland. This is without prejudices to the application of the relevant EU MSs law to be followed during the implementation of the contract.

I.12.2. The courts of Poland have exclusive jurisdiction over any dispute regarding the interpretation, application or validity of the contract.

#### **SIGNATURES**

For the contractor,  
Moshe Levy, Vice President and General Manager,  
Malat Division, Military Aircraft Group, Israel  
Aerospace Industries Ltd

For the contracting authority,  
Fabrice Leggeri, Executive Director

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

For the contractor,  
Esti Atias, Finance Director, Malat Division,  
Military Aircraft Group, Israel Aerospace  
Industries Ltd

Signature: E. Atias

Done at TEL AVIV , on 27/12/2012 Done at Warsaw, on 22/12/2017

In duplicate in English.

## DRAFT AGENDA

Preparatory meeting Hellenic Coast Guard - Frontex on the MALE RPAS border surveillance trial 2018

5 March 2018

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Kick-off meeting Hellenic Authorities, Frontex and IAI Company for the implementation of the MALE RPAS border surveillance trial 2018 - Lot 1

6 March 2018

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Debriefing meeting Hellenic Authorities - Frontex; Bilateral meeting Frontex - IAI

7 March 2018

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Preparatory meeting Italian Mol - Frontex on the MALE RPAS border surveillance trial

8 March 2018

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Kick-off meeting Italian Authorities, Frontex and Leonardo Company for the implementation of the MALE RPAS border surveillance trial 2018 - Lot 2

9 March 2018

Date:	9 March 2018
Venues:	Greece - Hellenic Coast Guard HQs Akti Vassiliadi, Gate E1-E2 18510 Piraeus - GREECE Italy - Ministry of Interior Central Directorate for Immigration and Border Police Immigration Service - Via Tuscolana n. 1558 - 00173 Roma
Contact persons:	Hellenic Coast Guard [REDACTED] Ministry of Interior [REDACTED] Frontex [REDACTED]
Participants:	Hellenic Authorities, Italian Authorities, IAI, Leonardo company, Frontex



5 March 2018		
15:30 - 17:30	Briefing meeting Hellenic Coast Guard - Frontex on MALE RPAS border surveillance trial 2018 Project implementation and organizational aspects	[REDACTED]
6 March 2018		
10:00 - 13:00	Preparatory meeting Hellenic Authorities Frontex on MALE RPAS border surveillance trial 2018 Operational and logistic aspects	[REDACTED] Hellenic Authorities, [REDACTED]; FCO
13:00 - 14:00	Break	
14:00 - 17:00	Kick-off meeting for the implementation of the MALE RPAS border surveillance trial 2018 Lot 1	[REDACTED] Hellenic Authorities, Contractor - IAI [REDACTED] FCO
7 March 2018		
09:30 - 12:30	De-briefing meeting Hellenic Authorities - Frontex on MALE RPAS border surveillance trial 2018	[REDACTED] Hellenic Authorities, [REDACTED]
12:30 - 14:00	Break	
14:00 - 17:30	Bilateral meeting Frontex - IAI Operational and logistic aspects	IAI Company [REDACTED]
8 March 2018		
13:00 - 17:00	Briefing meeting Italian Mol - Frontex on the implementation of the MALE RPAS aerial surveillance trial Project implementation and organizational aspects	[REDACTED] Central Directorate for Immigration and Border Police Immigration Service [REDACTED]



**LIST OF PARTICIPANTS**  
**Frontex MALE RPAS Lot1 Kick-off meeting**  
**Piraeus, Greece - 06 March 2018**

NAME	SURNAME	ORGANISATION	Signature
		Israel Aerospace Industries	
		Israel Aerospace Industries	
		Israel Aerospace Industries	
		Israel Aerospace Industries	



## Draft Agenda

### Frontex RPAS Workshop and Demonstration 2018

### Crete, Greece

<b>Date:</b>	2-4 December 2018
<b>Venue:</b>	Aquila Atlantis Hotel, Heraklion Crete Greece Tympaki airbase, Crete, Greece
<b>Contact:</b>	<div style="background-color: black; width: 100%; height: 80px;"></div>
<b>Language:</b>	English

DAY 1 2 December 2018	
Arrival to Crete	Transport from <u>Heraklion International Airport</u> to Hotel arranged by Frontex

DAY 2 3 December 2018		Aquila Atlantis Hotel Heraklion Crete Greece (venue)
9:30-10:00	Registration	
10:00 - 11:00	Welcome 15'	Hellenic Coast Guard Hosting Authority Frontex Head of Research and Innovation Unit
	Opening speeches 15'	Speech 1 - Frontex senior management <i>Innovation for Advanced Surveillance Technologies: the case of RPAS</i>
	15'	Speech 2 - Contractor executing the trial in Greece <i>RPAS in support of Border Management</i>
	15'	Speech 3 - Contractor executing the trial in Italy <i>RPAS in support of Border Management</i>



<b>DAY 2</b> <b>3 December 2018</b>		<b>Aquila Atlantis Hotel</b> <b>Heraklion Crete Greece (venue)</b>
11:00 - 11:30	<b>Coffee break</b>	
11:30 - 12:00	<b>Session 1</b>  <b>"Outlook"</b>	The session will provide an overview of the rationale behind the trial and the use of MALE RPAS technology. The core capacities of such a technology based on different use cases will be presented and discussed. <i>Frontex Research and Innovation</i>
12:00- 12:30	<b>Session 2</b>  <b>"Feedback Greece"</b>	The session will provide an overview of the problems that have been encountered by various stakeholders when implementing and using RPAS technology in Eastern Mediterranean Sea. <i>Hellenic Coast Guard</i>
12:30 - 13:00	<b>Session 3</b>  <b>"Feedback Italy"</b>	The session will provide an overview of the problems that have been encountered by various stakeholders when implementing and using RPAS technology in Central Mediterranean Sea. <i>Guardia de Finanza</i>
13:00 - 14:00	Lunch at the Aquila Atlantis Hotel, Heraklion, Crete - Frontex	
14:15 - 16:00	<b>Transfer from the Hotel to Tympaki airbase, arranged by Frontex</b>	
16:00 - 16:30	Entry arrangements, short presentation about the Tympaki base, accommodation in pilot scenario according to conditions.	
16:30 - 17:00	<b>Session 4</b>  <b>"System Description"</b>	The session will be a description of the RPAS system deployed and an introduction to the live demonstration. <i>Contractor &amp; Frontex</i>
17:00 - 18:30	<b>Session 5</b>  <b>Live Demo</b>	A live demo is planned as part of the workshop:  A) Opportunity will be given to workshop participants to see an <b>actual RPAS mission, including the RPAS take-off</b> and a session following up part of an operational mission.  <b>(Back up option in case of no-flight weather conditions)</b> B) Opportunity will be given to workshop participants to see an <b>actual RPAS set up, in recorded mode, including RPAS take-off</b> , performed operational missions, and landing.
18:30 - 19:00	<b>Wrap-up of the Day</b>	
19:00 - 20:30	Dinner at Tympaki airbase hangar - Frontex	
20:30 - 22:00	Transfer from Tympaki airbase to the Hotel in Heraklion, arranged by Frontex	

<b>DAY 3</b> <b>4 December 2018</b>	
<b>Departure from Crete, Transport from the Hotel to <u>Heraklion International Airport</u> arranged individually</b>	

## LIST OF PARTICIPANTS

Frontex MALE RPAS Workshop and Demonstration

Crete, Greece - 3 December 2018

No.	NAME	SURNAME	ORGANISATION	Signature
58			Israel Aerospace Industries	
59			Israel Aerospace Industries	
60			Israel Aerospace Industries	





## DRAFT AGENDA

Preparatory meeting Hellenic Coast Guard - Frontex on the MALE RPAS trial 2018 final evaluation

11 March 2019

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Final evaluation meeting Hellenic Authorities, Frontex and Contractor IAI/ Airbus DS for the MALE RPAS border surveillance trial 2018 - Lot 1

12 March 2019

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Preparatory meeting Hellenic Authorities - Frontex on Aerostat trial 2019

13 March 2019

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Kick-off meeting Hellenic Authorities, Frontex, GNR (PT) and Contractor on Aerostat trial 2019

13 March 2019

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Field visit and site survey on Aerostat trial 2019, Lesbos Island

14 March 2019

Date:	11-14 March 2019
Venues:	Greece - Hellenic Coast Guard HQs Akti Vassiliadi, Gate E1-E2 18510 Piraeus - GREECE Lesbos island
Contact persons:	Hellenic Coast Guard  Frontex 
Participants:	Hellenic Authorities, IAI/Airbus-DS, Frontex, Portuguese National Republican Guard GNR

11 March 2019, Monday		
14:30 - 17:00	Preparatory meeting of the final RPAS trial evaluation and report. Briefing on contribution provided from the Hellenic authorities. Update on the final report presentation	[REDACTED] Hellenic Coast Guard, [REDACTED] - RIU
12 March 2019		
10:00 - 13:00	Final evaluation meeting Hellenic Authorities, Frontex, contractor on MALE RPAS border surveillance trial 2018 Lot 1	[REDACTED] Hellenic Authorities, [REDACTED] Frontex IAI, Airbus-DS
13:00 - 14:00	Break	
14:00 - 17:00	Final report presentation of the MALE RPAS border surveillance trial 2018 Lot 1 Open discussion, Recommendations, Way ahead	[REDACTED] Hellenic Authorities, [REDACTED] Frontex IAI, Airbus-DS
13 March 2019		
10:30 - 12:00	Preparatory/technical meeting on Aerostat for maritime surveillance trial 2019	Hellenic Authorities, Hellenic Coast Guard Frontex [REDACTED]
12:00 - 12:30	Break	
12:30 - 15:00	Kick-off meeting on Aerostat for maritime surveillance trial 2019 Field visit preparation	Hellenic Authorities, Hellenic Coast Guard, Frontex, GNR - National Republican Guard (PT) and Contractor (Innovative)
14 March 2019		
10:00 - 18:00	<b>Aerostat trial 2019 Field visit and site survey</b> Lesbos island	Local authorities, Hellenic Coast Guard Frontex, GNR (PT) and Contractor (Innovative).

**LIST OF PARTICIPANTS**  
**Frontex MALE RPAS Evaluation Meeting**  
**Piraeus, Greece - 12 March 2019**

NAME	SURNAME	ORGANISATION	Signature
		Israel Aerospace Industries	
		Israel Aerospace Industries	

