

West Mediterranean Motorways of the Sea Master Plan

Call for MoS Proposals

In the framework of the TEN-T project “ West Med Corridors ”, the Steering Committee consisting of representatives from the Ministry of Infrastructures and Transports of the Italian Republic, Ministère de l’Ecologie, de l’Energie du Développement Durable et de l’Aménagement du Territoire of The French Republic and the Malta Maritime Authority launch the first call for proposals concerning the MoS in the West Mediterranean area. The call is addressed to consortia consisting of at least two ports/port terminals from two different Member States (one of which should be one of the three participant countries, Italy, France and Malta) and maritime transport operators. They are invited to submit Motorways of the Sea project proposals, as defined in the priority project No 21 of the TEN-T Guidelines¹.

Project proposals should be submitted to the Ministries or Authorities involved in this project (contact details are given in Appendix I) and will be evaluated jointly by the Steering Committee of the project, according to the criteria described in this notification, which are mainly based on the evaluation criteria included in the TEN-T 2009 Call for Proposals.

This call is intended for MoS to be evaluated and if positively approved, included in the West Mediterranean Master Plan. Thus, the MoS projects that will be considered mature can be further submitted by the respective countries for TEN-T co-funding, in one of the TEN-T call for proposals.

Objective of this call

The Ministries and Authorities of the Western Mediterranean region issuing this call envision it as part of an ambitious plan to develop viable Motorways of the Sea routes in the region and as a method to receive valuable feedback regarding prospective MoS routes and infrastructure interventions and improvements in the inter-modal-logistics chain.

The present initiative is clearly distinct from the initiative “Union for the Mediterranean”, launched in Paris, July 13, 2008 in order to develop and tighten the relationships between the north and south bounds of the Mediterranean Sea, which also considers the development of MOS as one of the priority issues.

The main objectives of this call are three:

¹ Decision No 1692/96/EC of the European Parliament and of the Council of 23 July 1996 on Community guidelines for the development of the trans-European transport network, as last amended by Decision No 884/2004/EC of the European Parliament and of the Council of 29 April 2004.



- a) identify MoS projects that will and become part of the MoS Master Plan of the West Mediterranean and contribute to the development of the trans-European transport network²
- b) positively evaluated MoS proposals, can be further submitted to the TEN-T and Marco Polo Call for Proposals for co-financing
- c) record the needs of the market (bottom –up approach) and thus develop the Master Plan of the MoS according to these needs

For the above reasons the purpose of the call is to receive proposals for Motorways of the Sea projects that if positively evaluated will be included in the West Mediterranean Master Plan and thus, if supported by the respective Member States, they could be submitted under one of the TEN-T Call for Proposals. Support from Member States concerned however is not a guarantee to receive financing from the EU budget as the outcome of the evaluation by the European Commission cannot be prejudged.

The proposers could request relevant documentation for their proposals, which are produced by the study West Med Corridors project.

Sources of funding of MoS projects

MoS project proposals that will be positively evaluated will be supported to receive co-financing by a number of public sources. The following instruments can provide investment financial support:

- **TEN-T financing:** The TEN-T programme can provide financial support for infrastructure and facilities for Motorways of the Sea actions (co-financed up to 30% for cross-border sections) and can also provide start-up aid (limited to 2 years) and support for preparatory studies (co-financed up to 50%), through the multi-annual programme³ and the European Economic Recovery Plan work programme⁴.
- **Marco Polo II programme⁵:** The Marco Polo II programme can provide financial support for Motorways of the Sea action, including expenses on preparatory measures and ancillary infrastructure, co-financed up to 35% of total eligible costs.
- **Structural Funds⁶ & Cohesion Funds⁷**
- **National State Aid⁸**
- **EIB Support:** The European Investment Bank can provide support for Motorways of the Sea either through senior debt financing or through the Loan Guarantee instrument for TEN-T projects⁹ (LGTT) created jointly with the Commission.

² Art. 12a of the TEN-T guidelines

³ Commission Decision C(2009)2178

⁴ Commission Decision C(2009)2183

⁵ Regulation (EC) No 1692/2006 of the European Parliament and of the Council of 24 October 2006 establishing the second Marco Polo programme

⁶ Council Regulation (EC) No 1260/1999 laying down general provisions on the Structural Funds

⁷ Council Regulation (EC) No 1164/94 of 16 May 1994 establishing a Cohesion Fund

⁸ Commission communication C(2004) 43 — Community guidelines on State aid to maritime transport

⁹ Regulation (EC) No 680/2007 of the European Parliament and of the Council of 20 June 2007 laying



It should be stressed that for receiving such financial support, a separate submission for each proposal should be made, according to each programme guidelines.

The West Med Corridors will facilitate in the identification of investments related to MoS, so that they could receive funding from the TEN-T. More specifically, concerning TEN-T financial support, according to Article 12a of the TEN-T Guidelines, the following categories of items can receive investment financial support under the TEN financial regulations¹⁰:

- Infrastructure
- Facilities
- Start-up aid
- Wider benefit actions

Proposal Requirements

The proposed MoS projects should be of European interest¹¹ and focus on the development of infrastructure, facilities and services throughout the transport corridor in order to:

- improve existing maritime links or establish new viable, regular and frequent maritime links for the transport of goods
- reduce congestion,
- improve access to peripheral and island regions and States
- streamline freight flows,
- facilitate efficient exchange of information and
- encourage interoperability and co-modality in the logistic chain.
- facilitate smoother integration of Short Sea Shipping in the logistic chain
- encourage interoperability and co-modality in the logistic chain

Motorways of the Sea projects should focus on achieving a door-to-door service, which shift freight from long road distances to a combination of short sea shipping and other modes of transport.

Furthermore, project proposals should be able to demonstrate how they will contribute to the achievement of the objectives and priorities of the trans-European transport network. According to the guidelines for the development of the trans-European transport network (Decision No

down general rules for the granting of Community financial aid in the field of the trans-European transport and energy networks

¹⁰ Regulation (EC) No 680/2007 of the European Parliament and the Council specifying general rules for the granting of Community aid in the field of trans-European networks, (Regulation (EC) No 807/2004 of the European Parliament and of the Council of 21 April 2004, amending Council Regulation (EC) No 2236/95).

¹¹ Article 19 of Decision No 884/2004/EC of the European Parliament and of the Council of 29 April 2004, amending Decision No 1692/96/EC on Community guidelines for the development of the trans-European network.



1692/96/EC of the European Parliament and of the Council) the following priorities have been set:

1. Establishment and development of the connections, key links and interconnections needed to eliminate bottlenecks, fill in missing sections and complete major routes;
2. Establishment and development of infrastructure for access to the network, making it possible to link island, into at least two different States, landlocked and peripheral regions with the central regions of the Community;
3. The optimum combination and integration of the various modes of transport;
4. Integration of environmental concerns into the design and development of the network;
5. Gradual achievement of interoperability of network components;
6. Optimization of the capacity and efficiency of existing infrastructure;
7. Establishment of and improvement in interconnection points and intermodal platforms;
8. Improved safety and network reliability;
9. The development and establishment of systems for the management and control of network traffic and user information with a view to optimizing use of the infrastructures;
10. Studies contributing to improved design and better implementation of the trans-European transport network.

Who can apply

Motorways of the sea project proposals should be jointly submitted by a consortium bringing together at least ports and maritime transport operators. The ports should be located in at least two different Member States, one (or more) of which should be located in the three participants countries, Italy, France and Malta.

It is encouraged that the consortium partnership includes a broad range of partners involved in the door-to-door logistic chain, including ports, shipping companies, terminal operators, road haulers, rail operators, logistics operators, ship brokers, local and/or regional public authorities and infrastructure owners, other transport infrastructure managers, etc. It is also encouraged that project proposals include partners from neighboring third countries to provide the extension of the proposed MoS to these countries.

Content and structure for MoS project proposals

The content of the MoS project proposals is separated into two main categories: Section I: Administrative Information, Section II: Technical and Financial Information. These are mainly based on the requirements of the TEN-T 2009 Call for Proposals, so that the proposal, if positively evaluated by the Steering Committee of the project, it would be prepared in the appropriate form to be submitted to one of the TEN-T call for proposals. Thus, it is recommended that the applicants use the submission forms provided in Appendix II, as have been presented in the TEN-T 2009 call for proposals.



The structure and content of **Section I: Administrative Information** is the following:

- Proposal Title
- Partner/countries involved – and stakeholders
- Contact Information
- General Outline of MoS project (links between ports & regions, description of new & old route, description of proposed services, ect)
- Basic description of participating partners (i.e. description of port, port terminal or transport operator operations, current infrastructure, capacity, freight, traffic/volume, financial results).
Participating partners should also submit a letter of intent signifying their commitment to the implementation of the proposed MoS project.

The structure and content of **Section I: Technical and Financial Information**

- Description of the main objectives of the proposal. It should include a brief description of how the proposed MoS project contributes to the objectives and priorities of the trans-European transport networks.
- Current situation and main needs addressed by the MoS project
- Description of the activities of the MoS project
- Basic information regarding the service plan of the proposed MoS link including:
 - type of freight
 - initial estimate of volume targets
 - anticipated frequency of service
 - type of vessel
 - transit times
- Graphic representation of Action Plan
- Brief description of expected results (i.e. total expected modal shift, quantity of road traffic avoided, environmental and social benefits, service related quality improvements, impact on competition, ect.).
- Socio-economic benefits at macro level
- Maturity of the MoS project
 - technical maturity
 - political commitments
 - procurement procedures
 - potential future obstacles
- Environmental impact assessment
- Financial Information
 - estimate of the overall cost of the proposed MoS project (broken down into the main elements of the plan)
 - indication of the method of financing the project (TEN-T or other financial instruments envisaged).
 - Public-private partnership
- Impact of MoS project
 - Ex-ante evaluation



- Social and economic impact
- Impact on traffic management, congestion, modal split, interoperability, service quality, safety and security
- Impact on regional and local development
- Impact on competition
- Impact on environment

Evaluation criteria

Project proposals received by the deadline set in this call will initially be checked regarding their eligibility, based on the requirements for submission of proposals specified in this call.

All eligible proposals will be jointly evaluated by the representatives of the competent ministries and authorities of the Member States directly concerned by the proposals, based on the criteria outlined below.

The proposals must be in conformity with regard to the TEN-T guidelines. They will be evaluated according to the criteria below, which are mainly based on the evaluation criteria included in the TEN-T 2009 Call for Proposals:

1. Relevance

- The proposal belongs to one of the 30 priority projects as defined in Annex III of the TEN Guidelines
- The proposal addresses TEN-T priorities as identified in Art. 5 of the TEN Guidelines.
- The proposal addresses the objectives, priorities and expected results of the Call for proposals
- The proposal contributes to the internal market, the cohesion policy and the Lisbon strategy.
- The proposal generates socio-economic benefits (e.g. competition, jobs, social integration) at macro level (EU level).
- The proposal develops a new or upgrade of existing maritime transport links predominantly focusing on freight transport.
- The proposal integrates constituent parts of the MoS project of common interest into the door-to-door intermodal transport chain.
- The proposal contributes to the reduction of road congestion.
- The proposal contributes to the economic and social countries of the countries concerned.

2. Maturity

- The proposal has received formal approval at governmental, regional, local level.
- Political commitments have been given to the proposal.
- The project is ready to start from a technical point of view.
- Procurement procedures are defined and well advanced.



- There are risks and factors of uncertainty of legal/administrative/technical/other nature which remain to be settled before activities can start.
- The necessary financial resources have been committed.
- The proposal presents the viability of (the upgrade of) the transport services.
- The proposal describes the whole door-to-door logistics chain.
- The proposal indicates in detail how its actions will help to overcome the existing and potential future bottlenecks.

3. Impact

- Socio-economic effects (reflected in the results of ex-ante evaluation(s), socioeconomic and/or cost/benefit analyses), and in particular the extent to which:
 - The proposal would have positive direct and indirect socio-economic effects
 - The proposal would have a positive impact on traffic growth, multimodal split, interoperability, regional or national competition, service quality, safety and security.
 - The proposal would have a positive impact on regional and / or local development and land use.
 - The proposal would have a positive impact on competition.
- Environmental consequences, and in particular the extent to which:
 - The proposal would contribute to the re-balancing of transport modes in favour of the most environmentally friendly ones
 - The proposal would have positive and negative effects on the environment
 - The proposal, in case of possible environmental negative effects, has foreseen adequate measures of prevention, monitoring and mitigation.
- Effects on competition: based upon an exhaustive analysis of the impact of the action on existing maritime and inland transport operations servicing similar hinterlands and on inter-port competition.
- The proposal describes the yearly road freight that is expected to be shifted as a result of the implementation of the proposed actions until 2025 (modal shift).
- The proposal calculates the reduction of external costs across the entire logistics chain associated with the action as compared to alternative transport means.

4. Quality

- The proposed activities are coherent with the proposal's objectives and are adequate to achieve them.
- The proposal is realistic and consistent from a technical point of view.
- The proposal has secured or is in the process of securing adequate financial resources to implement the planned activities, and the revenues foreseen are realistic.
- The costs budgeted for each activity are realistic and reasonable.
- The organisational structure and the project management plan put in place for the Action are sound.
- A sound risk management plan has been provided.
- The overall proposal is of good quality in terms of its logic, completeness and clarity.



- The proposal describes clearly and in detail the consortium and the role of each actor (including both the public and private sectors) in the consortium and their commitment is explicit, firm and credible.
- The proposal presents the degree to which foresees monitoring of both the progress of implementation and the effects of the action.
- The proposal considers issues such as the efficiency of port services, transport services, customer services and logistics services.

Submission of proposals and closing date

The language of the project proposal should be in English.

The Deadline for submission of proposals will remain open until 15th November 2009. The evaluation of submitted MoS proposals will be realised soon after , in order to support and promote the proposals that have received positive evaluation to the TEN-T 2010 call for proposals regarding Motorways of the Sea projects and in the framework of the Marco Polo Call for proposals.

Project proposals should be submitted in a hard copy and in electronic version. The address and contact details are supplied in Appendix I.

The project proposals should be delivered in a sealed envelope marked:

Call for Motorways of the Sea Project Proposals in the West Mediterranean area

A summary of the submitted MoS project proposals will be circulated between all Member States involved in this call.

Additional Information

For further information concerning this call for proposals and request of documentation, please contact the responsible contact person as supplied in Appendix I.



APPENDIX I

A) Address for the submission of proposals:

For ITALY

1. Repubblica Italiana
Ministero dei Trasporti - Direzione generale dei porti
Viale dell'Arte 16 – 00144 Roma (Italy)

For FRANCE

3. Republique française
Ministère de l'Écologie, de l'Énergie, du Développement durable et de l'Aménagement
du territoire, DGITM/DST/MIF
Grande Arche de la Défense – paroi Sud – 92055 La Défense Cedex (France)

For MALTA

4. Malta Maritime Authority PORTS Directorate , Maritime Trade Centre, Xatt l-Ghassara ta l-Gheneb, Marsa MRS 1917, MALTA

B) Contact Details:

All questions regarding this call should be submitted by Email to the following address:
info@westmedcorridors.eu

C) More Information:

More information may be found at the Website: www.westmedcorridors.com

