



MARCO POLO
NEW WAYS TO A GREEN HORIZON

Objectives of the Marco Polo call 2011

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Outline

- The 5 Action Types
- Conditions and Criteria
- Marco Polo website



MOD – Modal shift
CAT – Catalyst
CLA – Common learning
MOS - Motorways of the Sea
TAV – Traffic avoidance



The 5 Action Types



Modal shift



Catalyst action



Motorways of the sea



Traffic avoidance



Common learning

- **Modal Shift – MOD**
- **Catalyst – CAT**
- **Motorway of the Seas – MOS**
- **Traffic Avoidance – TAV**
- **Common Learning – CLA**



1 – Modal Shift

- From **road** to **other modes** of transport:
 - ▶ **Short-sea shipping**
 - ▶ **Inland waterways**
 - ▶ **Rail**
- Duration: **min 2 years**, max 3 years
- Threshold: Min 60 M tkm of modal shift per year (13 M for IWW, **30 M for SWL**)
- By far the most popular action to date
- No innovation needed – just shift freight off the road



2 – Catalyst Actions

- Overcoming structural market barriers to intermodal solutions
- Highly innovative: causing a real breakthrough
- Service shifting freight off the road - minimum threshold of 30 M tkm per year
- Examples: high-speed freight trains on international routes, IWT on low water level
- Duration: min 3 years, max 5 years



3 – Motorways of the Sea

- Door-to-door service, from long road distances to maritime transport in combination with other modes of transport
- Threshold: at least 200 M tkm of modal shift per year
- Funding complementary to TEN-T infrastructures
- Only category A ports (min 1,5 M t or 200.000 pax)
- Duration: min 3 years, max 5 years
- Innovation & dissemination





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4 – Traffic Avoidance

- Higher efficiency in international road freight transport
- By modifying the production/distribution processes
- Higher loading factors, less empty runs, shorter distances, reduction of volume and/or weight etc.
- Threshold: at least 80 M tkm (or 4 M vehicle-km) to be avoided per year
- Duration: min 3 years, max 5 years
- Innovation & dissemination



<http://ec.europa.eu/marcopolo>

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5 – Common Learning

- A way to disseminate best practices and promote more sustainable transport models
 - ▶ Aim: Modal shift/Traffic avoidance
- Based on improved cooperation and exchange of know-how
- Innovative at a European level
- Minimum subsidy threshold: 250 000 €
- Max duration: 2 years



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The 5 MP Action types - Summary of key points

The 5 action types:

MOD – Modal shift
CAT – Catalyst
MOS - Motorways of the Sea
TAV – Traffic avoidance
CLA – Common learning

	MOD	CAT	MoS	TAV	CLA
Duration	2 to 3 years	3 to 5 years			<2 years
Threshold (tkm average per year)	60m (13 for IWW, 30 for SLW)	30m	200m	80m (or 4m vkm)	min €250,000
Shift/avoidance subsidy	2€ per 500 tkm				-
Max % of eligible costs	35%				50%
Ancillary Infrastructure	Max 20% of Total Eligible Costs				-



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Overview of conditions and criteria

- ▶ FUNDING CONDITIONS
- ▶ ELIGIBILITY CRITERIA
- ▶ EXCLUSION CRITERIA

YES ↓

NO ↘

Excluded

- ▶ SELECTION CRITERIA

YES ↓

NO ↘

Excluded

- ▶ AWARD CRITERIA

↓
RANKING



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Funding conditions

Request subsidy based on:

- **MOD/CAT/MOS/TAV: Funding will be lowest of:**
 - ▶ Modal shift @ 2 € / 500 tkm (or / 2000 m³km or 25 vkm)
 - ▶ Maximum 35% of total eligible costs
 - ▶ **No-profit rule!**

- **CLA: Funding will be lowest of:**
 - ▶ A max of 50% of total eligible costs
 - ▶ **No-profit rule!**



Additional Funding conditions

- **No double funding (by another EU-scheme)**
- **State aid limitations (combined public grant = max 35% or 50% of eligible costs)**
- **Costs/modal shift/traffic avoidance eligible only as of submission date of your proposal**
- **Max EC subvention attributed =< Requested grant**
- **Joint Letter Intent for consortium**



Eligibility criteria

- **General Eligibility Criteria** – applicable to **all action types**
- **Specific Eligibility Criteria** (for each **specific** type of action)
- Each of the eligibility criteria is a **Yes/No condition** for further evaluation



General Eligibility criteria

- **Uniqueness**: no mixing of action types, clear choice: only 1 out of 5! ✓
- **Transport Services**: must be an operational and commercial service (infrastructure, research or study projects are not eligible) ✓



General Eligibility criteria

- **European Dimension - Undertaking:** 
 - ▶ single undertaking or consortium
 - ▶ established in any EU Member State or fully participating country (Norway / Iceland / Liechtenstein / Croatia)
 - ▶ undertaking from 3rd close country can be associated partner only (not leader)
 - ▶ **But minimum of one EU partner required**



General Eligibility criteria

- **European Dimension - Cost:** only costs arising on EU territories or in fully participating countries 
- **Type of Legal Entity:** all project participants must be legal persons (Privately or publicly owned commercial undertakings (VAT / commercial register)) 
- **Start-up of action:** action must start between **1 July 2010** and **1 July 2013** 






Specific Eligibility Criteria per action type

	MOD	CAT	MoS	TAV	CLA
Overall Freight Route (territory of 2 EU/fully participating country countries or 1 EU/fully participating and 1 close 3 rd country)	Modal shift/traffic avoidance at least on the territory of 1 EU/fully participating country (+ use of "Category A" ports for MoS)				n/a
Duration	2 to 3 years	3 to 5 years			<2 years
Threshold (tkm average per year)	60m (13 for IWW, 30 for SLW)	30m	200m	80m (or 4m vkm)	- min €250,000
Competition risk analysis	yes	yes	yes	yes	yes



No unacceptable distortion of competition!

- Describe and compare with other similar non-road services in the same market (in the specific geographical area)
- Differentiate by route / market / segment of freight / customers / service
- **Convincing justification and clear analysis needed!**
- Yes/**No** criterion – eliminatory: if **No**, then no grant given!
- Article in the Grant Agreement – ex-post reason for contract termination



Exclusion Criteria

- ▶ Declaration by the applicant(s)
- ▶ Form to be filled out and signed by all partners
- ▶ No bankruptcy, fraud, corruption etc.
- ▶ **Yes/No criteria**



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Selection Criteria

- ▶ **FINANCIAL CAPACITY OF APPLICANTS (yes/no)**
- ▶ Minimum values for 2 ratios – for at least one project partner, preferably the Lead Partner
- ▶ Audited **non-consolidated** financial statement (not of the group)
- ▶ (1) Current assets **greater than** 75% of current liabilities
- ▶ (2) Total EC grant requested **lower than** Equity
- ▶ **TECHNICAL CAPACITY OF APPLICANTS (yes/no)**

New!

YES



NO



Excluded



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Award Criteria

- ▶ Scored criteria
 - max 100 points, global threshold of 60 points
 - 3 - 4 award criteria for each action type - with thresholds
- ▶ Proposals with highest scores - proposed for funding
- ▶ **ATTENTION:** Majority of points given for *Credibility*




Award Criteria

- ▶ Modal shift/Traffic avoidance (not for CLA)
- ▶ Environmental benefits and other external costs savings
Based on MP Calculator. The higher the better
If unrealistic: reduced points (the evaluators know the market)
- ▶ Credibility, viability, innovative approach, dissemination plan, degree of intermodal integration, European added value
Based on quality



Award Criteria

► Bonus points

- Social Benefits (avoiding natural/sensitive/heavily populated areas, etc.): max 2 extra points (**applies to all**)
-  Intermodal integration (complex tri-modal project integrated with logistic chains, including rail and maritime/IWW): max 2 extra points (**for CAT, MOS**)
- For SSS reducing polluting emissions (low sulphur fuels, LNG powered vessels etc.): max 3 extra points (**MOD, CAT, MOS**)



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Award Criteria – Scored Criteria

	MOD	MOS	CAT	TAV	CLA
Environmental & social & other benefits	Yes. Results from MP Calculator (not CLA) Extra or reduced points possible				
Credibility and viability	Yes				
Quantity of freight / traffic avoided	Yes. Results from MP Calculator				No
Innovative approach	No	Yes	Yes	Yes	Yes
Dissemination plan	No	Yes	Yes	Yes	Yes
Intermodal integration	No	Yes	No	No	No
European added value	No	No	No	No	Yes



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Is support available? → Marco Polo Helpdesk

E-mail: eaci-marco-polo-helpdesk@ec.europa.eu

Tel.: +32 2 29 50924



Many helpful tools on the MP website:

- Call text, model contract, templates
- Checklists
- FAQs
- Marco Polo calculator
- What to avoid when writing a proposal
- *MoS Helpdesk*



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Good luck with your proposal!

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