

## **Call for Proposals concerning Motorways of the Sea projects in the East Mediterranean area**

### **Background**

The European Commission introduced the concept of Motorways of the Sea (MoS) in its 2001 White Paper on European Transport Policy for 2010<sup>1</sup> (revised in 2006). Motorways of the Sea refers to the development of key sea routes between EU Member States (and possibly neighboring third countries) that will offer high quality regular services in combination with other transport modes. Motorways of the Sea aim at providing a viable and more efficient alternative to road only transport and will permit the substantial modal shift of freight traffic from congested roads to key combined “land-maritime routes”. This will be achieved through the improvement of existing or the development of new integrated intermodal maritime-based logistics chains with high quality maritime links that will connect a limited number of strategically located European ports.

The development and funding of four main Motorways of the Sea corridors was incorporated in the European Commissions latest guidelines for the Trans-European Transport Networks (TEN-T revision - 2004). Among these is the Eastern Mediterranean Motorway of the Sea that links the Adriatic Sea to the Ionian Sea and to the Eastern Mediterranean (including Cyprus). The Eastern Mediterranean area is recognized as a major international maritime transport arena, with “nodes” and corridors of truly global importance. Due to the existence of the Suez Canal and the shortcut it provides between the Indian and the Atlantic Oceans, the Mediterranean Sea and the Eastern Mediterranean more particularly, serves a huge number of converging global maritime transport links & services. The existence of ports of global importance along with the significant growth potential of the region creates a significant opportunity for the development of the MoS concept.

To improve the overall efficiency of the transport system in this region and encourage the formulation of MoS projects, a task force was set up, composed of representatives of governments and authorities of Greece, Italy, Malta, Cyprus and Slovenia, in order to develop a Master Plan for the Eastern Mediterranean Motorways of the Sea.

### **Call for MoS project proposals in the Eastern Mediterranean region**

The Hellenic Ministry of Mercantile Marine, Aegean and Islands Policy, the Ministry of Transport of the Italian Republic, the Ministry of Transport of the Republic of Slovenia, the Cyprus Ports Authority and the Malta Maritime Authority call for consortia consisting of at least ports and port terminals (at least two ports/port terminals from two different Member States) and maritime transport operators, to submit Motorways of the Sea project proposals within the Eastern Mediterranean

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<sup>1</sup> [http://ec.europa.eu/transport/white\\_paper/documents/doc/lb\\_texte\\_complet\\_en.pdf](http://ec.europa.eu/transport/white_paper/documents/doc/lb_texte_complet_en.pdf)

Motorways of the Sea Corridor as defined in the priority project No 21 of the TEN-T Guidelines<sup>2</sup>.

Project proposals should be submitted to the Hellenic Ministry of Mercantile Marine, Aegean and Islands Policy (contact details are given in Appendix II) and will be evaluated jointly by the respective authorities of the countries directly involved in the proposals, based on criteria described in this notification<sup>3</sup>.

### **Objective of this call**

The objective of this call is to identify MoS projects that will contribute to the development of the trans-European transport network<sup>4</sup> and become part of the MoS Master Plan of the region. This call for proposals serves two purposes:

The first purpose (purpose 1) is to receive mature proposals for Motorways of the Sea projects that will be supported by the Member States concerned in the framework of various EU financing instruments, in particular the TEN-T and Marco Polo calls for Motorways of the Sea proposals of the European Commission. 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 second purpose (purpose 2) is to receive Motorways of the Sea project ideas that will provide valuable input for the formulation of the Eastern Mediterranean MoS Master Plan that will set the priorities and formulate the viable scenarios for MoS networks in this region. Project proposals that display a high level of maturity and receive a positive evaluation will also receive priority status in the Master Plan for the region. **Project proposals shall clearly state which of the two purposes are pursued.** .

For mature project proposals (purpose 1), project proposals shall present an investment plan in a multi-annual perspective which includes all financing sources (public and private) to support the project. As regards public sources, the following instruments can be considered:

- **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%).
- **Marco Polo II programme**<sup>5</sup>

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<sup>2</sup> Decision No 1692/96/EC on Community guidelines for the development of the trans-European transport network, last amended by Decision No 884/2004/EC of the European Parliament and of the Council of 29 April 2004. ([http://ec.europa.eu/ten/transport/legislation/index\\_en.htm](http://ec.europa.eu/ten/transport/legislation/index_en.htm))

<sup>3</sup> Evaluation criteria are based on the guidelines issued in Chapter 3 of the Vademecum (see ref. 4)

<sup>4</sup> See Art. 12a of the TEN-T guidelines ([http://ec.europa.eu/ten/transport/legislation/index\\_en.htm](http://ec.europa.eu/ten/transport/legislation/index_en.htm))

<sup>5</sup> Regulation (EC) No 1692/2006 of the European Parliament and of the Council of 24 October 2006 establishing the second Marco Polo programme ([http://eur-lex.europa.eu/LexUriServ/site/en/oj/2006/l\\_328/l\\_32820061124en00010013.pdf](http://eur-lex.europa.eu/LexUriServ/site/en/oj/2006/l_328/l_32820061124en00010013.pdf))

- **Structural Funds<sup>6</sup> & Cohesion Funds<sup>7</sup>**
- **National State Aid<sup>8</sup>**
- **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 projects<sup>9</sup> (LGTT) created jointly with the Commission.

The main characteristics and objectives of the above financing options are elaborated further in chapter 5 of the Vademecum issued by the EC in conjunction with the call for proposals TEN-T 2005 and in the Commission's staff working paper on Motorways of the Sea.<sup>10</sup>

It should be noted that the European Commission intends to issue annual calls for tender for Motorways of the Sea projects in the framework of the TEN-T and Marco Polo programmes.

The Ministries and Authorities of the Eastern 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. They also recognize that at this stage possible MoS proposals will vary considerably regarding their current state of maturity (regarding the depth of analysis and the level of commitments reached). In view of the above, the present call invites for two categories of project proposals (purpose 1 and purpose 2 proposals) allowing to collect information regarding project proposals with varying degree of maturity.

All project proposals (purpose 1 and 2) will nonetheless have to at least meet the minimum requirements for submission (as described below), display how they will contribute to the achievement of the objectives and priorities of the trans-European transport network and provide the mandatory information (category A) specified regarding the content & structure of proposals (as described below). Project proposals (purpose 1), which are at an advanced level of maturity, shall provide a full analysis of their proposed MoS project (in conformity with category B requirements). Project proposals of purpose 2 are encouraged to provide category B information as far as this

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<sup>6</sup> Council Regulation (EC) No 1260/1999 laying down general provisions on the Structural Funds ([http://eur-lex.europa.eu/LexUriServ/site/en/oj/1999/l\\_161/l\\_16119990626en00010042.pdf](http://eur-lex.europa.eu/LexUriServ/site/en/oj/1999/l_161/l_16119990626en00010042.pdf))

<sup>7</sup> Council Regulation (EC) No 1164/94 of 16 May 1994 establishing a Cohesion Fund ([http://eustructuralfunds.ie/documents/publications/pub94\\_99/consolidated\\_text\\_reg\\_1164.pdf](http://eustructuralfunds.ie/documents/publications/pub94_99/consolidated_text_reg_1164.pdf))

<sup>8</sup> Commission communication C(2004) 43 — Community guidelines on State aid to maritime transport ([http://ec.europa.eu/transport/maritime/legislation/doc/2004\\_01\\_17\\_guidelines.pdf](http://ec.europa.eu/transport/maritime/legislation/doc/2004_01_17_guidelines.pdf))

<sup>9</sup> Regulation (EC) No 680/2007 of the European Parliament and of the Council of 20 June 2007 laying down general rules for the granting of Community financial aid in the field of the trans-European transport and energy networks ([http://eur-lex.europa.eu/LexUriServ/site/en/oj/2007/l\\_162/l\\_16220070622en00010010.pdf](http://eur-lex.europa.eu/LexUriServ/site/en/oj/2007/l_162/l_16220070622en00010010.pdf))

<sup>10</sup> Commission's staff working paper on Motorways of the Sea {SEC(2007) 1367} [http://ec.europa.eu/transport/logistics/freight\\_logistics\\_action\\_plan/doc/maritime/2007\\_consultation\\_motorways\\_of\\_the\\_sea\\_en.pdf](http://ec.europa.eu/transport/logistics/freight_logistics_action_plan/doc/maritime/2007_consultation_motorways_of_the_sea_en.pdf)

is available, as this additional information will allow the setting of realistic priorities in the Eastern Mediterranean MoS Master Plan.

The proposed MoS projects should be of European interest<sup>11</sup> and focus on the development of infrastructure, facilities and services throughout the transport corridor in order to:

- facilitate smoother integration of short sea shipping in the logistic chain,
- reduce congestion,
- streamline freight flows,
- facilitate efficient exchange of information and
- encourage interoperability and co-modality<sup>12</sup> 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.

According to the Vademecum<sup>13</sup> issued by the EC in conjunction with the call for proposals TEN-T 2005 and Article 12a of the TEN-T Guidelines, the following categories of items can receive investment financial support under the TEN financial regulations<sup>14</sup>:

- Facilities and infrastructure open to all users on a non-discriminatory basis. These can include elements such as:
  - lights, buoys, beacons; floating pontoon ramps in tidal areas,
  - infrastructure for utilities up to the terminal site,
  - direct land and sea access to port, including short connecting links to the national transport networks or TEN-T Guidelines,
  - port facilities, e.g. equipment available to all users,
  - electronic logistics management systems,
  - information systems, including traffic management (VTMIS) and electronic reporting systems,
  - safety and security measures,
  - administration and customs,
  - waterways and canals linking two European Motorways of the Sea or two sections thereof, substantially shortening sea routes. These measures for waterways and canals can include a number of relevant facilities and infrastructure;
- Ways of ensuring year-round navigability:
  - facilities for dredging,
  - icebreakers and facilities for icebreaking for winter access;

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<sup>11</sup> 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. ([http://ec.europa.eu/ten/transport/legislation/index\\_en.htm](http://ec.europa.eu/ten/transport/legislation/index_en.htm))

<sup>12</sup> Co-modality is defined by the European Commission to be the efficient use of different modes on their own and in combination

<sup>13</sup> A Vademecum issued in conjunction with the call for proposals TEN-T 2005 [http://ec.europa.eu/transport/intermodality/motorways\\_sea/doc/2005\\_03\\_21\\_projecs\\_call2005\\_en.pdf](http://ec.europa.eu/transport/intermodality/motorways_sea/doc/2005_03_21_projecs_call2005_en.pdf)

<sup>14</sup> Regulation (EC) No 807/2004 of the European Parliament and the Council of 21 April 2004, amending Council Regulation (EC) No 2236/95 laying down general rules for the granting of Community Financial aid in the field of trans-European networks. ([http://eur-lex.europa.eu/LexUriServ/site/en/oj/2004/l\\_143/l\\_14320040430en00460048.pdf](http://eur-lex.europa.eu/LexUriServ/site/en/oj/2004/l_143/l_14320040430en00460048.pdf))

## **Requirements for submission of MoS project proposals**

Motorways of the sea project proposals should be jointly submitted by a consortium bringing together at least ports located in two different Member States and maritime transport operators and include infrastructure and facilities in at least one Member State. It is encouraged that project proposals include partners from neighboring third countries. It should be noted that TEN-T financing is available only for infrastructure and facilities of EU Member States.

Only TEN-T ports of category A<sup>15</sup> are currently eligible for co-financing. It should be noted that ports that are not currently category A' ports, but that can demonstrate significant future potential for the development of a MoS link, are considered within the scope of this call and should submit project proposals.

The project proposals should be submitted by consortia comprising at least a port/port terminal of one country, a port/port terminal of another country and a maritime transport operator. 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. (This list is indicative and should not be considered exhaustive). The ministries and authorities issuing this call strongly encourage the submission of project proposals from consortia consisting of a wide array of partners (i.e. consortia of multiple ports from member states and/or third countries including transport operator partners from the public or private sector).

Letters of intent and/or supporting letters from project partners and possible users of the Motorways of the Sea infrastructure and facilities should be included in project proposals.

In addition, 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 1692/96/EC of the European Parliament and of the Council)<sup>16</sup> 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, landlocked and peripheral regions with the central regions of the Community;
3. The optimum combination and integration of the various modes of transport;

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<sup>15</sup> Seaports with a total annual traffic volume of not less than 1,5 million tones of freight or 200.000 passengers which, unless is an impossibility, are connected with the overland elements of the trans-European transport network and therefore play a major role in international maritime transport

<sup>16</sup> <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=CELEX:31996D1692:EN:HTML>

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.

### **Content and structure for MoS project proposals**

The content of the MoS project proposals is separated into two main categories:

- A) Mandatory Information for all project proposals: It is envisioned as a brief outline (10 pages) of the overall MoS Project Proposal
- B) Mandatory Information for purpose 1 project proposals. This information is optional for purpose 2 project proposals: Information that supports and substantiates the proposed project and displays the level of maturity reached.

The structure and content of **Category A Information** required for project proposals is the following:

#### **1. Project Proposal Summary**

- Summary of the proposed Motorway of the Sea link including description of project setup (proposal title, partners - countries involved, main stakeholders, contact information)
- Description of proposal idea (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.

#### **2. Description of planned actions and investments**

Brief technical description of planned actions and investments (equipment, infrastructure improvements, IT systems, planned services, ect.), including an indicative implementation timetable and project milestones.

#### **3. Main Objectives of the Proposal**

Description of the main goals and 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.

**The Proposal should also clearly stipulate if it concerns a purpose 1 or a purpose 2 proposal** (see above).

#### **4. Details of the proposed service plan**

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

#### **5. Project Cost – Initial Investment Plan**

- Initial estimate of the overall cost of the proposed MoS project (broken down into the main elements of the plan)
- Initial indication of the method of financing the project (TEN-T or other financial instruments envisaged).

#### **6. Potential Impacts of the Proposal**

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.).

#### **7. Maturity of proposed MoS**

Description of action already implemented in order to promote the proposed MoS project proposal (i.e. political commitments, business plan, demand forecasts, ect.). Identification of possible project problems and risks.

See also Appendix I: Proposal Form – Category A Information provided at the end of this document.

**Category B Information** to be submitted as an Appendix to Category A Information described above shall include the following (references should be made in the Mandatory Information regarding this information):

- Project Feasibility Study
- A detailed technical description of the project
- Project Business Plan – Financial Results over a period of 10 years
  - Forecasted Revenues
  - Estimated operational costs
  - Estimated cost of investments
  - Financial performance of project (IRR, NPV)
  - Assumptions of analysis
  - Detailed Action Plan
- Supply & Demand Analysis
- Investment Plan
  - Sources of financing (by type & broken down annually)
  - Requested support of project from TEN-T budget
  - Breakdown of estimated eligible costs of the project (TEN-T financing)
- Socioeconomic Analysis (including impact on employment and regional development) in the perspective of 2013 and 2020 respectively
- Traffic analysis in the perspective of 2013 and 2020 respectively

- Environmental Impact Assessment
- Analysis of Impact on competition
- Estimate of the Modal Shift generated (expressed in tonnes/km, old route vs new modally shifted route), in case of upgrade of existing services, a detailed description of the existing services and of the way the services will be improved.
- Overall Analysis of project benefits and innovations (including references to improved security & safety, simplification of administrative procedures, information sharing, door-to-door service, one-stop-shop services, ect.)
- Detailed presentation of project maturity
  - Political commitments taken regarding project implementation
  - Commitment of public funds for the project
  - Decision made regarding public-private partnership approach
  - Commitment letters from partners
  - Letters of intent or commitment from users and third parties
  - Cross border coordination initiatives
  - Legal – Administrative issues resolved
- Detailed analysis of project risks

### **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 (i.e. consortium consisting of at least two ports/port terminals from two different member states and a maritime transport operator, etc.).

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 with the assistance of a specialized team of Consultants from the Consortium that has been awarded the contract to prepare the Eastern Mediterranean MoS Master Plan, based on the criteria outlined below. It should be noted that a General Master Plan of the Eastern Mediterranean Region will be prepared by the above Consortium which will identify preliminary MoS links with a high level of potential. The General Master Plan will play a major supportive role in the evaluation of the submitted MoS project proposals (especially regarding viability of proposed MoS links).

The proposals shall be in conformity with regard to the TEN-T guidelines and this call for proposals and will be evaluated based on the following criteria:

1. Viability of service and credibility of the overall project
  - Duration of the project (the consortium is encouraged to present a multi-annual perspective of the global project, preferably until 2013)
  - Scale and geographic extent of the project (the number of member state ports involved in the project & the participation of ports from third countries are considered)
  - Quality of the technical description of the project (description of old route, description of transport/logistics chain shifted to new modally shifted

- route, port facilities and proposed improvements, characteristics of new service, technical & operational capacity of partners, ect.)
  - Quality of the proposed investment plan (estimated investment costs, financial capability of partners, project financing scheme)
  - Composition of the consortium and written commitments of potential users
  - Overall maturity of proposed project
2. Contribution to cohesion/accessibility and to modal shift based on the characteristics of the traffic (short sea shipping, rail, road) involved
    - Modal shift generated (quantity of freight shifted based on distances of old/new routes and tonnage)
    - Frequency and regularity of the service
    - Time framework (starting and end date) and duration (in months) of the guaranteed service
    - Quality of the vessels used
    - Contribution to cohesion (socio-economic cohesion and cohesion in terms of accessibility, reduction of traveling time and transport costs)
    - Contribution to safety and security
  3. Contribution to the increase of quality in the logistic chain (port services, infrastructure and connections to the rest of the TEN-T, information systems, one-stop-shops, single window, etc)
    - Elaboration of the sea transport based multimodal logistics chain.
    - Availability of efficient hinterland connections to the port area, preferably intermodal. Quality of these hinterland connections. Projects contributions to their improvement.
    - Quality and flexibility of port services
    - Availability of electronic logistics management systems
    - Availability of simplified administrative and customs procedures (i.e. one stop administrative services)
    - Investments in facilities contributing to quality improvement in the logistics chain
  4. Socio-economic impact, including environmental impact and employment (i.e. comparison of relevant external costs of old – new route, reduction of environmental impacts due to shift of traffic to new route, use of energy efficient ways of transport, social benefits, ect.)
  5. Effects on competition (description of existing services, delimitation against existing non-road services)
  6. Maturity of the project (only for purpose 1 projects)

**Submission of proposals and closing date**

The language of the project proposal should be in English.

The Deadline for submission of proposals is **20/02/2008** and no later than **16.00 hours**. Project proposals for purpose 1, submitted by this date, that receive a positive evaluation by respective authorities and display a high level of maturity, will receive priority status in the East Mediterranean Master Plan and will be supported by the Member States concerned in the framework of the TEN-T call for proposals regarding Motorways of the Sea projects and in the framework of the Marco Polo Call for proposals. Project proposals for purpose 2, that receive a positive evaluation by respective authorities will be taken into account in the development of the East Mediterranean Master Plan for the Motorways of the Sea.

Project proposals should be submitted in a hard copy and in electronic version to the **Hellenic Ministry of Mercantile Marine, Aegean and Islands Policy**. The address and contact details are supplied in Appendix II.

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

***Call for Motorways of the Sea Project Proposals in the East 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, please contact the responsible contact person as supplied in Appendix II.

Additionally, a One Day Event on “**Motorways of the Sea: Submitting Proposals for the Eastern Mediterranean MoS Call**” will be realized on the 31th of January 2008, at the Ministry of Mercantile Marine, Aegean and Islands Policy, Piraeus, Greece, where stakeholders may attend for further information or clarifications on the submission of proposals. Further information concerning the event shall be given upon request.

## **APPENDIX I**

### **PROPOSAL FORM – CATEGORY A INFORMATION**

It is suggested to use the proposal form displayed below, that contains the mandatory information requested for all the proposals (purpose 1 and purpose 2). The purpose of the form is to provide guidance to those wishing to submit proposals for this call. However, its use is not obligatory. Category B information, should be submitted as an appendix while references and summaries of their conclusions should be included in the category A proposal form.

**A. PROPOSAL FORM – MANDATORY INFORMATION**

**1. Project Proposal Summary**

<i>Title of proposal</i>	
<b>Partner 1</b>	
Organization name	
Address part 1	
Address part 2	
Town/City	
Post code	
Contact person	
Last name	
First name	
Organization name	
Address part 1	
Address part 2	
Town/City	
Post code	
Country	
Telephone	
Fax	
E-mail	
<b>Partner 2</b>	
Organization name	
Address part 1	
Address part 2	
Town/City	
Post code	
Contact person	
Last name	
First name	
Organization name	
Address part 1	
Address part 2	
Town/City	
Post code	
Country	
Telephone	
Fax	
E-mail	
<b>Partner 3</b>	
Organization name	
Address part 1	
Address part 2	

Town/City	
Post code	
<b>Contact person</b>	
Last name	
First name	
Organization name	
Address part 1	
Address part 2	
Town/City	
Post code	
Country	
Telephone	
Fax	
E-mail	
<b>Other Partners<sup>17</sup></b>	
<b>Purpose of the proposals (purpose 1 or purpose 2)</b>	
<b>Project Proposal Idea (max 1 page)</b>	<i>Please give a short description regarding the proposed MoS link including information regarding the origin and destination of the proposed motorways of the sea (this can include port clusters or group of ports to be involved), description of new &amp; old route, type of freight expected to be carried, estimated amount of freight, level of service quality, main infrastructure investments necessary, “service” improvements (i.e. IT systems, one-stop-shop, ect.), indication of road freight shifted, ect.</i>

<sup>17</sup> Add additional partners according to project setup

<b>Description of Partner (max 1 page)</b>	<i>Please give a short description regarding the partners participating in the proposal including information regarding their role in the proposed MoS link, basic operations, infrastructure, services offered, types of products, ect. (if a port profile exists it can be submitted as an Appendix). Include letters of intent from each partner or possible user of the MoS infrastructure and facilities.</i>
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**2. Description of planned actions and investments (3-4 pages)**

*Please give a description of the necessary activities and investments for the formulation of the proposed MoS link. Proposed infrastructure and facilities improvements can include the following<sup>18</sup>:*

- *dikes, breakwaters, locks and other high water protection measures,*
- *lights, buoys, beacons; floating pontoon ramps in tidal areas,*
- *infrastructure for utilities up to the terminal site,*
- *direct land and sea access to port (including short connecting links to the national transport networks or TEN-T Guidelines),*
- *port facilities, e.g. equipment available to all users,*
- *electronic logistics management systems,*
- *information systems, including traffic management (VTMIS) and electronic reporting systems,*
- *safety and security measures,*
- *administration and customs,*
- *waterways and canals linking two European Motorways of the Sea or two sections thereof, substantially shortening sea routes. These measures for waterways and canals can include a number of relevant facilities and infrastructure;*
- *facilities for dredging,*
- *icebreakers and facilities for icebreaking for winter access;*

The plan should be accompanied by an indicative time plan for the implementation of the project including the identification of project milestones.

<sup>18</sup> See Art. 12a of the TEN-T guidelines

### 3. Main Objectives of the Proposal (1 page)

Please indicate which of the following objectives is supported by the proposed MoS project:

Facilitating smoother integration of SSS in the logistic chain:	<input type="checkbox"/>
Reducing congestion:	<input type="checkbox"/>
Streamlining freight flows:	<input type="checkbox"/>
Facilitating efficient exchange of information:	<input type="checkbox"/>
Facilitating interoperability & co-modality:	<input type="checkbox"/>
Facilitating coherent traffic quality and logistic chain integration:	<input type="checkbox"/>

*Please elaborate on how the main goals and objectives of the proposed MoS link contribute to the achievement of the Motorways of the Sea concept within TEN-T policy objectives. Wherever applicable refer to the forecasts used for future scenarios. This section should substantiate how the project will improve and develop sea transport based multimodal logistics chains in the Eastern Mediterranean region including hinterland countries in the EU and neighboring regions.*

### 4. Details of the proposed service plan (1 page)

*Please outline the basic service plan of the proposed MoS link including information regarding:*

- *the type of freight,*
- *volume targets,*
- *frequency of service,*
- *type of ship - loading capacity,*
- *service speed of ship,*
- *transit times*

### **5. Project Cost & Requested Financing (1 page)**

*Please specify the expected sources of financing including requested TEN-T financing, other financial instruments envisaged, public funds committed for the Project, private financing sources, ect.  
Please give an indicative breakdown of estimated costs of the Project, by planned action and type.*

### **6. Potential Impacts of the Proposal (1 page)**

*Please give information regarding the main impacts – results of the proposed MoS project, including impacts on demand, impact on modal shift, impacts on cohesion & accessibility, socio-economic impacts, environmental impacts, ect. (if available present data & estimates regarding the expected benefits)*

### **7. Maturity of proposed MoS (1 page)**

*Please give information of the political commitments taken regarding the implementation of the Project including:*

- *formal and informal documents decisions of Government, Parliament, or Regions, as well as Memorandums of understanding or written agreements*
- *possible problems which remain to be settled before activities can start*
- *risks/factors of uncertainty which may affect the implementation of the Project*
- *feasibility studies, demand forecast studies, business plans that have been prepared (please include in appendix any available documentation)*

## APPENDIX II

### A) Address for the submission of proposals:

Hellenic Ministry of Mercantile Marine, Aegean and Islands Policy  
General Secretariat of Ports and Port Policy  
26-28 Akti Kondili  
18545 Piraeus  
Greece

### B) Contact Details:

All questions regarding this call should be submitted by Email to the following address: [info@EastMed-MoS.eu](mailto:info@EastMed-MoS.eu)

### C) More Information:

More information may be found at the Website: [www.EastMed-MoS.eu](http://www.EastMed-MoS.eu)