



Modulo risposta fornitore

Supplier RFQ response form

UESE-UAC01-RFQ | REV A | 22-09-2026

PAGE 01

ITALIANO

Compilare il workbook XLSX fornito e allegare la presente checklist firmata alla proposta. La risposta deve essere completa di: dati società, certificazioni, referenze eVTOL/avionica/propulsione, team responsabile, sede di costruzione/prova, lead time, condizioni IP, warranty, exclusions, deviation list e validità offerta.

ENGLISH

Complete the supplied XLSX workbook and attach this signed checklist to the proposal. The response shall include: company data, certifications, eVTOL/avionics/propulsion references, responsible team, build/test location, lead time, IP terms, warranty, exclusions, deviation list and quotation validity.



Item	Supplier response	Attachment/reference
Company legal name		
Manufacturing site		
Test site		
AS/EN9100 certified?		Certificate/scope
eVTOL / UAV manned references		List
Responsible chief engineer		CV
Lead flight-control engineer		CV
Battery/HV responsible		CV
PDR lead time		weeks
First integrated prototype		weeks from CDR
Quotation validity		days
Warranty		months
IP/source-code terms		attach
Insurance / product liability		attach
Major assumptions		attach
Major deviations		attach



ID	Area	Requirement summary	Status	Supplier comment/ref
SYS-001	System	The approved visual and architectural configuration is frozen: single standing platform, four circular pods, front stem/HMI, UESE palette and branding. No external change without approved Change Request.	COMPLY / PARTIAL / DEVIATE / NQ	
SYS-002	System	RFQ nominal envelope 1,250 x 1,250 x 1,300 mm (L x W x H). Supplier shall confirm 3D packaging and declare any deviation.	COMPLY / PARTIAL / DEVIATE / NQ	
SYS-003	System	User payload: 100 kg maximum including PPE and personal items; nominal design pilot mass 85-90 kg.	COMPLY / PARTIAL / DEVIATE / NQ	
SYS-004	System	Preliminary target MTOM <=230 kg. Supplier shall provide updated mass budget with at least 8% margin at PDR and 5% at CDR.	COMPLY / PARTIAL / DEVIATE / NQ	
SYS-005	System	Initial development speed software-limited to 30 km/h; future 60 km/h objective only after envelope expansion and verification.	COMPLY / PARTIAL / DEVIATE / NQ	
SYS-006	System	Free-flight prototype endurance target 6-10 min including minimum 20% energy reserve; higher endurance shall be quoted as an option.	COMPLY / PARTIAL / DEVIATE / NQ	
SYS-007	System	Initial development altitude max 10 m AGL with geofence; later envelope only under approved test plan.	COMPLY / PARTIAL / DEVIATE / NQ	
SYS-008	System	Prototype operation: dry environment, wind <=5 m/s for initial flights; later extension to be qualified.	COMPLY / PARTIAL / DEVIATE / NQ	
STR-001	Structure	Primary frame in aircraft-grade alloy machined/welded or equivalent composite, with material traceability and FEA substantiation.	COMPLY / PARTIAL / DEVIATE / NQ	
STR-002	Structure	Pilot deck with anti-slip surface, drainage, non-sharp edges and defined foot zones.	COMPLY / PARTIAL / DEVIATE / NQ	
STR-003	Structure	Heavy components located as low as practicable; batteries and PDU below deck plane unless justified.	COMPLY / PARTIAL / DEVIATE / NQ	



Compliance matrix 2/6

Compliance matrix 2/6

UESE-UAC01-RFQ | REV A | 22-09-2026

PAGE 04

ID	Area	Requirement summary	Status	Supplier comment/ref
STR-004	Structure	Pod and stem attachments sized for combined loads, vibration and fatigue; safety factors consistent with agreed certification basis.	COMPLY / PARTIAL / DEVIATE / NQ	
STR-005	Structure	Protection from rotating-unit contact and high-energy fragments integrated within the existing visual envelope.	COMPLY / PARTIAL / DEVIATE / NQ	
PROP-001	Propulsion	Four thrust pods. Preferred architecture: two independent motor/rotor channels per pod, coaxial contra-rotating, total 8 channels.	COMPLY / PARTIAL / DEVIATE / NQ	
PROP-002	Propulsion	Peak thrust-to-weight target ≥ 1.50 at MTOM and continuous ≥ 1.30 , to be confirmed by thrust-stand testing.	COMPLY / PARTIAL / DEVIATE / NQ	
PROP-003	Propulsion	Total electrical propulsion to be sized indicatively at 100-140 kW continuous and 160-200 kW peak, subject to final sizing.	COMPLY / PARTIAL / DEVIATE / NQ	
PROP-004	Propulsion	Each channel shall have independent inverter/ESC and current, voltage, temperature and speed sensing.	COMPLY / PARTIAL / DEVIATE / NQ	
PROP-005	Propulsion	Dynamic rotor balancing to ISO 21940-11 or agreed equivalent; documented low-vibration objective.	COMPLY / PARTIAL / DEVIATE / NQ	
PROP-006	Propulsion	Vectored thrust via vanes or internal pod solution enabling translation while keeping deck near level.	COMPLY / PARTIAL / DEVIATE / NQ	
PROP-007	Propulsion	Fail-neutral vectoring actuators with redundant position feedback; initial design travel $\pm 10-12^\circ$.	COMPLY / PARTIAL / DEVIATE / NQ	
PWR-001	Power	Nominal HV system to be proposed in 350-450 Vdc range, with physical segregation and HV interlock.	COMPLY / PARTIAL / DEVIATE / NQ	
PWR-002	Power	Two independent battery strings or equivalent fault-tolerant architecture; a single failure shall not cause uncontrolled power loss.	COMPLY / PARTIAL / DEVIATE / NQ	



ID	Area	Requirement summary	Status	Supplier comment/ref
PWR-003	Power	Preliminary usable high-power energy 10-16 kWh; software reserve >=20% for landing.	COMPLY / PARTIAL / DEVIATE / NQ	
PWR-004	Power	BMS with cell, insulation, temperature, current, SOH/SOC monitoring and data logging; contactor and precharge protection.	COMPLY / PARTIAL / DEVIATE / NQ	
PWR-005	Power	Thermal propagation management and venting away from pilot; no hot-gas path toward grips or limbs.	COMPLY / PARTIAL / DEVIATE / NQ	
PWR-006	Power	Redundant DC/DC for 28 Vdc avionics bus and hold-up supply for control and recording during HV transients.	COMPLY / PARTIAL / DEVIATE / NQ	
FCS-001	Flight control	Three independent IMUs with 2oo3 voting or equivalent architecture; fault detection and isolation.	COMPLY / PARTIAL / DEVIATE / NQ	
FCS-002	Flight control	Attitude loop >=400 Hz; documented sensor synchronization and end-to-end latency.	COMPLY / PARTIAL / DEVIATE / NQ	
FCS-003	Flight control	Hover attitude target: roll/pitch within ±1.5° nominally; normal transients within ±3°.	COMPLY / PARTIAL / DEVIATE / NQ	
FCS-004	Flight control	Low-speed mode with near-level deck using thrust vectoring; larger attitudes only when explicitly commanded/authorized by control logic.	COMPLY / PARTIAL / DEVIATE / NQ	
FCS-005	Flight control	Control allocation capable of compensating a single motor/ESC failure and commanding controlled landing with residual margin.	COMPLY / PARTIAL / DEVIATE / NQ	
FCS-006	Flight control	Complete loss of one pod shall trigger emergency mode and descent/recovery logic defined by the safety case; nominal continued flight shall not be assumed.	COMPLY / PARTIAL / DEVIATE / NQ	
NAV-001	Navigation	Dual multiband L1/L5 GNSS, RTK-ready, redundant compass/magnetometer and IMU cross-check.	COMPLY / PARTIAL / DEVIATE / NQ	



Compliance matrix 4/6

Compliance matrix 4/6

UESE-UAC01-RFQ | REV A | 22-09-2026

PAGE 06

ID	Area	Requirement summary	Status	Supplier comment/ref
NAV-002	Navigation	Dual downward proximity altimetry (LiDAR/radar) plus independent barometers for hover/landing.	COMPLY / PARTIAL / DEVIATE / NQ	
NAV-003	Navigation	Degraded GNSS-denied position hold through optical flow/vision or equivalent low-altitude technology.	COMPLY / PARTIAL / DEVIATE / NQ	
HMI-001	HMI	Central 7-8 inch display, high brightness ≥ 1000 nit, anti-glare, glove-operable, supplier to quote IP rating.	COMPLY / PARTIAL / DEVIATE / NQ	
HMI-002	HMI	Display at minimum: map/GPS, mode, speed, AGL altitude, heading, horizon, SOC, reserve/endurance, 8 propulsion channel status, warnings.	COMPLY / PARTIAL / DEVIATE / NQ	
HMI-003	HMI	Manual fly-by-wire controls with redundant Hall sensors; no mechanical airborne steering linkage.	COMPLY / PARTIAL / DEVIATE / NQ	
HMI-004	HMI	Dead-man/occupant acknowledgement on grip; loss shall not shut rotors down but transition to hover/assisted landing according to flight state.	COMPLY / PARTIAL / DEVIATE / NQ	
HMI-005	HMI	In-flight emergency command = controlled landing request. Immediate power cut only for maintenance/ground with interlock.	COMPLY / PARTIAL / DEVIATE / NQ	
AUTO-001	Autopilot	Assisted modes: attitude hold, altitude hold, hover hold, heading hold, position hold, assisted take-off/landing.	COMPLY / PARTIAL / DEVIATE / NQ	
AUTO-002	Autopilot	Waypoint navigation and Return-to-Home available in prototype but software-limited and subject to geofence and test authorizations.	COMPLY / PARTIAL / DEVIATE / NQ	
AUTO-003	Autopilot	Manual/Assisted/Autopilot transitions without command discontinuity and with clear display indication.	COMPLY / PARTIAL / DEVIATE / NQ	
SAF-001	Safety	Four deck load cells to detect presence, mass and pilot center of pressure; data used as stabilization feed-forward.	COMPLY / PARTIAL / DEVIATE / NQ	



Compliance matrix 5/6

Compliance matrix 5/6

UESE-UAC01-RFQ | REV A | 22-09-2026

PAGE 07

ID	Area	Requirement summary	Status	Supplier comment/ref
SAF-002	Safety	Test anti-fall system: quick-release tether/harness connected to dedicated structural anchor; proof load to be defined and substantiated.	COMPLY / PARTIAL / DEVIATE / NQ	
SAF-003	Safety	3D geofence, altitude/speed limits, no-fly zones and role-protected configuration.	COMPLY / PARTIAL / DEVIATE / NQ	
SAF-004	Safety	Front/lateral/down obstacle awareness with alerts; automatic collision avoidance to be quoted separately and validated.	COMPLY / PARTIAL / DEVIATE / NQ	
SAF-005	Safety	Strobe and audible/visual indication of arm/disarm, HV fault and active rotors.	COMPLY / PARTIAL / DEVIATE / NQ	
NVH-001	Vibration	Deck isolated by tuned mounts; natural frequencies separated from principal blade-passing frequencies.	COMPLY / PARTIAL / DEVIATE / NQ	
NVH-002	Vibration	Preliminary weighted deck vibration objective $\leq 0.5 \text{ m/s}^2$ RMS in nominal hover, to be measured and agreed using ISO 2631-1 as ergonomic reference.	COMPLY / PARTIAL / DEVIATE / NQ	
NVH-003	Vibration	Handle vibration to be characterized using ISO 5349-1 as reference; no sustained perceptible resonance.	COMPLY / PARTIAL / DEVIATE / NQ	
DATA-001	Data	Synchronous recording $\geq 200 \text{ Hz}$ for flight-critical parameters and $\geq 20 \text{ Hz}$ for system data, with monotonic timestamp and CSV/binary export.	COMPLY / PARTIAL / DEVIATE / NQ	
DATA-002	Data	CAN-FD or deterministic Ethernet for primary network; segregation of avionics from telemetry/service.	COMPLY / PARTIAL / DEVIATE / NQ	
CYB-001	Cybersecurity	Secure boot, signed firmware, service access control, audit log and debug interfaces disabled in flight configuration.	COMPLY / PARTIAL / DEVIATE / NQ	
MFG-001	Manufacturing	Supplier preferably with aerospace QMS EN/AS9100 or equivalent; declare certifications and scope.	COMPLY / PARTIAL / DEVIATE / NQ	



ID	Area	Requirement summary	Status	Supplier comment/ref
MFG-002	Manufacturing	FAI on critical parts/assemblies to AS9102C/EN9102 equivalent, with balloon drawing and characteristic traceability.	COMPLY / PARTIAL / DEVIATE / NQ	
MFG-003	Manufacturing	Material 3.1 certificates where applicable, special-process certificates, torque records and serialization of critical components.	COMPLY / PARTIAL / DEVIATE / NQ	
MFG-004	Manufacturing	All safety-critical items under configuration control with approved supplier/manufacturer list.	COMPLY / PARTIAL / DEVIATE / NQ	
TST-001	Testing	Motor/rotor/ESC bench tests with thrust-power-rpm-temperature map and endurance test before integration.	COMPLY / PARTIAL / DEVIATE / NQ	
TST-002	Testing	HIL with fault injection: IMU, GNSS, motor, ESC, battery, data bus, display, altitude sensor and pilot controls.	COMPLY / PARTIAL / DEVIATE / NQ	
TST-003	Testing	First lift test without person: restrained/tether rig with anthropomorphic ballast and perimeter protections.	COMPLY / PARTIAL / DEVIATE / NQ	
TST-004	Testing	Unmanned/ballast free flight before piloted flight; safety gate signed by independent test authority.	COMPLY / PARTIAL / DEVIATE / NQ	
TST-005	Testing	Human flight only after authorizations, risk assessment, test card, controlled area, rescue plan and defined PPE.	COMPLY / PARTIAL / DEVIATE / NQ	
DEL-001	Deliverables	Provide native 3D CAD + STEP, 2D PDF/DXF drawings, electrical schematics, harness drawings, software configuration index and as-built BOM.	COMPLY / PARTIAL / DEVIATE / NQ	
DEL-002	Deliverables	Provide mass/CG, FEA, thermal, propulsion sizing, safety assessment, FMEA and V&V; matrix.	COMPLY / PARTIAL / DEVIATE / NQ	
DEL-003	Deliverables	Provide prototype operating, maintenance, charging/storage, emergency response manuals and operating limitations.	COMPLY / PARTIAL / DEVIATE / NQ	