Introduction to 3rd Fixed Call for Proposals under the Requesting Party Activity (RPA) in Lithuania

CfP/5-50039/23/NL/EH
CfP/5-50040/23/NL/EH

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Disclaimer

This presentation material does not contain sufficient information to be used, in any way, in the context of the Fixed Call for Proposals **CfP/5-50039/23/NL/EH** and **CfP/5-50040/23/NL/EH**.

This presentation is just to help understand in a simplified manner some of the Rules and Procedures associated with ESA procurements, in particular of these tenders.

Please ensure that your Proposal is compliant with the requirements contained in **the Fixed Call for Proposals CfP/5-50039/23/NL/EH** and **CfP/5-50040/23/NL/EH documentation** that will be published on esa-star Publication.

Requesting Party Activities scheme (RPA)

Lithuania became **Associate Member** in May 2021 for 7 years (2021-2028):

➢ Subscribed to 3 Optional Programmes (2021-2022) - GSTP, ARTES Scylight and BASS, FutureEO

➢ Subscription confirmed at CM2022 for the period 2022-2025 (ScaleUp replaced ARTES-BASS)

The **Requesting Party Activities scheme is part of AM agreement** and provides a funding scheme, with a minimum contribution of 500KEuro/year, to **further develop the national space industry**.

➢ **Lithuania is actually contributing more than this!**

RPA aims at providing support to Lithuanian entities to overcome market entry barriers and reach a competitive level for successful participation in multinational ESA programmes.
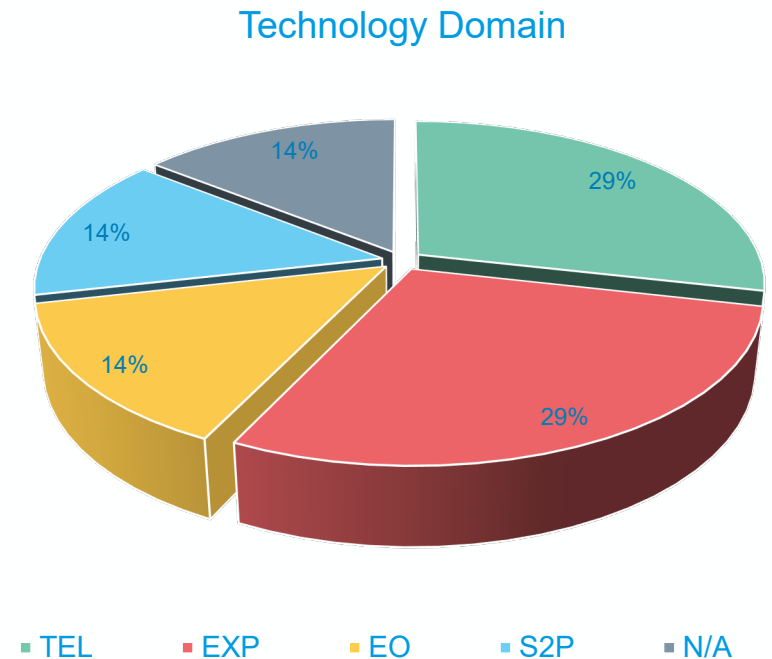
The goals are:

• To prepare the industry to be competitive in ESA optional programmes Lithuania subscribes to;

• To develop the competences that enable the country to contribute to new ESA optional programmes;

• To support space science activities (should the Lithuanian government wish);

• To ensure that a highly educated workforce is available in the country for space related activities.

Requesting Party Activities scheme (RPA)

- ➢ PECS Programme (2015-2021) – 6 Open Calls completed
  - ➢ Total budget: 7.8M, 41 contracts (<u>8 still running</u>)
  - ➢ 22 industrial contracts (56% of the budget)

- ➢ Requesting Party Activities (RPA) Programme - 2 Open Calls completed
  - ➢ Total budget: 2.6M
  - ➢ 4 contracts (incl. 1 top-down) + 3 under negotiation
  - ➢ 3 industrial contracts (<u>56% of the budget</u>)
  - ➢ 2 cancelled

Technology Domain

- TEL
- EXP
- EO
- S2P
- N/A

29% 14% 14% 14% 29%

Summary of the presentation

1. ESA Tools – Basics of ESA procurement

2. Overview Type of Activity with respective call

3. Tender Package for Fixed Call for Proposals

   a. Cover Letter

   b. Draft Contract

   c. Tendering Conditions

   d. Proposal Template

4. The Tender Evaluation

5. The Negotiation Period

6. Debriefing

7. Schedule

8. Questions?

9. How to write a good proposal (separate presentation)

! Section 3 to 8 will be shown in different presentations with the respective call

1. ESA Tools – Basics of ESA Procurement

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https://doing-business.sso.esa.int/

- Portal for access to the entire esa-star toolset, including associated ESA corporate applications like esa-p
- All applications are connected, making it easier for users to access the systems and retrieve information
- Optimised and supported for use with the Google Chrome browser

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1. ESA Tools – Basics of ESA Procurement

esa-star Registration (https://esastar-emr.sso.esa.int/)

- Registration on ESA-STAR is a **pre-requisite** to do business with ESA

esa-star Publication (http://doing-business.sso.esa.int)

- All Tender related documents can be found in esa-star Publication. Here you request the system to create a **Bidder Restricted Area** in ESA-STAR Tendering

esa-star Tendering (http://doing-business.sso.esa.int)

- In the Bidder Restricted Area, you can request for clarifications and **submit the proposal**

esa-star esa-match (https://esastar-esamatch.sso.esa.int/)

- Competences & Capabilities, **find suitable tenders and entities for collaboration**

Instruction video

http://www.esa.int/spaceinvideos/Videos/2016/03/Bidder_Restricted_Area_creation_and_structure

1. ESA Tools – Basics of ESA Procurement

esa-star Registration

Doing Business with ESA

This portal provides access to the different ESA IT Corporate Applications for all economic operators doing business with, or intending to interact with, ESA.
A click on the **"More Details..."** button provided for each IT Corporate Application reveals a brief description which explains the purpose of and process supported by the related system. To access any of the applications, please use the **"Access"** buttons. Some systems can be entered as a guest user, without the need to log-in. However, functionalities and data available will be limited. Additional information about the ESA Procurement Process and further useful links for economic operators are provided on the right-hand side.

Register in ESA-STAR Registration

1. ESA Tools – Basics of ESA Procurement

esa-star Publication

Access Tenders and ESA procurement related news

esa-star Tendering (For activity types A, B, D, F, G1, G2)

Submit your proposal

esa-star esa-match

Network, find partners, advertise what you offer

2. Overview Type of Activity and their respective call

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2. Type of Activities and their respective call

The subject of the Calls for Proposals is exclusively for the following activity types:

Call: CfP/5-50040/23/NL/EH	**Call:** CfP/5-50039/23/NL/EH
Type A – Research and preparatory activity	**Type G2** - Education activities – PhD Theses
Type B – Flight and ground segment related research and development activities	
~~**Type C** - Flight Opportunities~~ N/A	
Type D - Space science activities	
~~**Type E** - Satellite development~~ N/A	
Type F - Space (downstream) Applications.	
Type G1 - Education activities – University courses	
~~**Type H** – Space related courses~~ N/A	