

7th Call for Outline Proposals under the Plan for European Cooperating States (PECS) in Cyprus

ESA AO/ 1-11235/22/NL/SC

10th May 2022

DISCLAIMER

This presentation material does not contain sufficient information to be used, in any way, in the context of the ITT (Invitation-to-Tender) [ESA AO/ 1-11235/22/NL/SC](#)

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

Please ensure that your Outline Proposal is compliant with the requirements contained in the [ESA AO/ 1-11235/22/NL/SC](#) documentation.

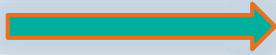
Overview of PECS Results

1st PECS Call	28 proposals were received, 7 were approved Scores range: 48 – 69, Average: 53.7 , success rate: ~25%
2nd PECS Call	21 proposals were received, 9 were approved Scores range: 47.5 – 69.5, Average: 57 , success rate: ~43%
3rd PECS Call	13 proposals were received, 7 were approved Scores range: 49 – 73.5, Average: 57.4 , success rate: ~54%
4th PECS Call	30 proposals were received, 9 were approved Scores range: 56.5 – 71.5, Average: 62.2 , success rate: ~30%
5th PECS Call	24 proposals were received, 8 were approved Scores range: 60.75 – 66.0, Average: 61.7 , success rate: ~33%

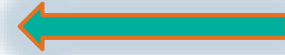
1. ESA Tools – Basics of ESA Procurement
2. Seventh Call Overview
3. The Cover Letter
4. Activity Types
5. Key Programmatic Notes
6. Common Mistakes

HANDBOOK – BASIC OF ESA PROCUREMENT

ESA electronic procurement tools



<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

DOING BUSINESS WITH ESA



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.

esa-star
Registration

More Details... Access

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Tendering

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Publication

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esa-star
esa-match

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ECM

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About ESA's Procurement Process

Useful Links



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esa-star Registration

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Register in esa-star Registration

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Network, find partners, advertise

HANDBOOK – BASIC OF ESA PROCUREMENT

esa-star Tendering

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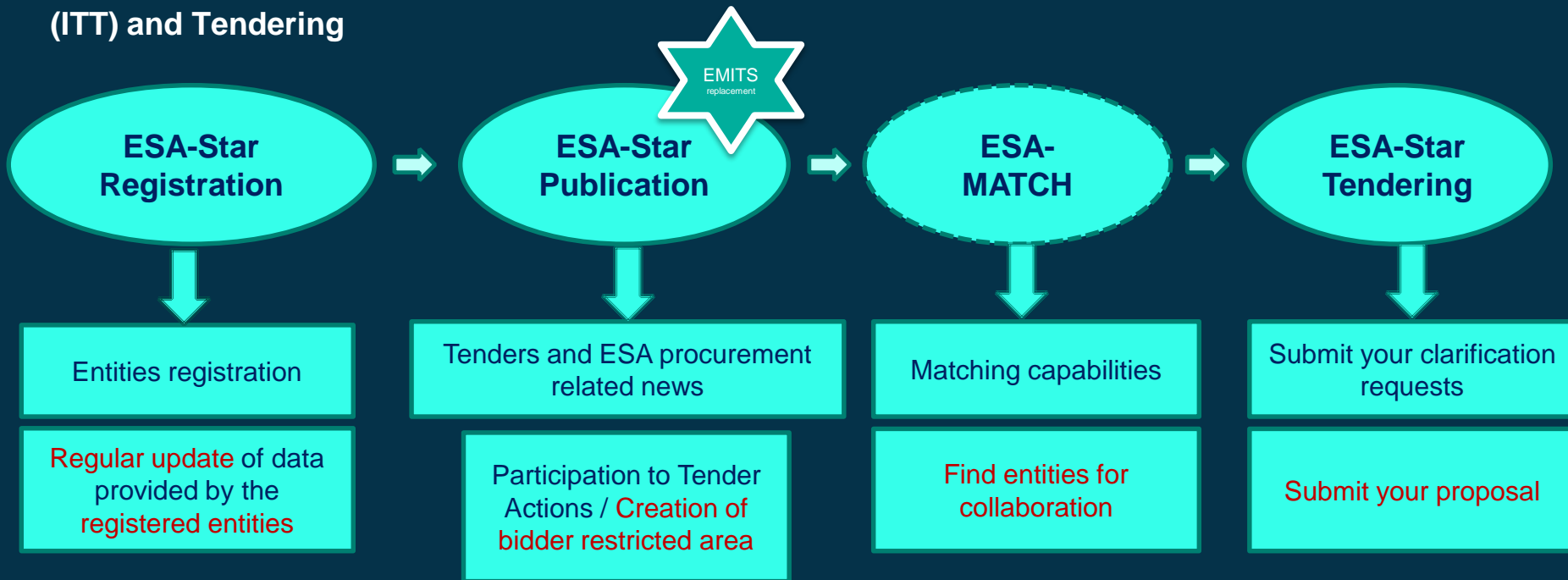
Contact Us



1. ESA Tools - Basics of ESA Procurement

Main tools supporting the procurement process:

- **ESA-STAR**: ESA's online System for **Registration of Entities, Publication of Invitation-to-Tenders (ITT) and Tendering**



1. ESA Tools - Basics of ESA Procurement

a) **ESA-STAR Registration** (<https://esastar-emr.sso.esa.int/>)

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

b) **ESA-STAR Publication** (<https://esastar-publication.sso.esa.int/>)

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

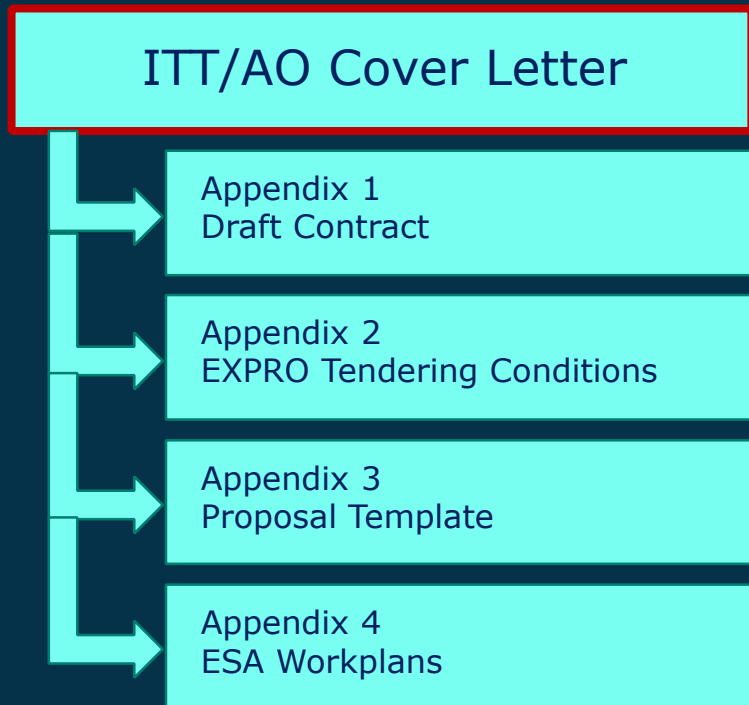
c) **ESA-STAR Tendering** (<https://esastar.sso.esa.int/>)

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

d) **ESA-MATCH** (<https://esastar-esamatch.sso.esa.int/>)

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

2. Seventh PECS Call Overview



ITT Reference:
ESA AO/1-11236/22/NL/SC

ITT to be published on **16th May 2022**

Submission Deadline on **20th June 2022 at 13:00 (CET)**

Maximum budget: **1.200.000 Euros**

First contracts: **Q4 2022 / Q1 2023**

3. Cover Letter

The Cover Letter contains essential information on the ITT e.g.

- The name of the responsible **Contracts Officer** (**S. Courtois**)
- **Submission deadlines** for evaluation
- **Activity Types** description and **price** constraints
- **Contractorship** and **programmatics** constraints
- Description of the **evaluation process** and selection
- **Evaluation Criteria**
- **Instructions and restrictions** for proposals submission

Read the Cover Letter very carefully and be sure to comply

3. Cover Letter

Key programmatic constraint (subject of this ITT):

- a. Research and Development Activities (including Technology Demonstrations, Industrial Processes and their qualification/certification) leading to products (hardware or software) or generic technologies with the potential for re-use. The start TRL shall be at least 2.
- b. Space (downstream) Applications. Products and services making use of ESA/ European space infrastructure that is already existing or scheduled for operation in the near term. The start TRL shall be at least 4.

Read the Cover Letter very carefully and be sure to comply

3. Cover Letter

Key programmatic constraint (subject of this ITT):

- c. Preparatory activities: Feasibility studies, de-risking activities and simple breadboard activities (e.g. feasibility studies, market surveys, user requirements definition and breadboard demonstrators) aimed at supporting national competitiveness and related to ESA programs to which Cyprus may subscribe in the future or the initial steps of a product development for Space with potential for use on ESA missions.
- d. Scientific activities. Supporting the involvement of Cypriot researchers leading to the potential future involvement in an existing ESA-funded scientific research group and publication of peer reviewed scientific papers.
- e. Education activities: To develop university courses and curricula about space technology and its practical application.

Read the Cover Letter very carefully and be sure to comply

4. Type of Activities

Each **Activity Type** has its own requirements, constraints and financial ceiling:

1. Type a a price not higher than Euro 250.000;
2. Type b a price not higher than Euro 175.000;
3. Type c a price not higher than Euro 100.000;
4. Type d a price not higher than Euro 50.000;
5. Type e a price not higher than Euro 50.000.

Details on the activity types are given in the Cover Letter

5. Key Programmatic Notes

1. The Call is addressed only to **Cypriot entities** (Tasks for non-Cypriot entities in other ESA Members, while welcome, shall **not exceed 20%** of the price, must be **fully justified** and cannot consist of any **core activities**)
2. No duplication of ongoing and intended activities in ESA (**see Appendix 4**)
3. The proposed activity shall have **potential for further use or development** in ESA activities (development of space-related capabilities, creation of relations with **space firms** in ESA Members States, involvement of **end-customers** for future use)
4. The proposed activities shall lead to potential cross-sectorial **products/services**, increase the competitiveness and bring **long-term benefits to Cypriot industry**, foster the economic growth or provide societal benefits to the Country
5. Only proposals with an overall **mark >55** will be recommended
6. The ceiling price **is a maximum limit, not a target price** nor an indication of the amount expected. All the costs must be justified as needed to achieve the objective.
7. **Involvement of industry** in a meaningful way
8. Involvement of an **end-customer** required or strongly encouraged

Number of proposals for submission per Tenderer

- The number of proposals per Tenderer as **prime** contractor is restricted to a maximum of 2 (two) independent and unrelated proposals.
- The number of proposals per Tenderer as sub-contractor is restricted to a maximum of 2 (two) independent and unrelated proposals.

CubeSat / NanoSat

Proposals for studies leading to the development of a national satellite (CubeSat) are considered out of scope of this ITT, as such studies shall be instigated by the government of Cyprus.

No.	Evaluation Criteria	Weighting Factors %
1	Clarity of the technical objectives and definition of the requirements for the proposed work. Quality of engineering approach and discussion of problem areas. Quality and suitability of proposed programme of work. Background and experience of the entity/entities related to the particular field concerned, including adequacy of proposed facilities. Adequacy of the key personnel for the execution of the work.	45%
2	Prospects for use in ESA programmes including long term benefit for Cyprus. Consistency with programmatic objectives as described in the Cover Letter. Adequacy of the current and targeted maturity status of the development.	25%
3	Adequacy of management approach. Credibility of the cost estimation and the proposed schedule.	25%
4	Compliance with the administrative tender conditions of the call for outline proposals and acceptance of the draft contract.	5%



6. Proposal Template: Most Common Mistakes

- ✓ **RESUBMISSIONS MUST** be declared. The previous **TEB comments** given in a debrief **MUST** be taken into account. We expect **significant and meaningful changes**. If not – it will be rejected again.
- ✓ **MAXIMUM PRICE IS NOT TARGET PRICE!!** Verify the **credibility of costs** with respect to the work described in WPD (all costs must be transparent, clear and justified).
- ✓ **THE SCHEDULE MUST BE ALIGNED** with the **WBS** and **WORKFLOW**, and must be sufficiently detailed to **allow close progress monitoring**. Each task in the schedule should not be more than a few months to ensure this.
- ✓ **PROGRAMMATICS**: No clear path to a **recurring benefit** (product/service). No inclusion of **end customer**. Insufficient **involvement of industry**. Not taking into account current **European capability** or not building **international links** / business opportunities.

Questions/ Clarifications?

Please email, before 12:00 15 May 2022:

To Jennifer.Ngo-Anh@esa.int

Cc: Stephen.Airey@esa.int

With title: “CY7 Call Question”

After the ITT Opening
ESA STAR