

8th Call for Outline Proposals under the Plan for European Cooperating States (PECS) in Cyprus

ESA AO/ 5-50002 /NL/SC

26th January 2023

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/ 5-50002 /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/ 5-50002 /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%**

PECS 2016-2022

6th PECS Call 2 proposals were received, 2 were approved
 success rate: 100%

7th PECS Call 24 proposals were received, 9 were approved
 Scores range: 49.75– 76.25, **Average: 65.25**, success rate: **~37.5%**

PECS+ 2022-2027



Briefing for 8th PECS Call for Outline Proposals in Cyprus



- ESA Tools – Basics of ESA Procurement
- Eighth Call Overview
- The Tender Evaluation
- The Negotiation Period
- Debriefings
- Sources of help



ESA Tools – Basics of ESA procurement



ESA Tools – Basics of ESA procurement



<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

esa-star
Tendering

More Details... Access

esa-star
Publication

More Details... Access

esa-star
esa-match

More Details... Access

esa-star
ECM

More Details... Access

esa-p

More Details... Access

About ESA's Procurement Process

Useful Links



esa-star Registration

ESA Tools – Basics of ESA procurement



esa-star Publication

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Access Tenders and ESA procurement related news

EMITS replacement

esa-star Publication

More Details... Access

esa-match

More Details... Access

esa-star ECM

More Details... Access

esa-p

More Details... Access

About ESA's Procurement Process

Useful Links

Doing Business with ESA v. 1.0

Contact Us

YouTube Twitter Facebook Instagram



ESA Tools – Basics of ESA procurement



esa-star ESA Match

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esa-star Registration

More Details... Access

Login
Register your entity

esa-star Tendering

More Details... Access

Submit your proposal

esa-star esa-match

More Details... Access

esa-star ECM

More Details... Access

esa-p

More Details... Access

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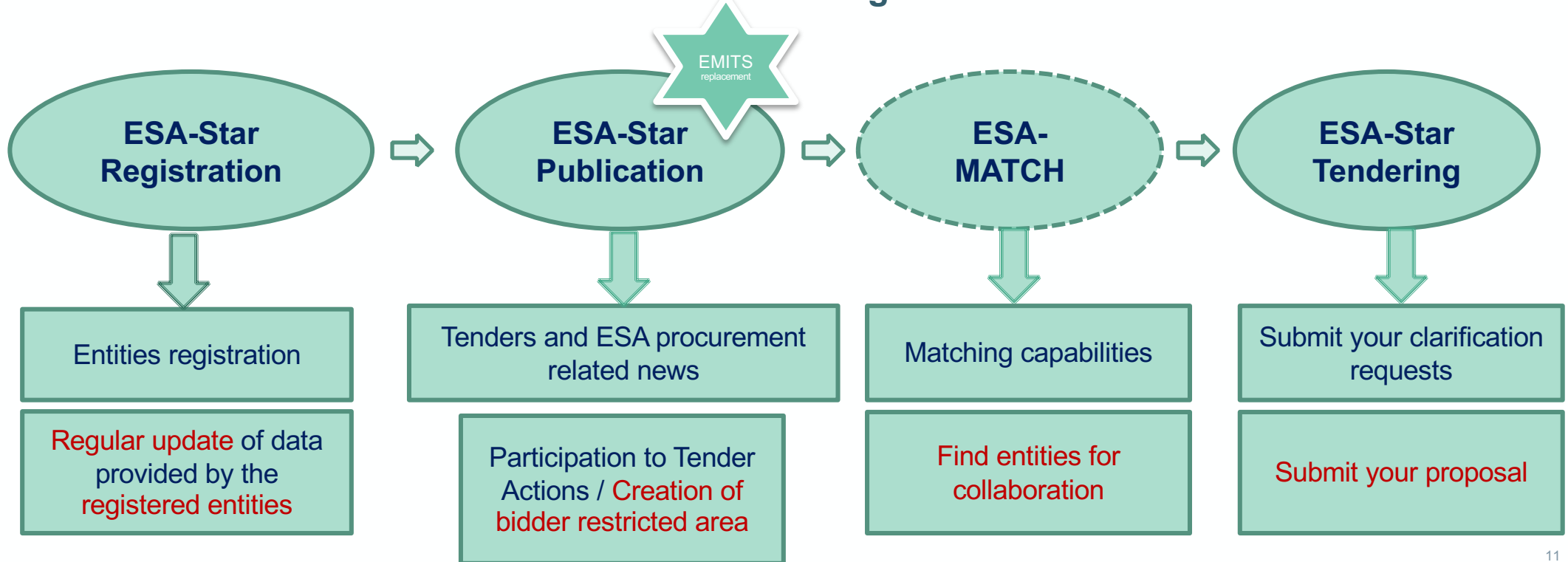


ESA Tools – Basics of ESA procurement



Main tools supporting the procurement process: **ESA-STAR**

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



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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 ITT 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**

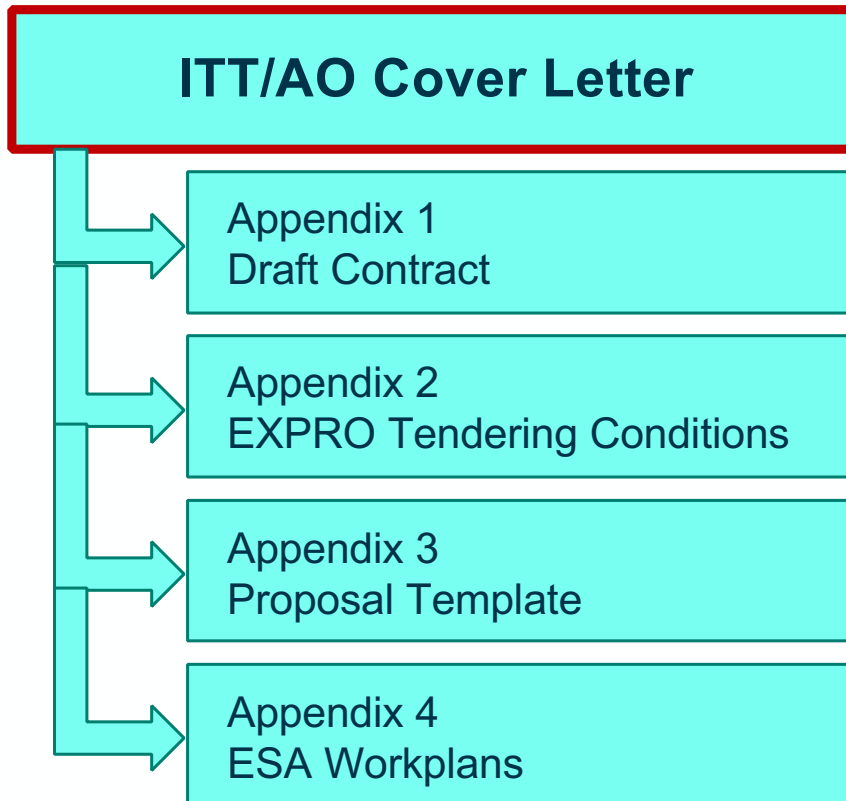
ESA-MATCH (<https://esastar-esamatch.sso.esa.int/>)

- 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

ITT Package for 8th Call for Outline Proposals under the Plan for European Cooperating States (PECS) in Cyprus



ITT Reference: ESA AO/ 5-50002 /NL/SC

ITT to be published on **30th January 2023**

Submission Deadline on **10th March 2023** at 13:00 (CET)

Maximum budget: **1.500.000 Euros**

First contracts: **Q3 2023**

ITT Package – Cover Letter

The Cover Letter contains a number of **essential features** regarding the ITT e.g.:

- The name of the responsible **Contracts Officer**, S. Courtois
- **Submission deadlines** for evaluation
- All **programmatic** and **price constraints**
- Description of the **process of evaluation** and selection
- **Evaluation criteria**
- **Instructions and restrictions** for proposals submission

Read the Cover Letter carefully and be sure to comply



The Cover Letter indicates the formal conditions of submission, i.e. the **exact duration of the tendering period and the exact date (10 March 2023) and time (13:00 CET)** by which proposals must be submitted.

The ITT/AO is expected to be published on
30 January 2023

To be found on
ESA-star Tendering (<https://esastar.sso.esa.int/>)



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. Involvement of a customer and industry capable to deliver a final product as a recurring commercial service is considered essential. The start TRL shall be at least 3, end TRL shall be at least 5.

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. Involvement of a customer and industry capable to deliver a final product as a recurring commercial service is considered essential. The start TRL shall be at least 4.

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. End TRL shall be at least 3.

d. **Space science activities.** Supporting the involvement of Cypriot researchers leading to potential of future involvement in ESA science mission core team and publication of peer reviewed scientific papers. Involvement of a non-Cypriot partner from an ESA Member State is considered essential.

e. **Education activities:** To develop university courses and curricula about space technology and its practical application.

ITT Package – Activity types

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

1. **Type a** - a price not higher than Euro 400.000 for hardware development activities, a price not higher than Euro 250.000 for all other activities;
2. **Type b** - a price not higher than Euro 200.000;
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

ITT Package – Key Programmatic Notes



- 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**)
- No duplication of ongoing and intended activities in ESA (**see Appendix 4**)
- 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)
- 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.



ITT Package – Key Programmatic Notes



- 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.
- Involvement of **industry** and/or an **end-customer** in a meaningful way is 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.



The Tender Evaluation



The Tender Evaluation



- After the announced submission deadlines, there is a formal opening (Tender Opening Board) of the outline proposals that have been submitted. The compliant proposals will be accepted for evaluation by the **Tender Evaluation Board (TEB)**. Non-compliant proposals will be rejected and not evaluated.
- TEB is composed of ESA staff supported also by ESA experts in the specific area of the proposal.
- Statement of Non-Disclosure and Non-Interest Form signed by all TEB members.
- The TEB members independently assess proposals, then the board convenes to discuss comments and mark the proposals. A TEB report is written containing all details of the collective evaluation.



The Tender Evaluation – Evaluation Criteria



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.	40%
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.	30%
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%



The Tender Evaluation – Programmatic Review



- Only proposals **with an overall weighted mark**
 - **equal to or above sixty [60]** for activity types A and B, and
 - **equal to or above fifty-five [55]** for activity types C, D and Ewill be recommended to the Deputy Ministry of Research, Innovation and Digital Policy for programmatic review and endorsement.
- Takes into account the TEB report containing the technical evaluation, marks, ranking and recommendations;
- Considers the available budget, the programmatic priorities and national interests;
- Recommends activities for implementation (subject to final approval by ESA programme boards);
- This meeting is planned in **May 2023**.



The Negotiation Period



The Negotiation Period

For recommended proposals, the Agency will either:

- i. start the negotiation process to place a contract with the Tenderer on the basis of the submitted Outline Proposal and the comments from the TEB;

or

- ii. issue a request for a full proposal, especially hardware related activities, to those Tenderers that submitted the selected outline proposals;

or

- iii. decide to issue a competitive invitation to tender restricted to the Tenderers positively evaluated if two or more proposals on the same subject were positively evaluated.

Debriefing



Debriefing – unsuccessful proposals

The contact person of the Prime Contractor mentioned in the proposal (*see point 7 in the Cover Letter of the Proposal Template*) will be informed in writing of the result of the ITT after a decision has been taken. If the proposal has been unsuccessful, the Tenderer may request the nominated the Agency's Contracts Officer to advise him of the reasons why the proposal has not been retained in a **verbal debriefing**. Any information will be limited to the Tenderer's own proposal.

Important

Ask for a debriefing! It is the best way of learning why your proposal was not recommended and what you need to improve!

Suggestion

Even if your proposal was recommended, ask for a debriefing during the negotiation.



Sources of help



These other sources of information and help will be made available to you:

- PECS 8th Call Presentation
CY8_Briefing_Presentation.pdf
- Example Proposal (*NB! DO NOT COPY THE TEMPLATE OR CONTENTS*)
PECS_Example_Proposal.pdf
- Basics of ESA Procurement Handbook - (*How to use ESA IT systems*)
- Proposal Submission Checklist - (*Have you done everything?*)
PECS_PROPOSAL SUBMISSION HIGH LEVEL CHECKLIST.pdf

Questions/ Clarifications?

Please email, before 30 January 2023:

To Jennifer.Ngo-Anh@esa.int

cc: Stephen.Airey@esa.int

with title: "CY8 Call Question"

After the ITT Opening

esa star

