

Noordwijk, 15 June 2009

**SUBJECT: ARTES 20: Integrated Applications Promotion (IAP) Programme-
Feasibility Studies/Demonstration Projects
CALL FOR PROPOSALS**

Ref: AO/1-6124/09/NL/US (Issue 1.0)
ESA/IPC(2009)11, 09.153.75

Budget: Output 456 (ARTES 20 Phase I)

Dear Sirs,

The European Space Agency (ESA) hereby invites you to submit, at any given time, a proposal against the present IAP Programme Call for Proposals.

This Call for Proposal covers two different types of activities:

- Feasibility Studies, which provide the preparatory framework to identify, analyse and define new potentially sustainable applications and services within the IAP element of the ARTES Programme (ARTES 20). They have to be compliant with the following requirements: they are user driven, they benefit from the integrated use of multiple space assets and the Bidder intends to pursue a demonstration project after successful completion of the feasibility study.
- Demonstration Projects, dedicated to the implementation of pre-operational demonstration services within the IAP element of the ARTES Programme (ARTES 20), which therefore comply with the following requirements: they are user driven, they benefit from the integrated use of multiple space assets, with clear potential to become sustainable in the post project phase.

Please find attached hereto the following documents:

- Appendix 1A - Special Tender Conditions for Feasibility Studies
- Appendix 1B - Special Tender Conditions for Demonstration Projects
- Appendix 2 - Draft Contract (including Management Requirements)

1. Introduction

The IAP Programme is an element of the ESA Telecom Advanced Research in Telecommunications Systems (ARTES) and is managed by the ESA Telecommunications and Integrated Applications Directorate (D/TIA).

ESTEC

European Space Research and Technology Centre - Keplerlaan 1 - 2201 AZ Noordwijk - The Netherlands
Tel. (31) 71 5656565 - Fax (31) 71 5656040 www.esa.int

Activities under this Call for Proposal are initiated by the Bidder (e.g. industry, operator, private or public institutions) and will be funded up to a maximum of 50% by ESA as further explained in chapter 6 below.

The overall goal of ARTES 20 can be summarised as “the development of pre-operational services -possibly in partnership- for a wide range of users through the combination of different systems”. To achieve this, the following objectives have been defined:

- Promotion of space applications to a wider range of users, especially those who are not aware of the benefits that space technologies can bring to them;
- Development of new operational services for these users, involving a broader participation by actors on both the demand and supply sides;
- Utilisation of at least two existing and different space assets (such as Satellite Communications, Earth Observation, Satellite Navigation, Human Spaceflight technologies and others), leading to a better exploitation of existing space capacity and know-how together with a better understanding of how they should evolve to respond to user needs;
- Cross-fertilisation across disciplines, together with the development of a consistent approach across Integrated Applications initiatives, to maximise their efficient and cost effective implementation.

2. Eligibility

The Agency will admit for evaluation only (Outline and Full) proposals from a bidding team composed of a company and/or organisation - be it as Prime or Subcontractor - residing in any of those states that subscribe to ARTES 20.

To date, Austria, Belgium, Czech Republic, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, the Netherlands, Norway, Portugal, Spain, Switzerland and the United Kingdom have subscribed.

3. Scope of activities

The specific scope of the activities presented in response to this Call for Proposal has to be defined by the Bidder, but it shall be instrumental to pursue in an effective and economical manner the objectives of ARTES 20 as outlined above.

The scope of the activities proposed by the Bidding Team shall be in line with the indications provided in the Management Requirements presented as part of the Appendix 2 to this Call for Proposal.

4. Bidding Process

The bidding process follows a two steps approach:

4.1 First Step of the Submission: Outline Proposal

The first step will involve the submission of an Outline Proposal, which will be evaluated by ESA and feedback will be provided to the Bidder in due time. External experts may be involved in the evaluation in order to coordinate activities with those carried out within the European Union, participating States or any other relevant European actors, of which the Agency has been made aware.

Please note that proposals presented under the first step and selected by ESA, will have to be approved by the ESA Joint Communication Board (JCB)¹.

4.1.1 Outline Proposals for Feasibility Studies

Outline Proposals shall be prepared in accordance with chapter I of Appendix 1A (Special Tender Conditions for Feasibility Studies) and shall be submitted to the following e-mail address: iap@esa.int

4.1.2 Outline Proposals for Demonstration Projects

Outline Proposals shall be prepared in accordance with chapter I of Appendix 1B (Special Tender Conditions for Demonstration Projects) and shall be submitted to the following e-mail address: iap@esa.int

4.2 Second Step of the Submission: Full Proposal

Following JCB approval, the Bidder will be informed by ESA and may decide to prepare a Full Proposal according to ESA feedback provided and in accordance with chapter II of Appendix 1A or 1B (Special Tender Conditions for Feasibility Studies and Demonstration Projects respectively).

According to the rules of the IAP programme, the cost of activities carried out in a given State are charged against the contribution of that State to the IAP programme. Companies (both Prime and subcontractor(s)) intending to respond to this Call for Proposal are therefore requested to inform their National Delegation(s) of their intention to submit a proposal (Contact information can be found on the ESA Telecommunications and Integrated Applications website under: <http://iap.esa.int/delegates>)

Attached to the cover letter accompanying their Full Proposal, Bidders shall submit a statement (“letter of support”) signed by their National Delegate(s) representing the country in which the Prime and, if applicable, his sub-contractor(s) reside(s), authorising the Agency to fund the proposal price from their contribution to the IAP Programme.

Furthermore, Bidders are requested to state in their proposal the full address and the ESA Bidder Code of the Prime and each proposed Sub-contractor (if any).

Entities wishing to do business with ESA that are not yet registered as potential Bidder, are requested to complete the online INDUSTRY OUTLOOK questionnaire available via: <http://www.esa.int/home-ind/>

¹ Joint Communication Board (JCB): The Programme Board of all ESA Member States participating in Telecommunication and Integrated Applications’ activities.

The Full Proposal including the letter of support shall be submitted as follows:

1. Proposals with ESA price below 500,000 Euro ESA funding: 4 hardcopies and 2 electronic copies on CD-ROMs or DVD)
2. Proposals with ESA price equal or above 500,000 Euro ESA funding: 6 hardcopies and 2 electronic copies on CD-ROM or DVD)

and shall be mailed to the Head of the Telecommunication Contracts Service under the following address:

Mr. Ulrich Sterzl
European Space Research and Technology Centre
Keplerlaan 1
2201 AZ Noordwijk
The Netherlands

Please note that evaluation of any Full Proposal will commence only upon receipt of the "letter of support" from the National Delegation(s).

5. Confidentiality

All proposals (presented in response to the first and second step submission) received by ESA will be treated in confidence. External experts may be involved in the evaluation after having signed a dedicated secrecy form.

6. Key Financial Aspects

1. Of the acceptable cost, ESA will bear up to 50% and the remainder has to be financed by the Bidder or other partners through private and/or public sector direct or indirect, in cash or in kind, co-financing. Please take specific note of Article 1.1 of the Draft Contract (Appendix 2 to this Call for Proposal). The Bidder shall ensure that any funding provided by a third party does not conflict with his obligations to be undertaken under the Contract. For Feasibility Studies, work carried out by universities and research institutes involved as contractors or subcontractors and justifying no further commercial interest in the product may be 100% funded by the Agency.
2. The Agency will pay attention to the ratio of direct labour cost versus other costs; in particular the latter should be kept to the necessary minimum.
3. During the proposal evaluation as well as during contract execution the Agency shall be given full visibility of the expenditures planned, respectively actually incurred by the Bidder/Contractor for the purpose of the contract. Irrespective of the price type the Agency will have the right to audit as per Annex I of the General Clauses and Conditions for ESA Contracts.
4. Please note that only proposals showing a price in Euro will be considered for evaluation.

7. Additional Information

Please note that this 'Call for Proposals' has been published on the Agency's Electronic Mail Invitation to Tender System (EMITS: <http://emits.esa.int/>) under AO/1-6124/09/NL/US.

Any questions related to this Call for Proposals shall be addressed to iap@esa.int or to:

Mr. Amnon Ginati
Head of Integrated and Telecommunication Related Applications Department (D/TIA)
European Space Agency
ESTEC - Keplerlaan 1 - P.O. Box 299
NL-2200 AG Noordwijk
Tel: +31 (0)71 565 – Ext.4430
Fax: +31 (0)71 565 6649

Yours faithfully,

V. Kayser
Head of Technology, Telecom and Support Procurement Division
ESA Procurement Department