

# ESA Prime contractors challenges

## Cooperation with New Member States

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All the space you need



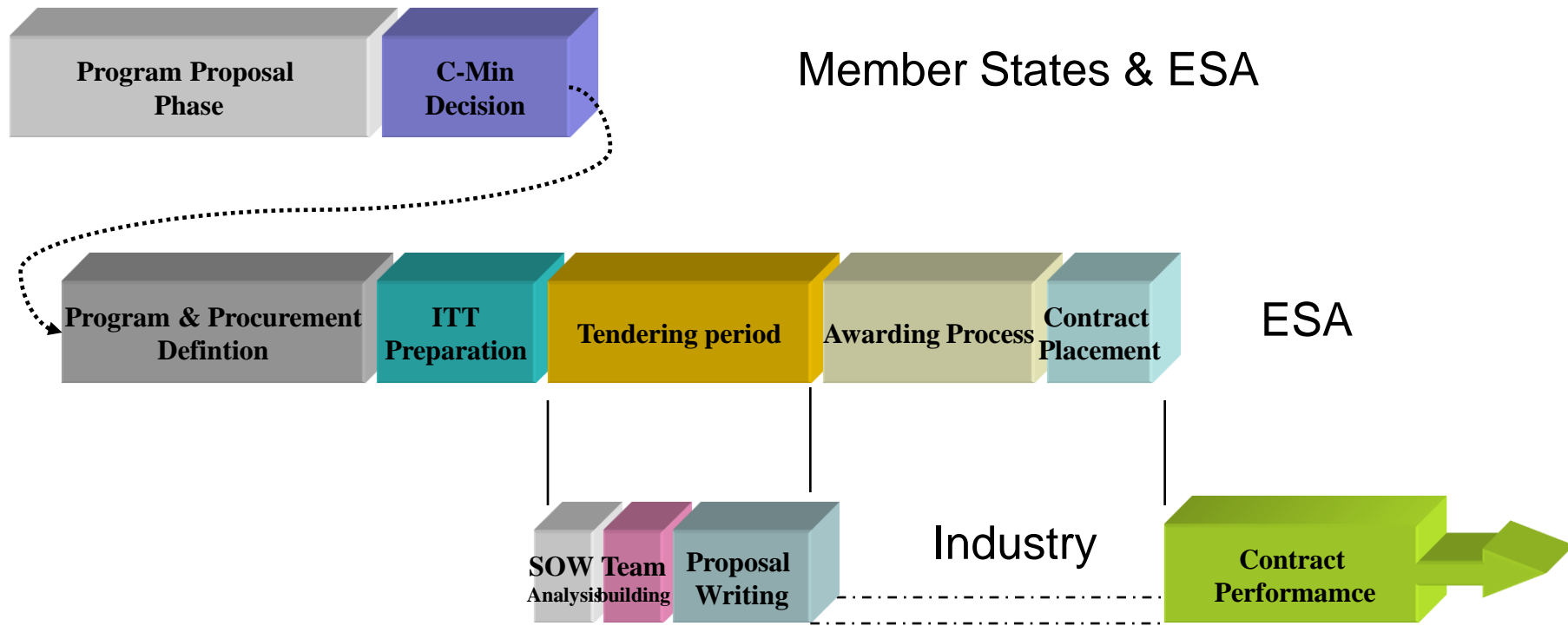
# Content:

- Industrial ESA Contracts
- The role of the Prime Contractor
- Astrium's intentions w.r.t. Czech Republic

# Statistics: In 2005...

- **497** Invitations To Tender were sent to Industry ( not including delegated procurement or Purchase Orders)
  - **238** in Open Competition
  - **8** in restricted competition
  - **251** in Direct negotiations
- **ESA also placed**
  - **778** Contracts
  - **124** Riders
  - **353** Work Orders
  - **2327** Contract Change Notices
- with total released funding of **3.048M€**

# From Program definition ...to contracts



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# Prime Contractor challenges

## ■ Acting as Prime to ESA means:

- SOW Analysis and set up of „compliant“ work plan
- Team building
- Proposal management
- Risk & Cost analysis
- ...

- Project Management
- Cost management and Scheduling
- Quality assurance Management
- Change Mgmt & Documentation
- .....

**Failure is not an option !!!!**

# Astrium's objectives for CR

- Identify potential „risk-sharing“ partners,
- Align strategies and develop partnerships
- Offer education and training
  - thus ensuring „mission success“!!!
- Support quick & effective integration of CR capacities into ESA network by e.g.
  - placing subcontracts to CR as prime in UK, E, F and G
  - Contribute to fulfill Geo-Return
  - Support strategy development etc.

Creation of  
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