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Subject: Invitation to Tender: AO/1-8108/14/NL/NDe
FIRST CALL FOR OUTLINE PROPOSALS UNDER THE PROGRAMME FOR
EUROPEAN COOPERATING STATES (PECS) IN LITHUANIA.

Ref: Item No. 14.179.02
Budget output: E/0908-01-K (PECS Technology)

Dear Sirs,

The European Space Agency (ESA) and the Lithuanian Ministry of Economy invite you to submit an Outline Proposal in the frame of PECS.

The Call for Outline Proposals has been published in EMITS on **27th October 2014** (<http://emits.sso.esa.int>).

Please find attached hereto the following documents:

Appendix 1 – Draft Contract
Appendix 2 – Special Conditions of Tender

In support of the above documents, please note the following reference documents:

This Cover Letter, the Special Conditions of Tender and the Draft Contract make reference to the following documents that are available on on EMITS at <http://emits.sso.esa.int/> under “Reference Documentation” - “Administrative Documents”.

- Procurement Regulations (ESA/REG/001,rev.3)
- General Conditions of Tender for ESA Contracts (Annex IV to ESA/REG/001,rev.3) hereunder referred to as “the GCT”
- General Clauses and Conditions for ESA Contracts (ESA/REG/002,rev.1) hereunder referred to as “the GCC”

Please note the provisions of the Dispatch and Receipt Conditions that are contained in Part 2G of the GCT (as amended by the Special Conditions of Tender contained in Appendix 2 of this AO) and in particular, those relating to the non-admissibility of offers arriving after expiry of the closing date.

Tenderers are requested to complete and return the Expression of Intent attached as Annex II of the Special Conditions of Tender (Appendix 2 to the AO).

Your attention is drawn to the following:

1. **The present Call for Outline Proposals is addressed only to Lithuanian companies (including SMEs) or academic and research organizations.**
Recipients of the present Call are therefore requested to note that the Agency can only consider Proposals from companies or organizations residing in Lithuania. Consortia including companies & organizations within other ESA Member States may be accepted if duly justified. Tasks assigned to non-Lithuanian entities shall in any case not constitute the core activities of the proposed study or development and should not exceed 20% of the total price. This limit does not apply to procurement of equipment required to carry out the work when duly justified.
2. **The subject of the present Call is exclusively for:**
 - a) **Flight Hardware activities related to ESA's missions, in the form of payloads or its sub-systems, or satellite-platform technologies and sensors, or to generic technologies with potential for re-use (the start TRL shall be at least 3 and the target TRL shall be at least 5);**
 - b) **Research and Development activities (including technology demonstrations, industrial processes and their qualification/certification) leading to products (hardware or software) or to generic technologies with potential for re-use (the start TRL shall be at least 2 and the target is below TRL 5);**
 - c) **Space-based applications, products and services making use of space infrastructure that is already existing or scheduled for operation in the near term, (the start TRL shall be at least 4).**
 - d) **Preparatory activities (paper studies, e.g. feasibility studies, user requirements or market surveys) to support national competitiveness related to ESA programmes (optional or mandatory) to which Lithuania may in the future have an interest to subscribe;**
 - e) **Awareness and education activities:**
 - i. **to raise awareness about space technologies and their practical application (including demonstration activities in secondary education institutions and science centres);**
 - ii. **to increase young people's motivation to choose space related education and industry as a career.**
3. **Tenderers are invited to submit Outline Proposals quoting for :**
 - a) **Flight hardware activities at a price not higher than Euro 400.000;**
 - b) **Research and development activities at a price not higher than Euro 200.000;**
 - c) **Space-based applications, products and services at a price not higher than Euro 150.000;**
 - d) **Preparatory activities at a price not higher than Euro 100.000;**

e) Awareness and education activities at a price not higher than Euro 50,000.

The finally selected activities, after successful negotiation, will result in firm fixed price contracts 100% funded by ESA PECS budget. The Agency reserves the right to conduct a pre-award audit, if deemed necessary.

4. The total budget earmarked for this Call for Outline Proposals is :
Euro 2,000,000 (Two Million Euro).

5. **Prime Contractorship**

Tenderers' teams may be composed of industry, academic/research organizations or both, however:

Type a) Flight hardware proposals must be led (prime contractor) by industry.

Type b) R&D proposals must be led by industry for target TRL higher than 3. For target TRL 3 or below the proposal may be led by industry or academic/research organisations.

Type c) Application, product and service development activities may be led by industry or research organizations but in any case the consortia making a proposal must include partners who have the capability to develop the application, product or service to the point where it can be brought to the market and become part of an ongoing, sustainable business.

Type d) Preparatory activities may be led by any legal entity depending on the specific context while ESA mission related services must be led by industry.

Type e) Awareness and education activities may be led by either industry, universities/research organizations or other national entities depending on the context.

6. **Content of the Outline Proposal**

The instructions for the preparation of the Outline Proposal are specified in the Special Conditions of Tender (Appendix 2 to the Announcement of Opportunities). It is **mandatory** to use the template provided in Annex III to the Special Conditions of Tender. **Submitted Outline Proposals not using this Template will be rejected.** **The total number of pages shall not exceed 20 pages including the Cover Letter. The maximum number of pages does not include the PSS forms and Annexes.**

7. **Number of proposals for submission per tenderer**

The number of proposals per tenderer (as prime contractor) is restricted to 2 (two) proposals. In the case of a university, faculties can be considered as a separate tenderer entity. Any Outline Proposals exceeding this number will be rejected.

8. **Process for the selection of Outline Proposals**

Following the evaluation of the Outline Proposals by ESA and after agreement with the Lithuanian Ministry of Economy, for the Outline Proposals which have been recommended for implementation, the tenderers will either be invited to:

- a) negotiate a contract on the basis of the Outline Proposal, or
- b) submit a full proposal.

The list of contents required for the full proposal will then be provided to the selected tenderers. The full proposal will itself be the subject of evaluation and negotiation.

If, as a result of the evaluation, several Outline Proposals on the same subject were to be positively evaluated, the Agency may issue a competitive invitation to tender restricted to the tenderers positively evaluated.

9. **The proposed activity shall have potential for further use or development in ESA activities.**

a) The proposed activity shall take into account the following :

- fosters the development of space-related capabilities, especially in industry, in preparation for a potential future Lithuanian accession to the ESA Convention;
- addresses specific niche markets (no competitive products available elsewhere in Europe or when a second source would be an asset);
- fosters the creation of strong and long-term relations between national firms and well-established space firms in ESA Members States;
- fosters the creation of strong and long-term relations between national firms and national universities and research institutions.

b) In addition, the technical subject shall take into account the following:

- Of special interest are activities:
 - that could lead to cross-sectional products/services i.e relevant to different types of satellite missions that are used in several types of satellite platforms especially those relevant to Space Science;
 - that have the potential to bring long-term benefits to national space industry in its participation in space activities.
- Specifically, of particular interest are the following areas:
 - sensors or scientific instruments: fostering the collaboration between universities/research organization and industry and leading to the acquisition of knowledge and experience in space project management, development, constraints, quality assurance and others beyond the value or economic benefit of the particular sensor or instrument;
 - data and satellite-based applications fostering the use of these services (in the form of demonstrations and validation) and by exposing a wider community to space applications;
- The Intellectual Property Rights (IPR) of what is being pursued with the activity must also be considered and **explicitly addressed in the Outline Proposal**. In principle, the proposed activity should lead to a product/application/service with a Lithuanian national IPR; however, this requirement may be waived when there is a clear Lithuanian national benefit for example in the form of the establishment of a long-term supplier relationship.

c) Tenderers shall avoid duplication of ongoing and intended activities in ESA described in the documents provided in Annex A. Such duplication will lead to rejection of the Outline Proposal. However, complementarity to these activities is allowed.

10. **Registration as potential tenderer** – The Member States of ESA have made it mandatory for the Agency to register economic operators (tenderers) wishing to do business with ESA. Economic Operators (tenderers) not yet registered as a potential tenderer, are

requested to complete the online questionnaire on the ESA EMITS website (<http://emits.sso.esa.int/>) under “Entity Registration”. Further information on the registration process can be found at the INDUSTRY OUTLOOK pages available at:

http://www.esa.int/SPECIALS/industry_how_to_do_business/SEMLLBC1S6F_0.html

Note: As of the completion of the questionnaire in INDUSTRY OUTLOOK registered economic entities will have to update the questionnaire on an annual basis. Failure to do so will result in EMITS access being blocked. Please be aware that the information in EMITS may be also used by ESA for purposes of evaluation of the proposals.

Any questions related to this Call for Outline Proposals shall be addressed in writing, not later than 10 working days before the closing date, to the Contracts Officer, Ms. Niamh Dearey, at e-mail address: Niamh.Dearey@esa.int. The questions raised and answers given to each tenderer will be published in EMITS for the benefit of all tenderers.

Your Outline Proposal(s), clearly marked with the AO number and the topic number in question, must reach:

Central Registry Office
EUROPEAN SPACE RESEARCH AND TECHNOLOGY CENTRE
Keplerlaan 1
2201 AZ NOORDWIJK
The Netherlands

**For the attention of Ms Niamh Dearey (IPL-PTS) – AO/1-8108/14/NL/NDe
First Call for Outline Proposals under PECS in Lithuania.**

not later than **8th December 2014 at 13:00 (CET)**, and shall be submitted in **7 paper copies and 2 electronic copies** on **2 CD-ROMs, USB memory sticks, or SD cards**.

Please note that it is mandatory to comply with the following:

Each paper copy shall be submitted with the complete signed set of PSS forms and shall be individually bound (at least stapled together).

On the CD-ROMs, USB memory sticks, or SD cards please assemble the proposal in a single electronic file in PDF that is searchable (i.e. not produced by scanning the documents) and not protected (no passwords, no encryption). Submit also the electronic files (Word, Excel, etc.) that compose the single PDF file.

Tenderers are informed that due to programmatic and scheduling reasons, no extension of this tendering period will be granted.

Yours faithfully,

Hélène Etienne,
Head of Technology and Support Procurement Division,
Procurement Department.

ANNEX A

The information provided in the documents here-below shall not be reproduced, transmitted or disseminated in any form.

The documents are made available so that potential tenderers can search the documents by using keywords to ensure that there is no duplication of ongoing or planned ESA activities.

General Studies

- **General Studies Programme**
(<http://www.esa.int/SPECIALS/GSP/index.html>)

Technology Research Programme

- **TRP Workplans** (http://emits.sso.esa.int/emits-doc/ESTEC/PECS_NMS/TRP_Workplans.zip)
The above link contains the following documents:
 - **TRP 2008_2010 Implementation Status Report**
(File name: *ESA_IPC(2012)19_TRP 2008-10 implementation status.pdf*)
 - **TRP 2011_2013 Implementation Status Report**
(File name : *ESA_IPC_2011_19,rev5_TRP 2011-13 implementation status.pdf*)
 - **Preliminary Selection of Activities for the TRP 2014_2015 Work Plan**
(File name : *ESA-IPC(2013)107_TRP 2014-15 preliminary selection.pdf*)

Cosmic Vision

- **Cosmic Vision Workplans** (http://emits.sso.esa.int/emits-doc/ESTEC/PECS_NMS/CosmicVision_WorkplansRev1.zip)
The above link contains the following documents:
 - **Cosmic Vision 2009-2014 Workplan**
(File name: *Cosmic Vision Technology Plan Nov 2012 web version_2009-2014.pdf*)
 - **Cosmic Vision Addendum to Programme of Work 2013-2014**
(File name: *ESA_IPC_2013_81_eCPB_CV Techno Plan Oct 2013.pdf*)

Robotic Exploration

- **Robotic Exploration Workplans** (http://emits.sso.esa.int/emits-doc/ESTEC/PECS_NMS/ESA_IPC_2013_119_MREP2_Oct2013.pdf)
The above link contains the following documents:
 - **Robotic Exploration 2 2009-2014 Workplan (update October 2013)**
(File name: *ESA_IPC_2013_119_MREP2 Oct 2013.pdf*)

General Support Technology Programme

- **GSTP Workplans**(http://emits.sso.esa.int/emits-doc/ESTEC/PECS_NMS/GSTP_WorkplansRev1.zip)
The above link contains the following documents:
 - **GSTP-5 Element 1 Workplan**
(File name: *GSTP5 Element1 Complete List of Activities v2.pdf*)
 - **GSTP-5 Element 2 Workplan**
(File name: *ESAIPC(2009)65_GSTP5 E12 Initial Workplan.pdf*)
 - **GSTP-5 Element 3 Workplan**
(File name: *ESAIPC(2009)126_GSTP5 E13 Workplan.pdf*)
 - **GSTP-5 Element 4 Workplan**
(File name: *ESAIPC(2010)54_GSTP5 E14 Workplan.pdf*)
 - **GSTP-6 Element 1 2013 - Compendium of Potential Generic Technology Activities (SD7)**
(File name: *GSTP6 E1 Compendium 2013.pdf*)
 - **GSTP-6 Element 1 2014 - Compendium of Potential Generic Technology Activities (SD7)**
(File name: *GSTP6 E1 Compendium 2014.pdf*)
 - **GSTP-6 Element 1 2013 - Compendium of Potential Activities – Application Specific Service Domains SD1, SD3, SD4, SD6, SD8**
(File name: *GSTP6 E1-AD-Compendium 2013.pdf*)
 - **GSTP-6 Element 1 Clean Space – Compendium of Potential Activities for 2013 and 2014**
(File name: *Clean Space Compendium GSTP-6 E11.pdf*)

Earth Observation

Within the Earth Observation activities of the Agency, the following programme elements cover the development of new sensors and scientific instruments and the development and exploitation of satellite based applications and services:

- **Earth Observation workplans** (http://emits.sso.esa.int/emits-doc/ESTEC/PECS_NMS/EO_draft_technology_plan_Jan_2014.pdf)
(File name: *EO draft technology plan Jan 2014.pdf*)
Section 3 contains descriptions of activities that are planned or on-going. Section 2.3 contains description of activities to address ESA technology needs to be addressed in the future. **Proposals addressing these needs are welcome as long as what is being proposed is compatible with the constraints and parameters indicated in the Cover Letter.**
- Earth Science and exploitation:
 - Data User Element (DUE) (<http://due.esrin.esa.int>)
 - Value Added Element (VAE) (<http://www.eomd.esa.int>)
- Support to Science Element (STSE) (<http://due.esrin.esa.int/stse>)
- Climate Change Initiative (<http://www.esa-cci.org>)
- ESA Copernicus activities (<http://www.esa.int/esaLP/LPgmcs.html>)

Global Navigation Satellite System

- **GNSS Evolution Workplans** (http://emits.sso.esa.int/emits-doc/ESTEC/GNSS_Workplans.zip)
The above link contains the following documents:
 - **European GNSS Evolution Workplan 2007-2012**
(File name: *EUROPEAN-GNSS-EVOLUTION-WORKPLAN-2007-2012.pdf*)
 - **European GNSS Evolution Workplan Draft Work Plan 2013-15**
(File name: *ESAPB-NAV(2012)26 EGEP draft Work Plan 2013-15.pdf*)

Advanced Research in Telecommunications Systems (ARTES)

Telecommunication & Integrated Applications

- **ARTES Workplans** (http://emits.sso.esa.int/emits-doc/ESTEC/PECS_NMS/Artes_Workplans2014.zip)
The above link contains the following documents:
 - **ARTES 1 Workplan 2010**
(File name: *ARTES 1 Workplan 2010.pdf*)
 - **ARTES 1 Workplan 2011**
(File name: *ARTES 1 Workplan 2011.pdf*)
 - **ARTES 1 Workplan 2012**
(File name: *ARTES 1 Workplan 2012.pdf*)
 - **ARTES 1 Workplan 2013**
(File name: *ARTES 1 Rolling Work Plan for 2013 - Doc 97.pdf*)
 - **ARTES 1 Workplan 2014**
(File name: *ARTES 1 Workplan 2014.pdf*)
 - **ARTES 5.1 Workplan 2010**
(File name: *ARTES 5.1 Workplan 2010.pdf*)
 - **ARTES 5.1 Workplan 2011**
(File name: *ARTES 5.1 Workplan 2011.pdf*)
 - **ARTES 5.1 Workplan 2012**
(File name: *ARTES 5.1 Workplan 2012.pdf*)
 - **ARTES 5.1 Workplan 2013**
(File name: *ARTES 5.1 Workplan 2013.pdf*)
 - **ARTES 5.1 Workplan 2014**
(File name: *ARTES 5.1 Workplan 2014.pdf*)
 - **ARTES 20 Feasibility Studies Workplan 2012**
(File name: *ARTES_Element20-IAP-FS-WP2012.pdf*)
 - **ARTES 20 Feasibility Studies Workplan 2012 – Addendum 1**
(File name: *ARTES_Element20-IAP-FS-WP2012-Add1.pdf*)
 - **ARTES 20 Feasibility Studies Workplan 2012 – Addendum 2**
(File name: *ARTES_Element20-IAP-FS-WP2012-add2.pdf*)

- **ARTES 20 Feasibility Studies Workplan 2013**
(File name: *ESA_JCB_2012_99_Artes20WP2013.pdf*)
 - **ARTES 20 Feasibility Studies Workplan 2013 – Addendum 1**
(File name: *ESA-JCB-2013-22 IAP FS WP 2013 add.1.pdf*)
- Additional information can be found in (<http://telecom.esa.int>) for ARTES and (<http://iap.esa.int/projects/all>) for ARTES 20.

List of Intended Invitations to Tender (EMITS) covering all ESA Programmes (<http://emits.sso.esa.int>).

Currently **Open Invitations to Tender (EMITS)** covering all ESA Programmes (<http://emits.sso.esa.int>).