



Section II: Evaluation Process And Evaluation Criteria

A. Evaluation Process

Until further notice by the Agency or TSP, Applicants are invited to submit their proposal for ESA BIC Estonia at all times.

Upon its receipt, TSP and the ESA shall first assess the admissibility of the Applicant's proposal. The proposal is only admitted for evaluation in case all formal requirements have been met. In all other cases the proposal shall be rejected. The outcome of this first assessment shall be communicated to the Applicant.

In case the proposal is compliant with the formal requirements, Applicants will be requested to hold a presentation of the proposal in front of the Tender Evaluation Board (TEB) mentioned in the first document called "Permanent Open Call for Proposals for the European Space Agency's Business Incubation Centres in Tartu and Tallinn (ESA BIC Estonia)" and to provide answers to any further questions the board might have.

The Proposal and the presentation will be marked during the Tender Evaluation Board.

The Tender Evaluation Board makes the final decision which is final and non-appealable. The ESA BIC Estonia Manager is responsible for notifying the Applicant in writing, by post or e-mail.

Upon the receipt of the notification that the application has been unsuccessful, the Applicant may require from the Local Contract Officer an oral debriefing explaining the reasons why their tender was not successful. This outcome of the evaluation will not be construed as to prevent the Applicant from submitting a renewed application.

Upon receiving notice that the application has been successful the Applicant is requested to register his/her company as an Estonian legal entity at the ettevotjaportaal.rik.ee if not already done so, prior to incubation, according to the requirements check-list.

B. Evaluation Criteria

The evaluation shall be based on the way the criteria below have been addressed both in the proposal and during the Applicant's presentation.

- Background and Experience (weighting factor 25%)
 - o Experience and team composition
 - o Support entities
 - o Vision
- Technology/Service (weighting factor 20%)
 - o Space Connection
 - o Technical Feasibility of the product/service to be developed
 - o Product development strategy
 - o Intellectual Property strategy

- Value proposition & Market (weighting factor 20%)
 - o Value Proposition
 - o Market
 - o Competition
- Business Modelling and Risk (weighting factor 15%)
 - o Revenue Model
 - o Finance
 - o Risk
- Activity Proposal (weighting factor 20%)
 - o Quality of the eBAP
 - o Milestones /cost planning
 - o Work break down
 - o Management
 - o ESA BIC Investment opportunity

Contact point for questions concerning the Open Call

Mr. Andrus Kurvits

ESA BIC Estonia | Manager

Tartu Science Park | Head of Business Development

Mob: +372 512 6584

E-mail: andrus.kurvits@teaduspark.ee

Skype: a.kurvits

Linkedin: A.Kurvits