

DEVELOPMENT CONTRACT FOR ESA BIC ESTONIA START-UPS AND ALUMNI

CALL FOR IDEAS

Estonian Industry Incentive Scheme – CFI 2023

The **Estonian Industry Incentive Scheme (EIS)** is part of initial integration measures for new ESA member states and provides funding for Estonian entities who do not have a contractual experience with ESA.

The **ESA Business Incubation Centre (ESA BIC)** is an undertaking, administrated by Tartu Science Park and funded by ESA and the cities of Tallinn and Tartu with the aim to give space related start-ups their first funding, knowledge and competence for the development of a product or service.

With the current Call for Ideas, ESA and the Estonian Space Office are offering entities currently in ESA BIC incubation or entities who finalized the incubation at ESA BIC, an opportunity for a development contract. The development contract should improve the product or service and create preconditions for market entry, international cooperation and/or feasibility of tendering in ESA's other optional programmes subscribed to by Estonia.

The collected ideas will be evaluated by ESA and presented for consideration to the Estonian-ESA Task Force. Selected ideas will be implemented with a contract between the entity and ESA.

The maximum funding from ESA per project is 100,000 EUR. The ideas, co-funded by entities, are considered as preferential.

It is expected that a maximum of 4 ideas will be selected and appropriate development contracts concluded.

What are we looking for?

Programmatic targets

The primary goal of any submitted idea shall be that the proposed activity forms a clear path to one or more of the following end results:

- ▶ Enabling a long lasting, sustainable Estonian return on ESA's mandatory programme;
- ▶ Preparation for being a competitive entity in ESA optional programmes subscribed by Estonia (see Annex 1);
- ▶ Entering into the supply chain of customer;
- ▶ Enabling a long lasting, sustainable space business for an Estonian company.

Note that due to the limited number of ideas that will be selected, only one idea submission per entity is allowed.

Scope of work

The idea submitted to this call must address the following aspects:

- ▶ The work shall reach TRL 5 (*Technology Readiness Level*) as minimum of a product/service development **AND** also improve the MRL (*Manufacturing Readiness Level*) and maturity of the company's processes and procedures **OR** lead to Phase 0 completion, according to ECSS (*European Cooperation for Space Standardization*), for any proposed mission studies.
- ▶ The work must include development of a credible business and product plan taking into account at least: remaining steps to product qualification and serial manufacturing readiness, cost to completion of those steps, required future manpower, skills & infrastructure needs, and the company process & procedures that would need to be developed and validated
- ▶ The work must lead to clear opportunities in the ESA Mandatory Science Programme and other ESA optional programmes subscribed to by Estonia, or have a clear and convincing commercial space business case.

Note that the proposed work may include the use of sub-contractors and/or experienced consultants from outside of Estonia to a maximum of 20% of the total contract value.

Price range

The total cost of the Development Contract idea is not prescribed. ESA funding is limited to a maximum of **100,000 EUR**.

Note 1: This does not limit the total price of the activity, only the cost to ESA. Co-funding by the proposing entity is strongly encouraged.

Note 2: While international cooperation is strongly encouraged, it is presumed that the cost of outsourced products or services are covered by the entity's own funding.

How are the ideas selected?

ESA will provide a technical and programmatic review of each idea as inputs to the ESA-Estonia Task Force. The ESA-Estonia Task Force is a working group composed of ESA experts and members of the Estonian Space Office. The Task Force will select the best ideas from all submissions, taking into consideration at least:

- ▶ the potential for the fulfilment of the programmatic targets and scope of work
- ▶ the technical feasibility and quality of the idea
- ▶ the potential to introduce new entities to ESA
- ▶ the value for money and the budgetary constraints of the EIIS

With this in mind, in the event of having more recommended proposals than can be covered by the available budget, the Task Force will give preference to entities who have not had previous contracts with ESA.

Planning

- ▶ **12 April 2023:** Announcement and opening of Call for Ideas
- ▶ **4 June 2023:** Deadline for idea submissions to kosmos@eas.ee
- ▶ **September 2023:** Successful ideas proponents are notified of selection

Note that all ideas must be submitted in English using the idea submission form attached. Any idea forms not fully completed or not complying to the constraints of the form or those listed in this cover letter will be rejected.

What happens if your idea is selected?

After selection of the roadmap activities by the Task Force, the Estonian Space Office will inform each participant whether their idea was selected, and the anticipated process timeline. If selected, an ESA technical officer will be placed in charge of practical implementation of your idea and the process will follow the normal course of an ESA procurement.

Based on your idea, the technical officer will write a Statement of Work and you will be invited to submit a full proposal according to the requirements. Your proposal will be evaluated by an ESA tender evaluation board. After successful evaluation and negotiation, a contract with ESA can be signed.

Annex 1

List of ESA optional programs and subprograms, subscribed by Estonia for 3 years period starting in 2023:

- **GSTP** (Element1 – Develop);
- **ScaleUp** (Element 1 – Innovate);
- **PRODEX** (PRODEX);
- **ARTES** (BASS, Future Preparation, Scylight, 4S, Civil Security From Space);
- **Earth Observation** (InCubed 2, Future EO, Digital Twin Earth);
- **E3P** (Lunar Robotics);
- **S2P** (COSMIC - CREAM).