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**ANNOUNCEMENT OF OPPORTUNITY  
CALL FOR OUTLINE PROPOSALS UNDER THE CZECH REPUBLIC  
INDUSTRY  
INCENTIVE SCHEME**

Subject: Announcement of Opportunity AO/1-6052/09/NL/CBI  
Reference in the ESA List of Intended Invitations to Tender:  
ESA/IPC(2009)11, item no. 09.135.02  
Budget output: 0734

Dear Sirs,

The European Space Agency (ESA) hereby invites you to submit an outline proposal in the frame of the Announcement of Opportunity for Outline Proposals under the Czech Republic's Industry Incentive Scheme.

The Announcement of Opportunity has been published on EMITS on **16<sup>th</sup> March 2009**. (<http://emits.esa.int/>).

Please find attached hereto the following documents:

Appendix 1 – Reference Documentation  
Appendix 2 – Draft Contract  
Appendix 3 – Special Conditions of Tender

The General Conditions of Tender to which the special conditions refer are available on EMITS (<http://emits.esa.int/>) under "Reference Documents => Administrative Documents".

Your attention is drawn to the following:

- The present Announcement of Opportunity (AO) is addressed only to Czech companies (including SME) or academia and research organisations.** The present AO is part of the Czech Republic's Industry Incentive Scheme aiming at supporting the participation of Czech Republic into the European Space Agency activities.

Recipients of the present AO are therefore requested to note that the Agency can only consider proposals from companies or organisations residing in Czech Republic. Consortia including companies & organisations within other ESA Member States may be authorised if duly justified. Tasks assigned to non-Czech entities shall in any case not constitute the core activities of the proposed study or development.

2. **The subject of the present AO is exclusively for:**
  - a) **Flight Hardware activities with preference for those related to platform technologies and sensors or to generic technologies with potential for re-use**
  - b) **Research and development activities (including feasibility studies) leading to products (hardware or software), services, technology demonstrations or to generic technologies with potential for re-use and**
  - c) **preparatory activities (e.g. studies, user requirements or market surveys) to support Czech competitiveness in ESA programmes (optional and mandatory) that Czech Republic subscribes**

**Note: Education and awareness activities shall not be considered in the present call.**

3. The total budget earmarked for this Announcement of Opportunity is Euro 2.500.000 (Two million and five hundred thousand Euro).
4. **Bidders are invited to submit Outline Proposals quoting for a) flight hardware activities a price not higher than Euro 1.000.000, for b) research and development activities a price not higher than 200.000 and c) preparatory activities, not higher than Euro 100.000.**

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

5. **Content of the outline proposal** – The instructions for the preparation of the Outline Proposal are specified in the Special Conditions of Tender (Appendix 3 to the AO). It is mandatory to use the template provided in Annex B to the Special Conditions of Tender. **The total number of pages shall not exceed 25 pages including the cover letter.** Outline proposals exceeding this number of pages will be penalized.
6. **Procedure for the selection of proposals** – After the evaluation of the Outline Proposals and consultation with the ESA-Czech Republic Task Force, for the proposals which have been selected, the bidders 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 bidders. Then, the full proposal will itself be the

subject of evaluation and negotiation. For the proposals which have not been selected the bidders will be notified in writing of this decision.

If as result of the evaluation several proposals on the same subject were positively evaluated, the Agency might decide to issue a competitive invitation to tender restricted to the bidders positively evaluated.

**7. The technical content of the Outline Proposals shall take into account the following:**

**a) The technical subject shall have potential for further development in:**

- ESA activities or programmes or
- addressing specific niche markets (no competitive products available elsewhere in Europe or when a second source would be an asset) or
- enabling Czech industry/institutes to enter general ESA procurement or else fostering the creation of strong and long-term relations between Czech firms and well-established European space firms.

**b) The technical subject shall take into account the priorities of the ESA-Czech Republic Task Force:**

- proposals that could lead to products relevant to the activities of ESA's mandatory programme will be of special interest. For information, the mandatory programme is composed of Space Science (that, in principle, funds the spacecraft, its launch and operation and ground-segment and does not fund scientific instruments) and the General Budget (refer to Appendix 1 to the AO)
- in addition, proposals preparing the participation of the Czech Republic in optional programmes will be considered. Priority will be given to programmes that the Czech Republic currently subscribes to, namely:
  - GSTP – General Support Technology Programme, Period 5, 2009-2013
  - ARTES - Advanced Research in Telecommunication Systems
    - Element 1, Preliminary Studies and Investigations, 2009-2013 (ARTES 1)
    - Element 3-4, ESA Telecom – Products, 2009-2013 (ARTES 3-4)
    - Element 10, Satellite Communication for Air Traffic Management (ARTES 10 – Iris)
    - Element 20, Integrated Applications Promotion (ARTES 20 – IAP)
  - EOEP – Earth Observation Envelope Programme, 3<sup>rd</sup> Period

- GMES – Global Monitoring for Environment and Security, Space Component Programme, 2009-2018
  - MTG – Meteosat Third Generation Space Segment Development Programme, 2009-2020
  - FLPP (SDT) – Future Launchers Preparatory Programme (System, Demonstrators and Technology activities), 2009-2012
  - ELIPS – European Programme for Life and Physical Sciences and Applications in Space, 2008-2012
  - ETHE – European Transportation and Human Exploration Preparatory Activities Programme, Slice of the European participation in the International Space Station (ISS) Development programme, 2009-2012
  - EGEP – European Global Navigation Satellite System Evolution Programme, 2009-2011
  - PRODEX – Scientific Experiment Development Programme, 2009-2010
- c) Bidders should avoid duplication of ongoing and intended activities with ESA ongoing and intended programmes. For detailed information concerning the Agency's programmes, bidders are advised to consult the following sources:

- General Studies Programme <http://www.esa.int/gsp/>
- TRP Workplan-2005-2007 ([http://emits.esa.int/emits-doc/ESTEC/AO6052-TEC-SB\\_7935\\_TRP2005-2007.pdf](http://emits.esa.int/emits-doc/ESTEC/AO6052-TEC-SB_7935_TRP2005-2007.pdf)) and Workplan-2008-2010 ([http://emits.esa.int/emits-doc/ESTEC/AO6052-TEC-SB\\_7934\\_TRP2008-2010.pdf](http://emits.esa.int/emits-doc/ESTEC/AO6052-TEC-SB_7934_TRP2008-2010.pdf))
- Cosmic Vision Technology Plan ([http://emits.esa.int/emits-doc/ESTEC/AO6052-TEC-SB\\_7936\\_CTP2008-2010.pdf](http://emits.esa.int/emits-doc/ESTEC/AO6052-TEC-SB_7936_CTP2008-2010.pdf)). However, proposals for activities classified as “National” are in principle admissible. Bidders are further reminded that the Cosmic Vision Programme envisions down-selection of mission candidates for implementation. Note as well that the mission to Saturn will most likely not be selected from the current candidates.
- GSTP Programme GSTP-4 Workplan (<http://emits.esa.int/emits-doc/ESTEC/AO6052-GSTP-4-Workplan.pdf>) and GSTP-5 Workplan ([http://emits.esa.int/emits-doc/ESTEC/AO6052-GSTP5\\_Element1\\_i20095e.pdf](http://emits.esa.int/emits-doc/ESTEC/AO6052-GSTP5_Element1_i20095e.pdf))
- EGEP Workplan (<http://emits.esa.int/emits-doc/ESTEC/AO6052-EGEP-workplan-2007-2009-v02.pdf>)
- List of Intended Invitations to Tender (EMITS) covering all ESA Programmes (<http://emits.esa.int/>)
- Currently issued Invitations to Tender (EMITS) covering all ESA Programmes (<http://emits.esa.int/>)

**d) The technical subject should be independent from previous activities:**  
The Outline Proposal shall not be seen as a Rider/CCN (Contract-Change-Notice) to a past or present ESA contract unless it refers to a logical continuation of an activity funded PECS.

8. **Registration as potential tenderer** – It is mandatory for the bidder to complete and submit the Questionnaire in INDUSTRY OUTLOOK available via:  
[http://www.esa.int/SPECIALS/industry\\_how\\_to\\_do\\_business/SEMLLBC1S6F\\_0.html](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.

9. The present AO will be followed by further Announcements of Opportunity addressing only Czech companies, academia and research organisations.
10. Any questions related to this Announcement of Opportunity should be addressed in writing, not later than two weeks before the closing date, to the ESA Contracts Officer Mrs. C. Binedell at e-mail address: [Carla.Binedell@esa.int](mailto:Carla.Binedell@esa.int) or to the fax number 00 31 71 565 5773. The questions raised and answers given to each bidder will be published on EMITS for the benefit of all bidders.

Your outline proposal(s) shall reach:

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

For the attention of Mrs. C. Binedell (RES-PTS) – AO/1-6052/09/NL/CBI  
Announcement of Opportunity for Outline Proposals under the Czech Republic  
Industry Incentive Scheme.

not later than **15<sup>th</sup> May 2009** at **13:00 hours**, and shall be submitted in **12 paper copies and 2 electronic copies** (pdf) on CD-ROMs.

Yours faithfully

V. Kayser  
Head of ESTEC Procurement Division for Technology and Support

*ESTEC*

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