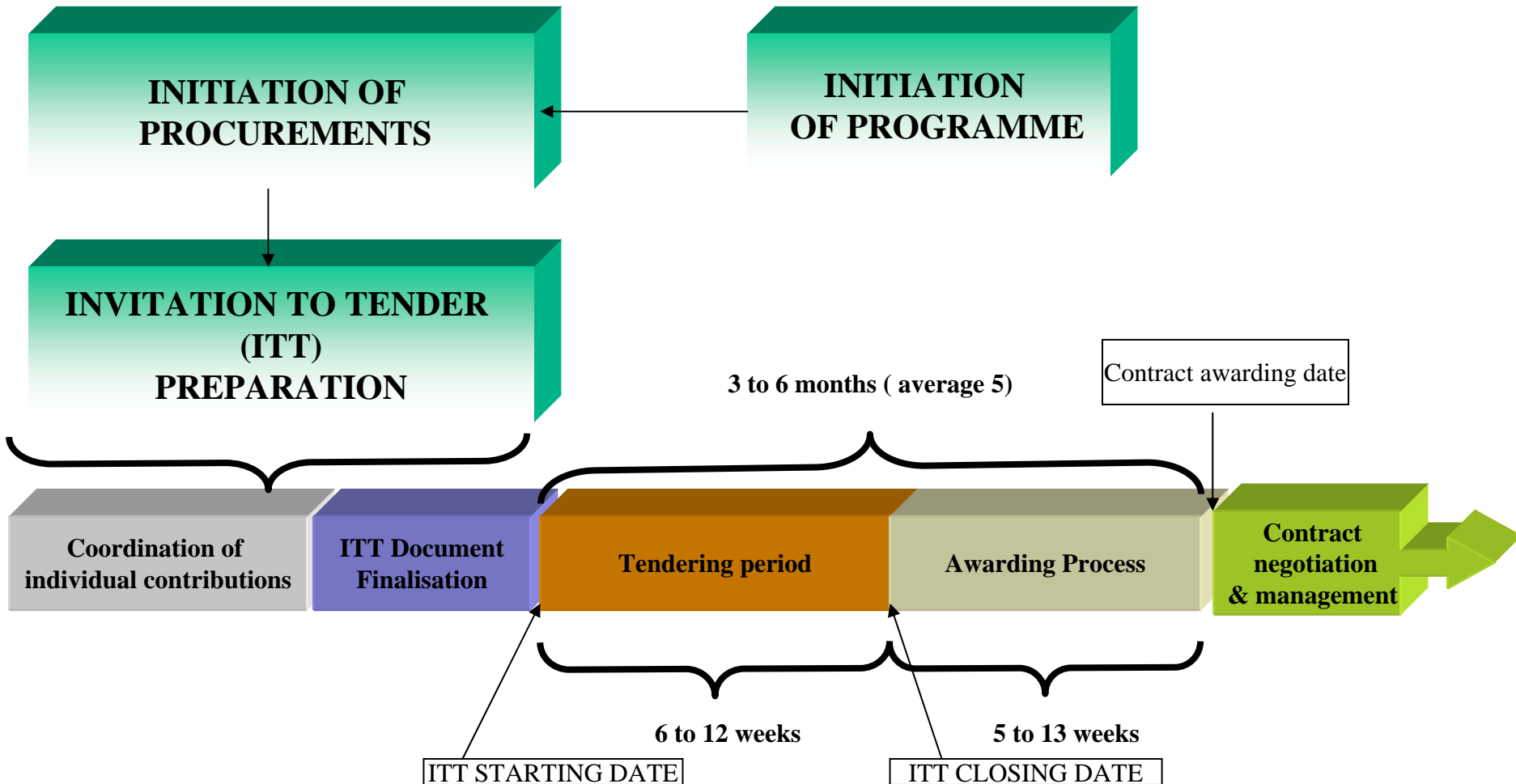


P.M.REYNAUD
Head of the Procurement Management and Regulations Division
ESA Procurement Department

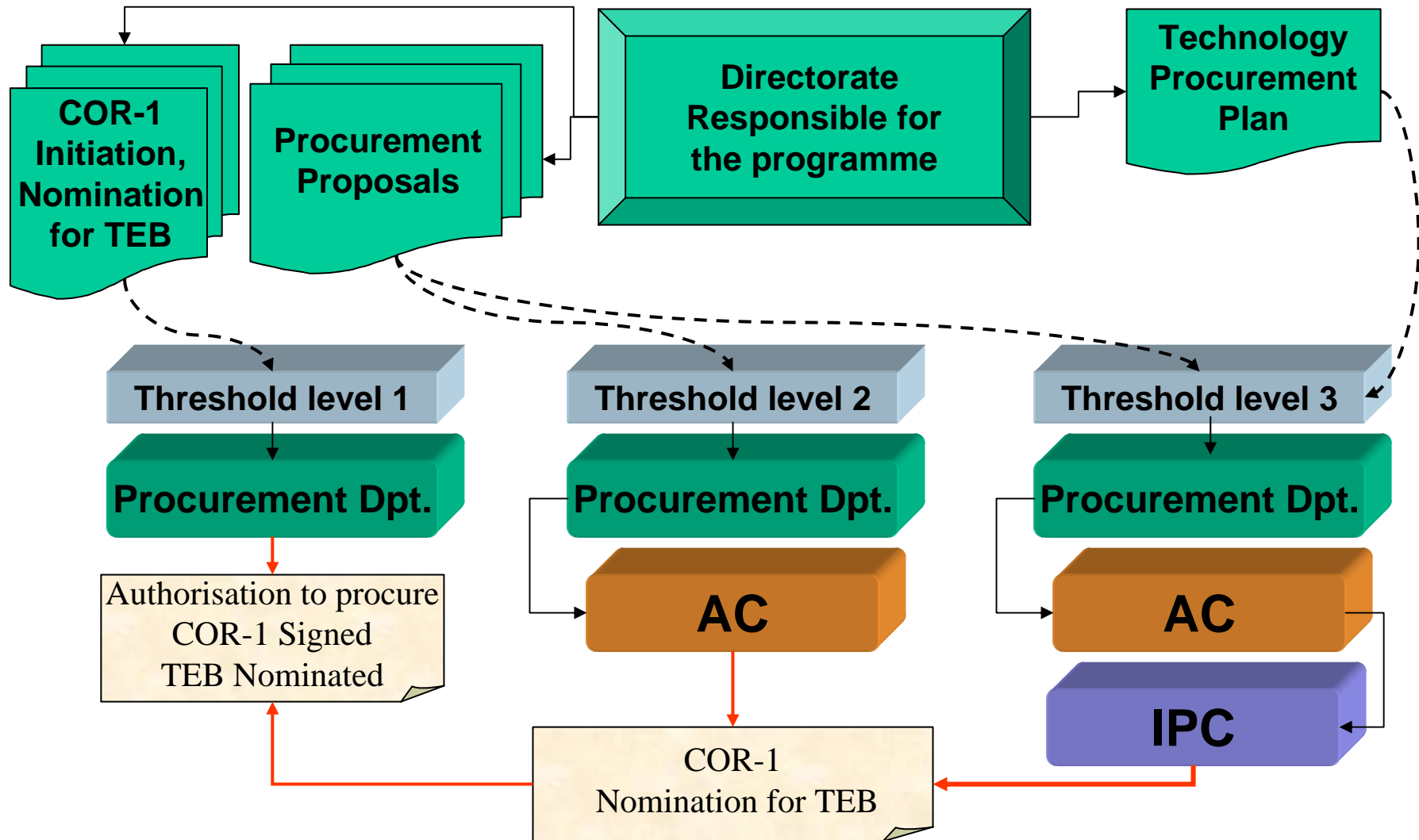
- **497 Invitations To Tender** were sent to Industry (not including delegated procurement or Purchase Orders)
 - 238 in Open Competition
 - 8 in restricted competition
 - 251 in Direct negotiations

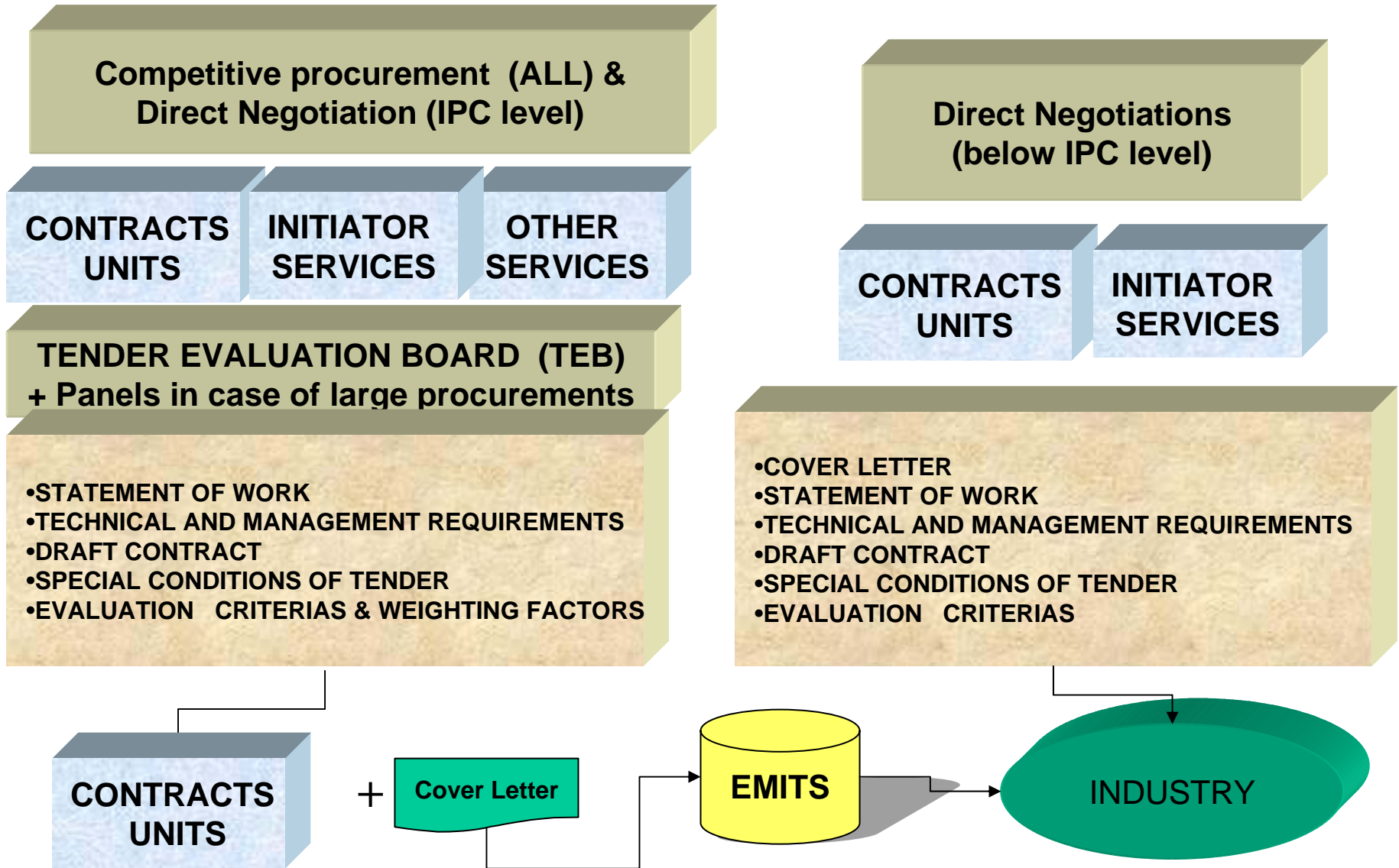
- ESA also placed
 - 778 Contracts
 - 124 Riders
 - 353 Work Orders
 - 2327 Contract Change Notices

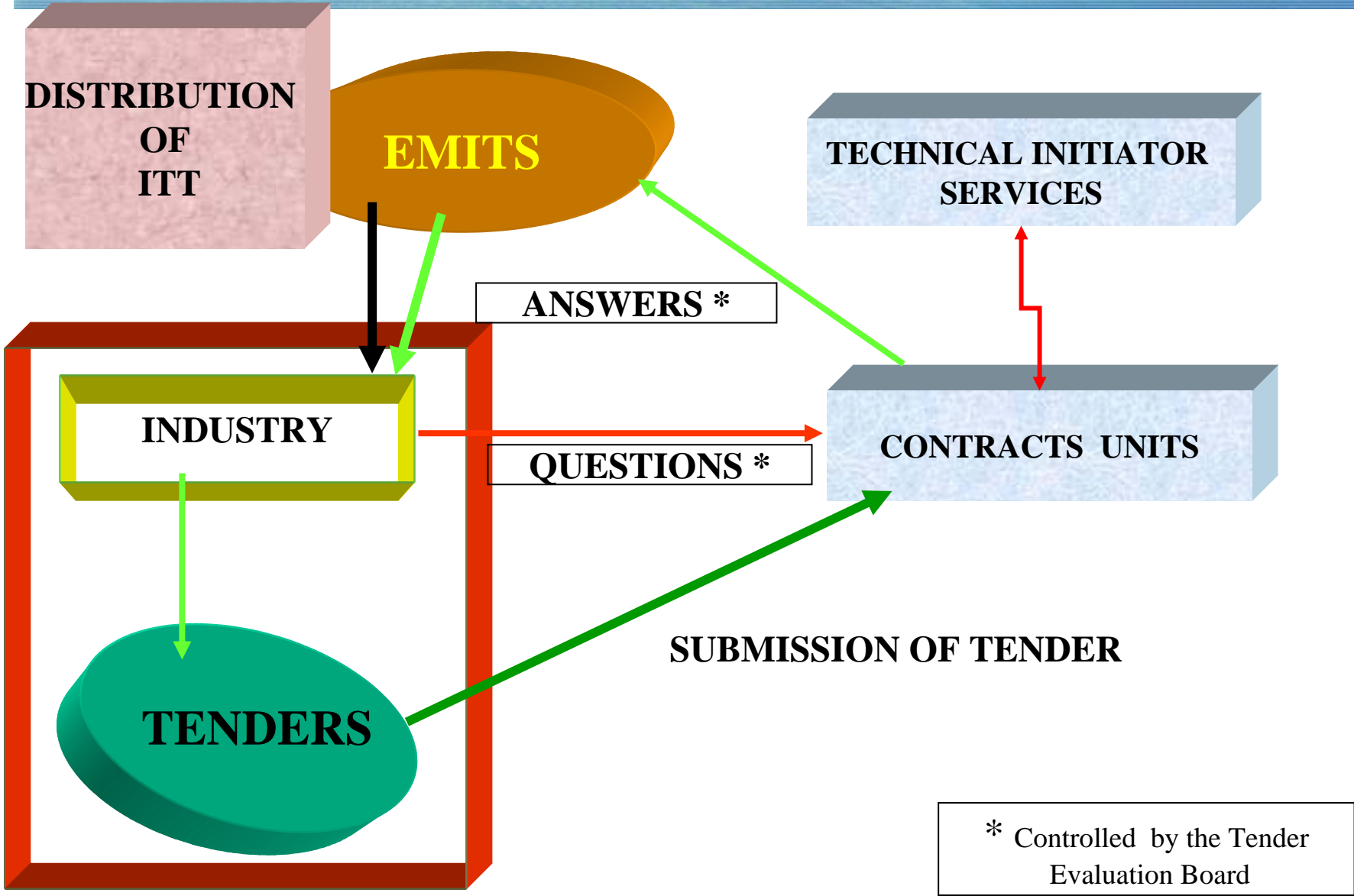
with total released funding of 3048M€



	Level 1 Procurement Department.	Level 2 Adjudication Committee	Level 3 Industrial Policy Committee
General studies	< 150 000 EURO	> 150 000 EURO	> 300 000 EURO
Technological Programmes	< 250 000 EURO	> 250 000 EURO	> 500 000 EURO
Space Segment Procurement	< 1 000 000 EURO	> 1 000 000 EURO	> 2 000 000 EURO
Ground/ Facility Investment	< 1 000 000 EURO	> 1 000 000 EURO	> 2 000 000 EURO
Technical assistance Maintenance and Operation	< 1 000 000 EURO	> 1 000 000 EURO	> 2 000 000 EURO









OFFERS



INDUSTRY

Rejection

TENDER OPENING BOARD
Contracts Officer + Technical Initiator

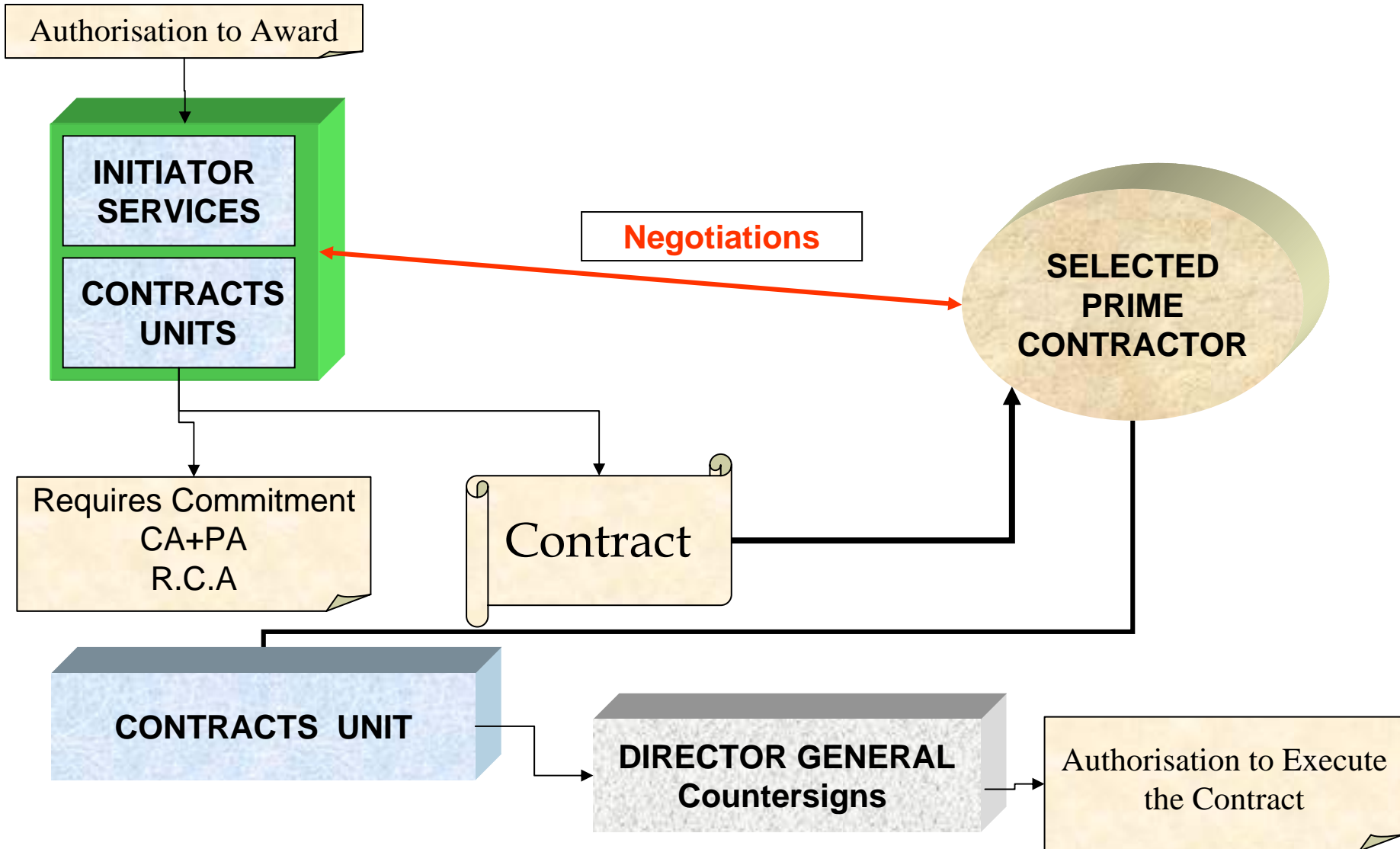
CHECKS THE:

- CLOSING DATE
- VALIDITY OF THE TENDERS RECEIVED
- COMPLIANCE WITH THE PROVISIONS OF CONDITIONS OF TENDER

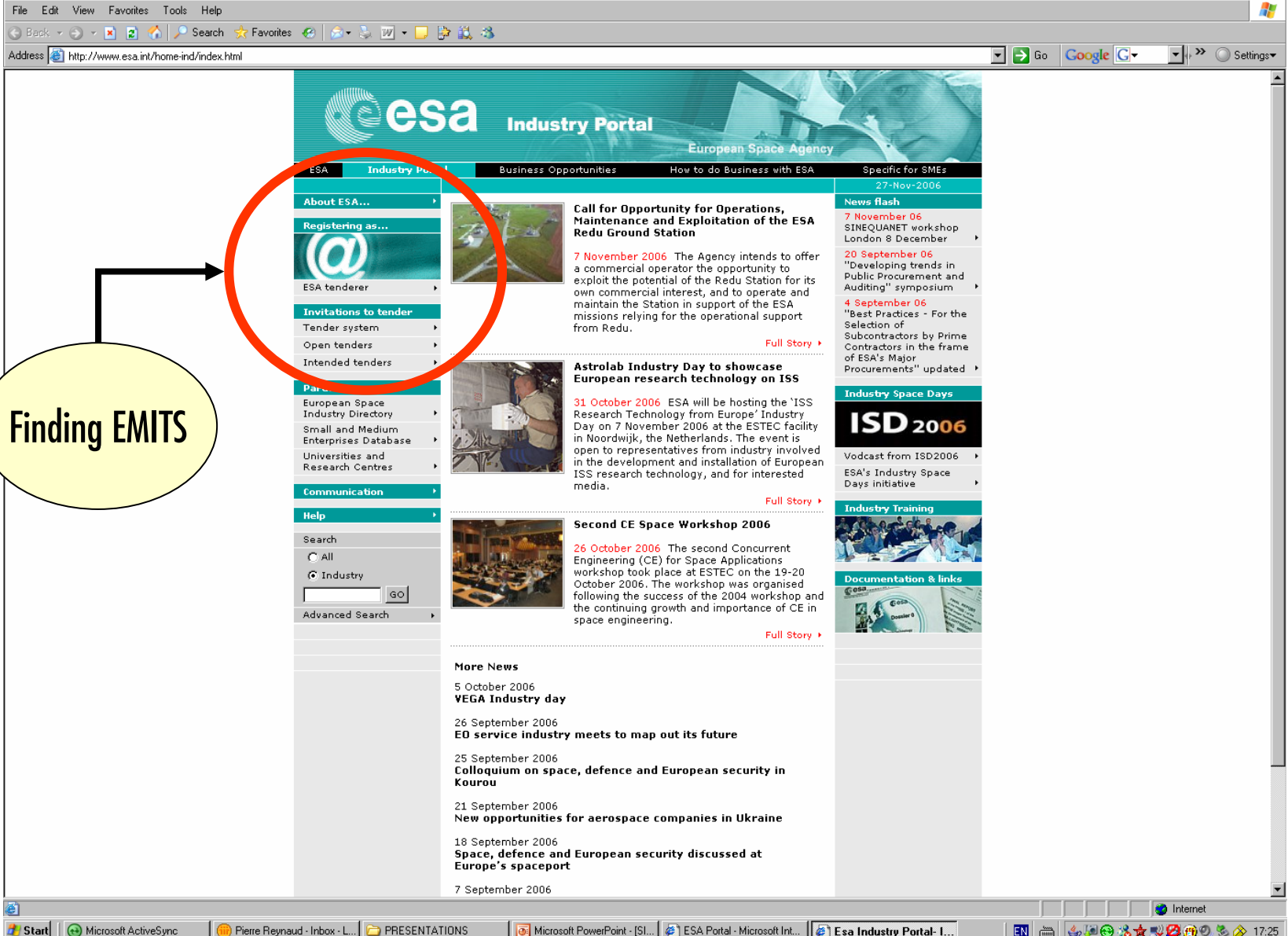
TENDER EVALUATION BOARD

- EVALUATES THE TENDERS
- GIVES A FINAL MARKING FOR EACH EVALUATION CRITERIA
- APPLIES THE WEIGHTING FACTORS
- MAKES A RECOMMENDATION TO THE INITIATING SERVICE

Tender Evaluation Report & Recommendation



- **Equal access to all Industry via the WEB**
- **Allows fair and equal access to information pertaining to the ITT in the course of the tendering period**
- **System is fully transparent to ESA**
- **Allows industries to organise themselves.**
- **Allows Small and Medium enterprises to enter into alliances with Prime Companies.**



File Edit View Favorites Tools Help

Back Forward Stop Search Favorites

Address <http://www.esa.int/home-ind/index.html> Go Google

esa Industry Portal

European Space Agency

ESA Industry Portal Business Opportunities How to do Business with ESA Specific for SMEs

27-Nov-2006

Invitations to tender

- Tender system
- Open tenders
- Intended tenders

News flash

7 November 06 SINEQUANET workshop London 8 December

20 September 06 "Developing trends in Public Procurement and Auditing" symposium

4 September 06 "Best Practices - For the Selection of Subcontractors by Prime Contractors in the frame of ESA's Major Procurements" updated

Industry Space Days

ISD 2006

Vodcast from ISD2006

ESA's Industry Space Days initiative

Industry Training

Documentation & links

Call for Opportunity for Operations, Maintenance and Exploitation of the ESA Redu Ground Station

7 November 2006 The Agency intends to offer a commercial operator the opportunity to exploit the potential of the Redu Station for its own commercial interest, and to operate and maintain the Station in support of the ESA missions relying for the operational support from Redu.

[Full Story](#)

Astrolab Industry Day to showcase European research technology on ISS

31 October 2006 ESA will be hosting the 'ISS Research Technology from Europe' Industry Day on 7 November 2006 at the ESTEC facility in Noordwijk, the Netherlands. The event is open to representatives from industry involved in the development and installation of European ISS research technology, and for interested media.

[Full Story](#)

Second CE Space Workshop 2006

26 October 2006 The second Concurrent Engineering (CE) for Space Applications workshop took place at ESTEC on the 19-20 October 2006. The workshop was organised following the success of the 2004 workshop and the continuing growth and importance of CE in space engineering.

[Full Story](#)

More News

5 October 2006
VEGA Industry day

26 September 2006
EO service industry meets to map out its future

25 September 2006
Colloquium on space, defence and European security in Kourou

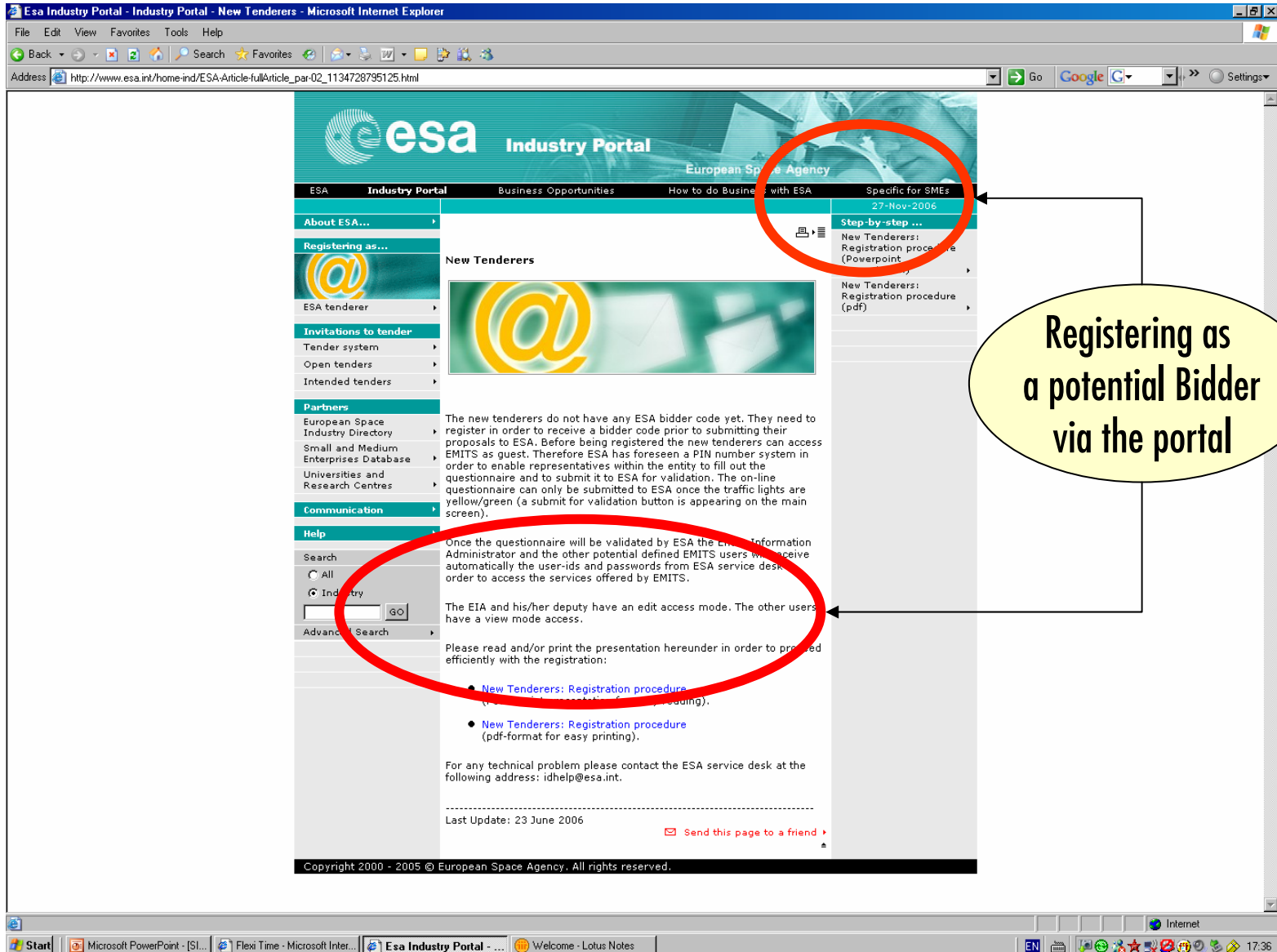
21 September 2006
New opportunities for aerospace companies in Ukraine

18 September 2006
Space, defence and European security discussed at Europe's spaceport

7 September 2006

Start Microsoft ActiveSync Pierre Reynaud - Inbox - L... PRESENTATIONS Microsoft PowerPoint - [SI... ESA Portal - Microsoft Int... Esa Industry Portal - I... EN Internet 17:25

Finding EMITS



ESA Industry Portal
European Space Agency

ESA Industry Portal Business Opportunities How to do Business with ESA Specific for SMEs

27-Nov-2006

Registering as...

- Step-by-step ...
- New Tenderers: Registration procedure (Powerpoint)
- New Tenderers: Registration procedure (pdf)

New Tenderers

The new tenderers do not have any ESA bidder code yet. They need to register in order to receive a bidder code prior to submitting their proposals to ESA. Before being registered the new tenderers can access EMITS as guest. Therefore ESA has foreseen a PIN number system in order to enable representatives within the entity to fill out the questionnaire and to submit it to ESA for validation. The on-line questionnaire can only be submitted to ESA once the traffic lights are yellow/green (a submit for validation button is appearing on the main screen).

Once the questionnaire will be validated by ESA the EMITS Information Administrator and the other potential defined EMITS users will receive automatically the user-ids and passwords from ESA service desk in order to access the services offered by EMITS.

The EIA and his/her deputy have an edit access mode. The other users have a view mode access.

Please read and/or print the presentation hereunder in order to proceed efficiently with the registration:

- New Tenderers: Registration procedure (pdf-format for easy printing).
- New Tenderers: Registration procedure (pdf-format for easy printing).

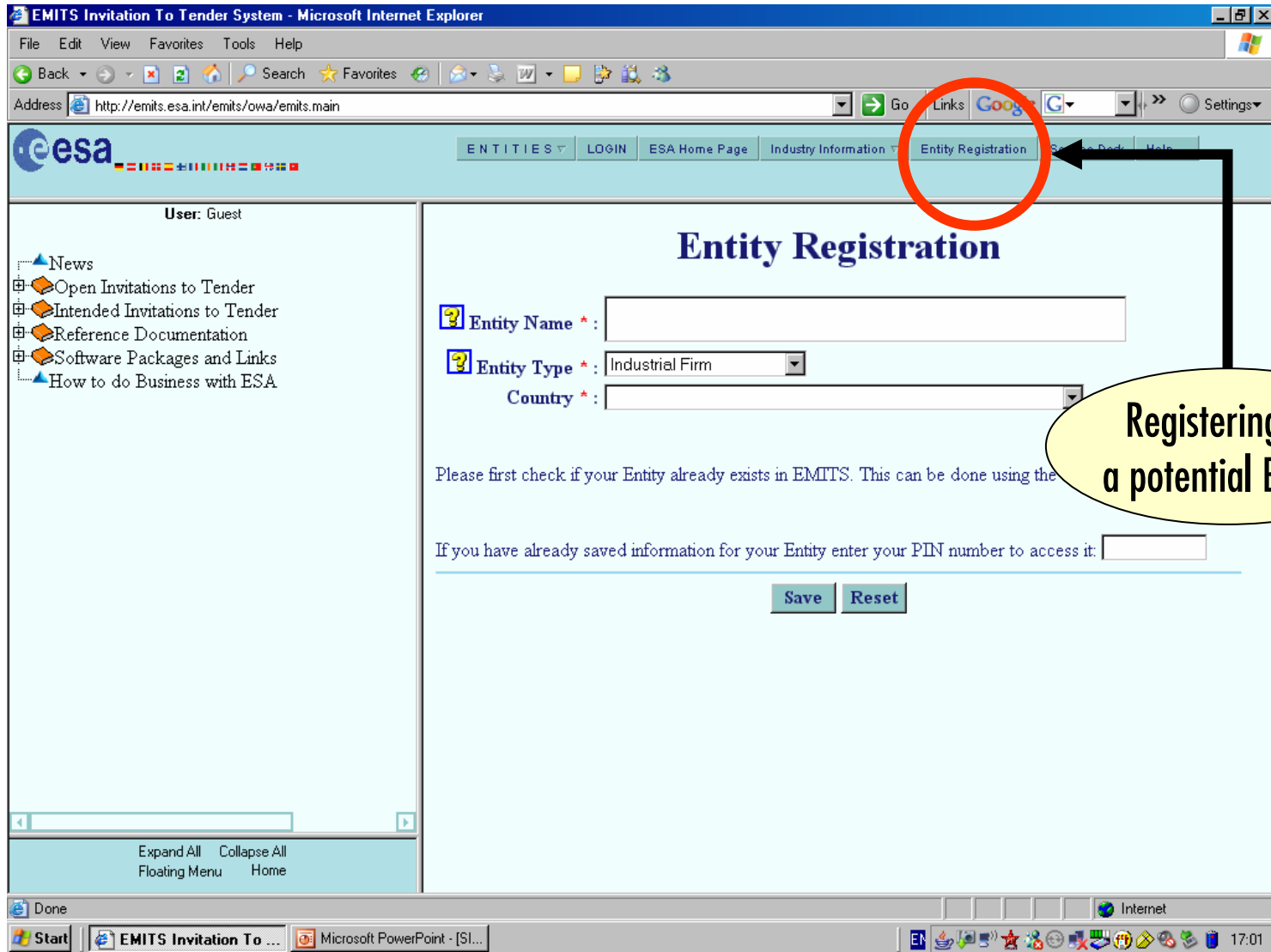
For any technical problem please contact the ESA service desk at the following address: idhelp@esa.int.

Last Update: 23 June 2006

Send this page to a friend

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Registering as a potential Bidder via the portal



EMITS Invitation To Tender System - Microsoft Internet Explorer

Address: http://emits.esa.int/emits/owa/emits.main

Navigation: ENTITIES | LOGIN | ESA Home Page | Industry Information | **Entity Registration** | Search | Desktop | Help

User: Guest

Entity Registration

Entity Name * :

Entity Type * : Industrial Firm

Country * :

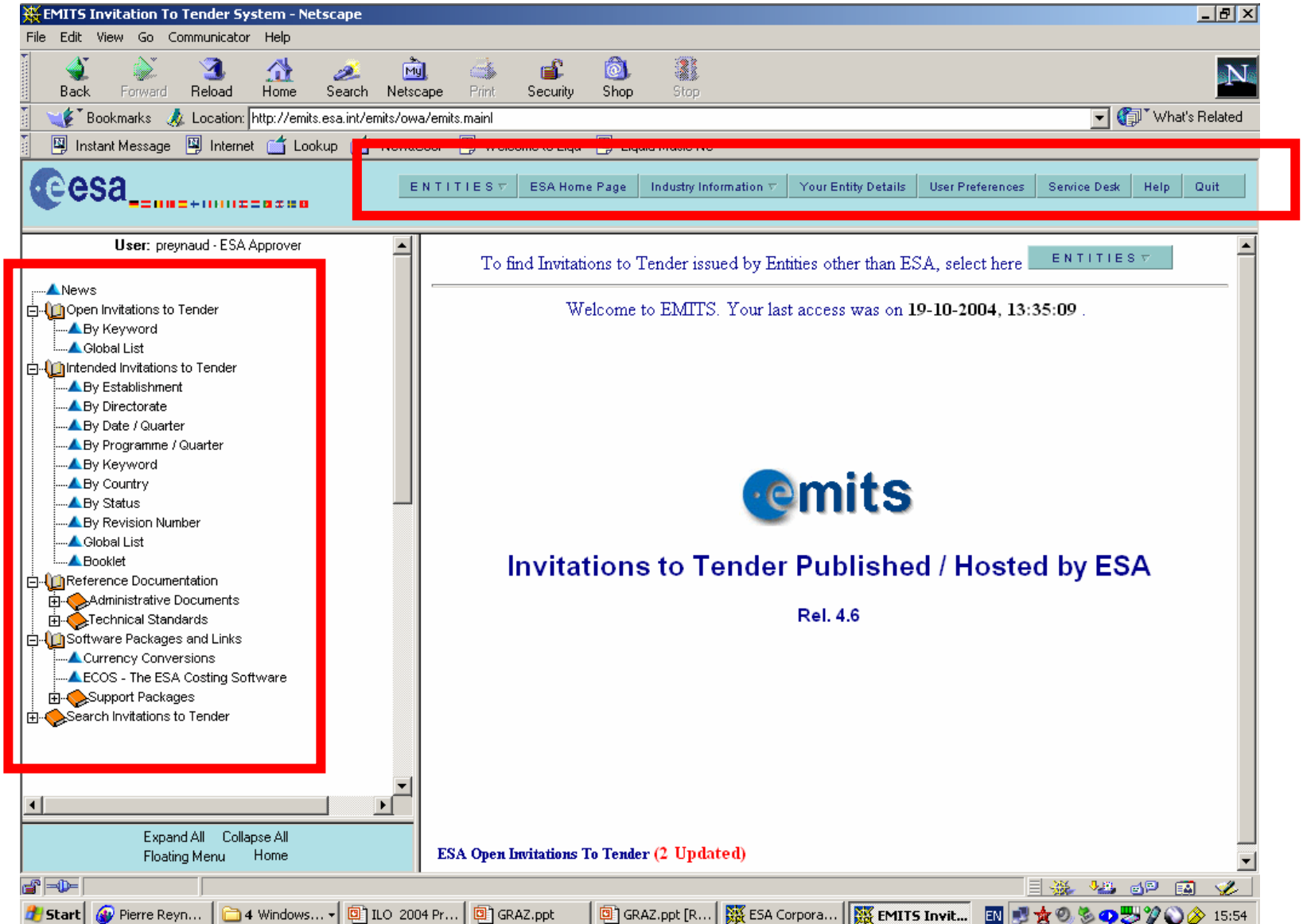
Please first check if your Entity already exists in EMITS. This can be done using the ...

If you have already saved information for your Entity enter your PIN number to access it:

Buttons: Save | Reset

Taskbar: Done | Start | EMITS Invitation To ... | Microsoft PowerPoint - [SI... | 17:01

Registering as a potential Bidder



EMITS Invitation To Tender System - Netscape

File Edit View Go Communicator Help

Back Forward Reload Home Search Netscape Print Security Shop Stop

Location: http://emits.esa.int/emits/owa/emits.main

Instant Message Internet Lookup

esa

ENTITIES ESA Home Page Industry Information Your Entity Details User Preferences Service Desk Help Quit

User: preynaud - ESA Approver

News

- Open Invitations to Tender
 - By Keyword
 - Global List
- Intended Invitations to Tender
 - By Establishment
 - By Directorate
 - By Date / Quarter
 - By Programme / Quarter
 - By Keyword
 - By Country
 - By Status
 - By Revision Number
 - Global List
 - Booklet
- Reference Documentation
 - Administrative Documents
 - Technical Standards
- Software Packages and Links
 - Currency Conversions
 - ECOS - The ESA Costing Software
 - Support Packages
- Search Invitations to Tender

To find Invitations to Tender issued by Entities other than ESA, select here ENTITIES

Welcome to EMITS. Your last access was on 19-10-2004, 13:35:09 .

emits

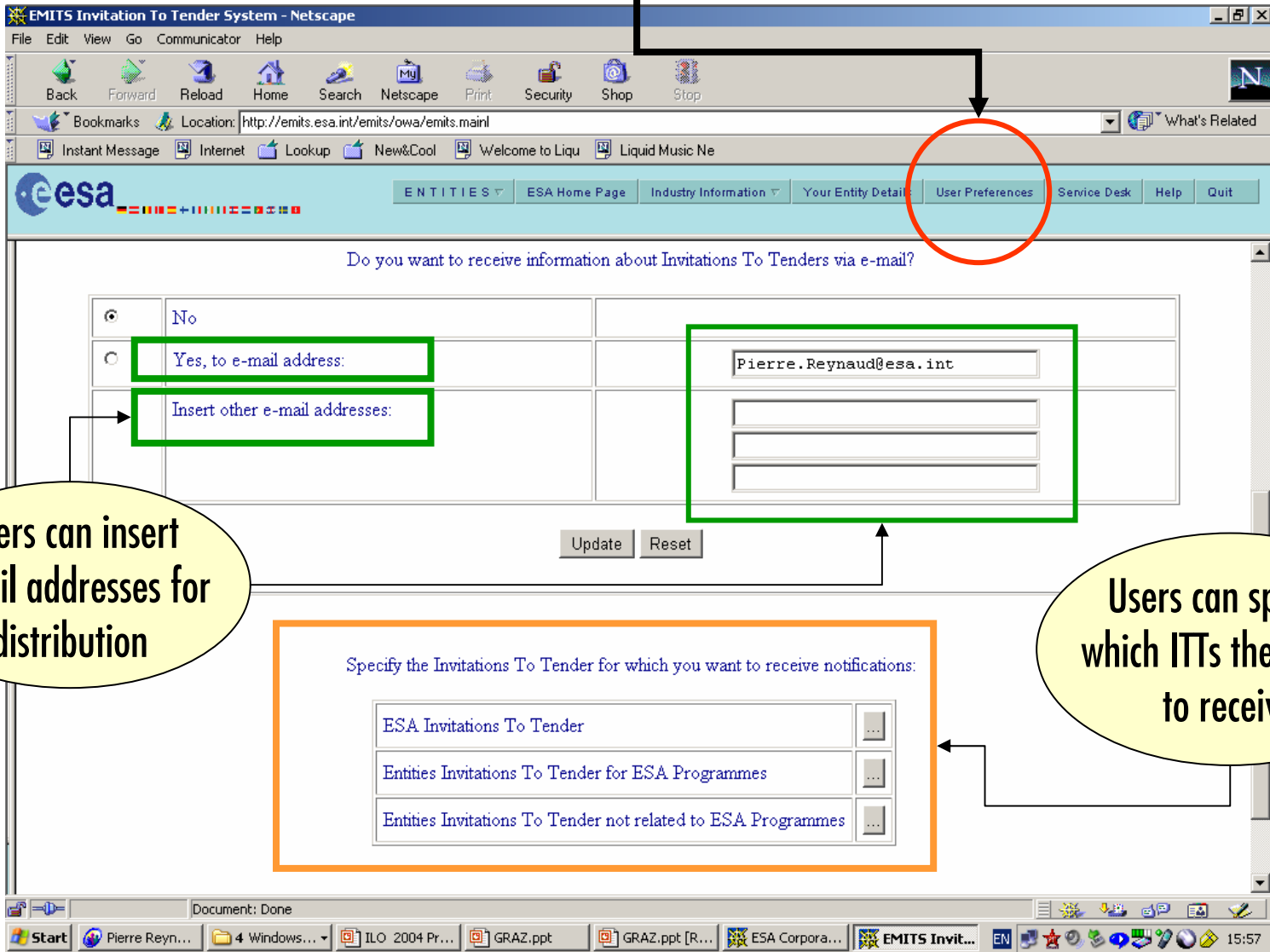
Invitations to Tender Published / Hosted by ESA

Rel. 4.6

Expand All Collapse All
Floating Menu Home

ESA Open Invitations To Tender (2 Updated)

Start Pierre Reyn... 4 Windows... ILO 2004 Pr... GRAZ.ppt GRAZ.ppt [R... ESA Corpora... EMITS Invit... 15:54



EMITS Invitation To Tender System - Netscape

File Edit View Go Communicator Help

Back Forward Reload Home Search Netscape Print Security Shop Stop

Bookmarks Location: <http://emits.esa.int/emits/owa/emits.main> What's Related

Instant Message Internet Lookup New&Cool Welcome to Liqui Liquid Music Ne

esa ENTITIES ESA Home Page Industry Information Your Entity Details **User Preferences** Service Desk Help Quit

Do you want to receive information about Invitations To Tenders via e-mail?

<input checked="" type="radio"/>	No
<input type="radio"/>	Yes, to e-mail address:
	Insert other e-mail addresses:

Pierre.Reynaud@esa.int

Update Reset

Specify the Invitations To Tender for which you want to receive notifications:

ESA Invitations To Tender	...
Entities Invitations To Tender for ESA Programmes	...
Entities Invitations To Tender not related to ESA Programmes	...

Document: Done

Start Pierre Reyn... 4 Windows... ILO 2004 Pr... GRAZ.ppt GRAZ.ppt [R... ESA Corpora... EMITS Invit... EN 15:57

Users can insert E-mail addresses for distribution

Users can specify which ITTs they wish to receive

EMITS Invitation To Tender System - Microsoft Internet Explorer

Address: http://emits.esa.int/emits/owa/emits.main

Navigation: ENTITIES | LOGIN | ESA Home Page | Industry Information | Entity Registration | Service Desk | Help

User: Guest

- News
- Open Invitations to Tender
- Intended Invitations to Tender
 - By Establishment
 - By Directorate
 - By Date / Quarter
 - By Programme / Quarter
 - By Keyword
 - By Country
 - By Status
 - By Revision Number
 - Global List
 - Booklet
- Reference Documentation
- Software Packages and Links
- How to do Business with ESA

ESA Intended Invitations To Tender by Programme / Quarter

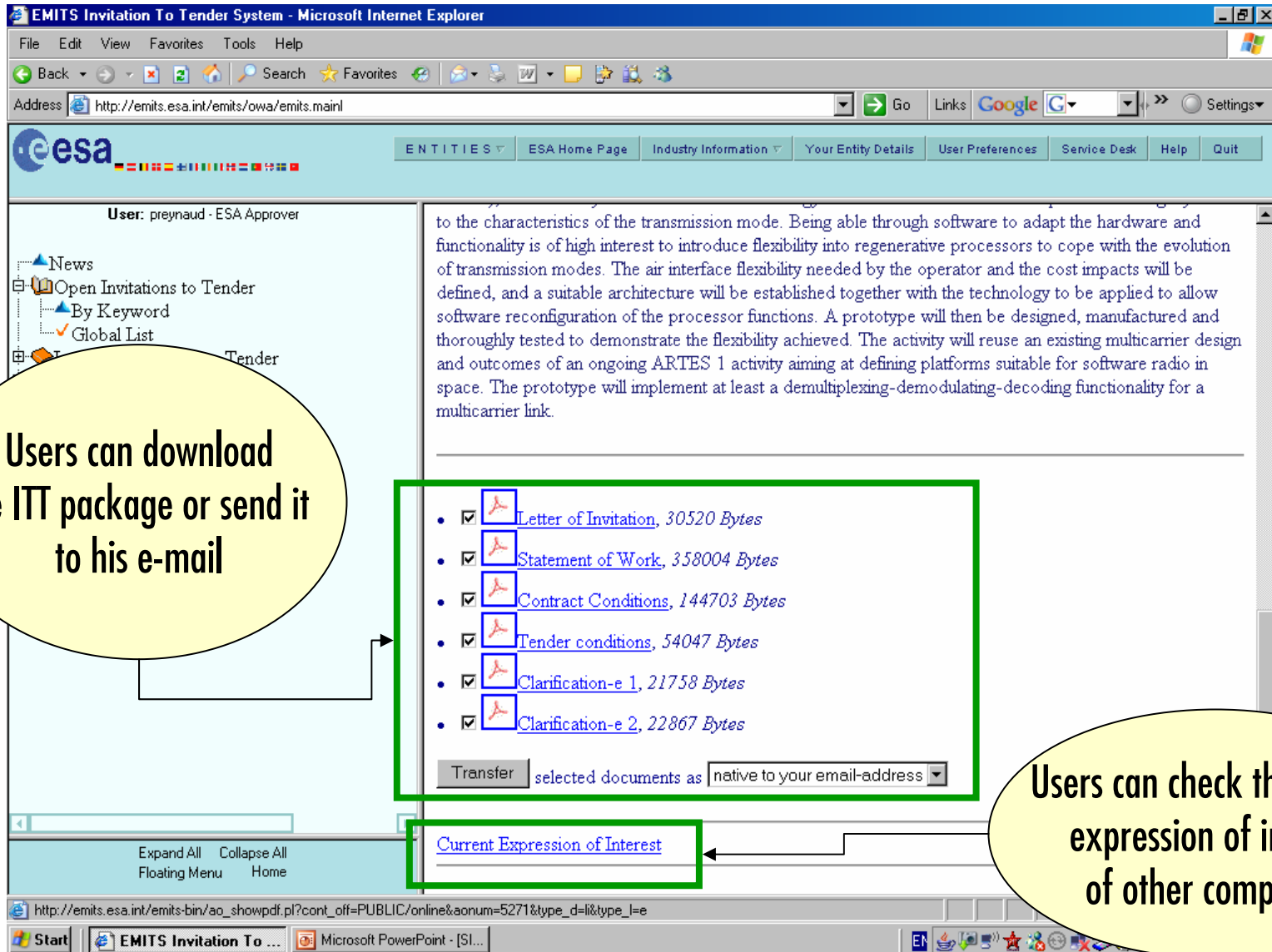
	Total	3rd 2004	1st 2005	2nd 2005	1st 2006	2nd 2006	3rd 2006	4th 2006	1st 2007	2nd 2007	4th 2007
ACEP	1							1			
ARTES 1 Period 1 Phase III	8						7	1			
ARTES 1 Period 2 Phase IV	9						8	1			
ARTES 3 Period 2 Phase III	3						3				
ARTES 5 Period 1 Phase III	70					2	17	50		1	
ARTES 5 Period 2 Phase IV	49						7	41		1	
ARTES 8 Sub-Element II	1							1			
AURORA - Exploration	2				1		1				
AURORA - Preparatory Activities							1				
Aurora Core Programme						1	7	7	7		
Bepi Colombo Development						1					
Common IT Infrastructure						2					
Continuity of Mission							1	1			
Corporate - Communications					1		1				
Corporate - D/TEC							3	2			
Corporate and Admin Costs - D/EXR	1							1			
Corporate and Admin Costs - D/RES	1				1						
Corporate and Admin Costs - D/TOS	1							1			

Users can search through different entries

Expand All Collapse All
Floating Menu Home

Start | EMITS Invitation To ... | Microsoft PowerPoint - [SI...]

17:11




EMITS Invitation To Tender System - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites







Address <http://emits.esa.int/emits/owa/emits.main> Go Links Google C Settings

 ENTITIES ESA Home Page Industry Information Your Entity Details User Preferences Service Desk Help Quit

User: preynaud - ESA Approver

News
Open Invitations to Tender
By Keyword
Global List
Tender

to the characteristics of the transmission mode. Being able through software to adapt the hardware and functionality is of high interest to introduce flexibility into regenerative processors to cope with the evolution of transmission modes. The air interface flexibility needed by the operator and the cost impacts will be defined, and a suitable architecture will be established together with the technology to be applied to allow software reconfiguration of the processor functions. A prototype will then be designed, manufactured and thoroughly tested to demonstrate the flexibility achieved. The activity will reuse an existing multicarrier design and outcomes of an ongoing ARTES 1 activity aiming at defining platforms suitable for software radio in space. The prototype will implement at least a demultiplexing-demodulating-decoding functionality for a multicarrier link.

-  [Letter of Invitation, 30520 Bytes](#)
-  [Statement of Work, 358004 Bytes](#)
-  [Contract Conditions, 144703 Bytes](#)
-  [Tender conditions, 54047 Bytes](#)
-  [Clarification-e 1, 21758 Bytes](#)
-  [Clarification-e 2, 22867 Bytes](#)

Transfer selected documents as

[Current Expression of Interest](#)

Expand All Collapse All
Floating Menu Home

http://emits.esa.int/emits-bin/ao_showpdf.pl?cont_off=PUBLIC/online&aonum=5271&type_d=li&type_l=e

Start EMITS Invitation To ... Microsoft PowerPoint - [SI...]

Users can download the ITT package or send it to his e-mail

Users can check the current expression of interest of other companies

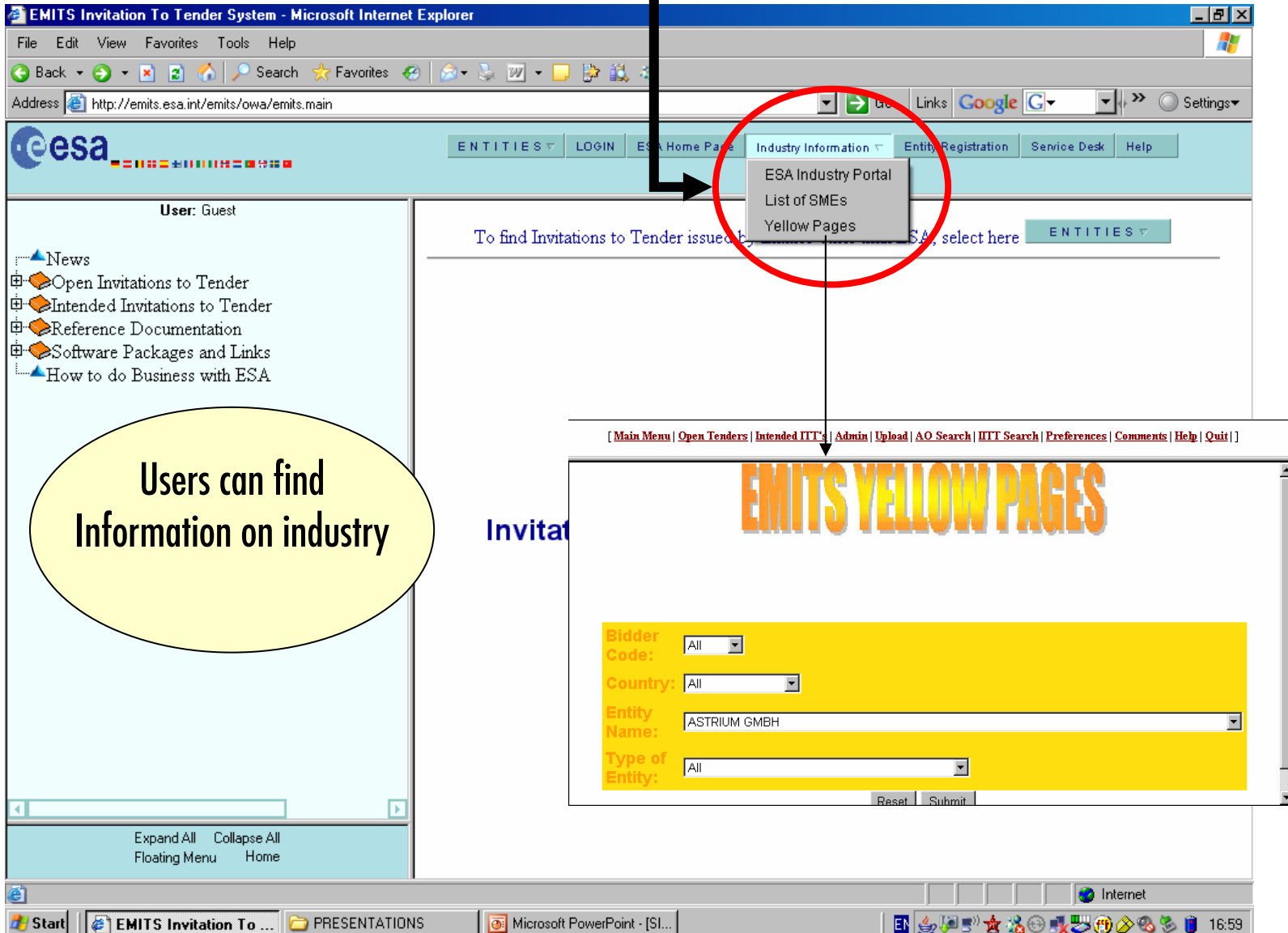
Users who actually expressed interest can show which role they want to bid as

Users who actually expressed interest are shown as contact points

Part 1: Companies having expressed interest on this activity through the Expression of Interest function
(To see "Specialisation Area" details click on "Yes" for each entity or click here to see the complete list.)

Preferred role (Prime/Sub)	Entity name	Type of entity	Specialisation Area	Contact Person Telephone Fax Email Address	Address	WEB Site
Either	TS SPACE SYSTEM (Visibility: Public) (EMITS user: 21638)	SME	No	KEITH HOWELL Tel:+44 1628 474040 Fax:+44 1628 477800 keith_howell@ts-space.co.uk	UNIT V ROSE BUSINESS ESTATE MARLOW BOTTOM, BUCKS	http://www.ts-space.co.uk
Either	ALTA S.P.A. (Visibility: Public) (EMITS user: alta03)	SME	No	Luigi Biagioni Tel:+39 050 985072 Fax:+39 050 974094 lbiagioni@alta-space.com	via A. della Gherardesca 5 Ospedaletto (Pisa)	http://www.alta-space.com
Either	STIRLING CRYOGENICS REFRIGERAT (Visibility: Public) (EMITS user: stirling01)	SME	Yes	ARMAND KLAASSEN Tel:+31 40-2677325 Fax:+31 40-2677301 klaassen@stirling.nl	SCIENCE PARK EINDHOVEN 5003 EB SON	http://www.stirling.nl
Either	STRE SEIBERSDORF (Visibility: Public) (EMITS user: seibersdorf01)	LARGE	No	ERNST SEMERAD Tel:+43 50550 3322 Fax:+43 50550 3366 ernst.semerad@arcs.ac.at	SEIBERSDORF	
Either	ACTIVESPACE TECHNOLOGIES (Visibility: Public) (EMITS user: activespacetech02)	SME	Yes	Ricardo Patrcio Tel:+351 936740857 Fax:n/a ricardo.patrcio@activespacetech.com	URB. D. JOAO, LOTE 3 - 9ESQ AT COIMBRA	http://www.activespacetech.com

Users who actually expressed interest can show their type, capabilities & specialisation including web links



EMITS Invitation To Tender System - Microsoft Internet Explorer

Address: http://emits.esa.int/emits/owa/emits.main

Navigation: ENTITIES LOGIN ESA Home Page **Industry Information** Entity Registration Service Desk Help

User: Guest

Left sidebar menu:

- News
- Open Invitations to Tender
- Intended Invitations to Tender
- Reference Documentation
- Software Packages and Links
- How to do Business with ESA

Main content area:

To find Invitations to Tender issued by [Country], select here

Navigation: [Main Menu | Open Tenders | Intended ITTs | Admin | Upload | AO Search | IIT Search | Preferences | Comments | Help | Quit]

EMITS YELLOW PAGES

Search form fields:

- Bidder Code: All
- Country: All
- Entity Name: ASTRIUM GMBH
- Type of Entity: All

Buttons: Reset Submit

Bottom status bar: Expand All Collapse All Floating Menu Home

Taskbar: Start | EMITS Invitation To ... | PRESENTATIONS | Microsoft PowerPoint - [SI... | 16:59

Users can find Information on industry

[[Main Menu](#) | [Open Tenders](#) | [Intended ITT's](#) | [Admin](#) | [Upload](#) | [AO Search](#) | [ITT Search](#) | [Preferences](#) | [Comments](#) | [Help](#) | [Quit](#)]

EMITS YELLOW PAGES

Bidder Code:

Country:

Entity Name:

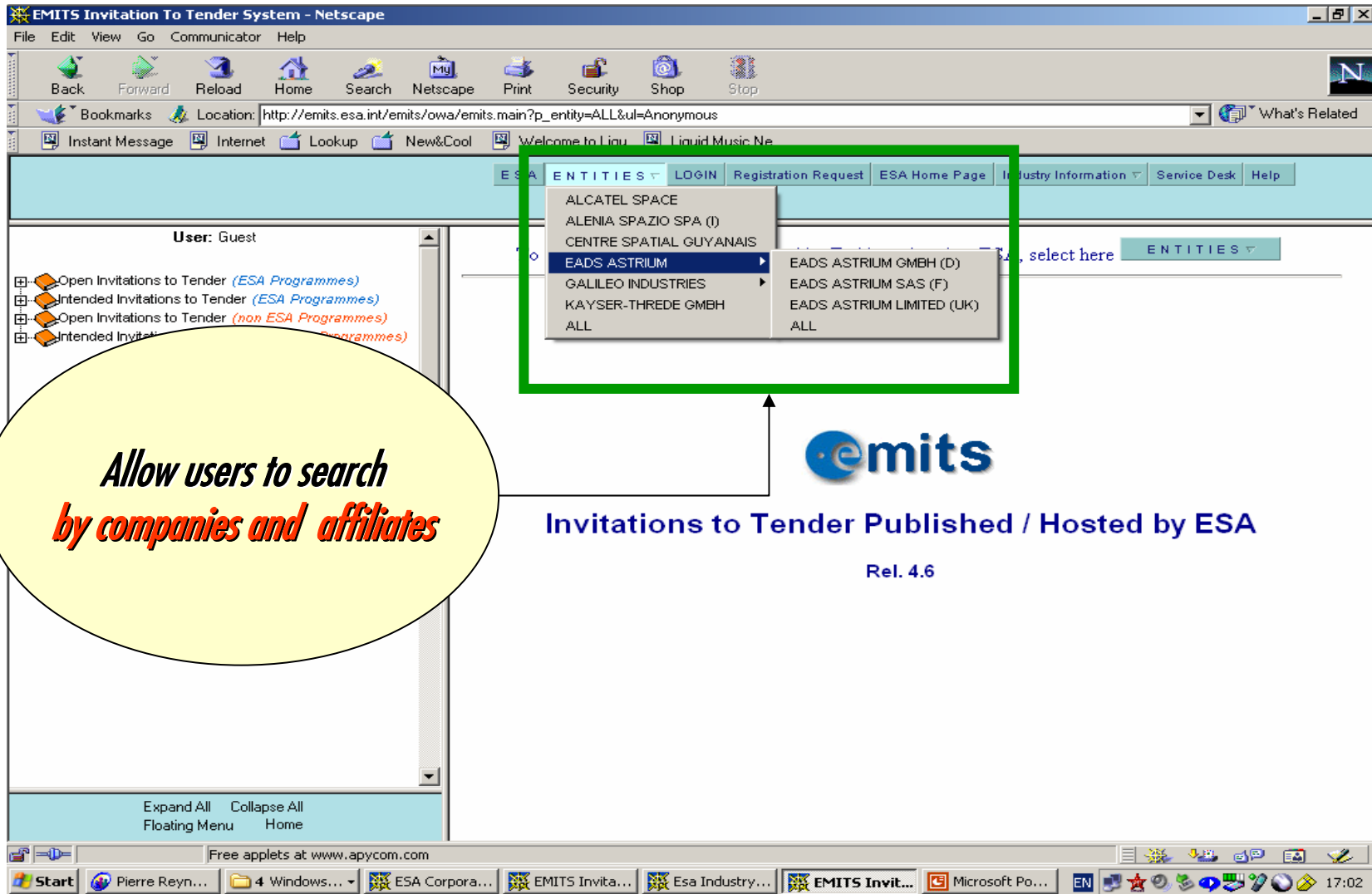
Type of Entity:

Allow users to search and display bidders details responding to particular criteria (to foster industrial teaming).

ESA bidder code 9034

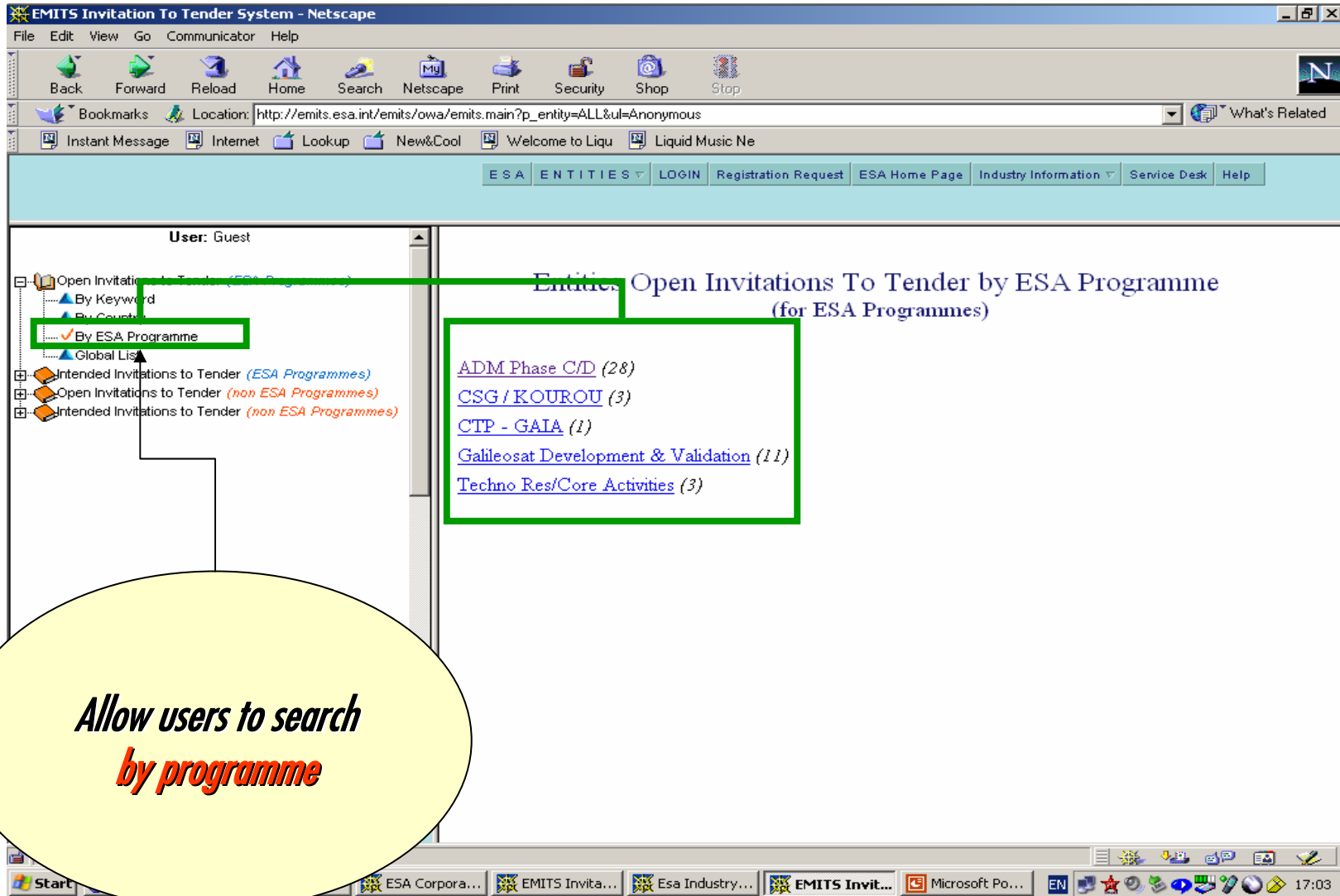
ESA bidder details	EMITS user details
ESA bidder code: 9034 Contact: MR R ROHDE, MR K J GLUTZ ASTRIUM GMBH POSTFACH 1420 D 88039 FRIEDRICHSHAFEN TEL: 7545-89553 FAX: 7545-84501	JOSEF HAUSER (Josef.Hauser@astrium-space.com) TEL: +49 7545 84234 FAX: +49 7545 83881 DORNIER SATELLITENSYSTEME GMBH FRIEDRICHSHAFEN HORST STOCKBURGER (horst.stockburger@astrium.space.com) TEL: +49 7545 8 3607 FAX: +49 7545 82693 Friedrichshafen , ASTRIUM GMBH POSTFACH 1420 Friedrichshafen

- EMITS has been imposed on Prime Contractors carrying out procurement for ESA in the frame of large procurements since 2001 and is known as EMITS for External Entities
- National Space Agencies can use it for their programmes when calling for competence outside their national industry, and within Europe.



**Allow users to search
by companies and affiliates**

emits
Invitations to Tender Published / Hosted by ESA
Rel. 4.6



EMITS Invitation To Tender System - Netscape

File Edit View Go Communicator Help

Back Forward Reload Home Search Netscape Print Security Shop Stop

Location: http://emits.esa.int/emits/owa/emits.main?p_entity=ALL&ul=Anonymous

Instant Message Internet Lookup New&Cool Welcome to Liqui Liquid Music Ne

ESA ENTITIES LOGIN Registration Request ESA Home Page Industry Information Service Desk Help

User: Guest

Entities: Open Invitations To Tender by ESA Programme
(for ESA Programmes)

- Open Invitations to Tender (ESA Programmes)
 - By Keyword
 - By Country
 - By ESA Programme
 - Global List
- Intended Invitations to Tender (ESA Programmes)
- Open Invitations to Tender (non ESA Programmes)
- Intended Invitations to Tender (non ESA Programmes)

[ADM Phase C/D \(28\)](#)

[CSG / KOUROU \(3\)](#)

[CTP - GAIA \(1\)](#)

[Galileosat Development & Validation \(11\)](#)

[Techno Res/Core Activities \(3\)](#)

Start | ESA Corpora... | EMITS Inva... | Esa Industry... | EMITS Invit... | Microsoft Po... | 17:03

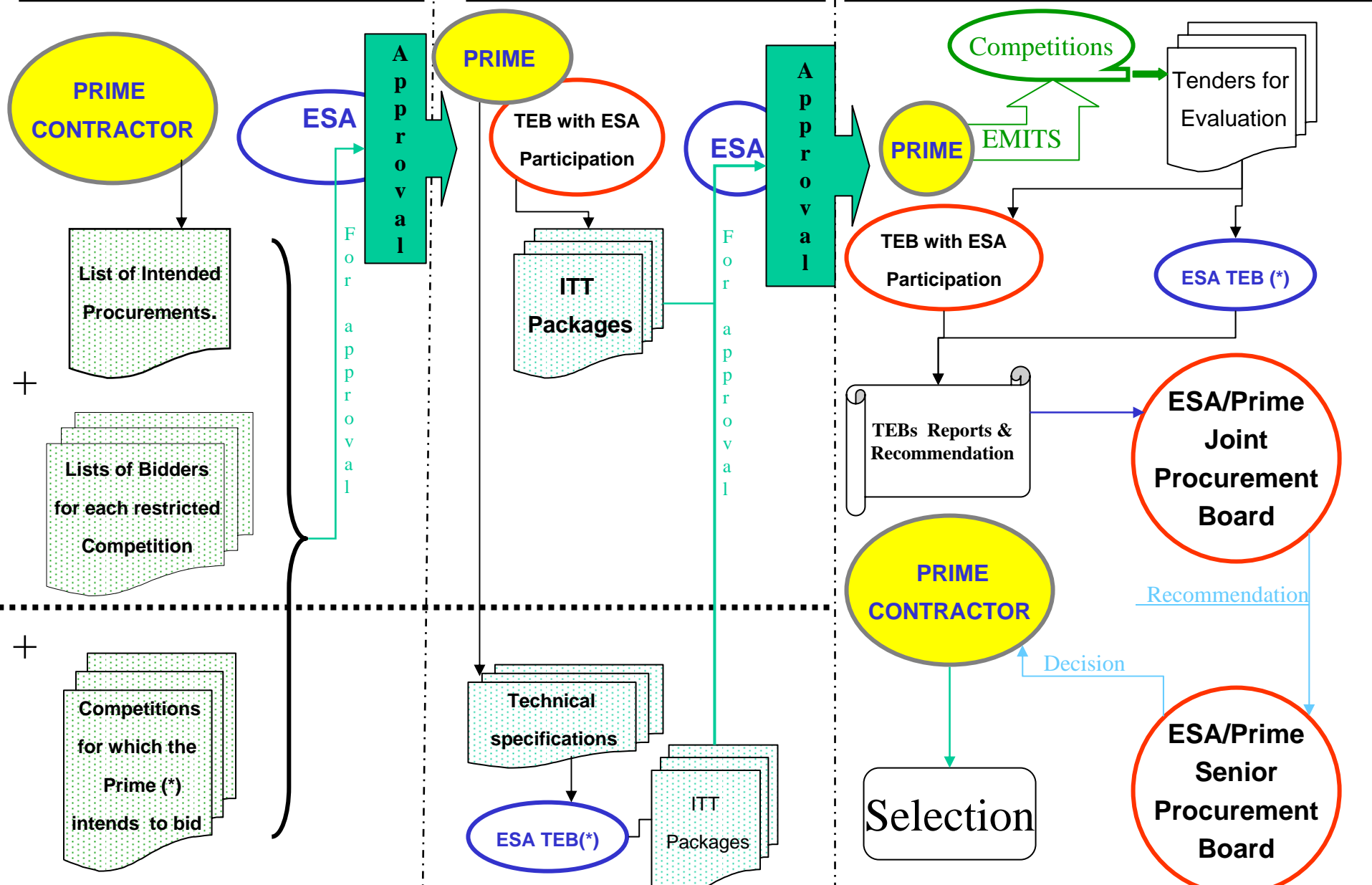
*Allow users to search
by programme*

SUBCONTRACTORS PROCUREMENT PROCESS (2) Alternative ANNEX A

Procurement Approach Approval

ITT package Approval

Alternative Subcontractor Selection Approval



* Members of same group

(*) Prime and Members of same group bidding

(*) Prime and Members of same group bidding

Esa Industry Portal - How to do Business with ESA - The ESA Industrial Ombudsman - Microsoft Internet Explorer

Address: http://www.esa.int/home-ind/ESA-Article-fullArticle_item_selected-6_5_01_par-04_1103125842486.html

ESA tenderer

- Invitations to tender
- Tender system
- Open tenders
- Intended tenders

Partners

- European Space Industry Directory
- Small and Medium Enterprises Database
- Universities and Research Centres

Services

- ESA Costing Software (ECOS)
- ESA Financial and Invoicing System (EFIS)

Help

Search

All

Industry


Advanced Search

The ESA Industrial Ombudsman

The task of the ESA Industrial Ombudsman forms an essential part of the implementation of best practices 'For the Selection of Subcontractors by Prime Contractors in the Frame of Agency Procurements'. The purpose is to ensure that Prime Contractors requiring to select sub-contractors in connection with Agency programmes, whether prior to or following the award of Agency contracts, conduct their procurement activities on a fair and equitable basis.

The responsibility of the ESA Industrial Ombudsman is to:

- to facilitate the resolution of disputes arising in the frame of European Space Agency's (ESA) procurement and technology development programmes, that all contractors are given a fair opportunity to compete in ESA Programmes.
- listen to concerns from industry about the competitiveness / competence and conduct of persons within ESA to resolve such concerns before they become a major problem.
- facilitate communication between bidders, prime contractors and industry representatives in matters arising in the course of an Agency's procurement activities.



Ivan Öfverholm has been designated as the ESA Industrial Ombudsman for an initial period of three years starting 1 November 2004.

He was selected on the basis of his very wide experience of the space industry where he has been consistently recognised for his expertise in the various positions he has held during his professional career.

ESA Industrial Ombudsman Ivan Öfverholm

The purpose of his function is to ensure that Prime Contractors requiring to select sub-contractors in connection with Agency programmes, whether prior to or following the award of Agency contracts, conduct their procurement activities on a fair and equitable basis.