



How DLR Supports German Companies in Winning Contracts with ESA and the EU

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3rd Workshop SineQuaNet, ESOC Darmstadt, 8.2.2007



Overview of The Presentation

- The DLR
 - Organisation, Tasks of the National Space Agency, Space Budget
- The German Space Industrial Policy
 - Principles, Objectives and Measures
- Measures and Support for SMEs
- DLR Support in EU Projects
- DLR Support in ESA Projects
 - How To Do Business with ESA?
 - DLR Support in ESA Programmes via the Industrial Policy Committee (IPC)



DLR
The German Aerospace Research Center
The Space Agency of the Federal Republic of Germany



DLR Sites and Employees

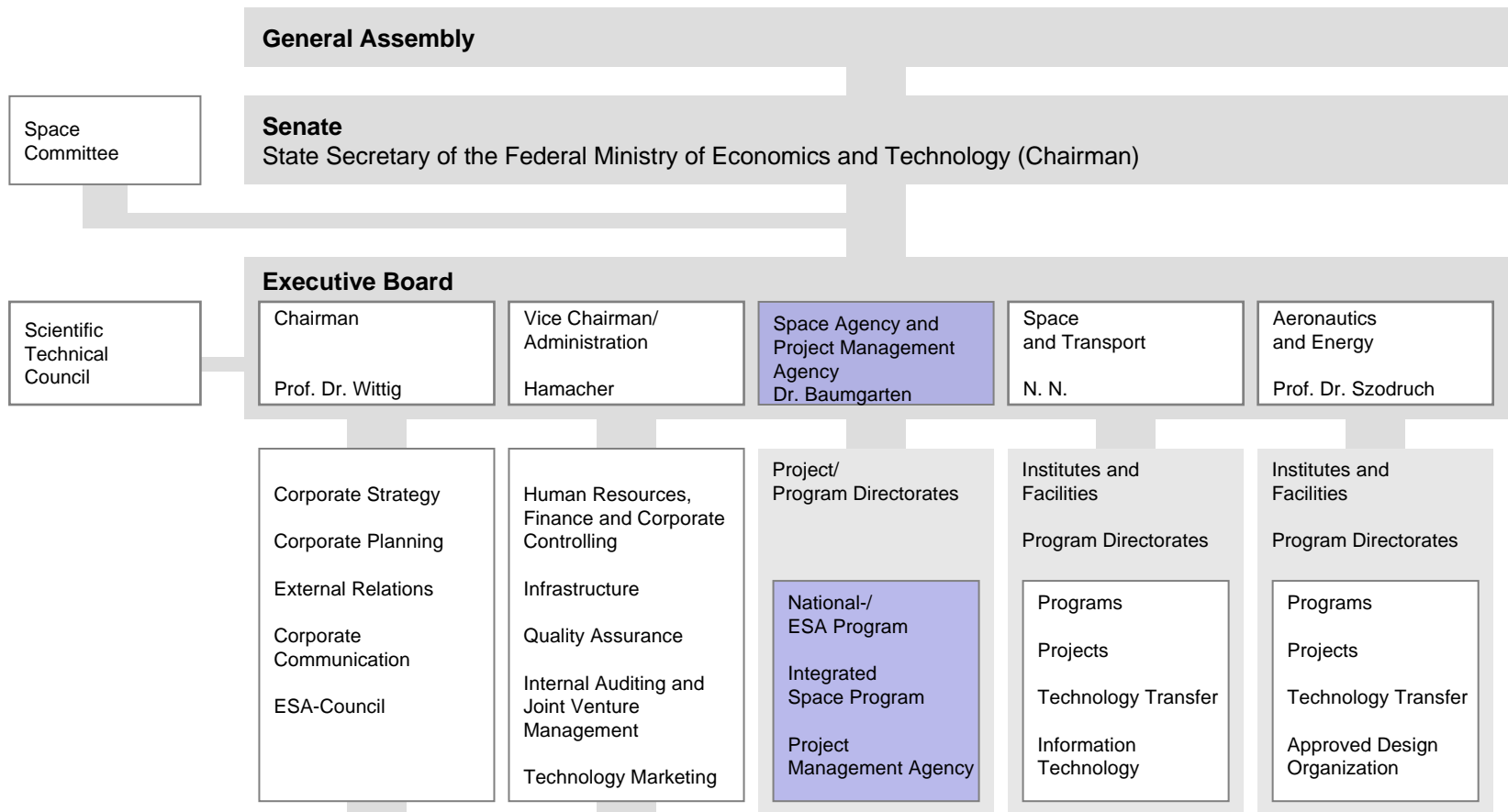
5.100 employees working
in 27 research institutes and
facilities

- at 8 sites
- in 8 field offices.

Offices in Brussels,
Paris and Washington.



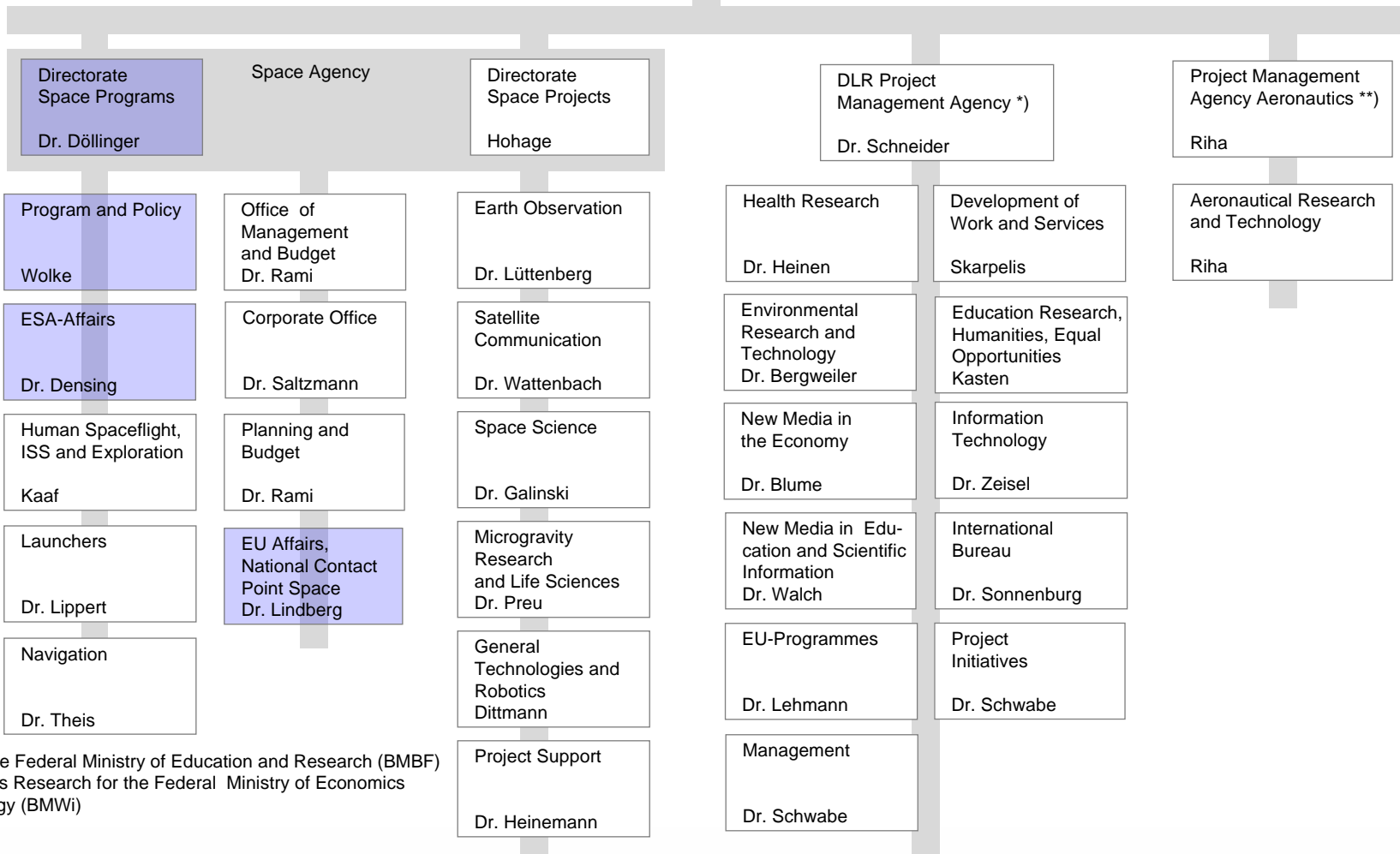
DLR Bodies



Space Agency and Project Management

Executive Board Member
Space Agency
and Project Management
Agency

Dr. Baumgarten



*) on behalf of the Federal Ministry of Education and Research (BMBF)

***) for Aeronautics Research for the Federal Ministry of Economics and Technology (BMWV)

DLR's Tasks as A National Space Agency

- Defining Germany's space plans on behalf of the federal government
- Representing Germany's space-related interests in the international arena, in particular vis-à-vis the ESA
- Tendering, awarding and support of space projects in the context of the National Space Program

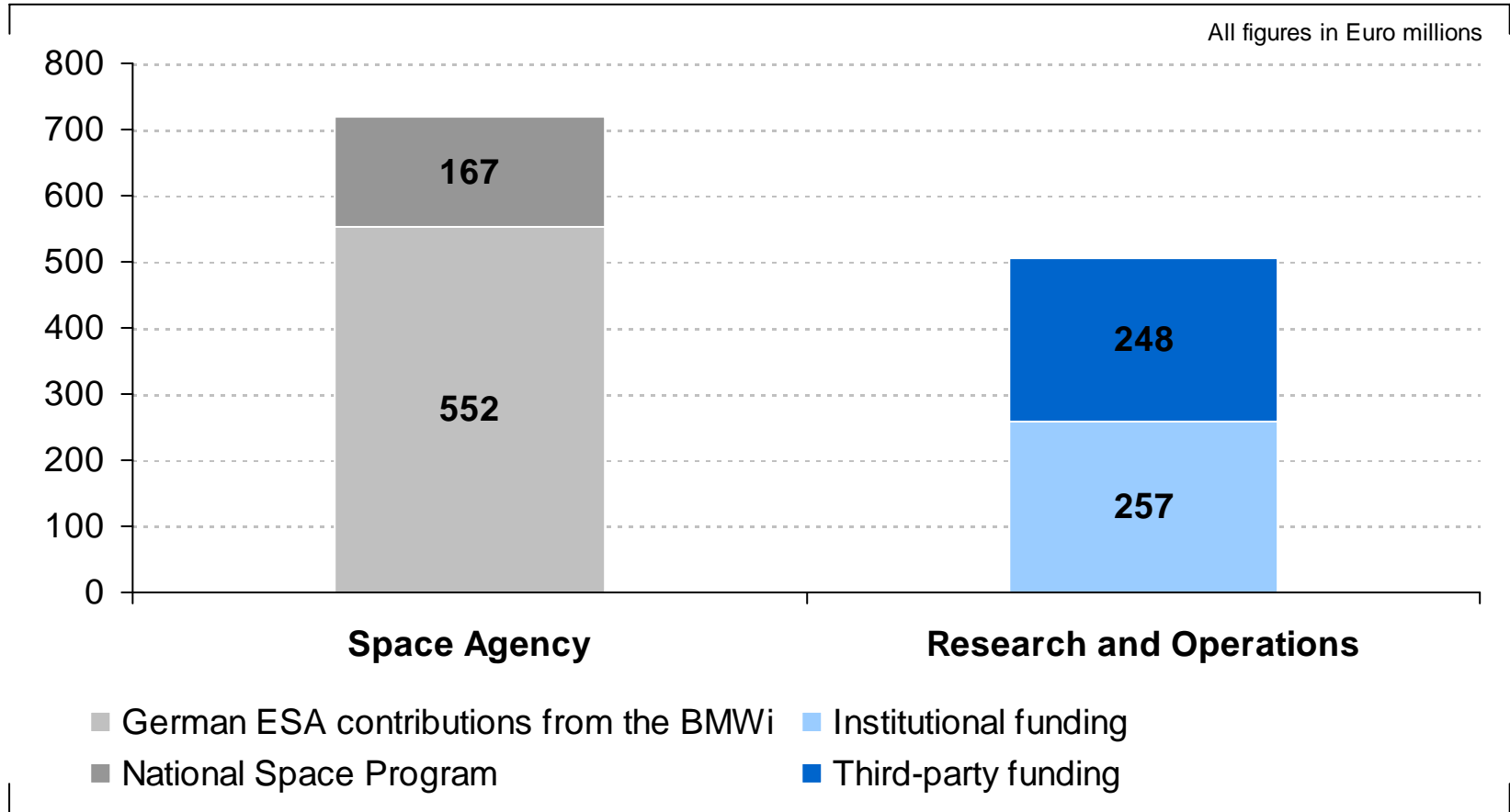


Aims of The German Space Agency

- Space as a solution for social and institutional tasks
- Promoting the competitiveness of German space companies
- Concentrating on promising fields of application in which Germany has or can reach a top position
- Promoting globally recognized top-level German research
- Driving force in the development of the European Strategy for Space
- Supporting Germany's industrial leading roles (e. g. Galileo and GMES)

Total 2006 Budget

€ 1.224 million



+ return from EU

[space: 1.400 MEUR in the 7. FWP (2007-2013);
German contribution to EC-Budget 22 % !]



Principles of The German Space Industrial Policy

- All-embracing planning for development and economy not possible
- Principle: “Help, to help yourself”
- The only way for the institutional client (Governments, ESA, EU) to avoid demands of monopolies
 - To ensure competition
 - Guidelines for Primes within big contracts to involve SMEs
 - To customize projects for SMEs

Objectives of the German Space Industrial Policy

- Space as a powerful instrument to meet the requirements of state and society
- Preservation and development of **competences and capacities at locations in Germany**
 - ability for sovereign German (space) policy
 - ability to be partner in Europe and global
 - ability for competition
- Promoting competition — no monopolies
 - The institutional client needs to choose between options based on
 - Costs
 - Innovative solutions
 - Long term stability of industry

Measures of the German Space Industrial Policy

- Tendering, promotion and support of space projects and innovative ideas in the context of the National Space Program
- Representing German space related interests in the international arena, in particular vis-à-vis ESA and EU
- Balancing the state orientated space market
- Extend industrial capacities
 - Institutional (DLR, MPG, FhG, ...)
 - National Program
 - ESA-Program
 - EU-Program

Special Measures for SMEs in The National Program

- No Special SME-Program or Budget (“No hunting in the zoo”)
 But ...
- Long-term orientation mark:
 20 % of the Budget for industry is targeted to be dedicated to SMEs
- Subsidies for industrial projects 50% - further additional 10 % of funding for SMEs possible


- SME Working Group (AKRK)
- Presentation of companies
- “Space Technology Days”
- SME Commissioner
- Ombudsman



How DLR Supports German Companies in Winning Contracts with The EU And The ESA

➤ EU

➤ ESA



DLR Support for EU Projects National Contact Point Space

(<http://www.dlr.de/rd/nks-raumfahrt>)

- Established in January 2003
- It gives advice and informs about:
 - The space relevant content of the FWP
 - Actual calls
 - The funding instruments
 - Possibilities of participation
 - National and international partner search
- Activities:
 - organization of conferences, seminars and training courses for proposers and contractors
 - Newsletter
 - support of project partner searches
 - support for contract negotiation



DLR Support for EU programs National Contact Point Space (NCP Space)

DLR Raumfahrt-Agentur

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➤ EU

➤ ESA



DLR Support in ESA Projects

How To Do Business with ESA?

- Entree to ESA
 - Find the right point of contact
 - Promotion of companies

- Consultation point for participating in programs
 - Information of the procurement process
 - Clarifying the boundary conditions of programs

- Support in cases of trouble
 - Industrial Ombudsman for ESA (IOE) – **Mr. Ivan Öfverholm**
http://www.esa.int/home-ind/ESA-Article-fullArticle_par-04_1103125842486.html
 - Clarification between German IPC-Delegation and ESA-Executive



DLR Support in ESA Programmes Industrial Policy Committee (IPC) of ESA

Tasks of the IPC

- Define the Industrial Policy of ESA
- Define the procurement rules (Best Practices, C1-C4)
- Ensure fair participation of industry

- Program Board for the Technology Programs *TRP* and *GSTP*
- Approving Work plans
- Coordinated and voluntary harmonization of technology through the sub-committee *Technology Harmonization Advisory Group (THAG)*

- Approving procurement proposals
- Approving contract proposals

German IPC-Delegates: Laurenz Esser and Uwe Soltau

DLR IPC-Preparation meeting with industry 1 week before the IPC-Meeting



DLR Support in ESA Projects

Intensive Support for SMEs

Additionally to the DLR IPC Preparation meeting with industry:

- SME Working Group (AKRK)
 - Identify single or common problems with ESA
 - Lobbying for common interests
 - Industry Ombudsman for ESA (IOE) – periodical information exchange

- Point of contact for SME: SME-Commissioner (Uwe Soltau)

DLR Support for SMEs

DLR Raumfahrt-Agentur

KMU-Beauftragter

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