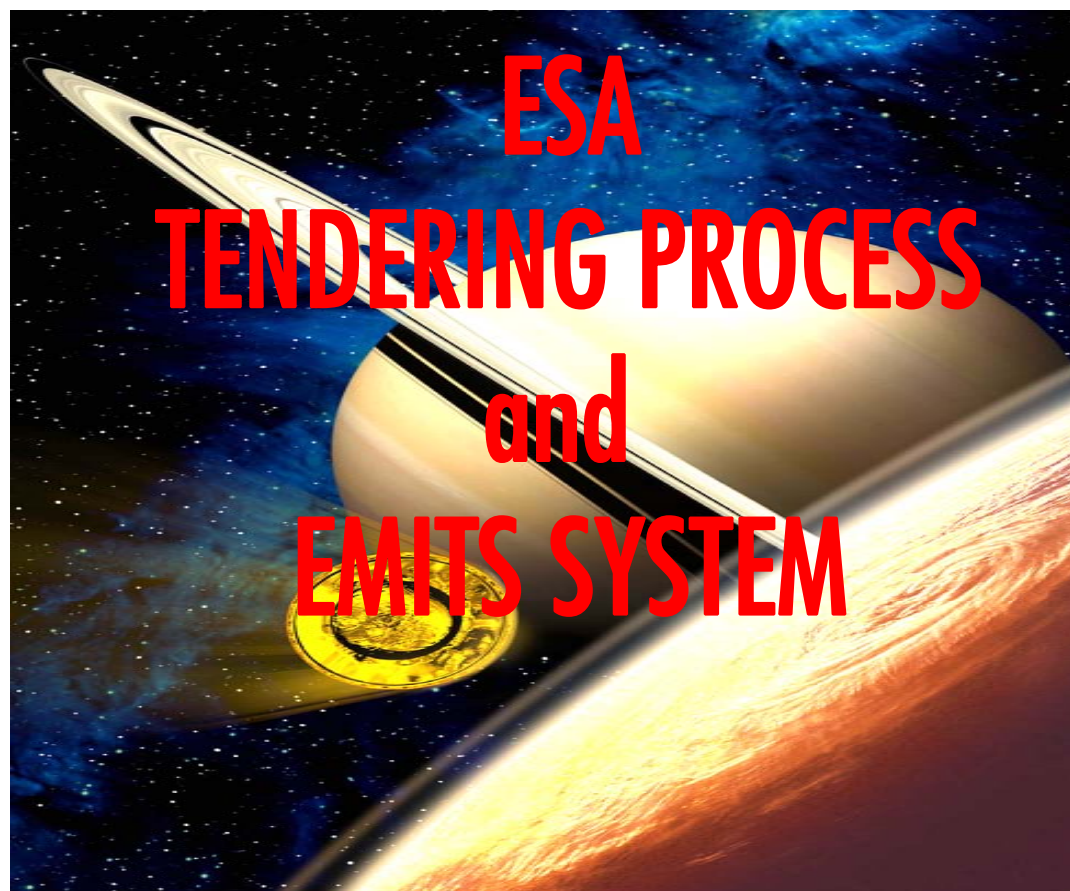




Sinequanet Workshop
March 2007

European Space Agency



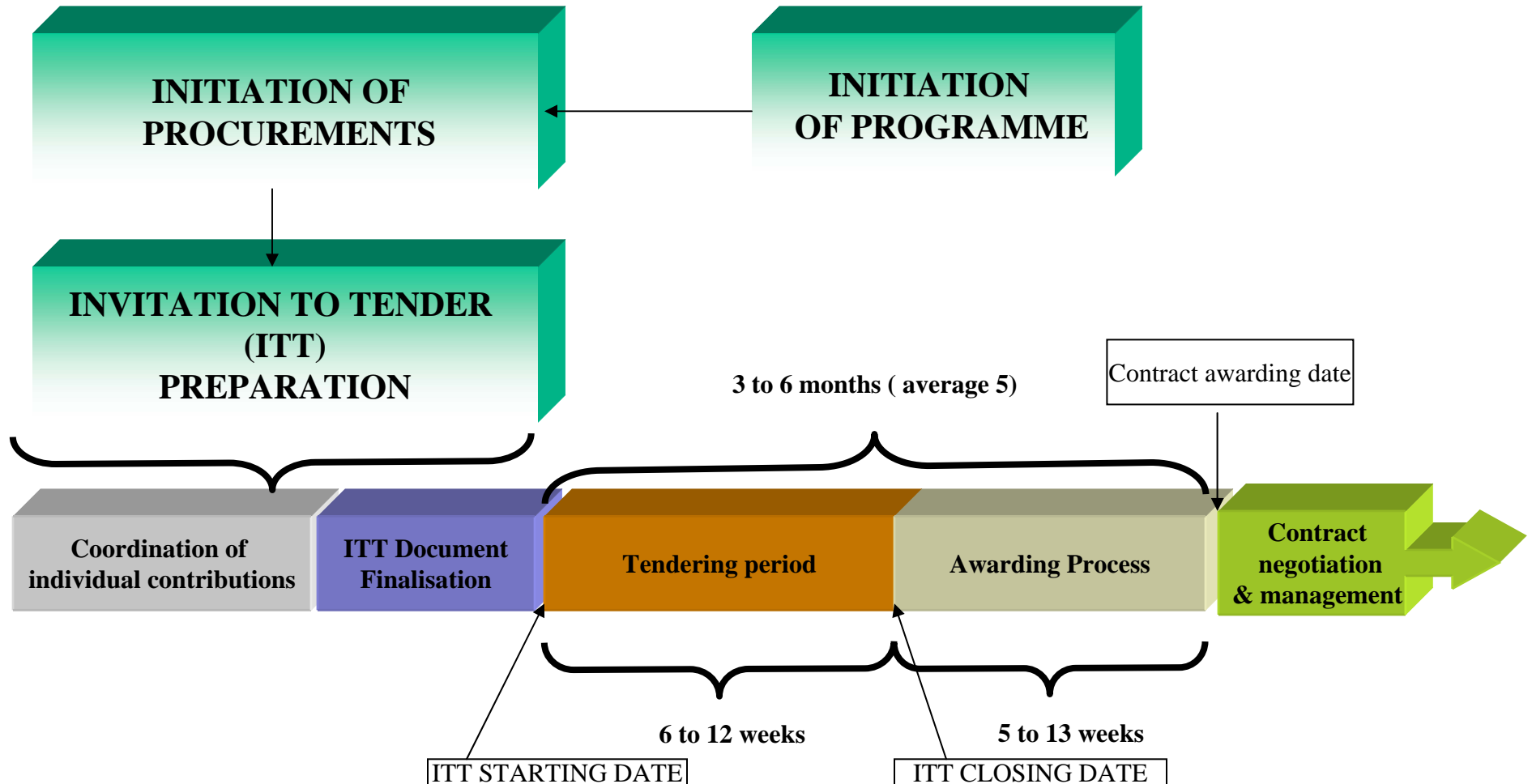
P.M.REYNAUD

**Head of the Procurement Management and Regulations Division
ESA Procurement Department**

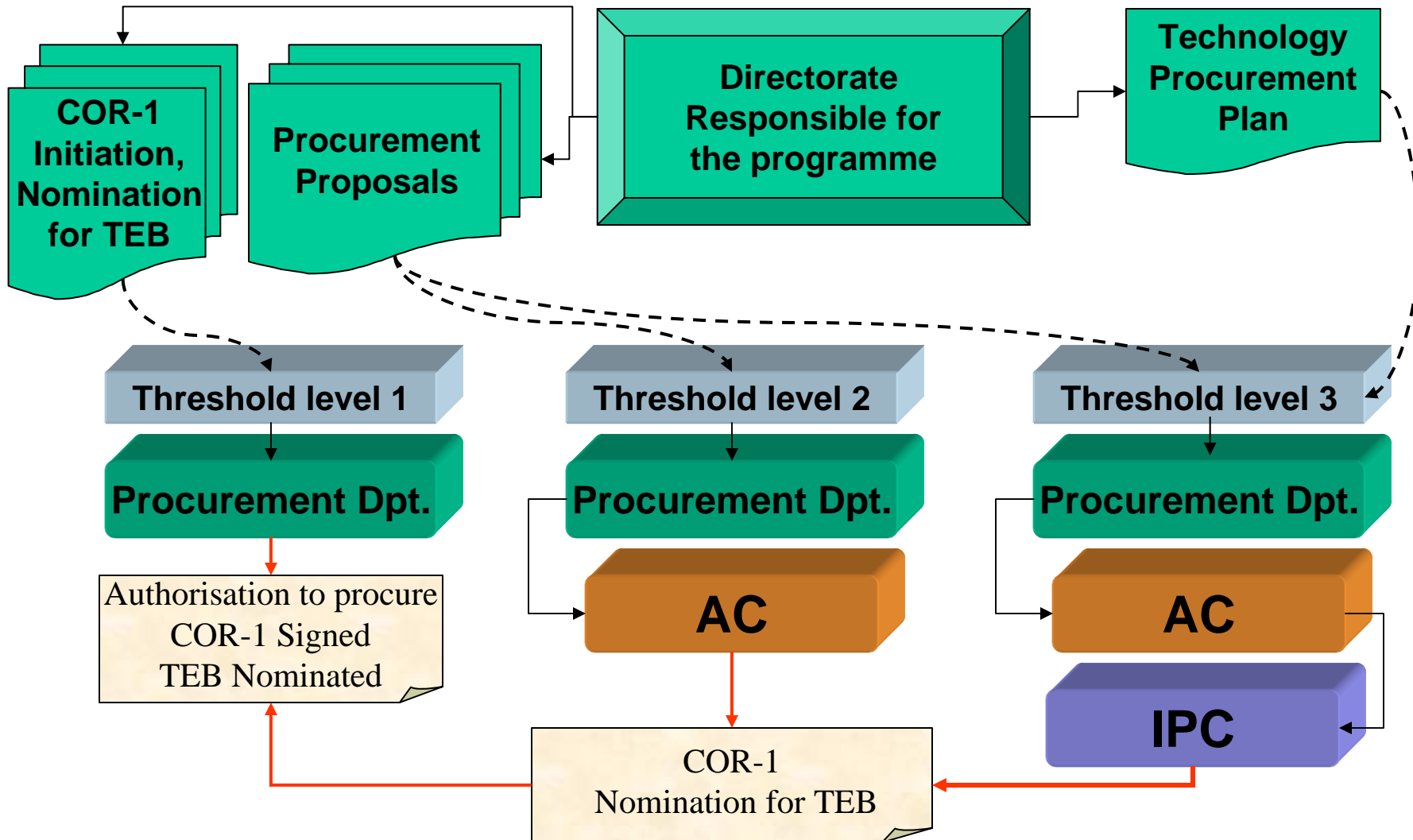
- **497 Invitations To Tender** were sent to Industry (not including delegated procurement or Purchase Orders)
 - 238 in Open Competition
 - 8 in restricted competition
 - 251 in Direct negotiations

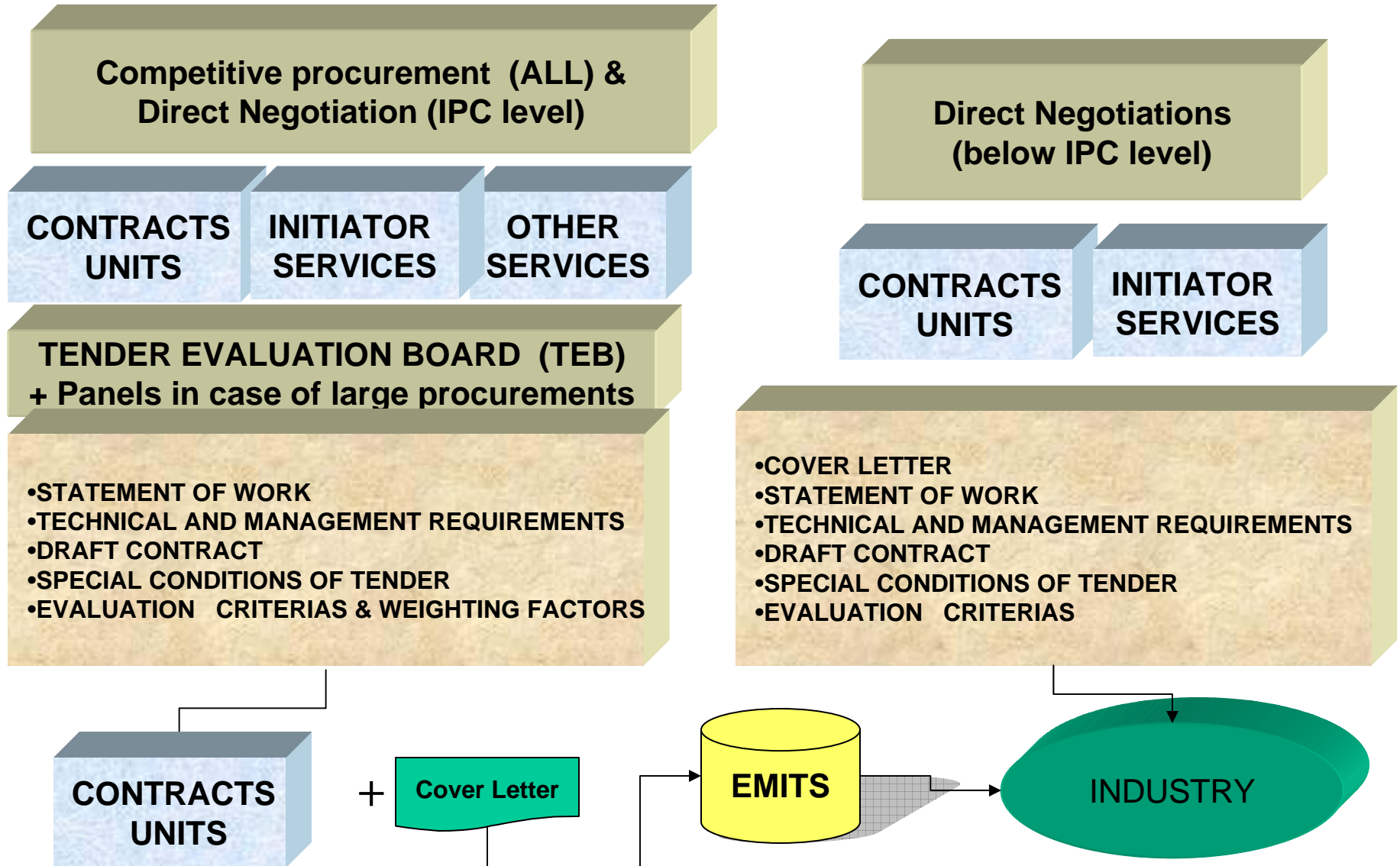
- ESA also placed
 - 778 Contracts
 - 124 Riders
 - 353 Work Orders
 - 2327 Contract Change Notices

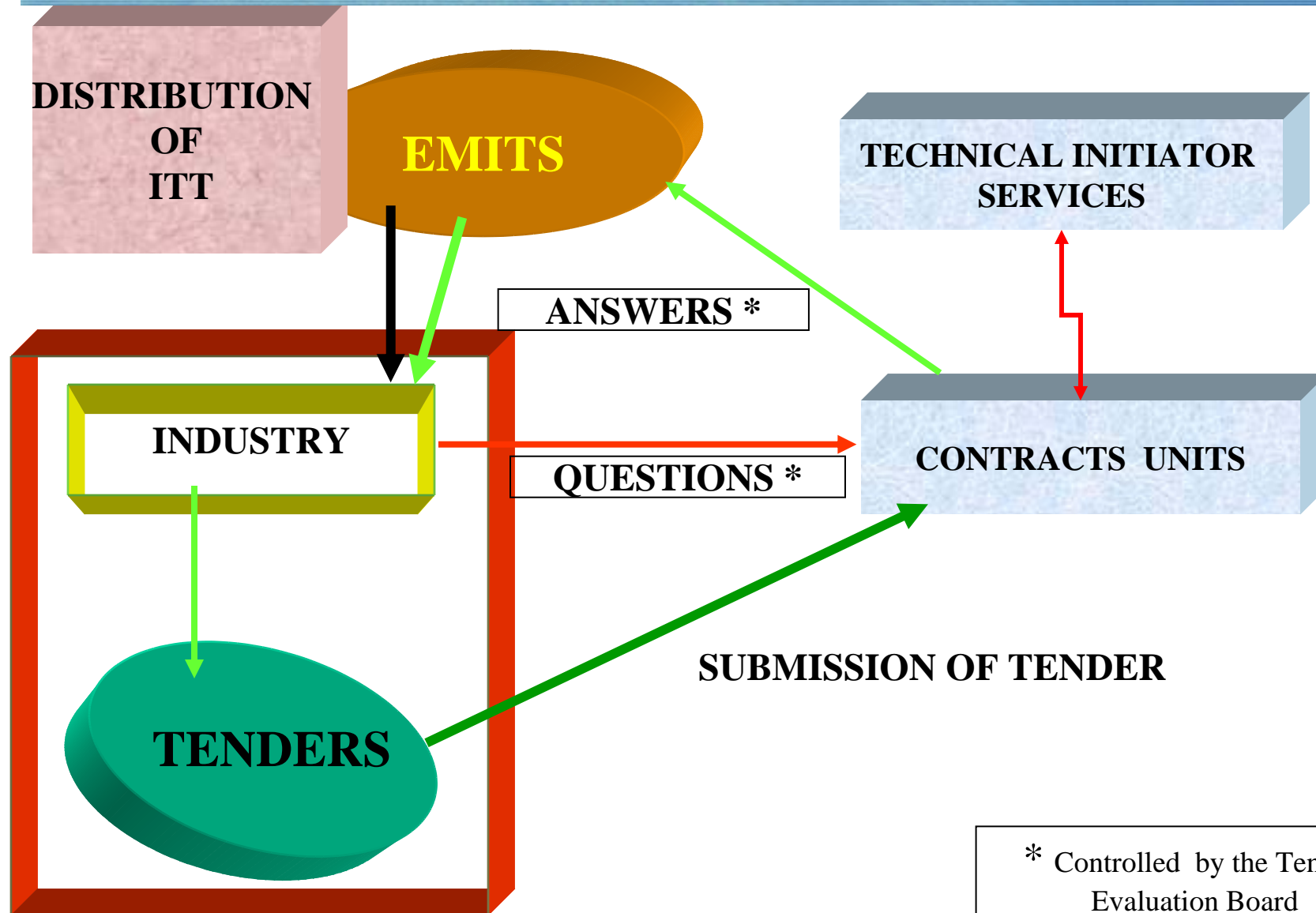
with total released funding of 3048M€

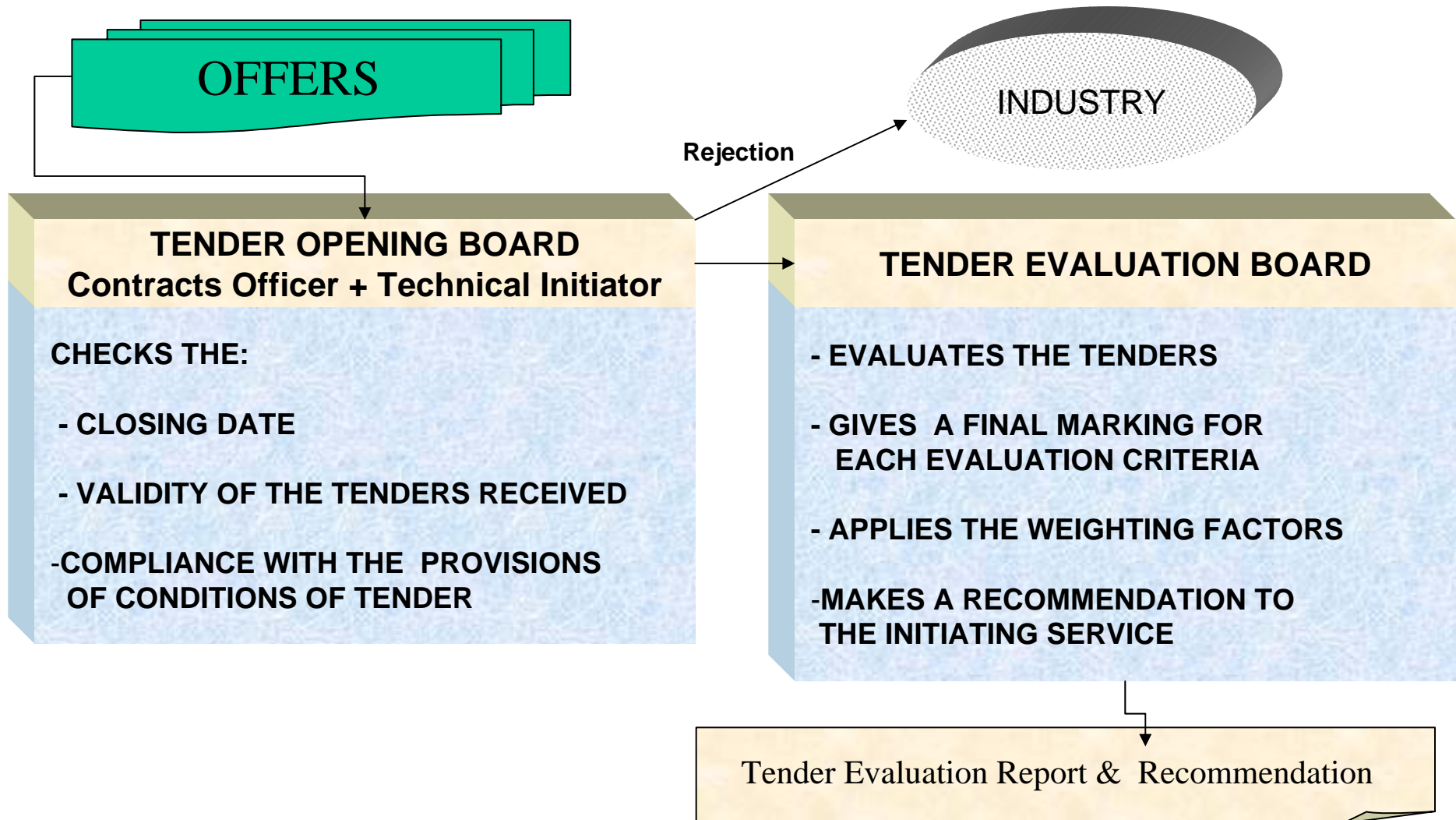


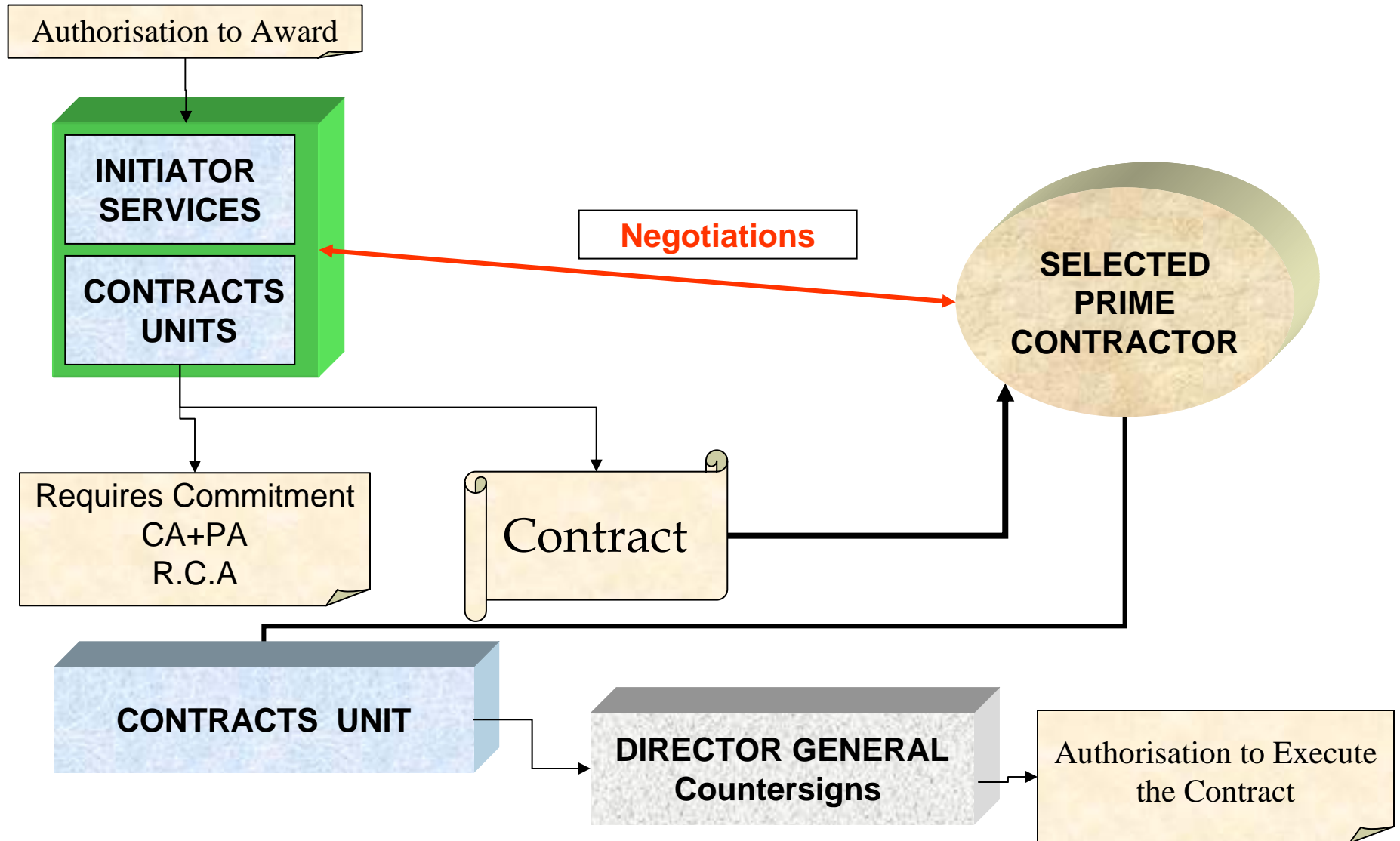
	Level 1 Procurement Department.	Level 2 Adjudication Committee	Level 3 Industrial Policy Committee
General studies	< 150 000 EURO	> 150 000 EURO	> 300 000 EURO
Technological Programmes	< 250 000 EURO	> 250 000 EURO	> 500 000 EURO
Space Segment Procurement	< 1 000 000 EURO	> 1 000 000 EURO	> 2 000 000 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











- **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.**

Finding EMITS

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites

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

esa Industry Portal

European Space Agency

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

27-Nov-2006

About ESA...

Registering as...

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

Communication

Help

Search

All

Industry

GO

Advanced Search

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](#)

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

More News

5 October 2006 **VEGA Industry day**

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

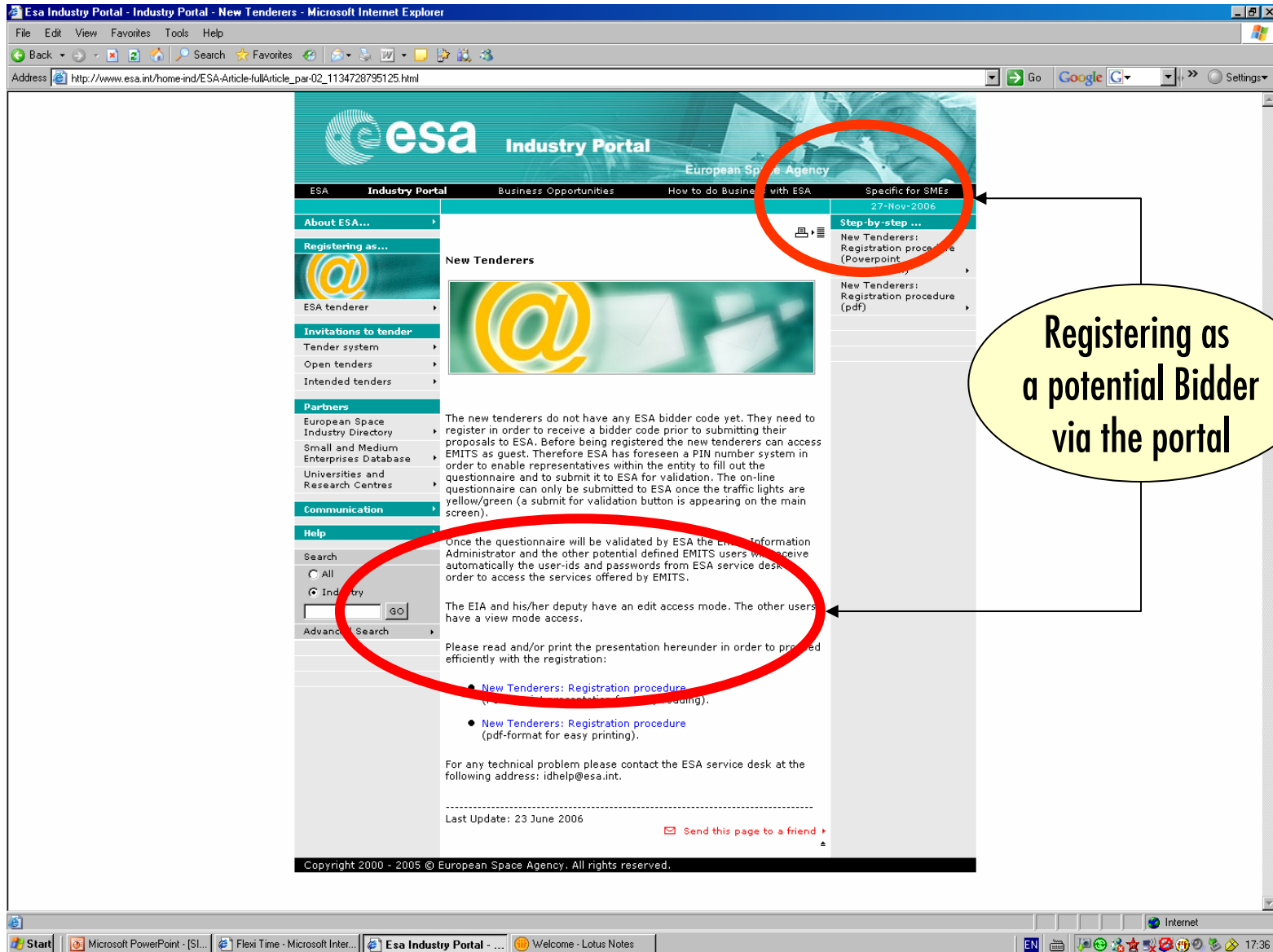
25 September 2006 **Colloquium on space, defence and European security in Kourou**

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 - [S... ESA Portal - Microsoft Int... Esa Industry Portal - I... EN 17:25



ESA Industry Portal

Business Opportunities How to do Business with ESA Specific for SMEs

27-Nov-2006

Step-by-step ...

New Tenderers: Registration procedure (Powerpoint)

New Tenderers: Registration procedure (pdf)

Registering as a potential Bidder via the portal

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:

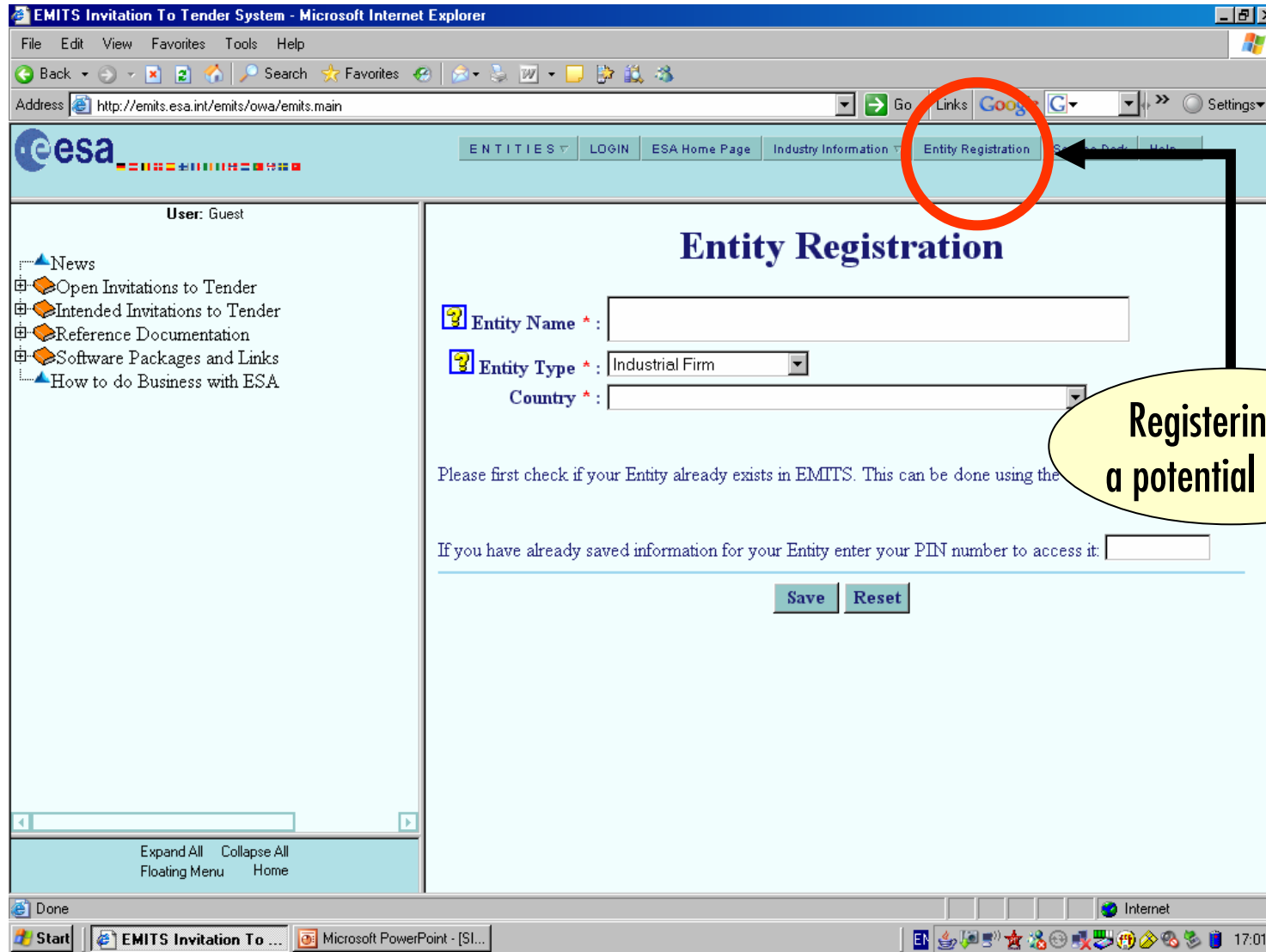
- [New Tenderers: Registration procedure \(Powerpoint presentation for downloading\)](#).
- [New Tenderers: Registration procedure \(pdf-format for easy printing\)](#).

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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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

Settings

esa

ENTITIES LOGIN ESA Home Page Industry Information **Entity Registration** 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:

Save Reset

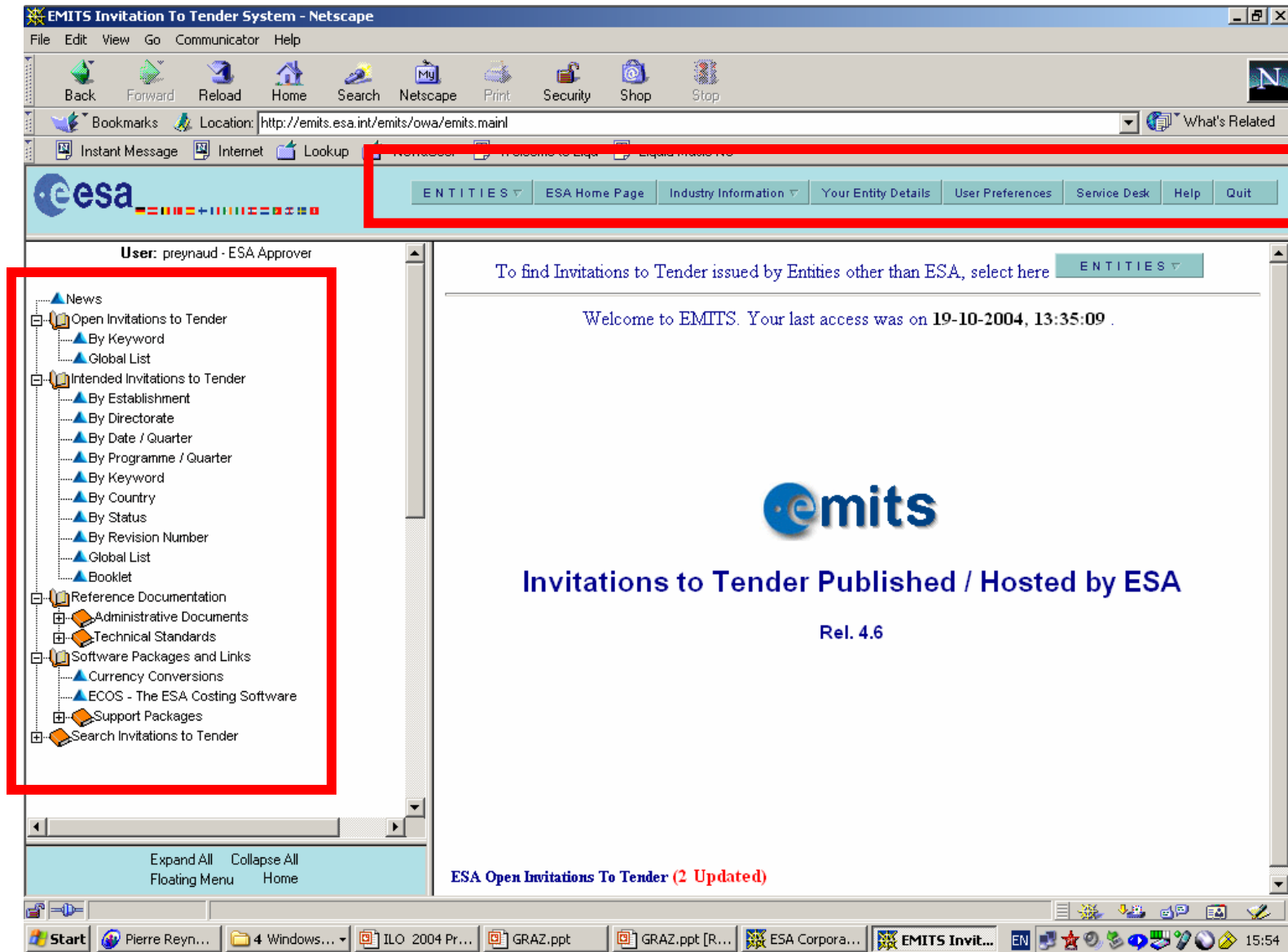
Expand All Collapse All
Floating Menu Home

Done

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

Internet 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 .



Invitations to Tender Published / Hosted by ESA

Rel. 4.6

ESA Open Invitations To Tender (2 Updated)

Expand All Collapse All
Floating Menu Home

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

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

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 Act							1				
Aurora Core Program							1	7	7	7	
Bepi Colombo Dev							1				
Common IT Infra							2				
Continuity of Mis								1	1		
Corporate - Commu					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

Address: <http://emits.esa.int/emits/owa/emits.mainl>

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

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

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

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 (Visibility: Public) (EMITS user: 21638)	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 EST ATE MARLOW BOTTOM, BUCKS	http://www.t...
Either	ALTA S.P.A. (Visibility: Public) (EMITS user: alta03)	SME	No	Luigi Biagiotti Tel:+39 050 985072 Fax:+39 050 974094 l.biagiotti@alta-space.com	via A. della Gherardesca 5 Ospedaletto (Pisa)	http://www.a...
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...
	... SEIBERSDORF (Visibility: Public) (EMITS user: ...)	LARGE	No	ERNST SEMERAD Tel:+43 50550 3322 Fax:+43 50550 3366 ernst.semerad@arcs.ac.at	SEIBERSDORF	
	... LOGIES (Visibility: Public) (EMITS user: ...)	SME	Yes	Ricardo Patrmcio Tel:+351 936740857 Fax:n/a ricardo.patricio@activespacetech.com	URB. D. JOAO, LOTE 3 - 9ESQ AT COIMBRA	http://www.activ...

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
- Reference Documentation
- Software Packages and Links
- How to do Business with ESA

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

[Main Menu | Open Tenders | Intended ITT | Admin | Upload | AO Search | ITT Search | Preferences | Comments | Help | Quit]

EMITS YELLOW PAGES

Bidder Code: All

Country: All

Entity Name: ASTRIUM GMBH

Type of Entity: All

Reset Submit

Expand All Collapse All
Floating Menu Home

Start | EMITS Invitation To ... | PRESENTATIONS | Microsoft PowerPoint - [SI... | Internet | 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:

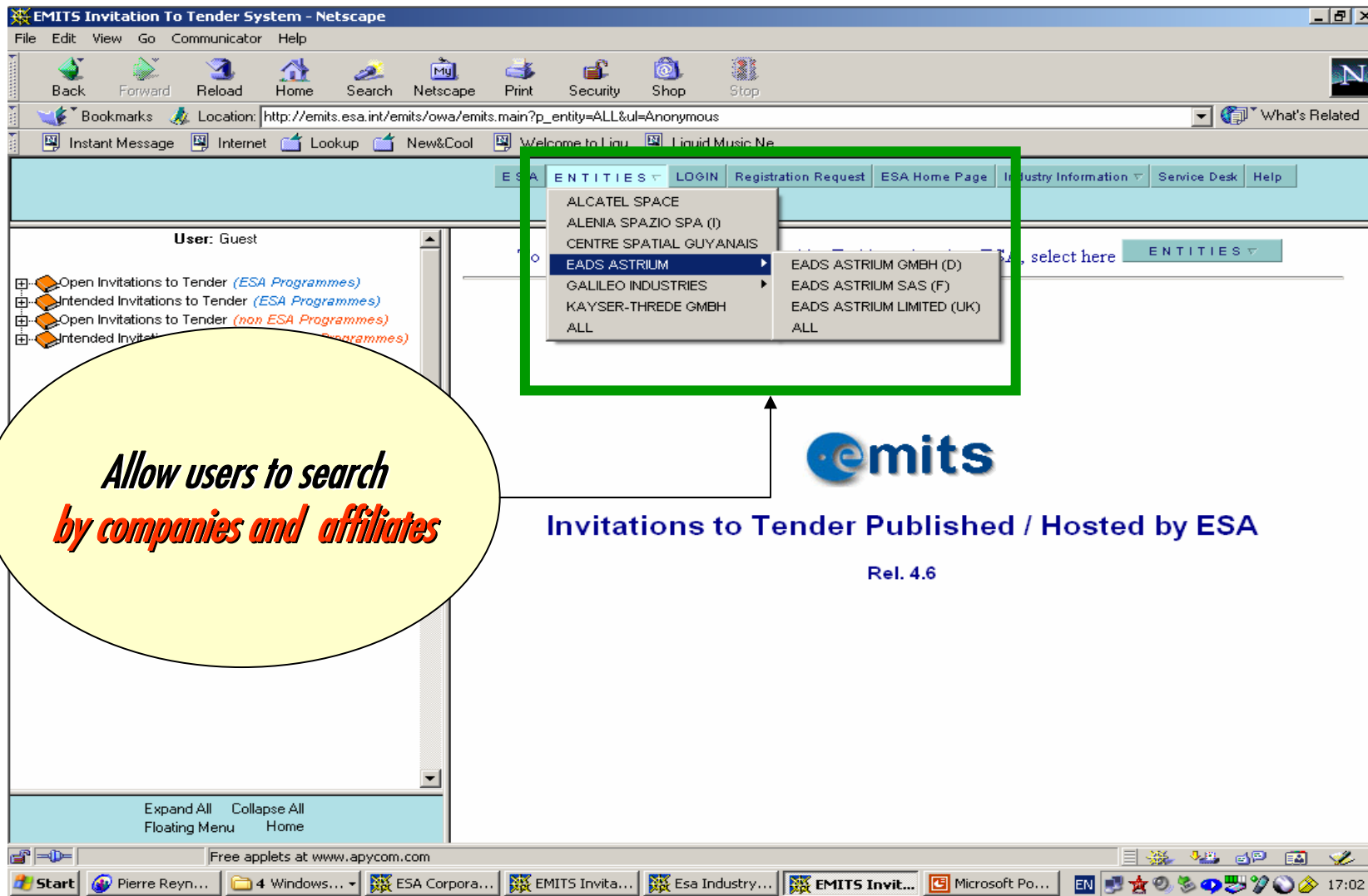
Reset Submit

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.



User: Guest

- Open Invitations to Tender (ESA Programmes)
- Intended Invitations to Tender (ESA Programmes)
- Open Invitations to Tender (non ESA Programmes)
- Intended Invitations to Tender (non ESA Programmes)

Expand All Collapse All
Floating Menu Home

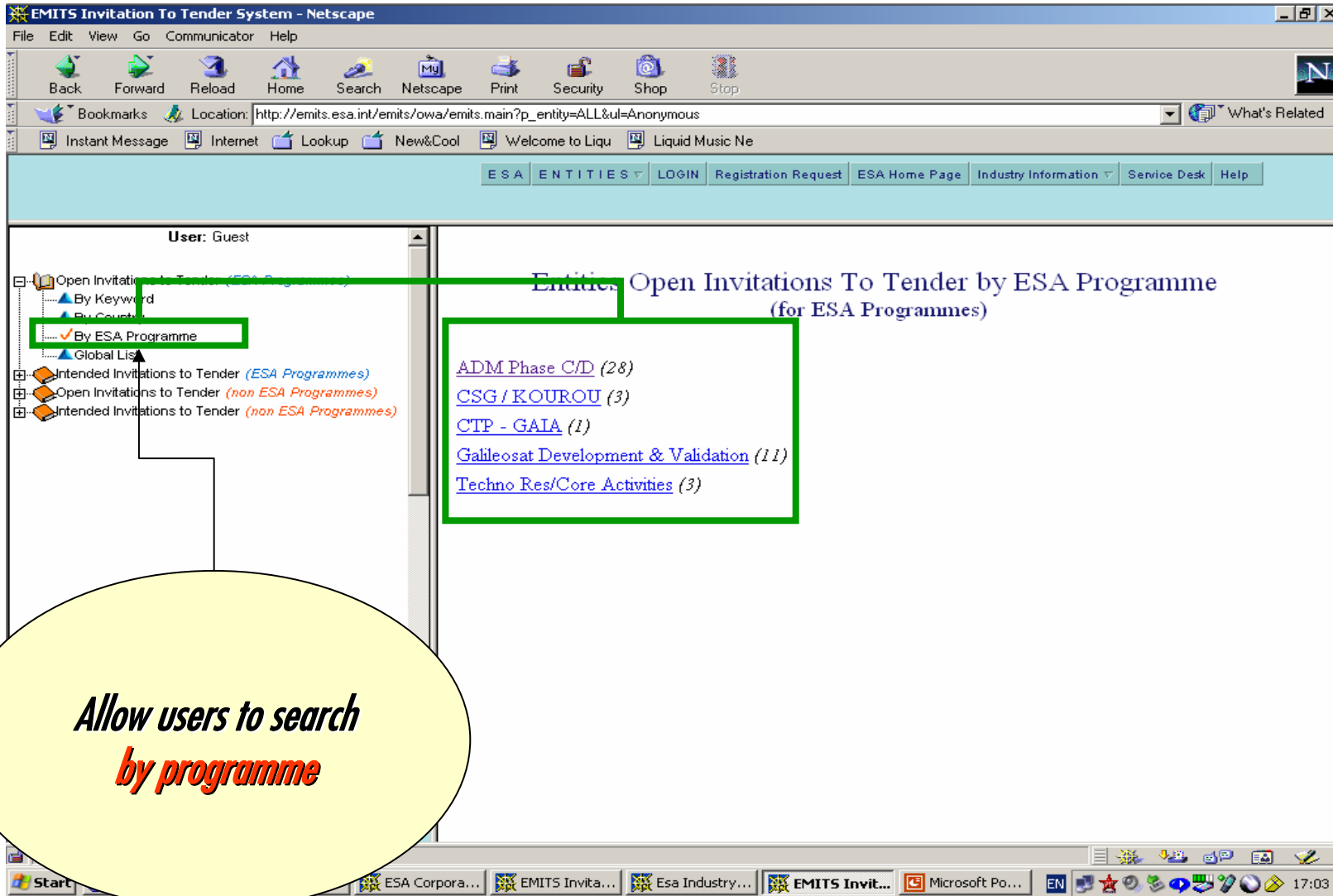
Free applets at www.apycom.com

Start Pierre Reyn... 4 Windows... ESA Corpora... EMITS Inva... Esa Industry... EMITS Invit... Microsoft Po... 17:02

*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 Liqu Liquid Music Ne

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

User: Guest

- Open Invitations to Tender (ESA Programmes)
 - By Keyword
 - By Count
 - 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)

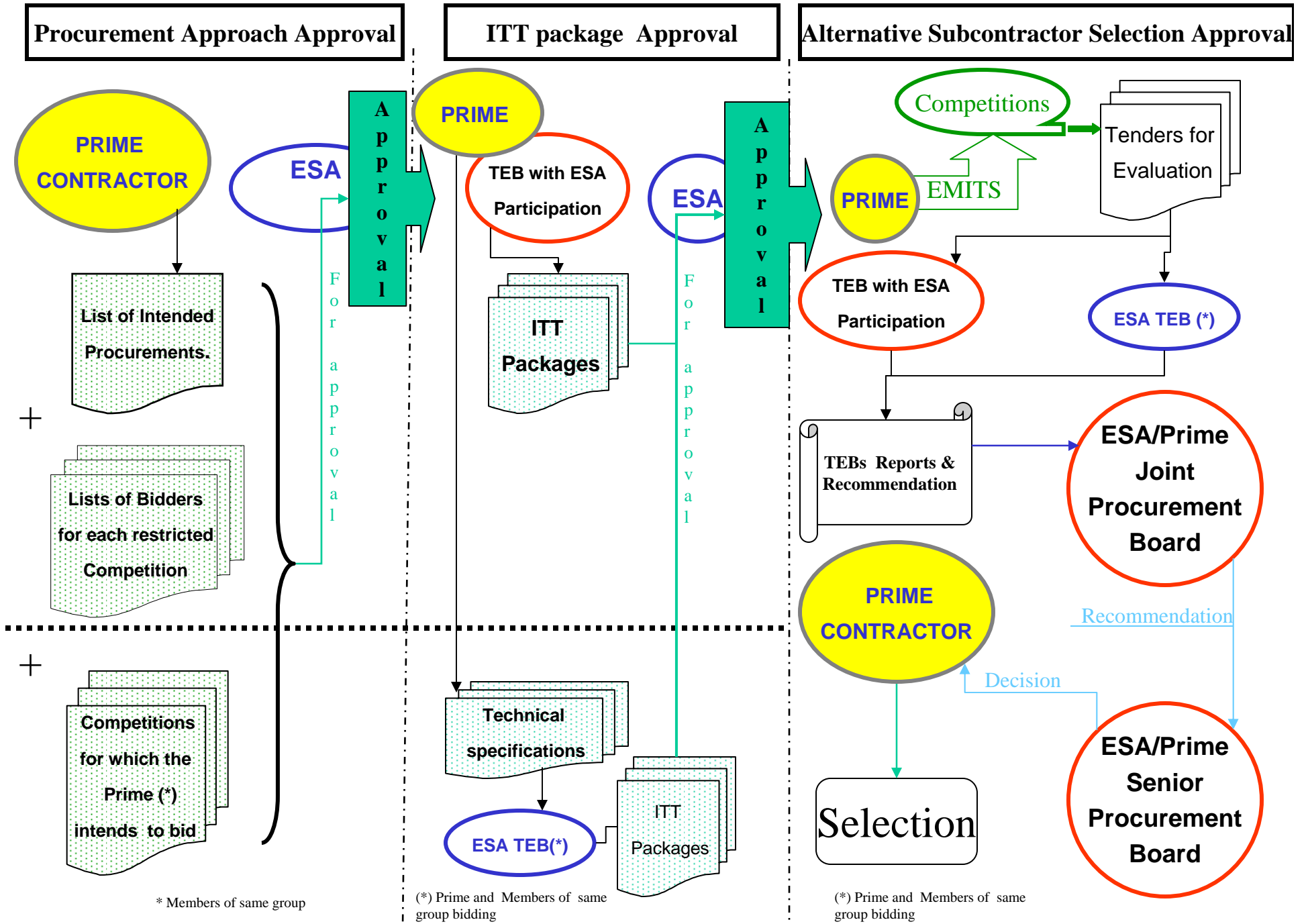
Entities: Open Invitations To Tender by ESA Programme (for ESA Programmes)

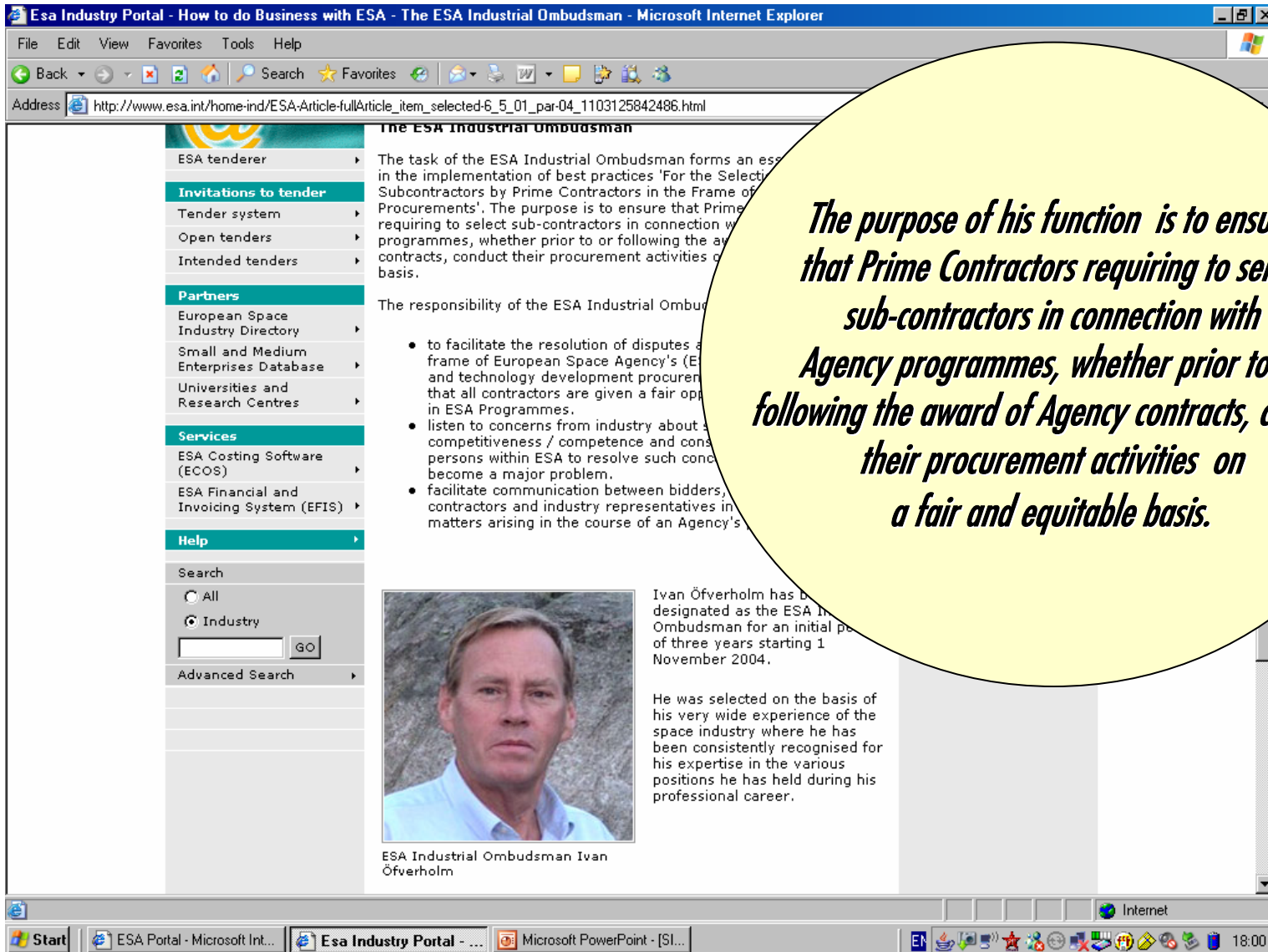
- [ADM Phase C/D \(28\)](#)
- [CSG / KOUROU \(3\)](#)
- [CTP - GAIA \(1\)](#)
- [Galileosat Development & Validation \(11\)](#)
- [Techno Res/Core Activities \(3\)](#)

Allow users to search by programme

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

SUBCONTRACTORS PROCUREMENT PROCESS (2) Alternative ANNEX A





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 Programmes'. 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) development procurement contracts that all contractors are given a fair opportunity to be selected in ESA Programmes.
- listen to concerns from industry about competitiveness / competence and conduct of persons within ESA to resolve such concerns before they become a major problem.
- facilitate communication between bidders, 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.