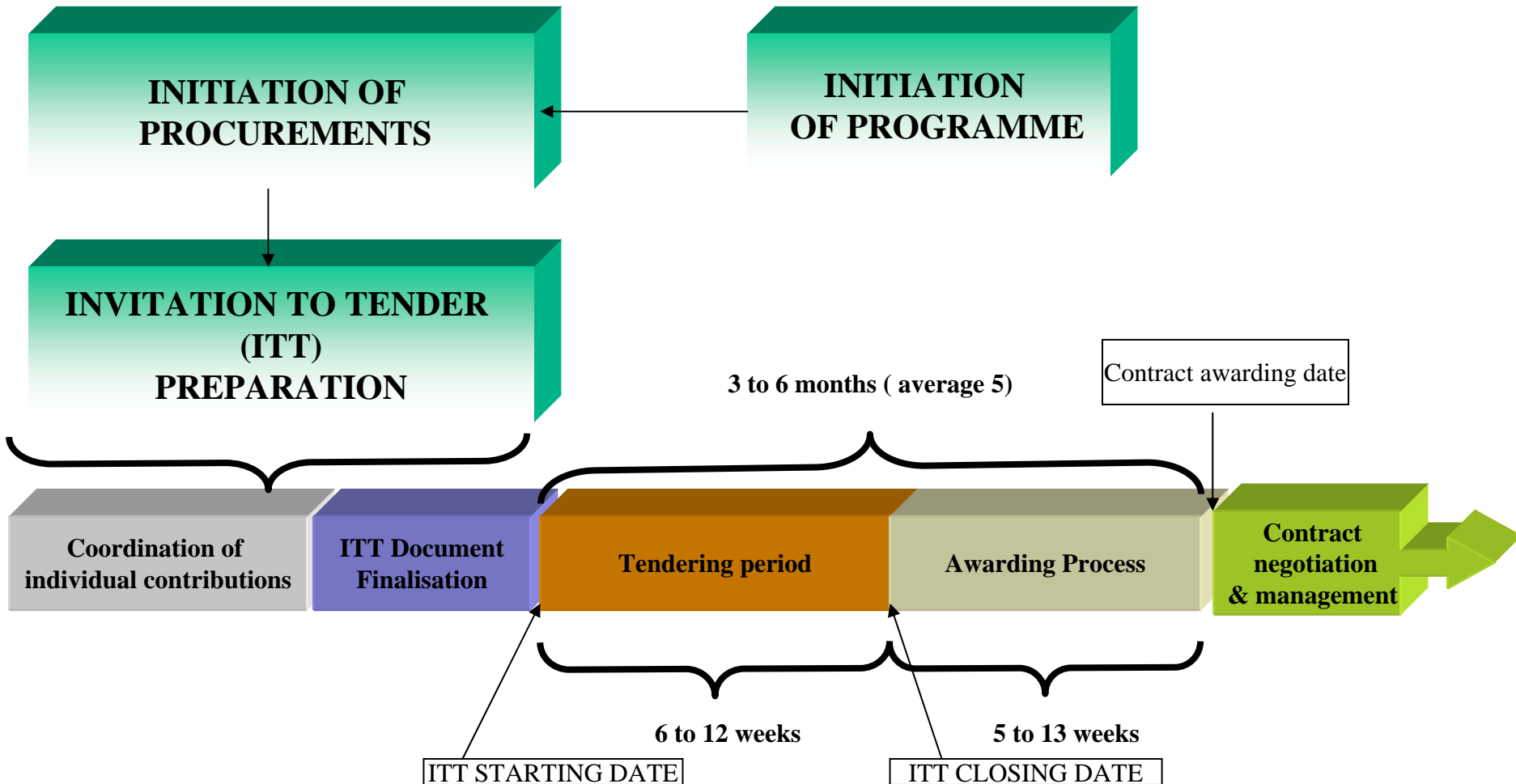
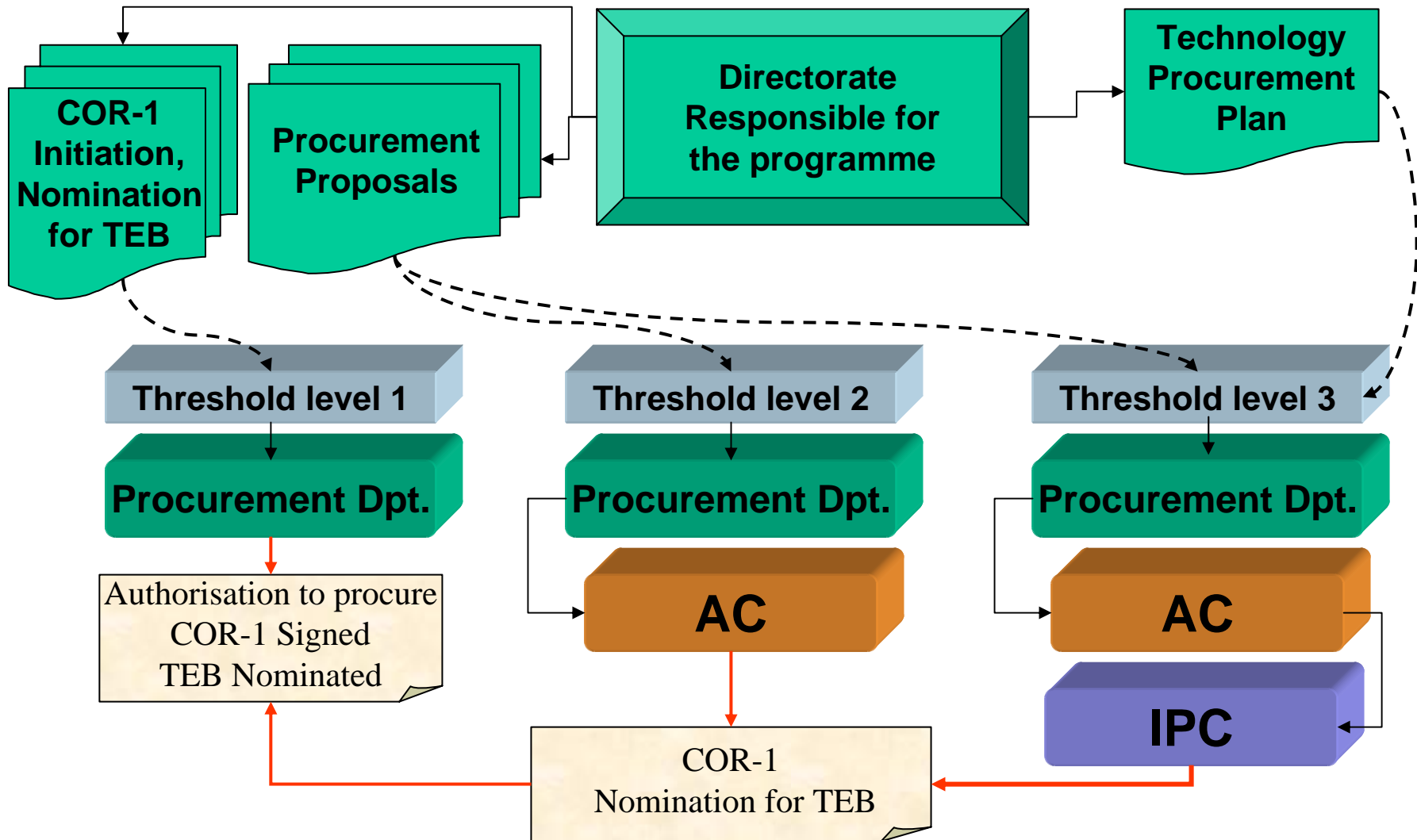


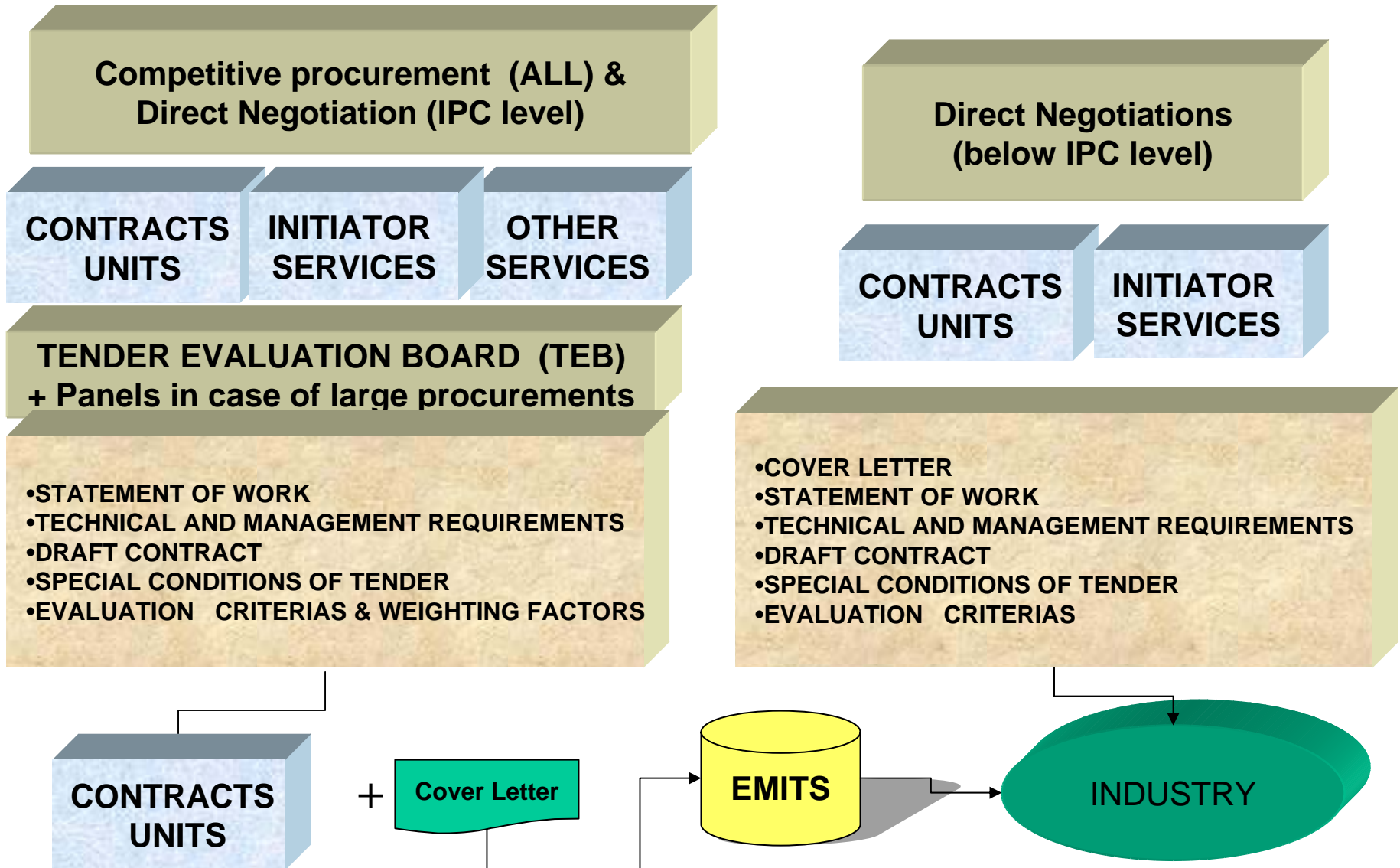
- **497 Invitations To Tender** were sent to Industry ( not including delegated procurement or Purchase Orders)
  - 238 in Open Competition
  - 8 in restricted competition
  - 251 in Direct negotiations
  
- ESA also placed
  - 778 Contracts
  - 124 Riders
  - 353 Work Orders
  - 2327 Contract Change Notices

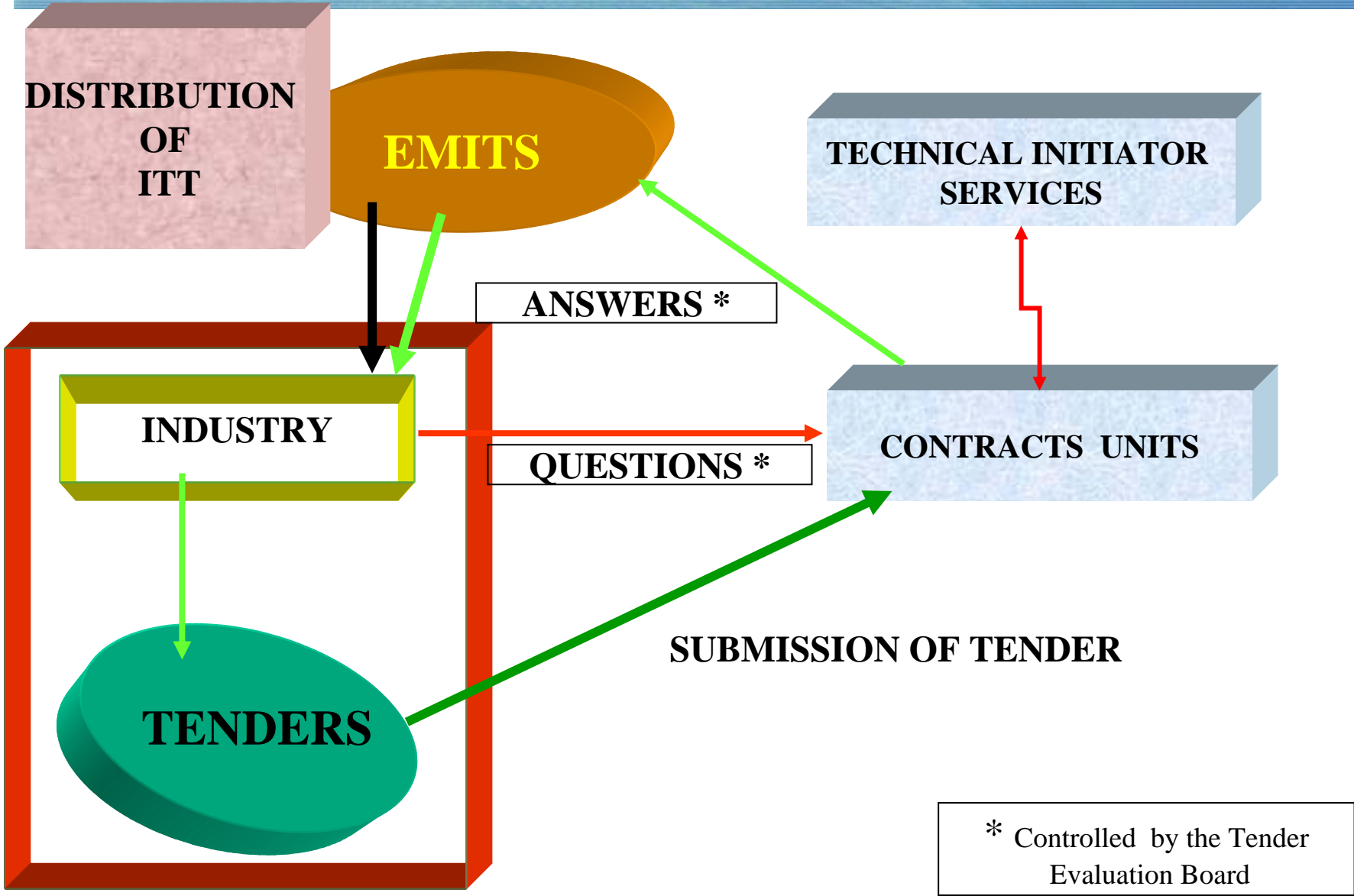
with total released funding of 3048M€



	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

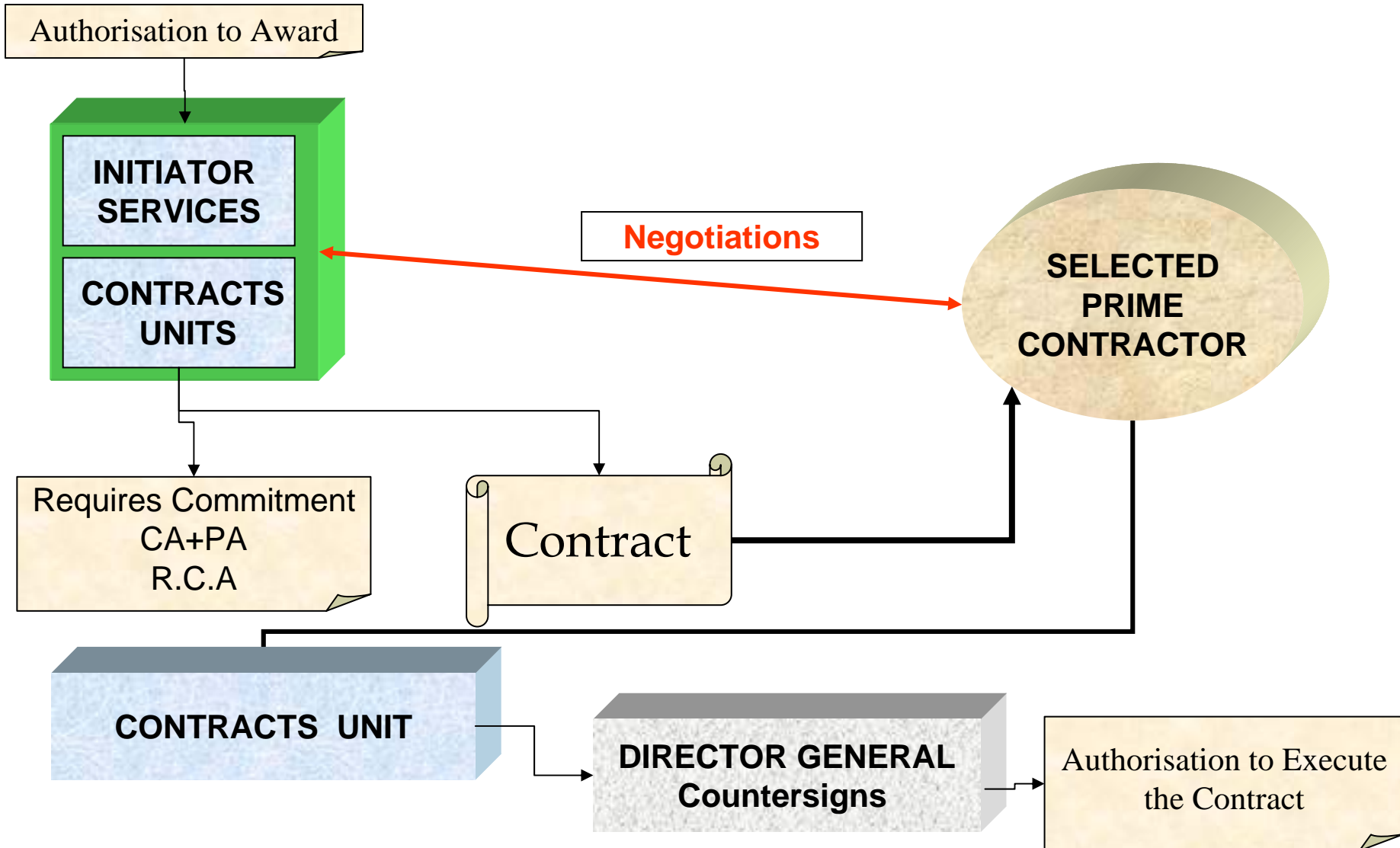
**TENDER EVALUATION BOARD**

**CHECKS THE:**

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

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

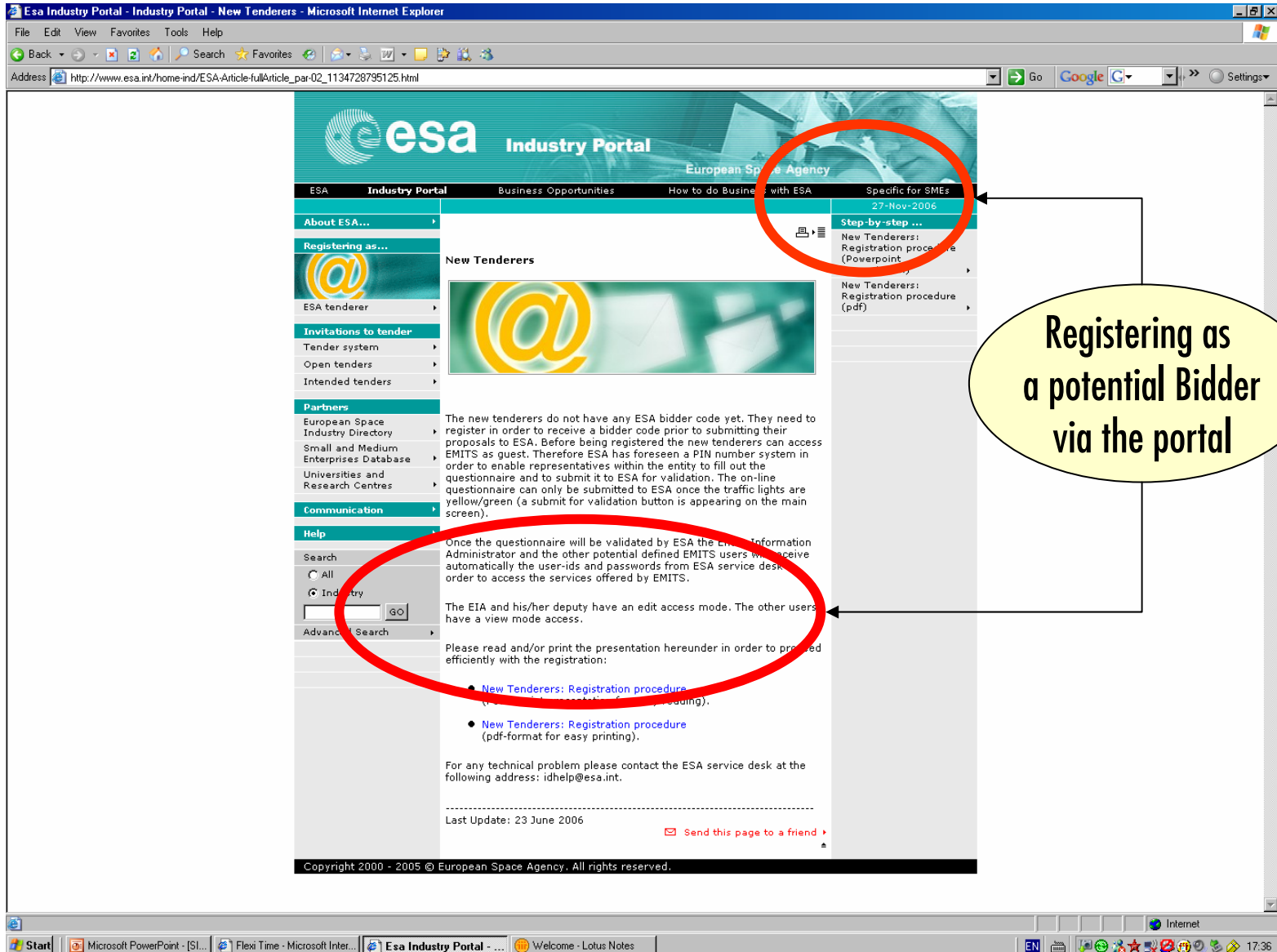
Tender Evaluation Report & Recommendation



- **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.**

Finding EMITS

The screenshot shows the ESA Industry Portal website. The browser address bar displays <http://www.esa.int/home-ind/index.html>. The website header includes the ESA logo and the text 'Industry Portal' and 'European Space Agency'. A navigation bar contains links for 'ESA', 'Industry Portal', 'Business Opportunities', 'How to do Business with ESA', and 'Specific for SMEs'. The left sidebar features a menu with the following items: 'About ESA...', 'Registering as...', 'ESA tenderer', 'Invitations to tender' (highlighted with a red circle), 'Partners', 'Communication', and 'Help'. The 'Invitations to tender' menu is expanded, showing sub-links: 'Tender system', 'Open tenders', and 'Intended tenders'. The main content area displays several news items, each with a date, a title, a small image, and a brief description. The first item is dated '7 November 2006' and titled 'Call for Opportunity for Operations, Maintenance and Exploitation of the ESA Redu Ground Station'. The second item is dated '31 October 2006' and titled 'Astrolab Industry Day to showcase European research technology on ISS'. The third item is dated '26 October 2006' and titled 'Second CE Space Workshop 2006'. Below these are 'More News' items with dates ranging from 5 October to 7 September 2006. The right sidebar contains a 'News flash' section with dates from 7 November 06 to 4 September 06, an 'Industry Space Days' section for 'ISD 2006', and an 'Industry Training' section. The browser's taskbar at the bottom shows several open applications, including 'Microsoft PowerPoint - [S...]', 'ESA Portal - Microsoft Int...', and 'Esa Industry Portal - I...'. The system clock in the bottom right corner shows '17:25'.



Esa Industry Portal - Industry Portal - New Tenderers - Microsoft Internet Explorer

Address: [http://www.esa.int/home-ind/ESA:Article-fullArticle\\_par-02\\_1134728795125.html](http://www.esa.int/home-ind/ESA:Article-fullArticle_par-02_1134728795125.html)

## 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 (powerpoint presentation for downloading).
- New Tenderers: Registration procedure (pdf-format for easy printing).

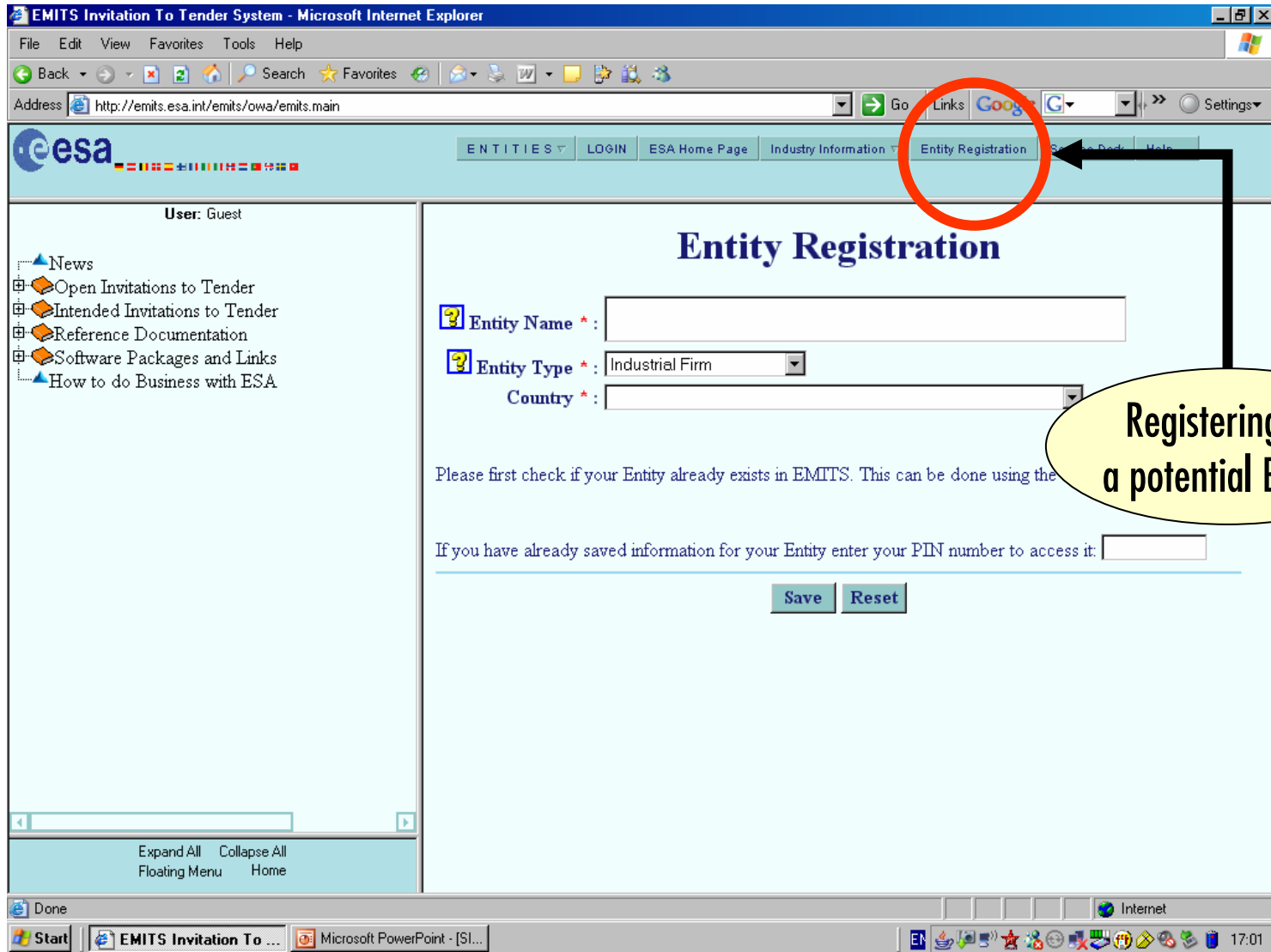
For any technical problem please contact the ESA service desk at the following address: [idhelp@esa.int](mailto:idhelp@esa.int).

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 Desk Help

User: Guest

## Entity Registration

Entity Name \* :

Entity Type \* : Industrial Firm

Country \* :

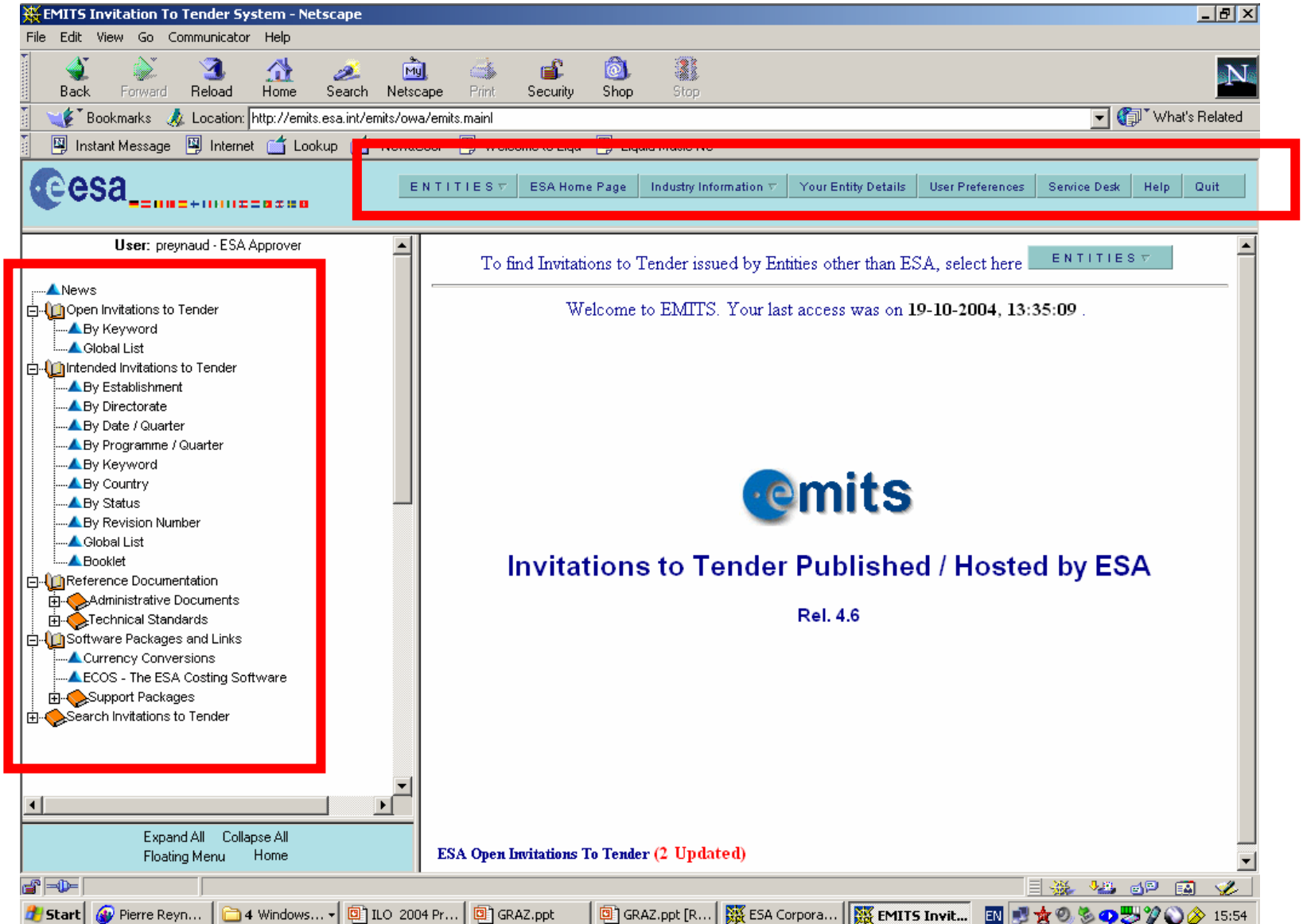
Please first check if your Entity already exists in EMITS. This can be done using the ...

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...], Internet, 17:01

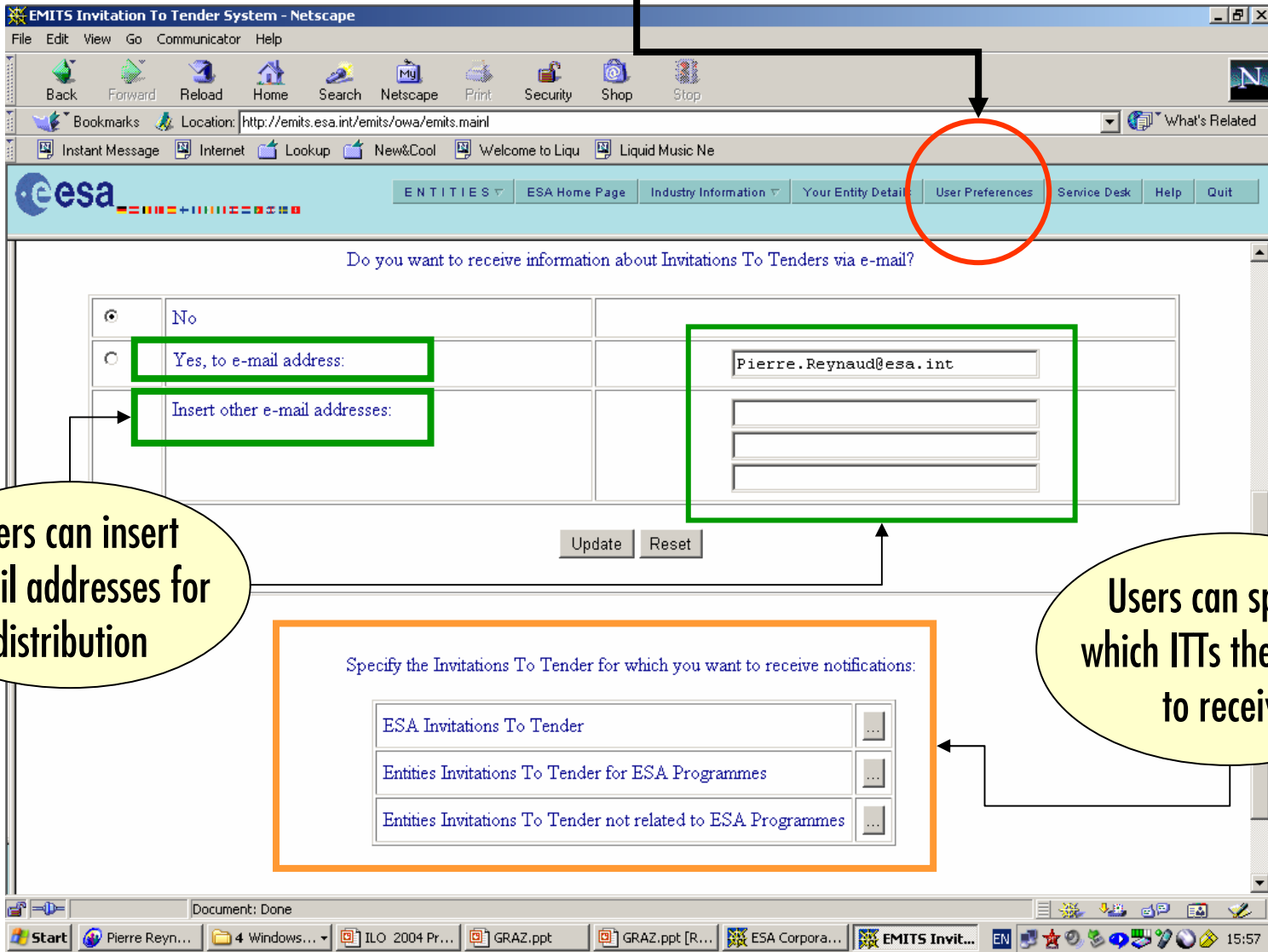
Registering as a potential Bidder



The screenshot shows a Netscape browser window titled "EMITS Invitation To Tender System - Netscape". The address bar shows the URL "http://emits.esa.int/emits/owa/emits.main". The browser's navigation toolbar includes buttons for Back, Forward, Reload, Home, Search, Netscape, Print, Security, Shop, and Stop. Below the toolbar is a navigation menu with the following items: ENTITIES (dropdown), ESA Home Page, Industry Information (dropdown), Your Entity Details, User Preferences, Service Desk, Help, and Quit. A red box highlights this navigation menu.

The main content area of the browser displays the following information:

- User: preynaud - ESA Approver
- A navigation tree on the left side, also highlighted with a red box, containing:
  - 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
- Main content area:
  - Text: "To find Invitations to Tender issued by Entities other than ESA, select here" followed by an ENTITIES dropdown menu.
  - Text: "Welcome to EMITS. Your last access was on 19-10-2004, 13:35:09 ."
  - EMITS logo
  - Section header: "Invitations to Tender Published / Hosted by ESA"
  - Text: "Rel. 4.6"
  - Text at the bottom: "ESA Open Invitations To Tender (2 Updated)"



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

Expand All Collapse All  
Floating Menu Home

### 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

EMITS Invitation To Tender System - Microsoft Internet Explorer

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

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

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

Users can check the current expression of interest of other companies

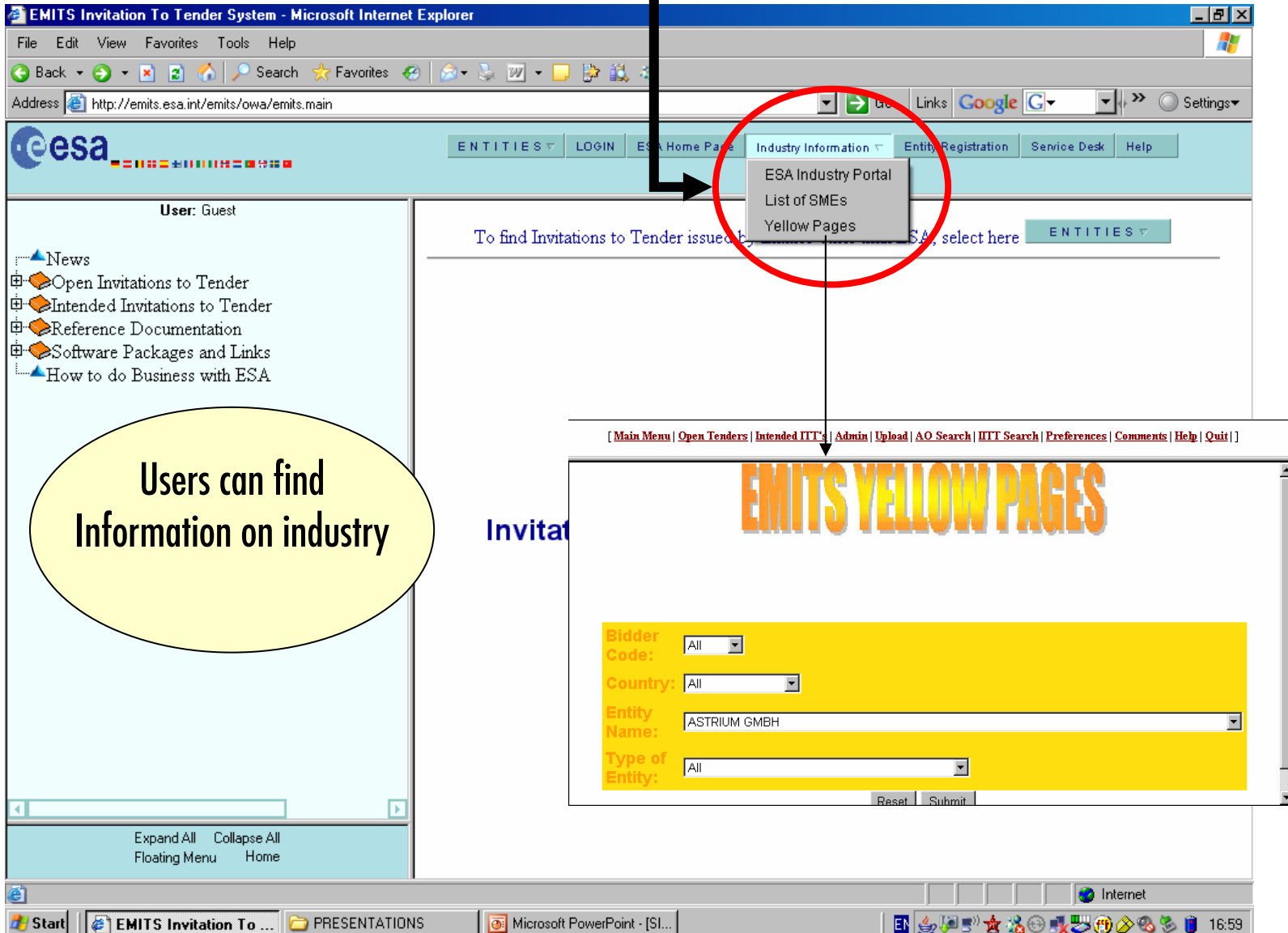
*Users who actually expressed interest can show which role they want to bid as*

*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 <a href="mailto:keith_howell@ts-space.co.uk">keith_howell@ts-space.co.uk</a>	UNIT V ROSE BUSINESS ESTATE MARLOW BOTTOM, BUCKS	<a href="http://www.ts-space.co.uk">http://www.ts-space.co.uk</a>
Either	ALTA S.P.A. (Visibility: Public) (EMITS user: alta03)	SME	No	via A. Biagiotti Tel:+39 050 985072 Fax:+39 050 974094 <a href="mailto:lbiagiotti@alta-space.com">lbiagiotti@alta-space.com</a>	via A. della Gherardesca 5 Ospedaletto (Pisa)	<a href="http://www.alta-space.com">http://www.alta-space.com</a>
Either	STIRLING CRYOGENICS REFRIGERAT (Visibility: Public) (EMITS user: stirling01)	SME	Yes	ARMAND KLAASSEN Tel:+31 40-2677325 Fax:+31 40-2677301 <a href="mailto:klaassen@stirling.nl">klaassen@stirling.nl</a>	SCIENCE PARK EINDHOVEN 5003 EB SON	<a href="http://www.stirling.nl">http://www.stirling.nl</a>
Either	STRE SEIBERSDORF (Visibility: Public) (EMITS user: seibersdorf01)	LARGE	No	ERNST SEMERAD Tel:+43 50550 3322 Fax:+43 50550 3366 <a href="mailto:ernst.semerad@arcs.ac.at">ernst.semerad@arcs.ac.at</a>	SEIBERSDORF	
Either	ACTIVESPACE TECHNOLOGIES (Visibility: Public) (EMITS user: activespacetech02)	SME	Yes	Ricardo Patrcio Tel:+351 936740857 Fax:n/a <a href="mailto:ricardo.patrcio@activespacetech.com">ricardo.patrcio@activespacetech.com</a>	URB. D. JOAO, LOTE 3 - 9ESQ AT COIMBRA	<a href="http://www.activespacetech.com">http://www.activespacetech.com</a>

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



EMITS Invitation To Tender System - Microsoft Internet Explorer

File Edit View Favorites Tools Help

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

esa

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 [Country], select here

[ Main Menu | Open Tenders | Intended ITTs | Admin | Upload | AO Search | IIT 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:**

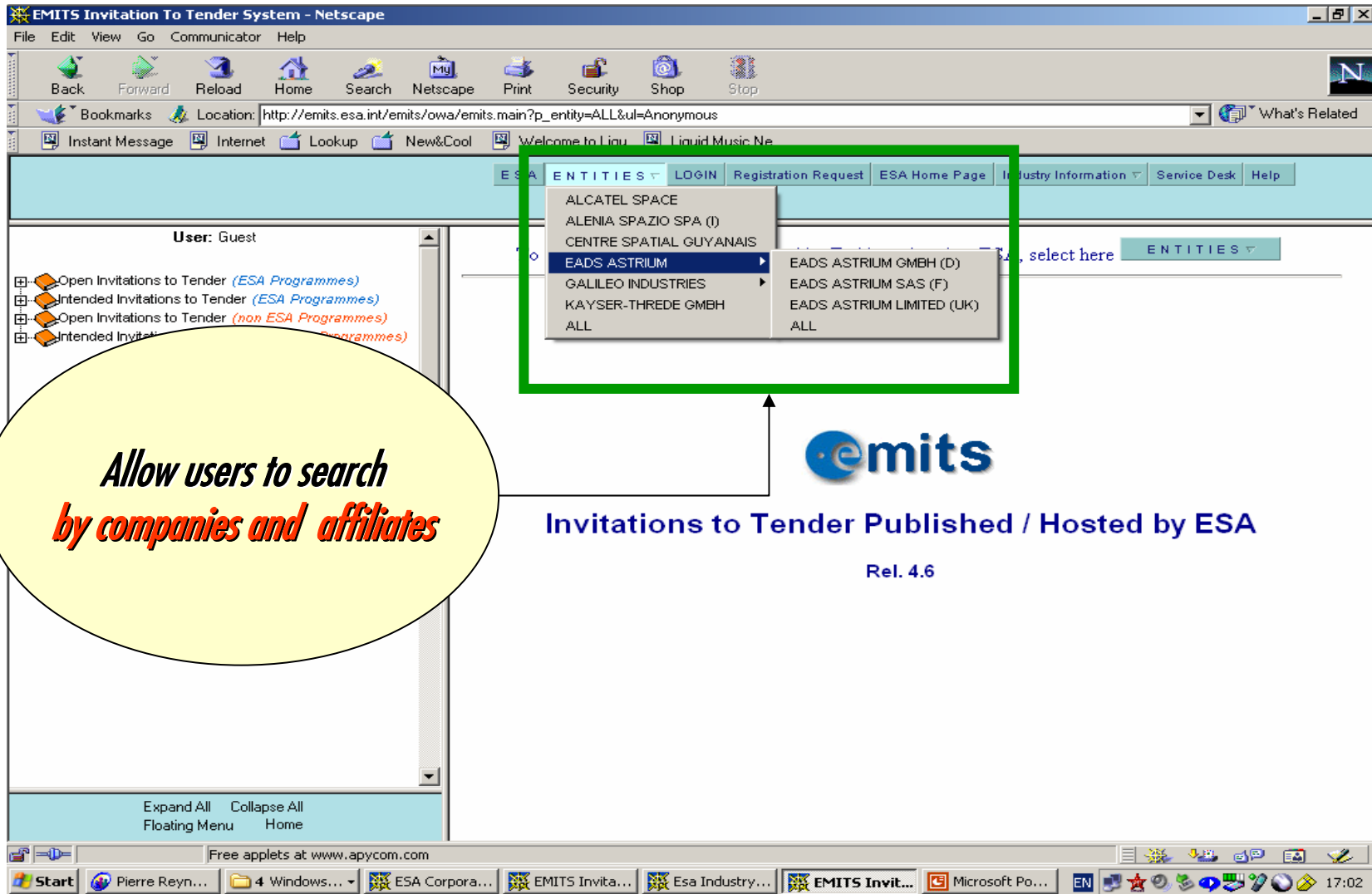
Reset Submit

*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: <b>9034</b> 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.



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 Ligu Liquid Music Ne

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

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)

select here ENTITIES

- ALCATEL SPACE
- ALENIA SPAZIO SPA (I)
- CENTRE SPATIAL GUYANAIS
- EADS ASTRUM**
  - EADS ASTRUM GMBH (D)
  - EADS ASTRUM SAS (F)
  - EADS ASTRUM LIMITED (UK)
  - ALL
- GALILEO INDUSTRIES
- KAYSER-THREDE GMBH
- ALL

**emits**

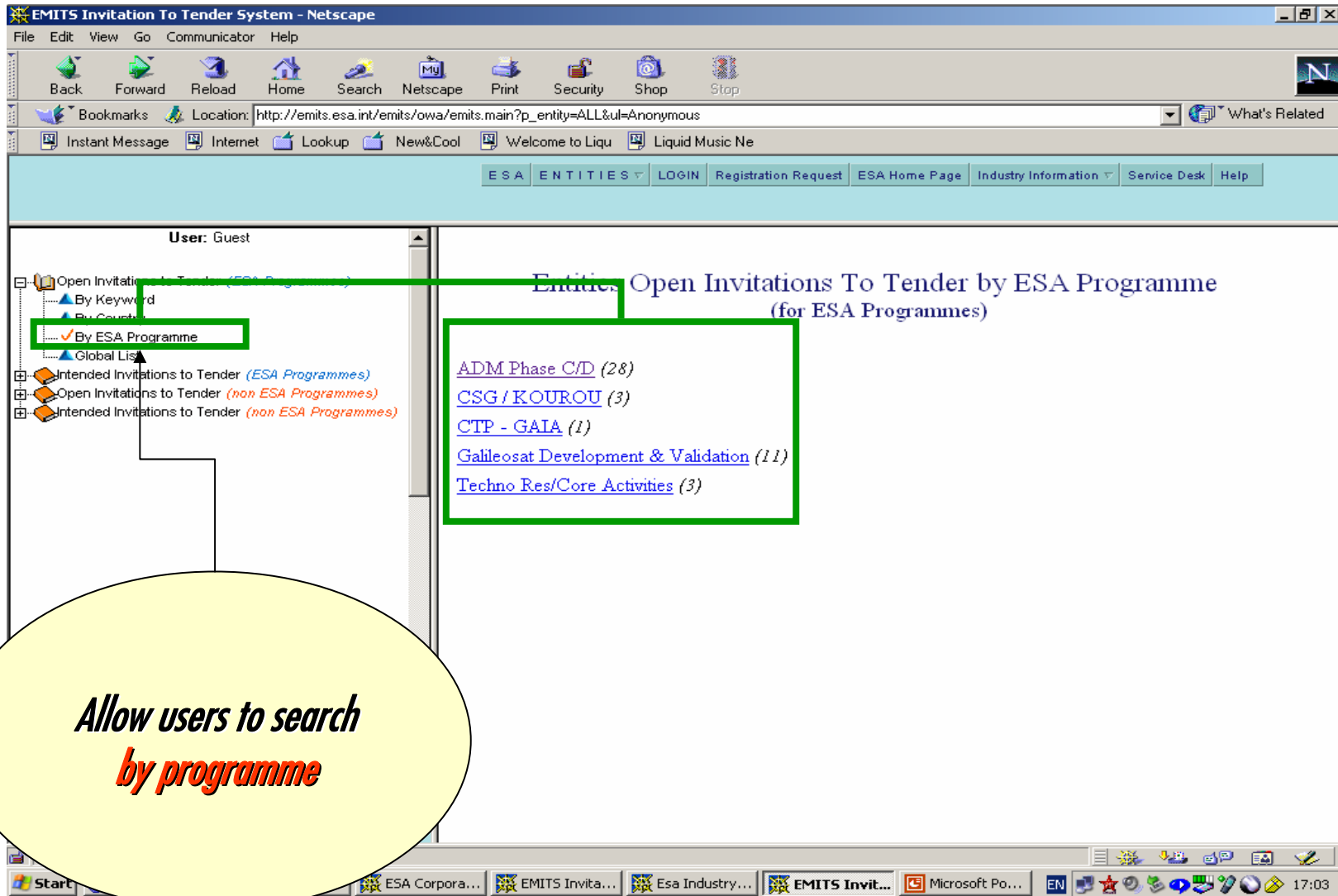
Invitations to Tender Published / Hosted by ESA

Rel. 4.6

Free applets at www.apycom.com

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

*Allow users to search  
by companies and affiliates*



User: Guest

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 \(3\)](#)

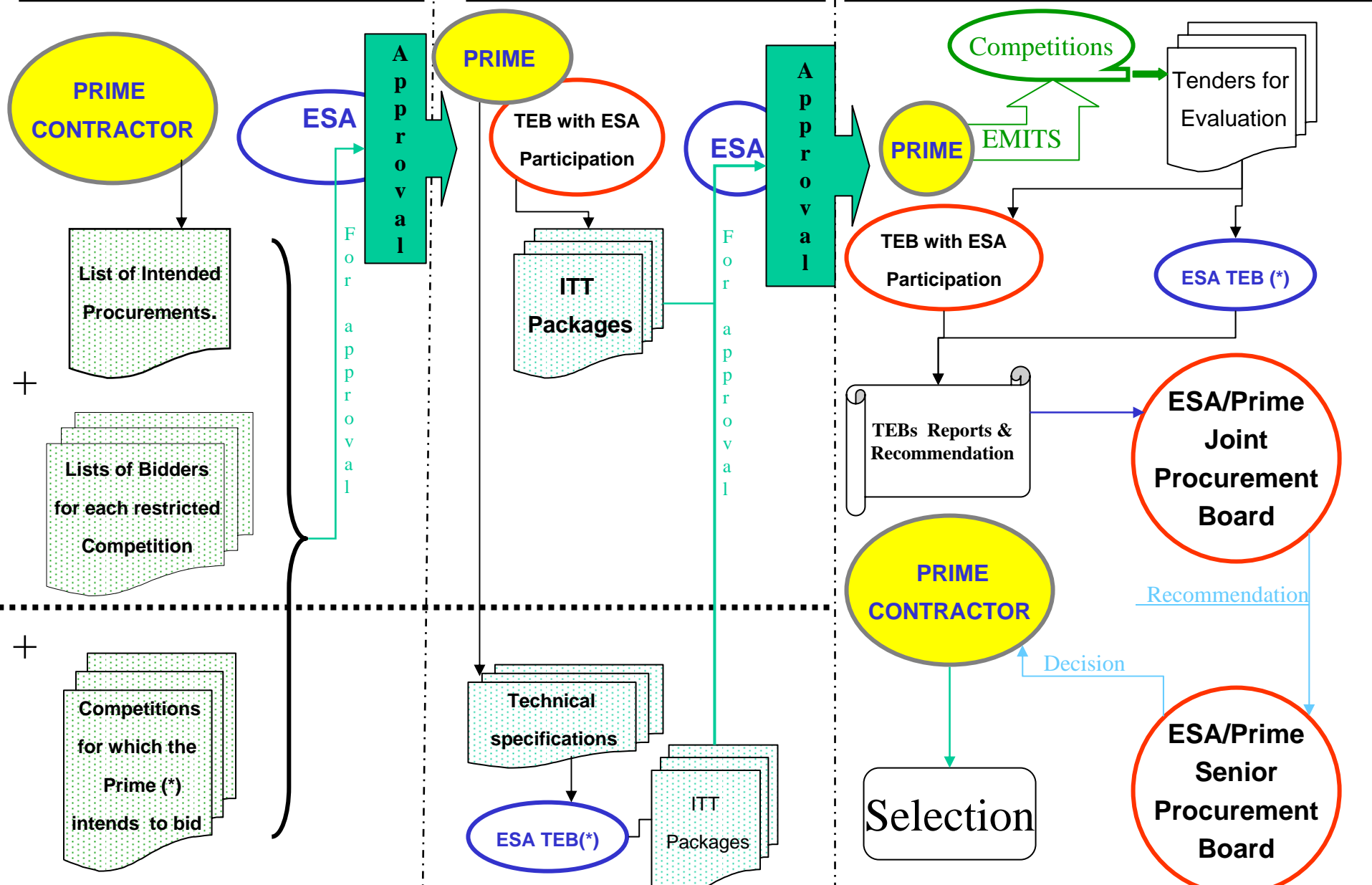
*Allow users to search  
by programme*

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 and to ensure that all contractors are given a fair opportunity to bid in ESA Programmes.
- listen to concerns from industry about competitiveness / competence and concerns 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.*

THANK YOU

AND



MERRY CHRISTMAS