

First Fixed Call For Proposals Under Plan For European Cooperating States (PECS) In Malta

ESA CFP/5-50032/23/NL/M

11th September 2023

09:00 Introduction (Malta delegation)

09:30 **Introduction – (ESA)**

Quick overview of ESA

Accession overview and what is PECS and what is the purpose of PECS

10:00 The Basics of ESA Procurement (ESA)

11:15 Objectives of the PECS Call (ESA)

14:00 How to prepare a successful proposal (technical part)

16:00 How to prepare a successful proposal (management, cost and contractual part)

17:30 End of day

DISCLAIMER

This presentation is just to help understand, in a simplified manner, how ESA functions and give an overview of PECS – it is not comprehensive.

ESA Introduction

ESA overview

PECS overview



“To provide for and promote, for exclusively peaceful purposes, cooperation among European states in **space research** and **technology** and their **space applications**.”

Article 2 of ESA Convention



- To **pool** human, technical and financial resources for developing **large space missions**;
- To ensure an industrial policy to develop a **competitive and sustainable** European space industry
- To coordinate national, international and European space programmes

i.e. international cooperation and a competitive environment for products, services and expertise are at the very heart of ESA.

- The **Convention** is ESA's 'law book' – it governs ESA
- ESA is an R&D Agency whose key purpose is to **develop space missions**, provide **common** infrastructure and ensure a **competitive** European space industry
- ESA activities are of 2 kinds:
 - Mandatory (each Member State is obliged to contribute pro rata its GNP) and
 - Optional (each Member State chooses to contribute or not, and the level of its financial contribution).
- The mandatory activities include mostly ESA's Scientific Programme, common infrastructure and basic Technology activities.
- All other programmes (e.g. Launchers, Earth observation, Telecommunications, Exploration, Navigation, etc.) are optional.

- The development of ESA programmes is managed by the ESA Executive and implemented by **industrial** teams.
- Industrial Teams are led by a Prime Contractor (Prime) and composed of Sub-Contractors – getting into these supply chains is **key**
- Each Member State's industry participates in an equitable manner with regard to the financial contribution of the Member State (Geo-return), but this must be won in open competition.
- Science payloads are generally financed by National Funding (not ESA funding) and scientists carry out the research using the data from the spacecraft.
- Missions shall show a preference to the use of European industry and Launchers (Article VIII of ESA Convention)

- **Eumetstat:** Long term cooperation for developing meteorological satellites
- **EU:** For developing Galileo and the Sentinel satellites in the Copernicus programme
- **Telecoms suppliers and operators:** For developing new telecoms platforms and technology
- **National Programmes:** ESA also implements national programmes for those countries unable to do it themselves (e.g. through Third Party agreements such as the RPA scheme)
- **National Agencies (e.g. CNES, ASI, DLR, NASA, JAXA...):** Partners on many missions (e.g. Alphasat, ISS participation...) and providers of scientific payloads
- **Industry:** For implementing our programmes and for sharing risks and investments on several programmes (ARTES, Ariane 6, etc.)

ESA Member States (as of November 2022)

22 Member States:

AT, BE, CH, CZ, DE, DK, EE, ES, FI, FR, IT, GR, HU, IE, LU, NL, NO, PT, PL, RO, SE, UK.

4 Associate Members:

Slovenia, Latvia, Lithuania and Slovakia

3 with a PECS:

Bulgaria, Cyprus, Croatia (and soon Malta)

Canada has a special status and takes part in some programmes under a long-standing Cooperation Agreement.



WHERE SPACE TAKES PLACE

EUROPE'S SPACEPORT

Guaranteeing
European access
to space.

ESEC

Innovating in space
security and education.

HQ

Guiding Europe's
activities in space.

ECSAT

Applying space
to daily life.

ESAC

ESA's window
on the Universe.

ESTEC

ESA's technical and
research heart.

EAC

Europe's hub of
astronaut activity.

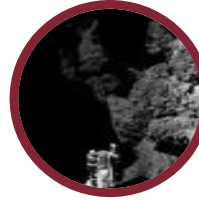
ESOC

Where space missions
come alive.

ESRIN

Keeping watch over
our planet.

ESA is one of the few space agencies in the world to combine responsibility in nearly all areas of space activity.



space science



human spaceflight



exploration



earth observation



launchers



navigation



operations



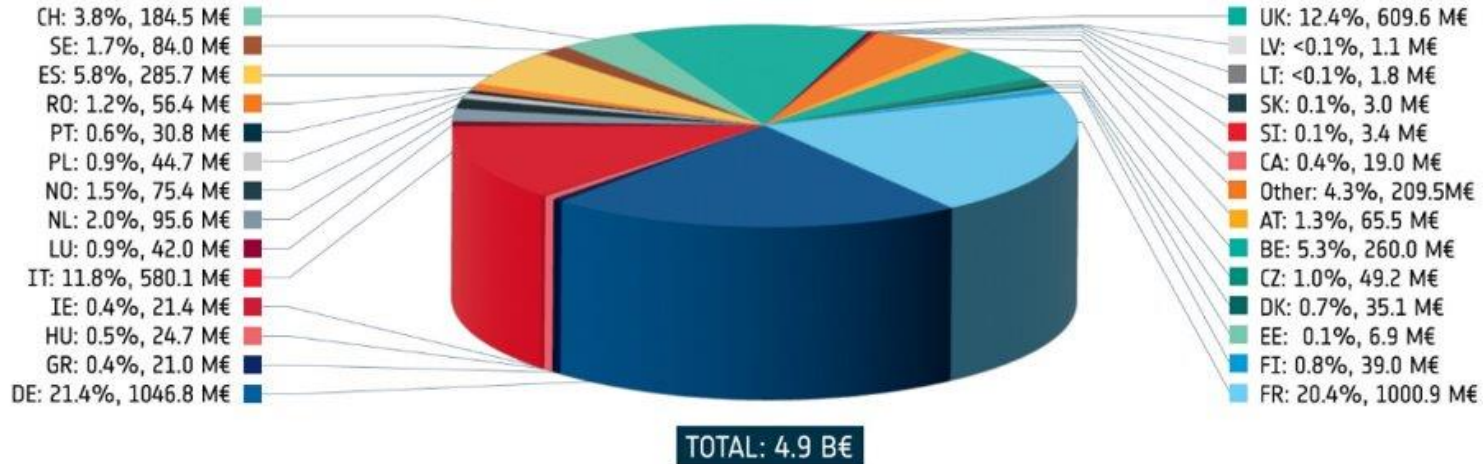
technology



telecommunications

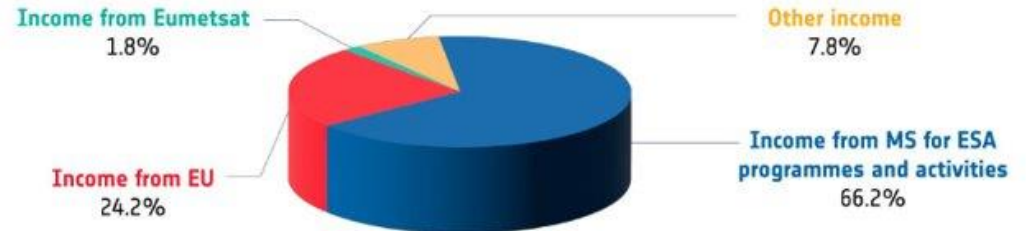
BUDGET 2023

ESA Activities and Programmes

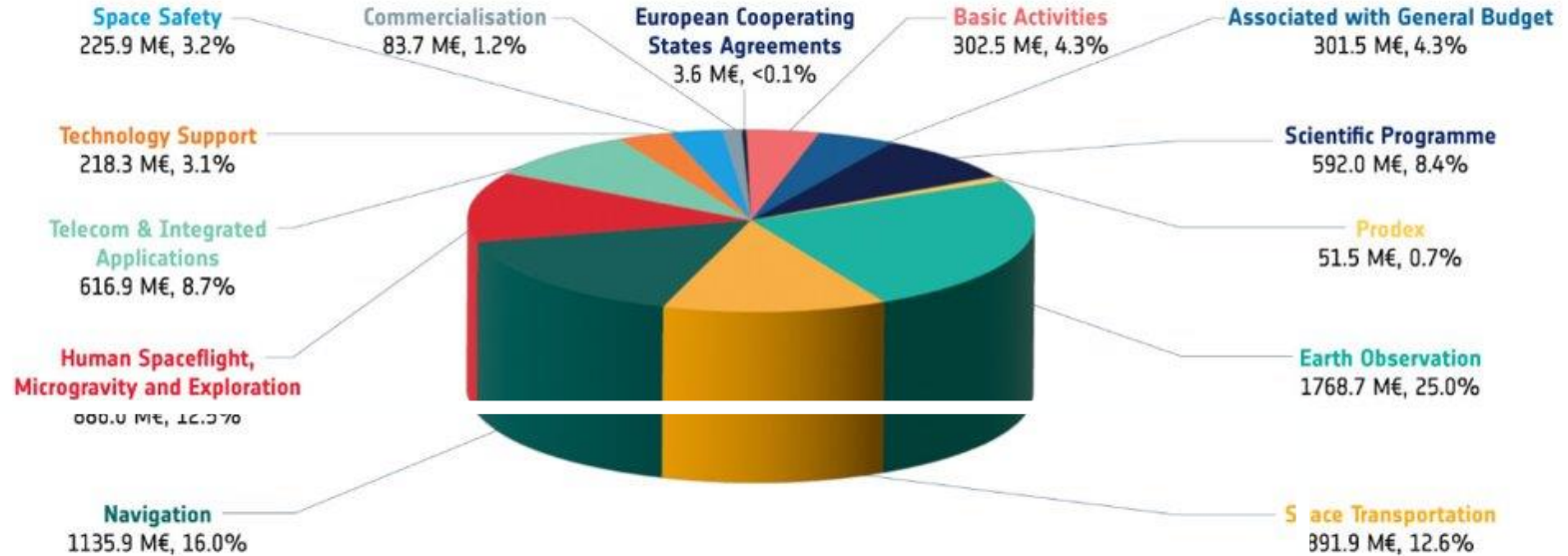


BUDGET 2023 BY FUNDING SOURCE

TOTAL: 7.08 B€



ESA BUDGET BY DOMAIN FOR 2023: 7.08 B€*



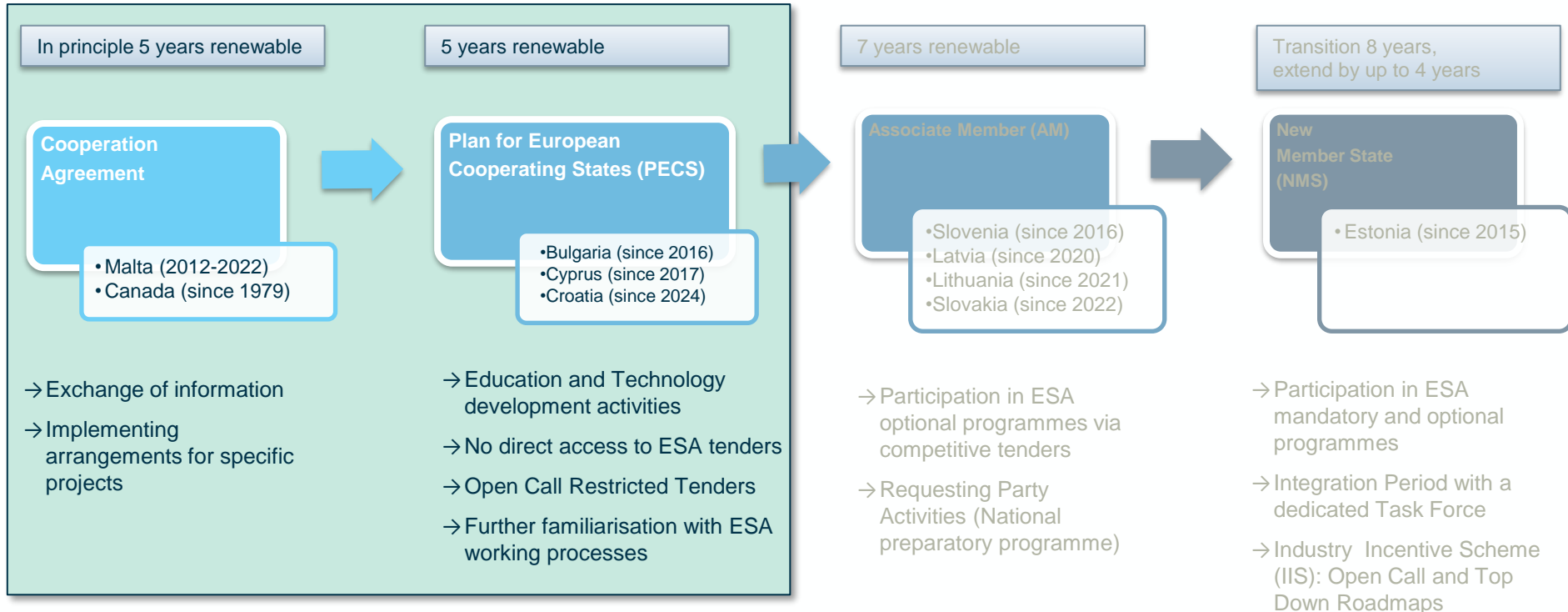
*Includes activities implemented for other institutional partners

Note: almost 90% is in the optional programmes

- Feb 2012** Cooperation Agreement with ESA “Space Cooperation for Peaceful Purposes”
- Legal framework for cooperation in the field of research and peaceful use of outer space and the conditions for implementing projects of mutual interest.
 - Exchange scientific and technical information of mutual interest concerning space science, technology and applications.
 - Malta attends ESA Boards as observer
- Feb 2017** Cooperation Agreement extension for 5 years, until Feb 2022
- Mar 2018** Implementing Arrangement for the implementation of Maltese projects in the field of Earth Observation and Education, for 5 years until Mar 2023
- Jun 2019** Agreement providing for the on-the-job training of Maltese graduates on space matters.
- Feb 2022** Cooperation Agreement extension for 2 years, until Feb 2024.
- 2024** Plan for European Cooperation States (PECS)

ESA path to Membership

This accession path was standardised, agreed and formalised by ESA Council in 2018:



ESA path to PECS (why are we holding a call now?)

To become PECS 2 documents are needed:

- ECS Agreement: Legal Agreement between ESA and the Maltese Government
- PECS Charter: An 'implementation agreement' detailing the activities to be funded, agreed by ESA and Maltese Government

ECS Agreement:



PECS Charter:



The key goals are:



- To increase the national space competences in industry, academia and through education
- To enable ESA and the ECS to working together on concrete activities
- To associate the ECS with ESA programmes, activities and use of ECSS via dedicated Announcements of Opportunities
- To prepare in the most efficient manner to potentially become an Associate Member

What this means:

- Raise awareness and improve space related education
- Spin out academic research to industry
- Improve the knowledge, skills and experience in space ('build the company CV')
- Develop products and services that can be sold on a recurring basis (build 'sustainable' business)
- Build international cooperations, connections and supply chains

Note: PECS does this via contracts that fund mainly manpower/IPR development – it does not fund infrastructure

Are you ready to discover
space?



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