

Small task force for Poland: Technology development support and opportunities in other programs

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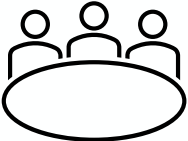
Article VII – INDUSTRIAL POLICY

The Agency's industrial policy as defined in the Convention is designed to respond to four objectives:

1. meet the requirements of the programmes in a **cost-effective manner**,
2. improve the world-wide **competitiveness** of European industry,
3. ensure **equitable** participation among Member States, having regard to their financial contribution, and, except where it would be incompatible with the above,
4. exploit the advantage of **free competitive bidding** in all cases.

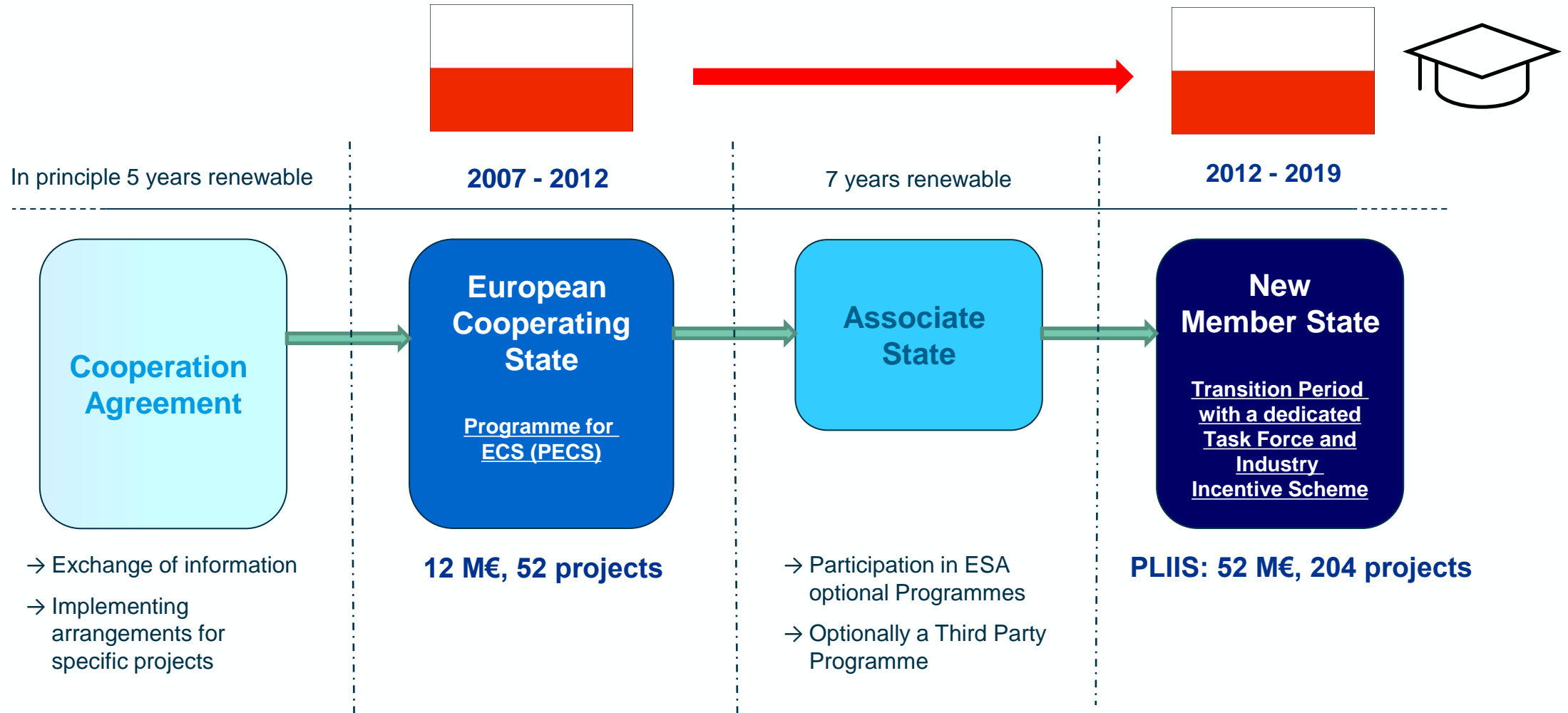


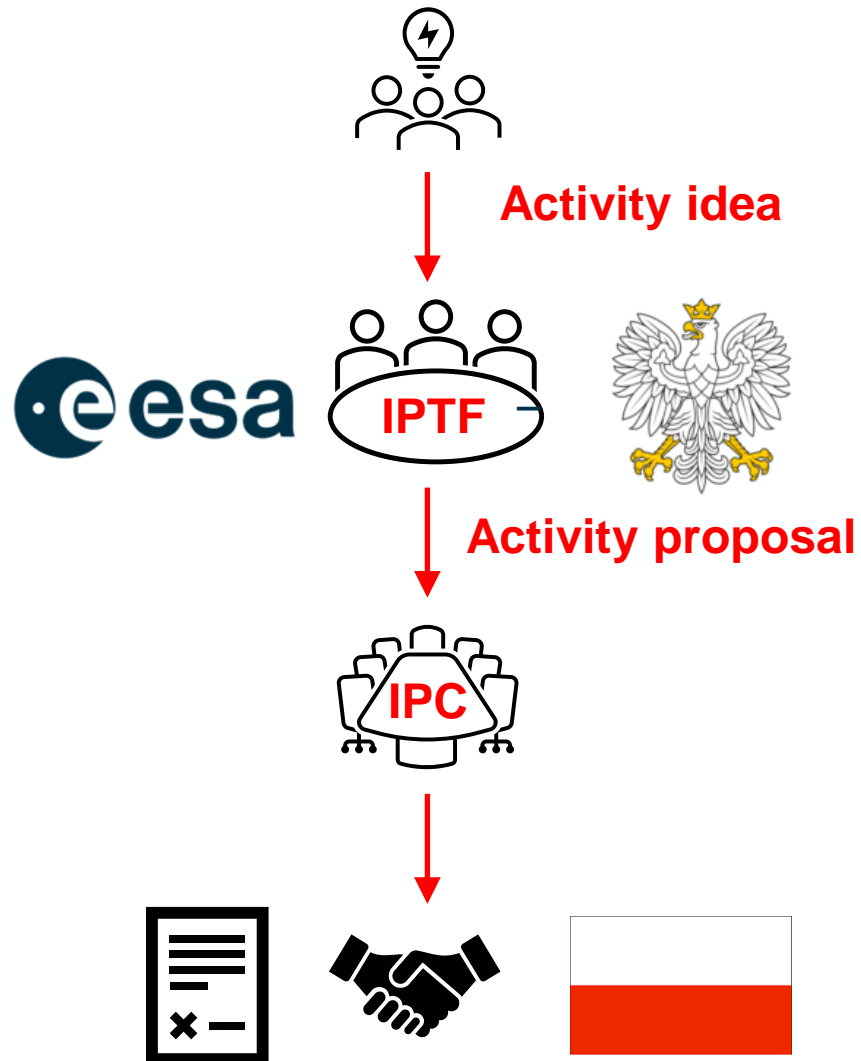
Industrial policy special measures:

- Support to the integration of new Cooperating/Associate/Member States (MS) of ESA 
- Possibility to contract specific activities with competent companies without competition
 - At ESA Programme Level
 - **Industrial Policy Task Force (IPTF):** all relevant ESA Programmes and National Delegation 

- Preference Clause 

From PECS to full membership in ESA





INFORMAL phase: ESA Programmes, Delegation, Industry

“ESA and Delegation to jointly identify structuring actions and developments, in order to orient the Member States’ investments in ESA towards **sustainable activities**:

- which can be useful for the short- and long-term return in the concerned programmes or domains,
- which have a **long-term effect on the competitiveness** of the national space industry, including e.g. on the non-space or commercial markets,
- and which can support the contribution of the Member State in **future** ESA Ministerial Councils”

FORMAL phase:

1. IPC approval of additional activity to Programme’s workplan,
2. Procurement (Direct Negotiation or Restricted Competition in country)

Poland IPTF – approved activities

- 5,600 k€ was authorised by ESA IPC in September 2021, and 2,000 k€ in June 2023.
- IPTF budget and funded activities:

ESA Programmes	Approved activities k€
Science	3,950
Technology	1,650
Exploration	2,000
Total	7,600

- 10 activities funded in the following areas:
 - mechanisms, robotics,
 - avionics/on board data processing, on board SW,
 - space transportation/propulsion
 - spacecraft platform for future small missions

The Application of the Preference Clause in ESA procurements means that:

- The ESA TEB (Tender Evaluation Board) changed its recommendation about the selected offer to place a Contract because it has been given preference to proposals with substantial involvement of entities in countries falling in the Preference Clause.

“The Agency, following decision of its Council, may give preference in the placing of the contract to tenders from / or containing a substantial involvement of economic operators registered in Czech Republic, Denmark, Hungary, Norway, **Poland**, Romania and Canada which will have obtained an overall weighted mark of at least 60 or that are less than 5 points below the best evaluated offer by the TEB, provided such tenders have been assessed as representing an acceptable combination between technical quality (including risk) and price.”



Offers with Polish participation Recommended by the TEB due to the Preference Clause application

- for a **total amount of ~6 Meur**
- corresponding to ~25% of all project budgets that have been authorised following the application of the Clause
- 2nd beneficiary MS among 12

- Trainings: on ESA tendering (“How to do Business with ESA”) as well as coaching on how to make good bids (“R&D Proposal writing training”)



- ESA Programme industry days in country



- Industry Space Days (ISD)

- Organised yearly by the ESA SME Office to foster cooperation between different actors in the entire space sector

THANKS FOR YOUR INTEREST

Questions may be addressed to stephane.combes@esa.int

<https://doing-business.sso.esa.int/>