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POTENTIAL TENDERERS

Our ref. ESA/IPL-PEN/DB/db/14_334

**Subject: Invitation to Tender AO/1-8034/14/NL/MM
EGEP ID 89.2– GNSS Evolutions Scientific and Innovative
Technology Research Announcement of Opportunity – Slice 2 -
Step 1**

**Ref: ESA/IPC(2013)60,rev.1, item no. 13.154.14
Item: E/0360-10 - GNSS Evolution Programme (EGEP)**

Dear Madam, Dear Sir,

The European Space Agency (ESA) hereby invites you to submit an **Outline Proposal** in the frame of the Announcement of Opportunity (AO) for GNSS Evolutions Scientific and Innovative Technology Research. This AO is an activity of the Agency's European GNSS Evolution Programme (EGEP), hereinafter referred to as the "EGEP ID 89 AO".

The objective of this AO is to address the development of innovative technologies for all aspects of future Galileo and EGNOS (e.g. system architecture, space and ground components, user equipment) as well as innovative concepts for the use of signals, data, and infrastructure for all kind of GNSS applications. Results from these activities should provide recommendations and improvements for the design of the next generations of EGNOS & Galileo.

The precise scope of this AO is described in the document entitled "GNSS Evolution Scientific and Innovative Technology Research Announcement of Opportunity (AO) – Guidelines for Submission of Outline Proposals" (Appendix 1 to the present AO).

The tendering procedure of the EGEP ID 89 AO will take the form of a two-stage tendering as described in the Agency Procurement Regulation reference ESA/REG/001 article 16. In practice, the EGEP ID 89 AO tendering procedure has been divided in two steps, namely:

- Step 1: Invitation to submit Outline Proposals
- Step 2: Restricted invitation to submit Complete Proposal.

As part of Step 1, the Agency first requires the submission of an Outline Proposal. The Outline Proposals will be evaluated on the basis of the following selection criteria:

- Scientific merit of the proposed activity (Cat 1)
- Degree of innovation with respect to the current state of the art (Cat 2)
- Relevance to the European GNSS programme
- Feasibility and soundness of the methodology proposed

The Agency will short-list the Tenderers admitted to the subsequent Step 2, which will take the form of a Restrictive Competitive Invitation to Tender, as per in the Agency Procurement Regulation reference ESA/REG/001 article 13. During this Step 2, the pre-selected Tenderers will be invited to submit a Complete Proposal.

The Tenderers excluded as a result of Step 1 will be notified of the rejection decision and of the relevant justification. In case your Outline Proposal is not selected under Step 1, you may contact the nominated Contracts Officer to understand the reasons thereof. Any information will be limited to the Tenderer's own outline Proposal. The Agency's decisions on the results of the Step 1 of the AO will be without appeal, and the Agency will not enter into correspondence on the reasons for the decisions.

Please note that the present Announcement of Opportunity has been published on EMITS on **31st July 2014** and consists of the following document:

- The present Cover Letter
- Appendix 1 – EGEP ID 89 Step 1 - Guidelines for Submission of Outline Proposals

Your attention is drawn to the following:

1. The activity of the present AO is part of the European GNSS Evolution Programme (EGEP), which is an optional programme of the Agency with the following Participating States: Austria, Belgium, Canada, the Czech Republic, Denmark, France, Finland, Germany, Greece, Ireland, Italy, the Netherlands, Norway, Poland, Portugal, Romania, Spain, Sweden, Switzerland and the United Kingdom.
2. By virtue of Article V of the EGEP Programme Declaration, the present Invitation to submit an Outline Proposal is therefore addressed to any companies or organisations residing in any of the Participating States that have duly declared their participation in the EGEP programme, except those Participating States having expressly declared that they do not wish that invitations to tender be issued to its industry for this activity (France) , and countries that are presently over-returned

(currently Spain). The Agency will also favourably consider proposals from Participating States which are presently significantly under-returned in the programme. In addition to all the countries listed in the preferential Clause defined under par 3. below, these under-returned countries are: Canada, Czech Republic, Poland and Romania.

3. Please note that in accordance with decision of its Council, the Agency may give preference in the placing of the contract to tenders from / or containing a substantial involvement of economic operators registered in Austria, Belgium, Denmark, Finland, Greece, Ireland, Norway, Portugal, Sweden, Switzerland and the United Kingdom which will have obtained an overall weighted mark of at least 55, provided such tenders have been assessed as representing an acceptable combination between technical quality (including risk) and price.
4. For the purpose of this AO “substantial involvement” is defined as ‘Involvement corresponding to at least 50% of the total price quoted in an offer’.
5. Finally, while the present AO is addressed to companies or organisations residing in States having declared their participation to the EGEP programme, entities from any country may participate, provided that their contribution will be proposed free of charge.
6. Interested Tenderers shall explicitly state to which of the 2 categories specified in Section 3 of the “Guidelines for Submission of Outline Proposals”, their Outline Proposal applies.
7. Tenderers are also informed that the Agency has defined a maximum budget per category for each proposal as follows:
 - For Outline Proposals in Cat. 1: up to 150 k€
 - For Outline Proposals in Cat. 2:
 - Feasibility studies - up to 150 k€
 - Proposals including in addition measurement campaigns and experimental demonstrations for validation - up to 250 k€.
 - Proposals including technology development activities (hardware) - up to 450 k€
8. The activities finally selected under Step 2, after successful negotiation, will result in a Firm Fixed Price Contract 100% funded by ESA.
9. The instructions for the preparation of the Outline Proposals are specified in the document “GNSS Evolutions Scientific and Innovative Technology Research Announcement of Opportunity (AO) – Guidelines for Submission of Outline Proposals”.
10. The Member States of ESA have made it mandatory for the Agency to register economic entities wishing to make business with ESA.



11. Economic entities wishing to do business with ESA that are not yet registered as potential tenderer, are requested to complete the online questionnaire in INDUSTRY OUTLOOK available via: <http://www.esa.int/home-ind/>
12. As of the completion of the questionnaire in INDUSTRY OUTLOOK, registered economic entities will have to update the questionnaire on an annual basis. Failure to do so will result in EMITS access being blocked.
13. The present Announcement of Opportunity is in no way binding to the Agency. A commitment will only be formalised when the contracts with the successful Tenderers are signed. Until a contract is signed, the Agency may decide not to award a contract or to cancel the tendering procedure, without the Tenderers being entitled to claim any compensation. Where appropriate, the decision will be substantiated and brought to the attention of the Tenderers.
14. Any document submitted in reply to the AO shall become the property of the Agency. It will use commercially confidential or proprietary information solely for the purpose of the evaluation of tenders and the pre-selection of a bidder.
15. Expenses incurred in the preparation and dispatch of proposals will not be reimbursed.
16. The Agency reserves the right to issue amendments to the AO.

Any questions relating to this Announcement of Opportunity should be addressed in writing via e-mail to the responsible Contracts Officer at Monica.Mezzadri@esa.int with copy to Elvira Karypbaeva (Elvira.Karypbaeva@esa.int). All questions must also be received at the Agency **by fax** (fax number +31 71 565 4369) by, at the latest, 2 weeks before the closing date stated below.

The Agency will reply to those questions and publish them on EMITS. The Tenderers are invited to check EMITS on a regular basis.

Your Outline Proposal shall be submitted electronically on the dedicated WEB server URL: <http://egep.esa.int>,

not later than **28 August 2014 at 13:00 hours**.

In parallel, an e-mail shall be sent to the Contracts Officer and the Technical Officer confirming the submission of the Outline Proposal. The subject of your e-mail start with: "EGEP ID 89 - SCIENTIFIC AND TECHNOLOGY AO" followed by the title of your Outline Proposal.

Yours faithfully

Franck Germes
Head of Navigation & Telecom Procurement Division
ESA Procurement Department