

Hungary at ESA – Opportunities in 2023

Gertrud Talvik

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1. Subscriptions at CM22
2. Additional opportunities: RPA
3. Applicable industrial policy measures
4. Practical aspects (how to bid/find partners)

1. Hungary subscriptions CM22

EOP		7.5
	CSC-4 Phase 2	2
	Earth Watch - Digital Twin Earth	1
	Earth Watch - InCubed-2	1.5
	FutureEO Period 1 - Segment 2	3
S2P		5.7
	Space Safety Programme (S2P) Period 2	5.7
GSTP		4
	GSTP - Element 1 - "Develop"	4
PRODEX		10
	Scientific Experiment Development Programme (PRODEX)	10

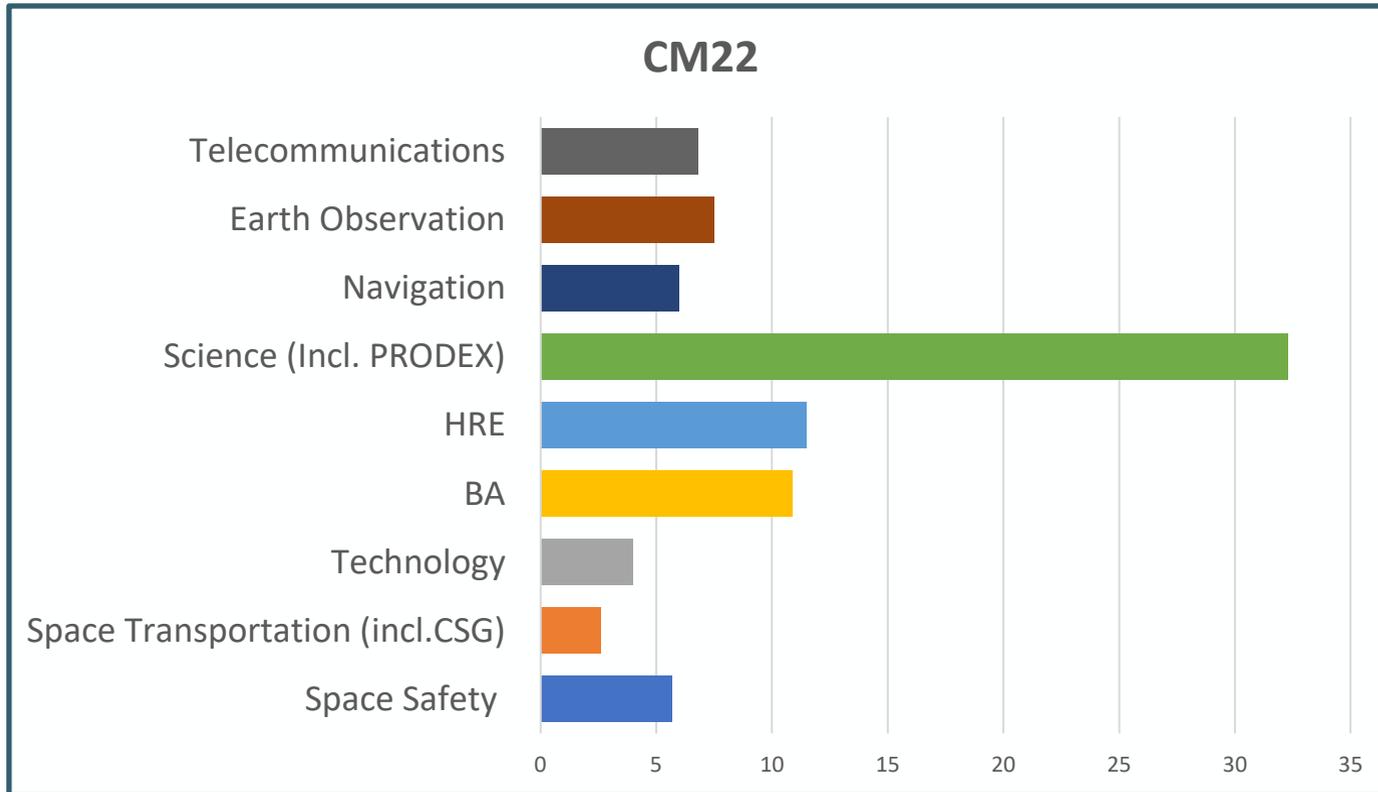
1. Hungary subscriptions CM22

HRE		11.5
	E3P Period 3	11.5
	ExPeRT	1
	Humans Beyond LEO	1.5
	Humans in LEO (incl. SciSpacE)	8.5
	Mars Robotic Exploration	0.5

TIA		6.8
	Civil Security from Space	1.5
	Core Competitiveness (CC) Period 2	1.5
	Future Preparation (FP) Period 2	0.3
	Moonlight	1
	Optical & Quantum Communication - ScyLight	1
	Space Systems for Safety and Security (4S)	1.5

NAV		6
	Component 1 LEO PNT	0.5
	Component 2 GENESIS	0.5
	NAVISP - Phase 3 Element 1	1
	NAVISP - Phase 3 Element 2	3
	NAVISP - Phase 3 Element 3	1

2. Hungary subscriptions CM22



- HU subscriptions in line with CM19 level
- Opportunities for industry in most domains of ESA

1. Subscriptions at CM22
2. **Additional opportunities: RPA**
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Hungary has signed an RPA Scheme for 2MEur/year until 2028

A national capability and competence development funding scheme, which aims to:

- Complement ESA optional programmes
- Prepare for being competitive in ESA optional programmes
- Foster international links (20% of the budget of each activity can go to international sub-contractors)

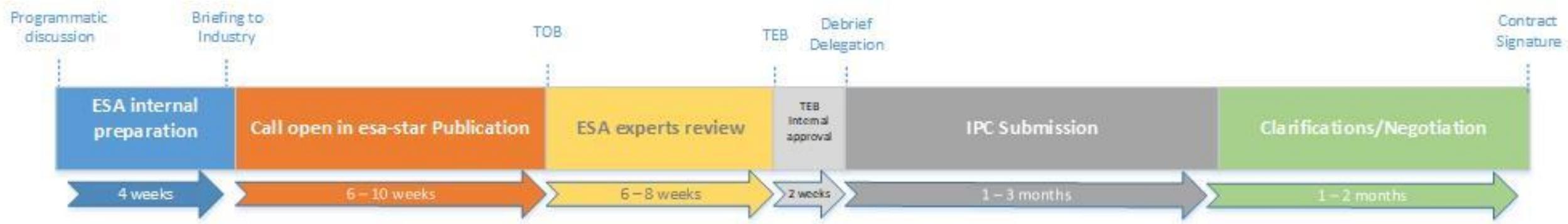
Implemented by ESA via **open calls** and **top down** activities.

First Call will open Q3!

Typical Activity Types:

- Funding Low TRL preparatory activities (e.g. **TRL 1-3**) e.g. to prepare for entry to **new ESA programmes**;
- Flight opportunities/ demonstrations
- Research and Development** (Technology Demonstrations to enter new Agency optional programmes, **TRL 3-6**);
- Industrial Process Development** and qualification/ certification which give competitive advantage, are specific to space and relevant to the Agency optional programmes;
- Downstream applications - entry into customers supply chain, TRL 5-8
- Education: Building university courses to answer to national space industry needs and provide a ready, capable workforce;
- ETC

Typical workflow of the RPA Call



- Typically, RPA calls are issued once a year and remain open for 6-8 of weeks. Estimated opening: May 2023, closure end of June.

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Preferential Clause

- Given the current and forecasted geographical return situation, an agency-wide preferential clause is currently in place for selected member states.
- Preferential treatment in tender evaluation given to suppliers from specified member states.
- Currently applicable to **Czech Republic, Hungary, Poland, Romania** among others
- Consortiums/suppliers from these member states can get recommended for an ESA contract, even if the proposal gets a lower overall score compared to top bidder (up to 5 marks, while having reached the minimum mark).

Current eligible MS:

Czech Republic 

Hungary 

Norway 

Poland 

Romania 

Denmark 

Canada 

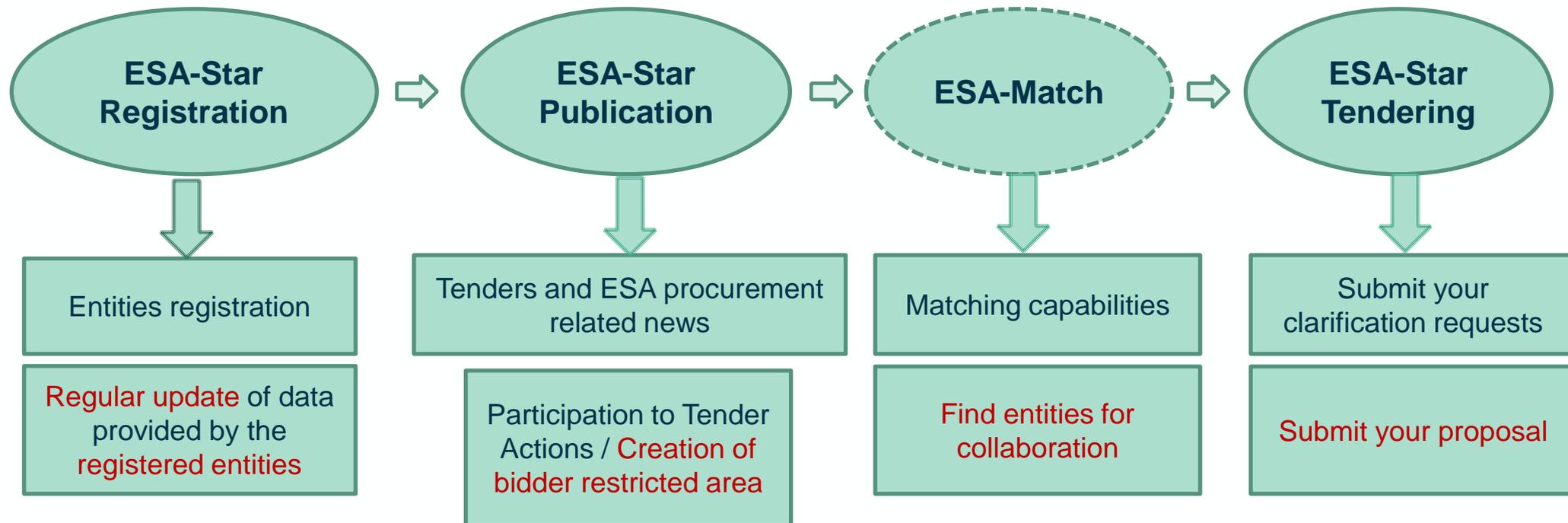
Industrial Policy Task Forces (IPTFs)

- Industrial Policy measure to mitigate **programme geo-return deficits** for selected member states.
- Applicable to member states once they have completed their transition period, and based on already existing contributions to ESA programmes.
- Current IPTFs: Hungary, Poland, Czech Republic, Finland, Greece, Ireland, Norway, Romania, UK
- ESA programmes and Member State jointly discuss and identify **structuring actions and developments**, which can be useful for the short- and long-term return in the concerned programmes or domains.
- The activities will be implemented via the programme ITTs through **restricted competition in the Member State** or **direct negotiation** as dedicated opportunities for the IPTF MS and can be found on esa-star.
- No ESA Open Call or ad-hoc funding

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How and where to find information

ESA-Star is the main toolset for **Registration of Entities**, Publication of **Invitation-to-Tenders (ITT)** and **Tendering**



Video:

http://www.esa.int/spaceinvideos/Videos/2016/03/Bidder_Restricted_Area_creation_and_structure

How and where to find information



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



- Portal for access to the entire esa-star toolset, including associated ESA corporate applications like esa-p
- All applications are connected, making it easier for users to access the systems and retrieve information
- Optimised and supported for use with the Google Chrome browser

Finding Partners: ESA Match

Portal for **access to the entire esa-star toolset**: <https://doing-business.sso.esa.int/>

DOING BUSINESS WITH ESA

Doing Business with ESA

This portal provides access to the different ESA IT Corporate Applications for all economic operators doing business with, or intending to interact with, ESA. A click on the "More Details..." button provided for each IT Corporate Application reveals a brief description which explains the purpose of and process supported by the related system. To access any of the applications, please use the "Access" buttons. Some systems can be entered as a guest user, without the need to log-in. However, functionalities and data available will be limited. Additional information about the ESA Procurement Process and further useful links for economic operators are provided on the right-hand side.

- esa-star Registration
- esa-star Tendering
- esa-star Publication
- esa-star esa-match
- esa-star ECM
- esa-p

About ESA's Procurement Process

Useful Links

Czech Republic: Jarmo Leivo (Jarmo.Leivo@ext.esa.int)

Poland/Romania: Stephane Combes (Stephane.Combes@esa.int)

Hungary: Gertrud Talvik (Gertrud.Talvik@esa.int)

Slovakia: Kay van de Made (Kay.Van.Der.Made@ext.esa.int)

Bulgaria/Lithuania: Michele Iapaolo (Michele.Iapaolo@ext.esa.int)

Slovenia/Latvia/Croatia: Karol Brzostowski (Karol.Brzostowski@ext.esa.int)

Estonia: Stephen Airey (Stephen.Airey@esa.int)

Cyprus: Jennifer Ngo-Anh (Jennifer.Ngo-Anh@esa.int)

New capabilities and countries in European space Conference



22-24 May 2023, Noordwijk, NL



Associate Members

→ PECS

SPACE EXPO



Registrations are OPEN!

Link: <https://atpi.eventsair.com/esamed/list-of-events>

1. Dedicated thematic sessions
2. Networking opportunities and social events
3. Poster session
4. Free training course sessions
5. ESA presentations about needs and opportunities



- Implementing ESA's **SME Policy**
- **Facilitating the involvement of SMEs**, including start-ups and newcomers, in the R&D activities and programmes of the Agency

Information and Support

- the **SME Portal** www.esa.int/sme
 - the SME Initiative **Twitter** account [@ESAforSME](https://twitter.com/ESAforSME)
 - **SME Newsletter** <https://bit.ly/2TzBL0q>
 - **ESA Learning Hub** learninghub.esa.int
 - **Industry matchmaking** on esa-match
 - **ESA Industry Space Days** <https://isd.esa.int/>
- **SME Office Helpdesk** sme-office@esa.int

