

The background of the slide is a dark blue globe with a grid of latitude and longitude lines. A small satellite is depicted in orbit around the globe on the left side.

Eesti kosmoseagentuuri võimalused ja arengud ettevõtjatele

Kuidas teha end nähtavaks rahvusvahelisel hangete turul?

Madis Võõras
EASi Kosmosebüroo

Lennuakadeemia XVIII lennundusseminar
14.11.2013





„Saades tarnijaks
kosmosetööstusele muutute
nähtavaks ka teistele
ostjatele“

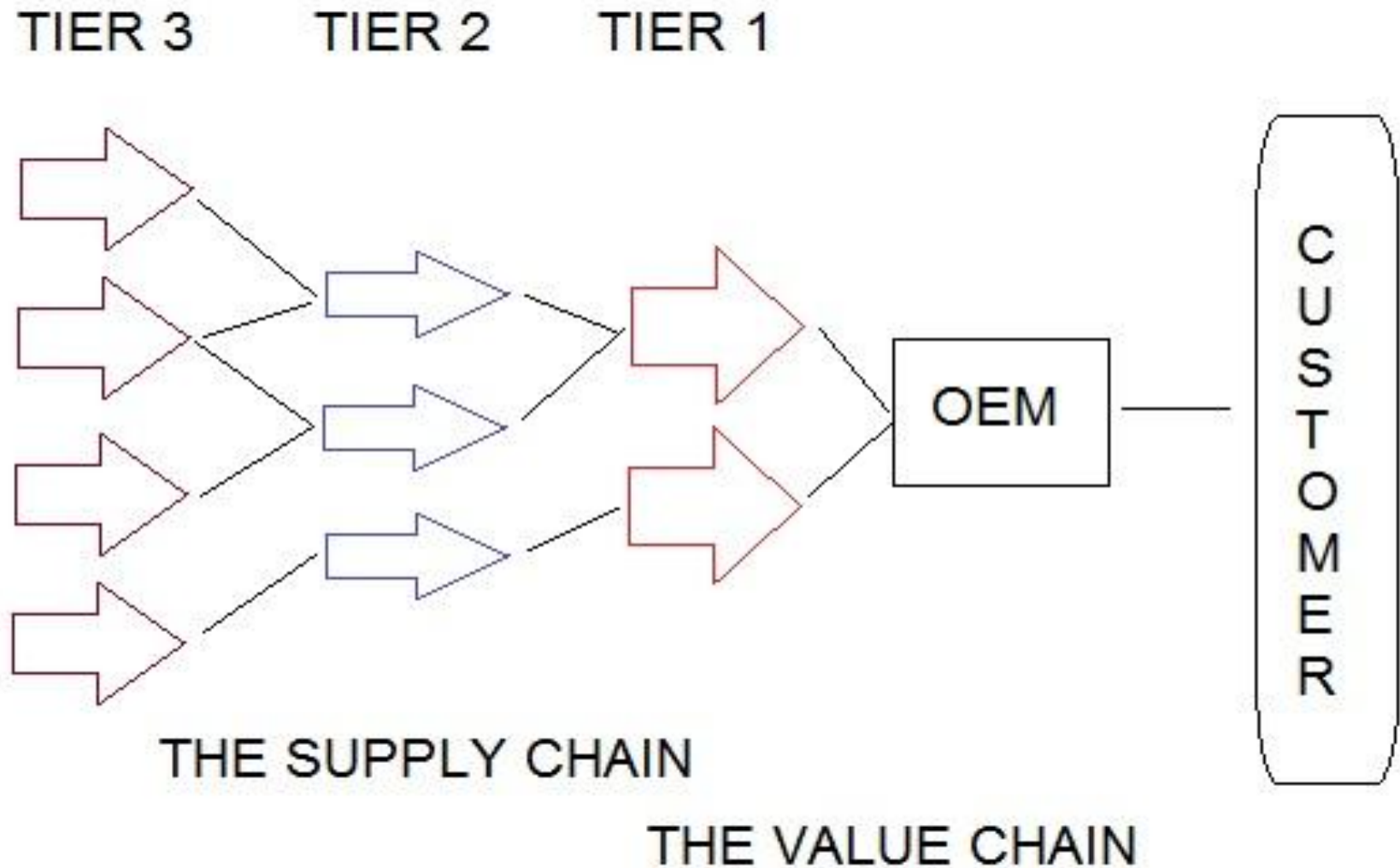
Institutsionaalsed hankijad:

- Euroopa Kosmoseagentuur (ESA) 
- Euroopa ilmasatelliitide organisatsioon (EUMETSAT) 

Esmatasandi tarnijad (prime contractors):

- EADS Astrium 
- Thales Alenia Space (TAS) 
- OHB System 
(large system integrators)

Tarneaahela printsiip (1)



Tarneaahela printsiip (2)

- A tier one company is the most important member of a supply chain, supplying components directly to the original equipment manufacturer (OEM) that set up the chain. Creating a tiered supply chain is part of supply chain management. Its aim is to link important business functions and processes in the supply chain into an integrated business model, according to the Council of Supply Chain Management Professionals.
- In a typical supply chain, tier two companies supply companies in tier one; tier three supplies tier two, and so on. Tiered supply chains are common in industries such as aerospace or automotive manufacturing where the final product consists of many complex components and sub-assemblies that must comply with stringent quality, manufacturing and business standards.
- Tier one companies are generally the largest or the most technically-capable companies in the supply chain. They have the skills and resources to supply the critical components that OEMs need and they have established processes for managing suppliers in the tiers below them. In some industries, tier one companies provide a manufacturing service for the OEM, leaving the OEM to concentrate on final assembly or marketing.

Eesti EUMETSATi täisliige alates 26.06.2013



MONITORING WEATHER AND CLIMATE FROM SPACE

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EUMETSAT WELCOMES ESTONIA AS 27TH MEMBER STATE

NEWS

2013

[SEPTEMBER](#)

[JULY](#)

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[MARCH](#)

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[2009](#)

[2008](#)

[2007](#)

[2006](#)

Estonia today became EUMETSAT's latest Member State, following the signature of the accession agreement on 14 December 2011 and the recent completion of the ratification process.

WEDNESDAY, 26 JUNE 2013

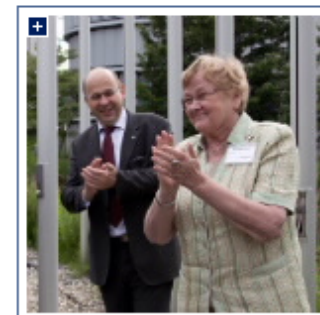
As a Member State, Estonia will be fully involved in the strategic decisions of EUMETSAT's ruling Council and did in fact already participate in the 78th session of the EUMETSAT Council which took place in Darmstadt on 25 and 26 of June. Also, its industry will be able to bid for contracts, in addition to Estonia obtaining unlimited access to all EUMETSAT data and products for official duty use.

The EUMETSAT Director-General, Alain Ratier, said: "I am very pleased that Estonia has achieved the transition and welcome EUMETSAT's 27th Member State."

Ms.Ene Ergma, President of the Riigikogu, the Estonian parliament, said: "Accession to EUMETSAT ensures the capability of the Estonian National Weather Service to provide weather forecasts of the highest standard. From now on, Estonia is not merely a passive consumer of the satellite information, but we also have the opportunity to participate in the development of new technologies and their implementation."

Jalmar Mandel, Director-General of the Estonian Environment Agency, added: "Estonia is a small country, but it is important that more and more stakeholders with different capacities get involved in the development of contemporary meteorological systems."

The Estonian flag was raised during a ceremony at EUMETSAT headquarters in Darmstadt in the presence of Ms Ene Ergma and Alain Ratier as well as heads of delegations and delegates from the EUMETSAT Member States.





The EUMETSAT business model

opportunities for Member States'
Industry

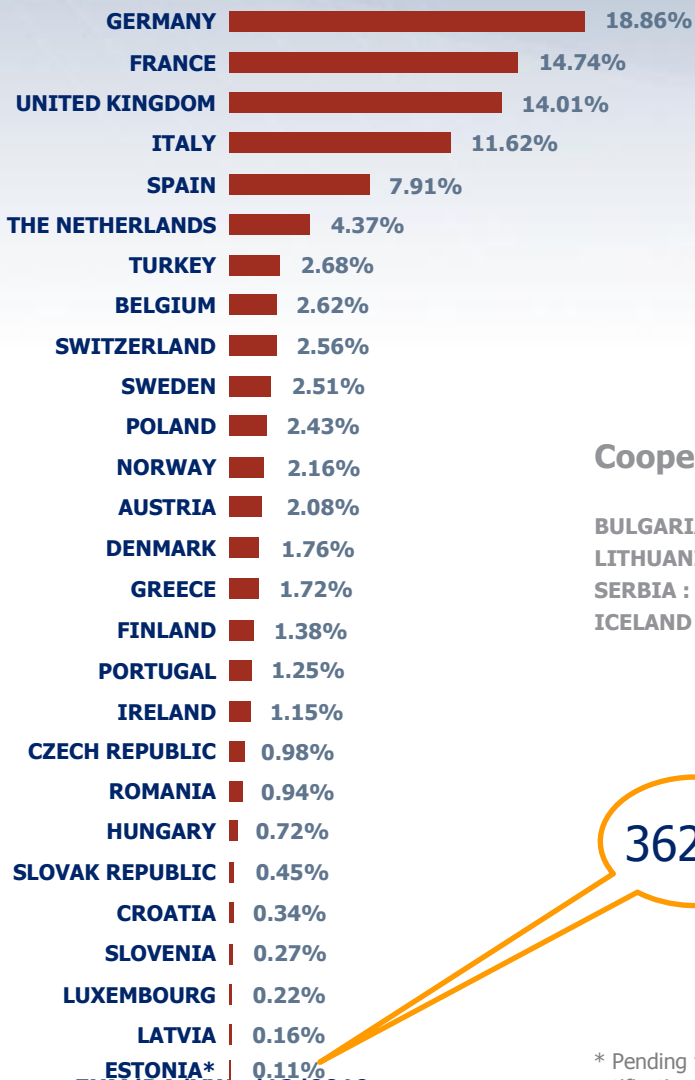




EUMETSAT activities



Member States scale of contributions 2012



Cooperating States:

BULGARIA : 0.24%
LITHUANIA : 0.22%
SERBIA : 0.21%
ICELAND : 0.07%

362K€

* Pending full
ratification

EUM/DA/VWG/12/0019

Issue 1

24 January 2012

Slide: 9



Scope of EUMETSAT Procurements (III)

ACTIVITIES COVERED

- Development of satellites, in conjunction with ESA;
- Development of Ground Segments;
- Launcher & LEOP services;
- Consultancy support for operations of satellites;
- Other consultancy support:
 - Software development & SAP support;
 - Telecommunications Engineering;
 - Communication and PR expertise;
 - Training support & Training materials development;
 - International Relations

Half of EUMETSAT employees are hired from consultancy companies



Procurement Principles

OPEN COMPETITION

- Is performed **within Member States**, if competition is considered sufficient / Otherwise could be extended to non-Member States;
- The clear majority of work is performed in Member States;
- There are no geographical or industrial return rules;
- Open competition at lower tiers is healthy.


Industrial Focal Point Initiative

- Each Member State has the opportunity to appoint an IFP Representative to attend annual discussions and briefings held at EUMETSAT on procurement matters;
- The IFP's role is to act as the liaison between EUMETSAT and their National industries to increase awareness of EUMETSAT procurement opportunities.



NB: Eesti IFP EUMETSATis – Ene Kull
EASi Kosmosebüroo
ene.kull@eas.ee

EUMITS : The gateway to EUMETSAT's ITT's



Monitoring weather and climate from space

ABOUT EUMETSAT | SERVICE STATUS | DATA & PRODUCTS | DATA ACCESS | SATELLITES | IMAGE GALLERY | NEWS

SEARCH GO

SERVICE STATUS INDICATOR

Legend

0° Service	MET-9	✓
9.5° RSS	MET-8	✓
57.5° IODC	MET-7	✓
GDS-Metop	Metop-A	✓
GDS-NOAA	NOAA-19	✓

Valid for: 2011/03/21 11:42:37 UTC

CORPORATE NEWS

► AMESD on track
March 8, 2011
➔ View All


PRESS RELEASES

► MTG programme receives full approval
February 25, 2011
➔ View All

CONFERENCES AND EVENTS


► EUMETSAT/ ESA Scatterometer Science Conference
► EUMETSAT NWP SAF Scatterometer Data Assimilation Workshop
➔ View All

Welcome to EUMETSAT




INFO


FOCUS ON




► **MTG programme receives full approval**
Following the approval of Belgium, all 26 EUMETSAT Member States have now firmly committed to the Meteosat Third Generation (MTG) programme.



► **MSG image data reprocessed**
EUMETSAT has commenced the reprocessing of MSG image data currently being reprocessed at the EUMETSAT Data Centre.

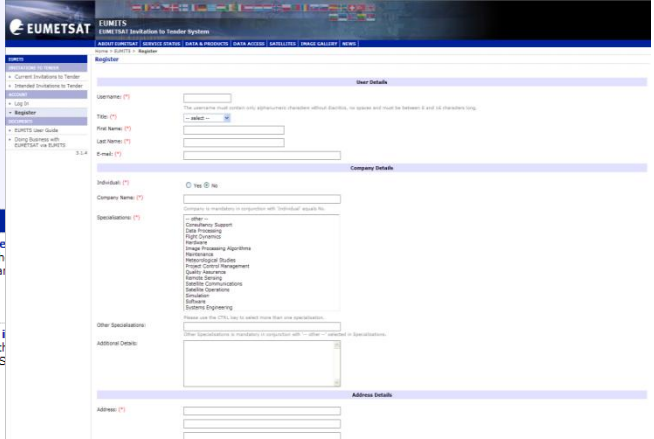


► **New Operational Service Status Indicator**
An upgraded Operational Service Status Indicator (OSSI) was released on 9 February 2011, enabling users to gain a detailed view of the availability and timeliness of the near-real time operational services on EUMETSATCast.



► **EUMETSAT participates in the Strategies**
EUMETSAT is participating in the "Strategies" organised by the European Commission on 9 February 2011.

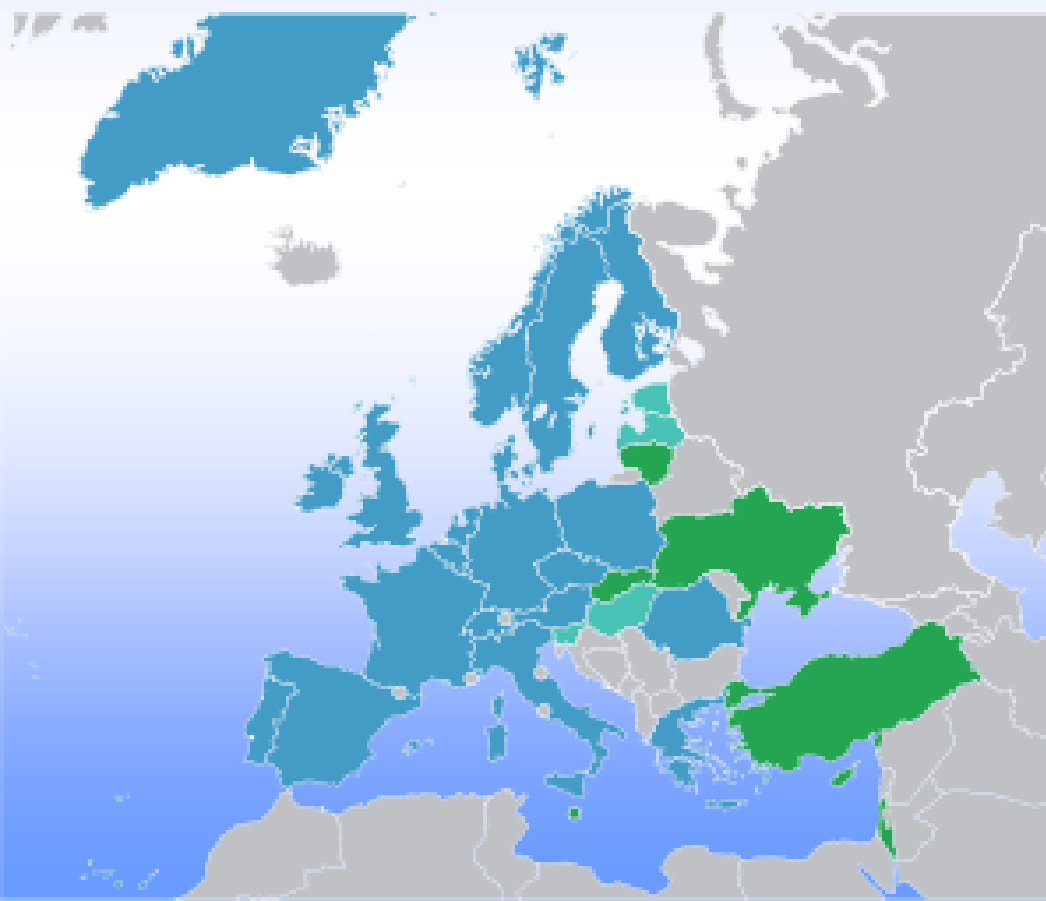
Business with EUMETSAT



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Copyright 2011 © EUMETSAT. All rights reserved.
European Organisation for the Exploitation of Meteorological Satellites

Euroopa Kosmoseagentuur



- liikmesriigid

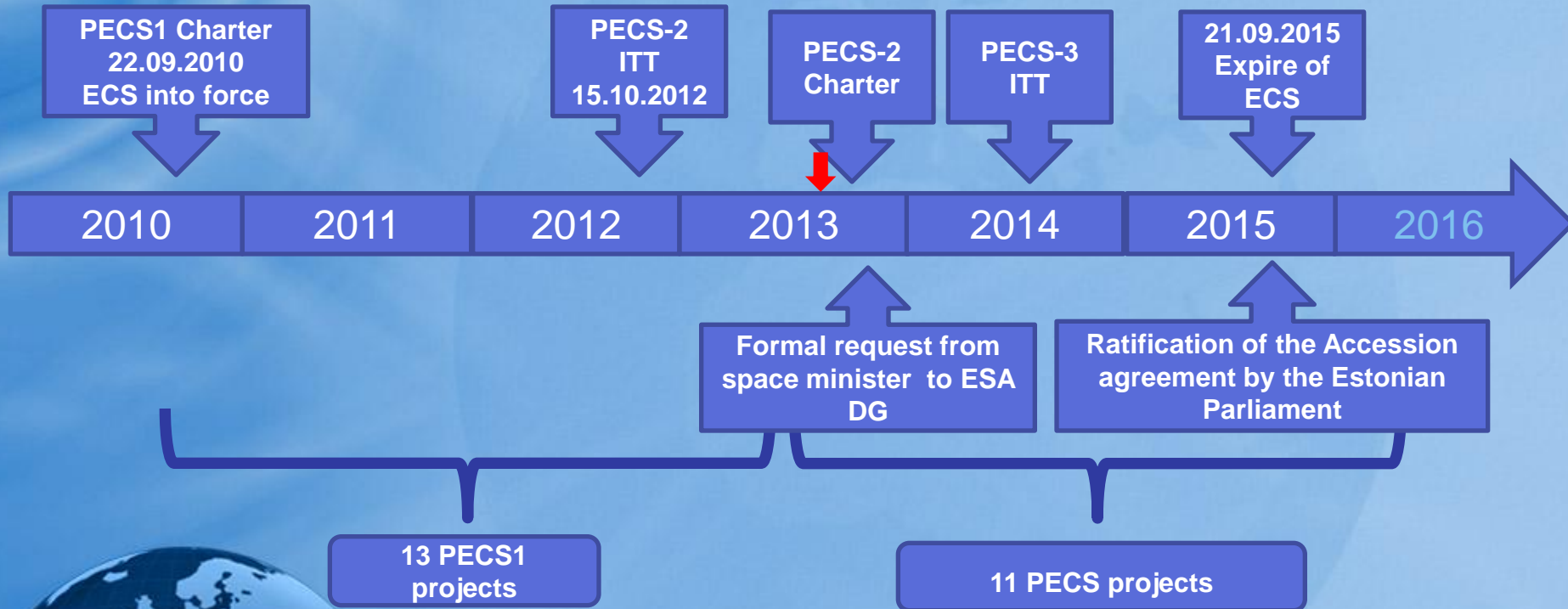


- koostööriigid (ECS)



- koostöö raamlepingu riigid

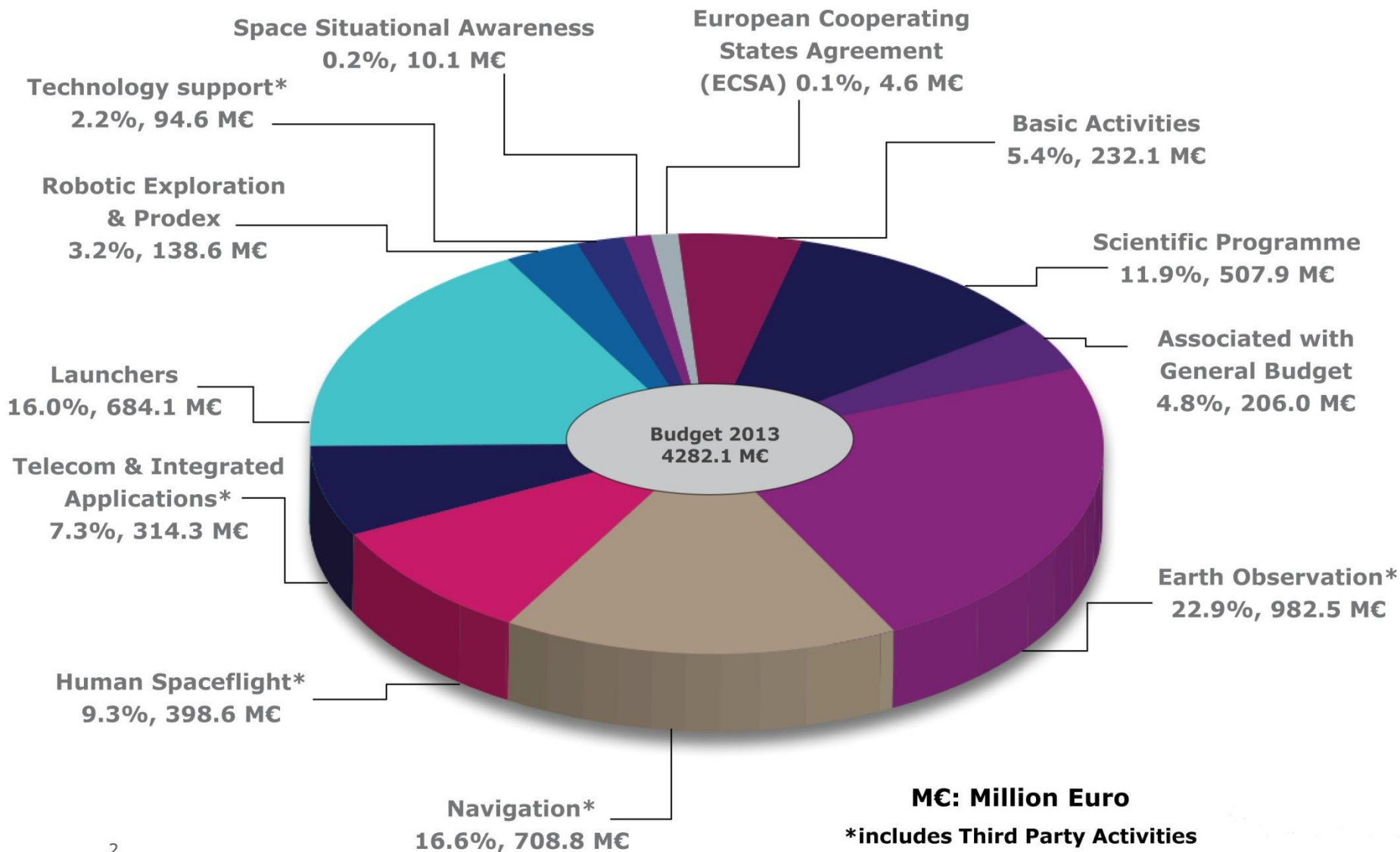
ESA-ga liitumine - ajajoon



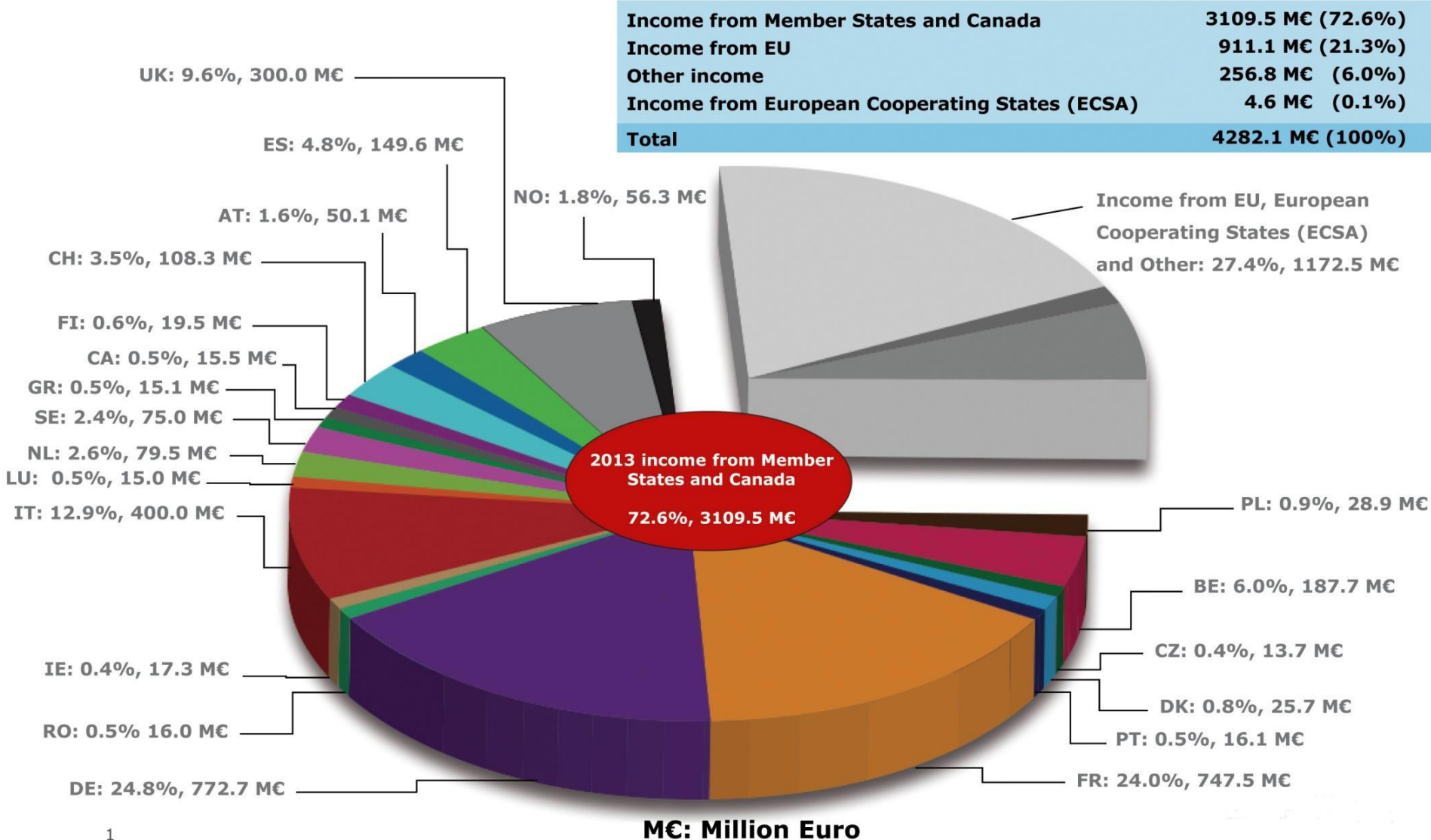
Estonian contribution to ESA as full member:

- Entry fee?
- Yearly contribution?

Euroopa Kosmoseagentuuri eelarve 2013...



...ja selle allikad



ESA Industrial Policy and the Convention



ESA industrial policy is ruled by the **Convention:**

- o **Art. II, Purpose of the Agency:**

The Purpose of the Agency shall be to promote...cooperation among European States in space research and technology and their space applications, with a view to their being used for scientific purposes and for operational space application systems...by elaborating and implementing the industrial policy appropriate to its programme and by recommending a coherent industrial policy to the Member States



- o **Art. VII;** accordingly, the industrial policy shall be designed to:

Meet the requirements of European space programme and coordinated national space programmes in a **cost-effective** manner

Improve world-wide **competitiveness** of European industry

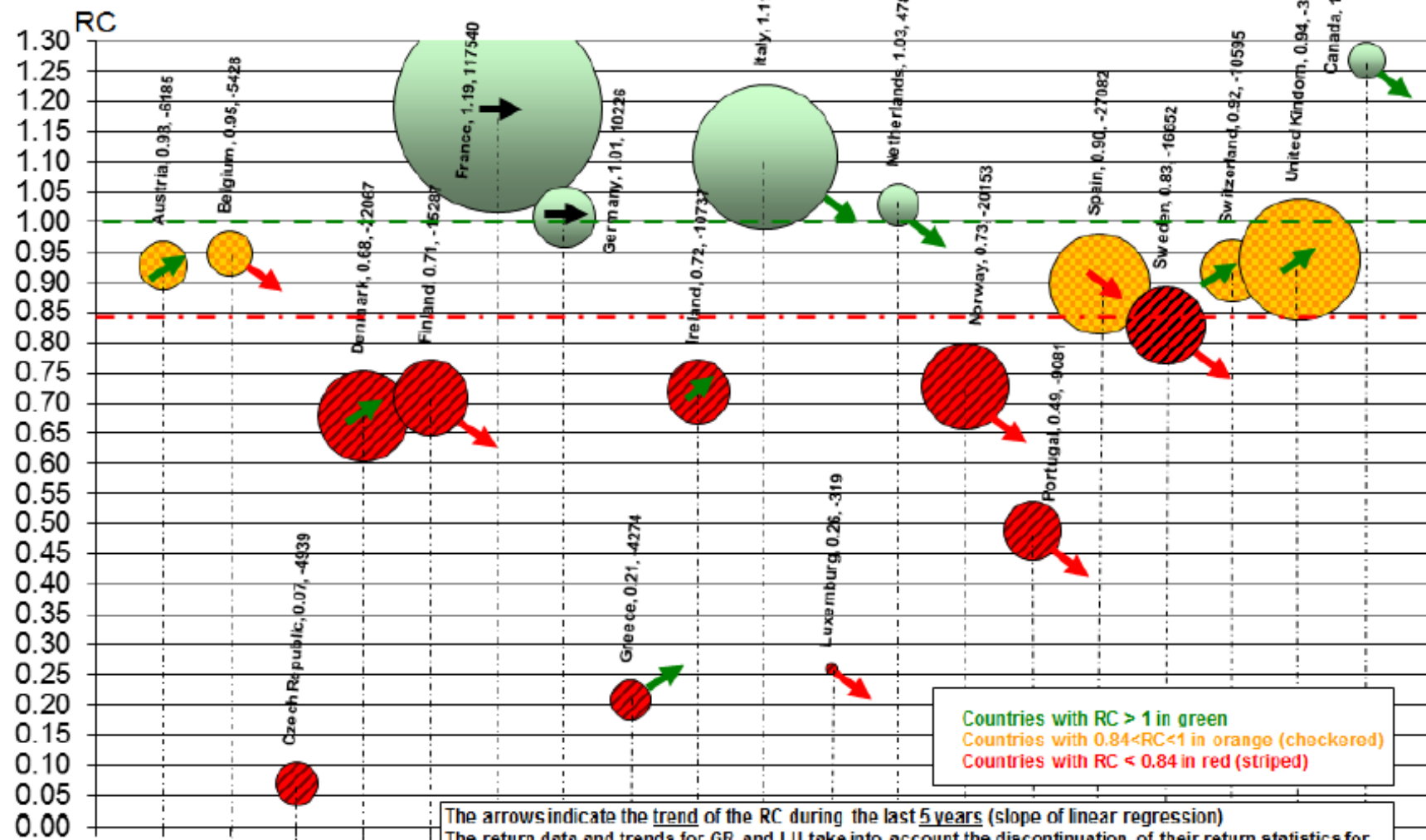
Ensure that all Member States participate in an **equitable** manner, having regard to their financial contribution (*"juste retour"*)

Exploit the advantages of free **competitive** bidding

Geo Return Statistics for Mandatory Activities – End 2011



Mandatory Activities Return Coefficient & Surplus/Deficit (K€) per Country



EMITS

- **EMITS is ESA's web-based system for publishing (competitive) Invitation to Tenders (ITT). It includes inter alia:**
 - **A list of intended ITTs: potential bidders may declare their interest and see which other companies have done the same**
 - **Many technical, administrative and contractual standards and documents (General Tender Conditions, General Clauses and Conditions for ESA Contracts, PSS-A forms, engineering standards etc)**
 - **Competitive ITTs**
 - **Competitive ITTs published by ESA on behalf of other entities**

- **Request for Quotation (RFQs) is the term used for direct negotiations.**

EMITS Invitation To Tender System - Mozilla Firefox

File Edit View History Bookmarks Tools Help

http://emits.esa.int/emits/ona/emits.main

Most Visited De Teyding

esa

ENTITIES LOGIN ESA Home Page Industry Information Entity Registration Services Desk Help

User: Guest

To find Invitations to Tender issued by Entities other than ESA, select here ENTITIES

News

- Open Invitations to Tender
- Intended Invitations to Tender
- Reference Documentation
- Software Packages and Links
- How to do Business with ESA

News

- Open Invitations to Tender
- Intended Invitations to Tender
- Reference Documentation
- Software Packages and Links
- How to do Business with ESA

emits

Invitations to Tender Published / Hosted by ESA

Rel. 5.5

Expand All Collapse All Floating Menu Home

Done

Start EMITS Invitat... 2 Windows Ex... 2 Microsoft O... Prague_Progra... Introduction Th... ESA - Intranet... ESA - SNE Train... EMITS Invitatio... Microsoft Excel... EM

16:50

Kui ITTs on EE, siis Eesti ettevõtte kvalifitseerub

From: EMITS <EMITS@esa.int>
To: Madis Võõras
Cc:
Subject: Issue of ESA Invitation To Tender 7518 - EMITS user: enterr00

Please note that the ESA Invitation To Tender 7518 has been issued.
Click on this link to access the Invitation To Tender on EMITS:

http://emits.esa.int/emits/owa/emits_online.showao?actref=13.156.04&type=mail

AO7518

Title SENTINEL-3 GEOMETRIC CALIBRATION TOOL FOR IN ORBIT PERFORMANCES VERIFICATION (S3GEOCAL)

Open date 14-MAY-13

Closing date 14-JUN-13

Status ISSUED

Reference Nr. 13.156.04

Prog. Ref. GMES Sentinel 3A/3B

Budget Ref. E/0042-01 - GMES Sentinel 3A/3B

Special Prov. A+AL+B+BA+BG+CDN+CH+CY+CZ+D+DK+E+EE+F+FIN+FO+GB+GR+H+HR+I+IL+IRL+IS+LI+LT+LUX+LV+ME+MK+MT+N+NL+PL+POR+RO+RS+S+SI+SK+TR+MD

Tender Type C

Price Range 100-200 KEURO

Establishment ESTEC

Directorate Directorate of EO Programmes

Department Earth Observation Projects Department

Division GMES Space Comp Space Segment Programme

Responsible Maria Papaioannou

Last Update Date 14-05-2013, 13:42:19

Update Reason Tender issue

EMITS Registration

- All Companies, Institutes and Universities that wishes to do business with ESA are required to register as “potential bidders” and EMITS users.
- All the relevant information can be found on:
<http://www.esa.int/industry> (look on the right side, close to the top)

Or:

http://www.esa.int/SPECIALS/industry_how_to_do_business/SEMLLBC1S6F_0.html

Ensure Participation in ESA Programmes

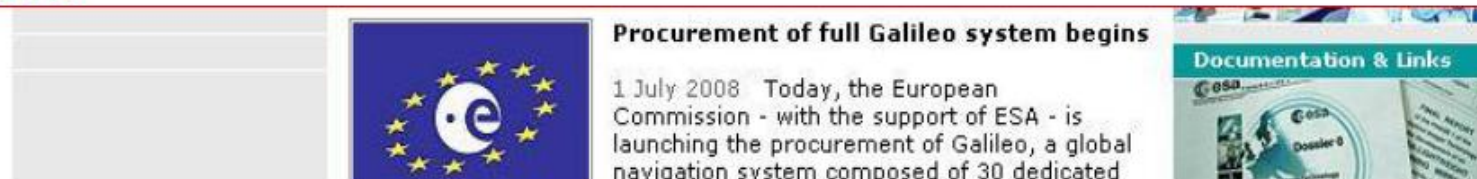
- **Review EMITS ITTs regularly**
- **Pay special attention to the special clauses C1-C4 and also to announcements made on EMITS under "Entities"**
- **Communicate your interest, via EMITS, to participate in the corresponding ITTs**
- **Contact potential partners identified via EMITS**
- **Respond to Invitations to Tender announced via EMITS**
- **Acquire and maintain an up-to-date knowledge of ESA's programmes, activities, organisation and methods of operation**



The screenshot shows the ESA Industry Portal website. The header features the ESA logo and the text "Industry Portal" and "European Space Agency". A navigation bar includes links for "ESA", "Home", "Business Opportunities", "How to do Business with ESA", and "Small and Medium Sized Enterprises". A left sidebar lists categories like "About ESA...", "Invitations to tender", "Partners", and "Communications...". The main content area has a date "22-Feb-2009" and a "Registering as: - ESA Tenderer" button. A red arrow points to the "Full story" link for the article "ESA launches programme in support of Earth observation science". Other articles include "Czech Republic accedes to the ESA Convention". A right sidebar contains a link for "Industry Space Days".

Click here or use:

http://www.esa.int/SPECIALS/industry_how_to_do_business/SEMLLBC1S6F_0.html



This section shows a snippet of the ESA website. On the left is the European Union flag. The main text is titled "Procurement of full Galileo system begins" and dated "1 July 2008". It states: "Today, the European Commission - with the support of ESA - is launching the procurement of Galileo, a global navigation system composed of 30 dedicated". To the right is a "Documentation & Links" section with a link to "ESA - Galileo".

TAS Cooperating States New Member States Policies

COMMERCIAL IN CONFIDENCE

- For New products : Apply TAS Product Life Cycle process in order to secure the partnership (see Annex for PLC logic)

- Step by step approach

- Decision Review's (DR's) are milestones for cooperation

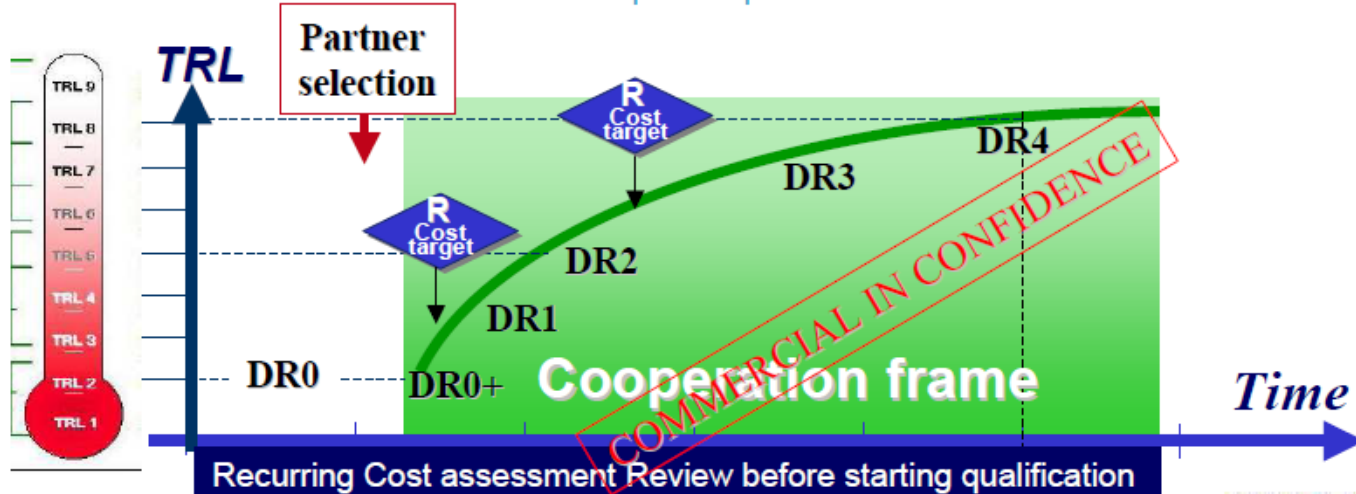
DR0 DR0+: Market Readiness Review features - market needs- feasibility - development plan – Recurring Cost Target – NR Cost estimation for development

DR1 : Business Readiness Review marks the beginning of development

DR2 : Validation Readiness Review marks the beginning of qualification

DR3 : Commercial Launch Review release of product in catalog

DR4 : Customer Readiness Review product qualified



www.estonia.eu/space

www.eas.ee/kosmos

Fail Redigeeri Vaade Lemmikud Tööriistad Spikker

http://turbo.trinidad.ee/trinidad/parooliga/EAS_space/Kujundus/EAS_space-home-eng.png

trinidad.ee

Trade Visit Estonia.eu

Contact us Language: ENG

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Estonian Space Office

Promoting Estonian Space, Business And Policy

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"The climate to operate a business in Estonia is very easy,"

says ABB Country Manager in Estonia, Bo Henriksson.

"There is very little bureaucracy."

» [read more](#)

1 2 3

Uudised

Looking for a partner or a

Avaneb jaanuaris 2014



Tänan!

madis.vooras@eas.ee