**AO/1-8595/16/NL/US ("ARTES Entry")**

**Outline Proposal Template**

**Rev.1.1**

Note to Tenderers:

This Outline Proposal relates to the ESA Call for Proposals no. AO/1-8595/16/NL/US ("ARTES Entry") as published on EMITS. The initiative offers co-funding to activities related to satellite communications up to 250,000 Euro maximum.

|  |  |  |  |
| --- | --- | --- | --- |
| **ESA funding** | **Technology Phase** | **Product Phase** | **Demonstration Phase** |
| SME | Up to 75% | Up to 75% | Up to 75% |
| University(ies) or Research Institute(s) as subcontractor(s) without commercial interest | Up to 100% (up to 30% contract cost) | Up to 50% (up to 30% contract cost) | n/a |
| University(ies) or Research Institute(s) as subcontractor(s) with commercial interest, or any other non-SME subcontractor | Up to 75% | Up to 50% | Up to 50% |

In this Call for Proposal, only activities in the Technology, Product and Demonstration Development Phases are eligible. Therefore, the activity proposed in this Call for Proposal shall address only one Segment and one Development Phase as indicated below.

|  |  |  |  |
| --- | --- | --- | --- |
| **Phase ↓ Segment →** | **Space** | **Ground** | **Application** |
| Definition | NO | NO | NO |
| Technology | YES | YES | YES |
| Product | YES | YES | YES |
| Demonstration | NO\* | YES | YES |

Eligibility of the activities presented in the ARTES Entry Call for Proposals

\*currently not enabled

Being the ARTES Entry part of an optional programme of the Agency, every activity has to explicitly receive the financial support by the National Delegation(s) of the relevant country(ies) of the consortium. You shall therefore contact the National Delegation(s) of the member(s) of the consortium before submitting the Outline Proposal .

Before submitting an Outline Proposal with the form below, it is recommended to read the documentation that is applicable to this 'Call for Proposals'. In particular, the required objectives per Development Phase and Segment shall be respected.

|  |  |  |
| --- | --- | --- |
| ***Development Phase*** | ***Main Activities*** | ***Objectives*** |
| **Technology Phase** | technical risk mitigation excluding any qualification or industrialisation | breadboard, prototype or EM |
| **Product Phase** | development, qualification, verification and industrialisation | for space: (E)QM or similar |
| for ground: verified product in a non-operational environment |
| for applications: application validated in an satcom system |
| **Demonstration**  **Phase** | space product: flight phase "Atlas" | flight hardware (e.g. PFM) |
| ground product: operational validation phase | product validated in an operationa**l e**nvironment |
| application: pilot phase | service validated with relevant users and customers |

Parts highlighted in yellow in this template should be modified as appropriate for your proposed activity.

Text in blue and in a smaller font size (example) is for guidance and can be removed from the completed outline proposal document.

In the fields 'Business Opportunity', 'Role of Satcom', 'Solution and Approach', 'Background/Experience', please, provide sufficient qualified/quantified information to make your Outline Proposal clear. The listed examples in the various fields shall be understood as a non-exhaustive list of general topics to provide a better understanding on the type of information that is required.

The Outline Proposal shall be submitted to the ARTES Programme Office via e-mail to: [artes‑cg@esa.int](mailto:artescg@esa.int)

All proposals will be treated in confidence and will only be seen by the ESA Evaluation Team, with the exception of Table 1 (Cost and Price Breakdown), which will be sent to all the relevant national delegates by ESA upon submission of the outline proposal if they are not in copy of the email containing this outline proposal.

**Outline Proposal**

Outline Proposal Title: ………

Segment: Choose an item.

Development Phase: Choose an item.

Total cost of activity in Euro: ………

Amount requested from ESA (up to 75% of total cost, max 250,000 Euro): ………

|  |  |  |  |
| --- | --- | --- | --- |
| **Company Details** |  | **Contact Point** |  |
| Company Name: | ……… | Name: | ……… |
| Address: | ……… | Function: | ……… |
| Country: | ……… | Telephone: | ……… |
|  |  | E-Mail: | ……… |
| Key company information (i.e. size, turnover, structure, product portfolio overview): ……..  Please confirm the SME status of your company (by stating YES): ………  Please confirm that your company has not worked with ESA in the last 10 years (by stating YES): ……… | | | |

Do you intend to use Subcontractor(s) for your project (YES/NO)?: ………

Please note a copy of table 1 will be sent to all the relevant national delegates by ESA upon submission of the outline proposal if they are not in copy of the email containing this outline proposal.

Table 1 Cost and Price Breakdown

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Company/ Organisation** | **Staus (e.g. University, SME)** | **Country** | **Cost (kEUR)** | **Price (kEUR) (requested from ESA)** | **% Funding from ESA** | **National Delegation Support[[1]](#footnote-1)** |
| Prime | ……… | ……… | ……… | ……… | ……… | yes/no/under discussion |
| Subcontractor 1 |  | ……… | ……… | ……… | ……… | yes/no/under discussion |
| Subcontractor 2 |  | ……… | ……… | ……… | ……… | yes/no/under discussion |

**Activity Description** - describe the activity and the intended output: ………

**Business Opportunity** - provide a rationale of the business opportunity with the key commercial aspects, including the potential satcom target market, the target customers, the competitive environment and own positioning, as well as the market strategy: ………  
Example: target customers: e.g. specific customer profiles- market size:e.g. mass/niche market, high end market/consumers, quantitative figures, etc.- competitive environment: e.g. no competitors, name of main competitor, description of his product, product price

**Activity Content** – describe briefly the approach you will take to elaborate and develop the opportunity within this activity, including definition of main requirements, description of starting point, identification of elements to be developed, verification activities, top level risk assessment and validation/qualification status at the end of the activity: ………  
Example: main requirements: e.g. performance, functionality, environment, user requirements, etc.- starting point/current status: e.g. development from scratch, already existing modules/building blocks/products that will be completed/enhanced, etc.- developments envisaged within the activity: e.g. software modules, hardware elements, service set-up, assessment of the key risks and associated mitigation actions, etc.- product/service to be achieved at the end of the activity: e.g. building blocks, equipment, subsystems, systems, user terminal, satellite hardware, end-to-end service, etc.- validation activities: e.g. in house testing, testing in a real environment, field trials with customers, testing to existing standards etc.- maturity, respectively validation/qualification status at activity completion: e.g. prototype, productised prototype, pre-series, service alpha-testing, service beta-testing, etc.

**Role of Subcontractor(s)** - describe role of Subcontractor(s) (if any) and their contributions and outputs to the activity: ………

**Background/Experience** - describe your background (and of your Subcontractor(s), if any), experience and facilities and related to the proposed activity: ………

1. yes = The National Delegation has been contacted and is in favour of the proposed activity.  
   no = The National Delegation has not yet been contacted.  
   under discussion = The National Delegation has been contacted and discussions are ongoing. [↑](#footnote-ref-1)