

Presentation of ARTES Applications

Thomas Bouvet NEREUS General Assembly, Brussels 30/10/2012

European Space Agency





B) Application examples

C) How can we work together?

ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 2

European Space Agency



ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 3

European Space Agency





ARTES Applications programs support the development of new **applications** that leverage on **space assets**.



space applications

ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 4

European Space Agency



Goals & benefits

★ For ESA: Foster utilization of existing space capabilities for the benefit of the European society

For *industry* (service providers / product suppliers):

- Reducing the risks associated to developing new applications => Development of portfolio of products / services and improvement of competitiveness.
- Access to new markets.

★ For users: Space applications support better operations, i.e. increase performance, improve safety, and/or reduce costs

ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 5



★ Applications can be **products** or **services**.

***** No topical restrictions

any application domain is acceptable e.g. Health, security, transport, energy, environment, agriculture, etc...

ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 6



★ Applications shall be **sustainable** (operationally, commercially, legally)

Short time to market applications,

i.e. enabled by existing space infrastructure and mature technologies.

ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 7

European Space Agency



ARTES is a «frame» programme which hosts different elements. Each of these elements has a set of specific objectives and conditions.

ARTES applications are implemented by two possible programme elements:

- **ARTES 3-4 (Satcom applications industry driven**)
- ★ ARTES 20 = IAP (Integrated applications **User driven**)

What / How do we support?



We support two types of activities:

- **1)Feasibility studies**
- **2)Demonstration projects**



ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 9

European Space Agency



ESA supports by...

•Acting as a **broker** between service providers, developers and the user communities

•Providing **financial support**

•Providing technical and business assistance

•Providing credibility to the project (and involved organisations)

ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 10

European Space Agency



2 possible **procurement set ups** :

- **Direct negotiation**: the activity is initiated by a consortium (<u>co-funded</u>) following the requirements of the continuous open call for proposals in AO 6124

- **Open competition**: ESA issues an Invitation To Tenders (<u>fully funded</u>)

ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 11



Application examples

ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 12

European Space Agency

ESA's Integrated Applications Promotion Programme (ARTES 20)



2 examples showing a good content and setup:

1st example under the theme "Safety & Security" targeting an <u>institutional</u> user: **Integrating Space Assets for UK Civil Resilience**

2nd example under the theme "Energy" targeting a <u>commercial</u> user: **Electricity grid maintenance and recovery**

Integrated Application Promotion THEME: Safety & Security





Motivation:

- Summer 2007 floods, worst in UK history
- British resilience teams overloaded

Box 1: Pitt Review

In the exceptional events that took place, 13 people lost their lives, approximately 48.000 households and nearly 7.300 businesses were flooded and billions of pounds of damage was caused. In Yorkshire and Humberside, the Fire and Rescue Service launched the "biggest rescue effort in peacetime Britain".* Across Gloucestershire, 350,000 people were left without mains water supply this was the most significant loss of essential services since the Second World War. Other critical infrastructure was damaged and essential services including power supplies, transport links and telecommunications were disrupted.

ARTES

ESA UN * General Secretary Matt Wrack, Fire Brigades Union Press Release 28 June 2007

Page 45



esa



Users providing support to the activity:

- Civil Contingencies
 Secretariat (CCS)
 (backbone user)
- Department for Environment, Food and Rural Affairs
- · Department for Transport
- · Highways Agency
- · Environment Agency
- · Health Protection Agency
- Welsh Assembly Government
- Government Office for the East of England
- · East Coast Flood Planning Group

ARTES 20 – Feasibility Studies | N. Hübner ESA UNCLASSIFIED – For Official Use

Tier 1 Users Policy and National Service Deliverers	Tier 2 Users Regional Resilience Teams*	Tier 3 Users Local and Regional Service Deliverers
Backbone User Cabinet Office – Civil Contingencies Secretariat		
Government Departments Home Office Ministry of Justice Foreign and Commonwealth Office Department for Environment, Food and Rural Affairs Department for Transport Ministry of Defence Department of Health Department of Health Department for Business, Enterprise and Regulatory Reform HM Treasury Department for Communities and Local Government Scotland Office Northern Ireland Office	Government Office for the North West the North East Yorkshire and The Humber the West Midlands the East Midlands the East of England the South West the South East London	Public Sector Practitioner. Representatives Local Government Association Welsh Local Government Association Convention of Scottish Local Authorities Society of Local Authority Chief Executives Association of Local Authority Risk Managers Emergency Planning Society Association of Chief Police Officers Chief Fire Officers Association Ambulance Service Association
Government Agencies Environment Agency Maritime and Coastguard Agency Health Protection Agency Security Service Health and Safety Executive Devolved Administrations Scottlish Executive		Private Sector Bodies Telecommunications Network Provider Water and Sewerage Service Provider Commercial Ports Rail Companies
National Assembly for Wales Northern Ireland Office National Centres UK Flood Alert Centre Met Office	* Regional Resilience Teams (RRTs) link Tier 1 and 3 policies and activities.	

Potential users of a resultant solution



Feasibility Study: Integrating Space Assets for UK Civil

Objective:

- Identify space-based services for UK Civil Contingencies.
- Analyse current space and terrestrial solutions.
- Prepare the way for the implementation of the most promising services.



ESA UNCLASSIFIED - For Official Use



Space Assets:

- **EO data** for prevention / monitoring / damage assessment in real- or near-real time.
- Satellite Telecommunications to provide additional coverage over damaged areas.

2013

Navigation for resource location and guidance.







What makes this a promising IAP activity?

- The **backbone user** is of high political level and **able to take decisions** in the institutional environment
- The user community has a serious demand and is open for solutions to improve their operational situation
- The consortium consists of operational / institutional service providers and industries with good technological background
- The consortium is **open to investigate** the technologies that are needed to serve best the user demand

Integrated Application Promotion THEME: Energy





Integrated Application Promotion Grid maintenance and recovery



User:

Transmission Systems Operators: RTE (F) and Elia (Be)

Objectives:

•Improving the performance and cost efficiency of maintenance

•Reduce recovery time

ARTES 20 – Feasibility Studies | N. Hübner ESA UNCLASSIFIED – For Official Use

Motivation:

Costs

Improve supply continuity

For Transmission Systems operators, power cuts results in

•Loss in revenue

•Penalties

Maintenance of the network is extremely costly.

Legal obligations

•The power supply shall be recovered within 5 days^{European Space Agency}

Integrated Application Promotion Grid maintenance and recovery



Space Assets:

- Earth Observation data: Detection of wrecked pylons
- Satellite navigation for (maintenance) aircraft navigation, attitude control, and sensor pointing.



Integrated Application Promotion INTOGENER



What makes this a promising IAP activity?

- The **backbone user** (RTE) is one of the major TSO in Europe with sufficient **commercial power and market influence**
- The user has a **strong need** to reduce its operational costs on maintenance
- The user is **open to adopt new processes** to make their operations more efficient
- The user is **open to collaborate with other users** towards a cost effective solution applicable to all TSOs.

Other activities



Safety / Security

SASISA: Small Aircraft Service for Instant Situational Awareness

VAMOS: Volcanoe Monitoring from Space

EagleSpace: Information support to cross-border crisis management

Early warning of coastal floods

Energy

PIMS: Pipeline Integrity Management System

Services supporting the wind power industry

IntoGener: Services supporting the hydropower industry

Health

T4MOD: Remote Assistance for Medical Teams Deployed Abroad

Predict: Prevent and respond to epidemics

Gulliver: Tracking pharmaceuticals

Voyage: Health care for people on the move

Environment / Agriculture

Savewater: Integrated satellite AUV services for sustainable water management

Bioscope: Integrated satellite + UAV services for vegetation monitoring

iTRAQ: Integrated Traffic Management and Air Quality Control

FruitLook: Water use efficiency of vineyards and fruit orchards

Transportation

DG-Track: Support of dangerous goods transport in the medical sector

Improving Safety at Railway Level Crossings

Predicting, monitoring and alerting of landslides and subsidence affecting the transport infrastructure

ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 23

ESA UNCLASSIFIED - For Official Use

European Space Agency



How can we work together?

ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 24

European Space Agency

How can we work together? Awareness activities



★ Cross participation in workshops and events

Information on the benefits of space services for users Exchange of experience among users Information on opportunities of the ARTES Applications programmes

★ Channel ARTES applications opportunities to

relevant industry or user community in your region (broadcasting / targeted)

Pooling of network (user communities, service providers, etc...)

ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 25

European Space Agency

How can we work together? Elaboration of new activities



If you are a user (e.g. regions, public institutions, companies)

Expression of needs

Respond to call for ideas

Interact directly with us

If you are a service provider

Respond to our open call proposals AO 6124 (co-funded) Respond to our ITTs (Fully funded)

How can we work together? Elaboration of new activities



The right content and set-up:

- a "good" user with a problem in demand of a solution
- a service oriented mindset (not technology driven)
- a strong team (strong leadership, right mix of partners)
- operational, technical, commercial know-how
- the willingness to go for it (3years)

... and, of course, more than 1 space asset to be integrated

Thank you



Contact information

T. Bouvet

Integrated and Telecommunications related Applications Department

European Space Agency

- Tel: +31 (0)71 565 6592
- Email: thomas.bouvet@esa.int
- URL: http://iap.esa.int http://telecom.esa.int



BACK UP SLIDES

ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 29

European Space Agency

Space for Agriculture





TalkingFields Precision Farming

- Improved agricultural productivity
- Higher yields / production savings
- Site-specific cultivation
- Integrative use of satellite techniques and intelligent services





BIOSCOPE

Vegetation Monitoring Service

- For farmers and managers of natural sites
- Image acquisition from satellites and UAVs, to improve service availability and flexibility.



Space for Energy



SpaceGrid

- 43000 km of Power Lines in Italy
- Interference of safe corridors by building and vegetation
- Change detection by Optical Earth Observation
- Monitoring of land subsidence
- SatCom as a grid-wide back-up system



INTOGENER

- INTegration of EO data and GNSS-R for ENERgy Applications
- Support to hydropower plant operation in Chili
- Large area water level monitoring using GNSS-R (reflected signal)
- Earth Observation SAR (snow height) and Optical/IR (temperature) integrated with water flow models

SatCom for remote data transfer



Space for Energy

CSP-FoSys

- Concentrated Solar Power Forecast System
- Nowcasting/Forecasting of input to power grid based on
 Earth Observation data (meteo)
- Real-time provision via SatCom
- GNSS considerations: in-situ measurements and consistent time-tagging

CCS-SpaceMon – Carbon Capture & Storage

- Subsidence monitoring using multitemporal SAR
- Calibration and confirmation using differential GNSS
- SatCom for data communication and remote monitoring









Space for Energy

PIMS In Space – Pipeline Integrity Monitoring Service

- Monitor third party interference, land erosion and subsidence with help of Earth Observation (SAR, optical, helicopter w. GNSS)

- Remote monitoring of pipeline integrity (SatCom)
- Integration with PIMOA tool to provide early warning service
- Maintenance support (GNSS)



- Using small Unmanned Aircraft for Geographical Surveys and Oil & Gas Pipeline monitoring

- Service for exploration companies and oil & gas production companies







Space for Health

SAFE: SAtellites For Epidemiology

- -SatCom (VSAT) for internet & tele-conferencing (local Wifi)
- -Electronic surveillance & GIS
- -On-site biological analysis
- -Demo Greece : Heraklion earthquake
- -Operational service Georgia : Tuberculosis surveillance

HEWS: Health Early Warning System

- -SatCom for acute disease outbreaks
- -Demo Portugal : Anthrax attack

- -Demo Angola : Hemorrhagic (Marburg) Fever outbreak
- -Connect local health professionals with provincial authorities
- -Satellite phone in field, VSAT/BGAN in coordination centers

or Health







Space for Health

PREDICT - Senegal

-Prevent and Respond to Epidemics and Demonstrate Information and Communication Technologies

- -Direction des services vétérinaires (DSV)
 - Monitor, collect data of network of veterinary stations
 - Inspection teams with mobile SatCom
 - Central dBase plus GIS, vegetation, water bodies

Water quality monitoring

- -Pilot study Lake Manzalah, Egypt
- -Combining in-situ measurements and EO data
- -Improved resource management
- -Extension to other lakes planned







Space for Health





VECMAP

Mapping disease vectors

- Regional & national level
- Optimizing & integrating insitu sampling, EO data and spatial modelling
- Service for pest controllers, public health & academics



eHealth in Subsaharan Africa

- -Program of 4 studies in 4 thematic areas
- -Governance, Regulations, Interoperability, Sustainability
- -Themes: eCare, eLearning, eSurveillance, eGovernance
- -Funded by Lux Development (European Investment Bank)


Space for Health





AMAZON

Dual-use vital signs monitoring service for professionals

- Conventional in-situ monitoring
- Remote diagnosis features
- Multimodal space-based connectivity
- Localization features for faster first medical aid delivery

ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 37

European Space Agency

Space for Safety





Space Assets for Demining Assistance
Services for Mine Action (3 Studies)
-Maps for planning, prioritization and reporting
-Risk maps based on integrated indicators of mine
presence/absence

-Field survey & field operations support
-Integration with GICHD's Information Management
System for Mine Action (IMSMA)





Land Border Control Services for controlling of land borders

- Maps and surveillance
- Patrol Track & Trace
- Communication services
- Common operational picture



ISIDE (Innovative Satellite Interactive Digital Entertainment)



ISIDE



- > On-line catalogue to order and purchase movies
- Very high bi-directional satellite data rates (up to 100 Mbit/s in forward) to multicast movies to cinema theatres in Italy, Germany, France and Spain
- > Live events (e.g. sport, operas, virtual theatres, seminars)
- > Encryption, Digital Rights Management (DRM) and billing
- Remote Monitoring&Control



ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 39

European Space Agency

ESA UNCLASSIFIED – For Official Use

Space for Safety





UK Civil Resilience

- Integrated operational services
- Existing space assets
- UK resilience community
- Quality, reliable, simple information
- Smartphone application



TWIM : Two Way Information Management



- Improving responses to accidents and emergencies
- Allowing the general public to report emergencies through mobile devices
- Supporting emergency services and coordinators
- Informing public on emergencies



Space for Safety





SINUE

Satellites for the Integration in Non-segregated airspace of UAS in Europe

- UAS with sensors
- Satellite communication for Command & Control and realtime relay of sensor data



ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 41

European Space Agency

ESA UNCLASSIFIED – For Official Use

Space for Transport





SSMART

Services for transport of

dangerous goods

- Transport planning
- Track & Trace and monitoring
- Incident management





iTRAQ

Integrated Traffic Management and Air Quality Control Using Space Services - Optimizing traffic flow and air quality



Space for Transport





DG - TRAC

- Supporting Dangerous Goods Transport Tracking and Tracing in the Medical Sector
- Providing Location of Transported Medical Goods,
- Provides information on goods in case of emergency
- Services support medical institutions, logistics companies and public safety services





ECO2FLEET

- Supporting drivers in "Green Driving"
- Reduction of fuel costs, and CO₂ emissions
- Service for Fleet Operators



Space for Transport



Predicting, Monitoring, and Alerting of Landslides and Subsidence Affecting the



Transport Infrastructure

- Improving confidence in predicting terrain movement
- Service for infrastructure operators
- Minimising consequential damage in case of landslide



Optimising Intermodal Freight Transport through European Ports



- -Reduce Congestion
- -Maximizing efficiency
- -Reduce carbon foot print
- -Improve Safety and Security

Examples of activities



SATMODO (ARTES 3-4 Satcom Apps)

Prime Contractor: Treemetrics (IRL), 600k ESA price



Objective: Live guidance and monitoring of round-wood timber harvesting, using trees inventory using laser scan, and satellite and terrestrial wireless technology to provide instruction to harvesting machines and collect feedback to monitor the process and validate the inventory

Project Duration: 15 months, **Users involved:** Coillte, Green Belt and Scottish Forestry association





ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/00/2012 | 11A | Silde 45

ropean Space Age

ESA UNCLASSIFIED - For Official Use

BIOSCOPE (1/2)

Background

- Farmers need timely information on the status of their crops, at specific times during the growing season, so they can plan their field operations (e.g. application of fertilizer, irrigation, harvest). Thanks to remote sensing farmers can map the spatial variability of the crop status and perform precision farming, thus saving on costs and preserving the environment.
- Nature managers of Natura 2000 sites have a legal obligation to monitor the vegetation on a regular basis, to report on the evolution of habitat and biodiversity. Use of remotely sensed imaged drastically reduces field work. Yet, the timing for image acquisition during the vegetative cycle is critical.



- The timing for image acquisition is critical: the time window for acquisition is short, and the planning for acquisition comes on short notice. Cloud prevent acquisition of images in the IR / Visible spectrum. The problem of availability of images is problematic in cloudy countries such as the Netherlands or Belgium. It undermines the use of space imagery for agricultural and nature management purposes.

- Need to develop a service which can <u>reliably</u> deliver images on the status of the vegetation with in a short notice Space Agency (1 to the state of the state



BIOSCOPE (2/2)



Objective of the Feasibility Study

- Assess feasibility and viability of a service for vegetation monitoring aimed at farmers and managers of natural sites.
- The system is based on the integration on:
 - Space & aerial (UAV borne) imagery
 - GNSS technologies
 - Processing software to calibrate data, co-register images, retrieve information and produce maps.

Project team and users

- Prime: Terrasphere (NL)
- Subs: Aerovision (NL), Aurea Imaging (BE), CRP Lippmann (LUX)

 11 users from NL and BE, incl. farmer organizations and bodies in charge natural reserve management.

Budget:

- 315 EXE (Diffect The official Use Expo, Noordwijk | 19/06/2012 | TIA ESA UNCLASSIFIED - For Official Use

Added-value of space

- Earth observation data:

Ability to systematically capture up-do-date and standardized information over a wide area

- Satellite Navigation:
 - Accurate UAV navigation and positioning
 - Positioning of ground reference points
 - Geo-referencing of UAV captured images

BIOCOPE functional architecture



Intelligent Railways via Integrated Satellite Services (IRISS) 1 of 2



Communications

Goal of the study

- 1.To develop and validate a viable and robust business model for the introduction of satellite navigation and satellite communications services within the UK rail transport sector.
- This capability will allow train operators to:
- 1.communicate with their assets irrespective of location and status
- 2.enable data to be uploaded and offloaded in real time, thus
- 3.facilitating decision making processes and
- 4. improving the management operations and incidents.

ESA Presentation | Thomas Bouvet | Space ESA UNCLASSIFIED – For Official Use



Slide 48

and EGNC

Station/Depot

Train

European Space Agency

Operations Centre

Intelligent Railways via Integrated Satellite Services (IRISS) 2 of 2



Feasibility Study results

- The TITAN system has been developed and extensively demonstrated on both a rural and a high speed train.
- Tracking via GPS, GLONASS, EGNOS. INS integration planned.
- Seamless communication integrating GPRS, 3G and SatCom. At stations and depots, Wifi is also used for video download.
- Via a control center and a webserver, the user receives train monitoring, tracking and communication services:
- Train metering and monitoring download
- CCTV download, image extraction
- Train tracking & geofence alerting
- Driver training/energy management ESA Presentation | Thomas Bouver | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 49 USING TRIP replay Service (OCULUS) ESA UNCLASSIFIED - For Official Use
- Paging/messaging to train staff



Train tracking software (courtesy of NSL)

Stakeholders involved

- Prime: Nottingham Scientific Ltd (NSL, UK)
- Sub: Avanti (UK)
- Train Operator (East Midland Trains)
- Rolling Stock Companies, Rolling stock manufacturer, Infrastructure Operator (Network Rail)

517 kEuro, of which 235 kEuro ESA contribution

European Space Agency

Landslide and Subsidence Monitoring (1/2)

esa

Background

- Landslides and subsidence constitute a major geological hazard, naturally occurring or affected by human activities (land use),
- Whereas the effects of landslides and subsidence upon communities in mountainous and coastal areas is well known, less well recognised is the danger of terrain movements to the transport infrastructure across wide areas of Europe,
- Landslide and Subsidence affecting transport infrastructure poses a threat to life and imposes a heavy burden in terms of direct and indirect costs,
- In minimising the consequential damage of landslides and subsidence affecting the transport sector, there is a growing need to predict these events more accurately, to enable preventive measures to be initiated effectively,
- There is a mutual recognition that space based services may provide a solution to improve monitoring of predicting and alerting inscrete of such an event, and reduce the damage.





European Space Agency

Landslide and Subsidence Monitoring (2/2)



Objective of the Feasibility Study

- the study assesses the feasibility of using space based assets to assist
 - in developing models that can accurately predict landslides and subsidence,
 - monitoring and alerting systems in order reduce damage



Feasibility Study

- Open Competition
- Budget 300 kEURO (fully funded)
- Dutationtalia Montheouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 51

ESA UNCLASSIFIED - For Official Use

Added-value of space

Users

- Earth Observation capabilities include the measurement of terrain movement and deformation, vegetation and soil moisture. Also weather (precipitation) information is relevant.
- Satellite navigation can be introduced to locally determine terrain movement, and tracking and tracing of emergency units.
- Satellite communications may be required for data collection from remote areas



Integrated Application Promotion THEME: Energy

Boat Stand





Los Machos

🍃 Laja Lake

Integrated Application Promotion INTOGENER



Motivation:

Money

Any improvement of water flow prediction, even at small scale (5%), has a large positive economic impact for the hydro power producer

User:

Hydroelectric power generation company ENDESA (E), major hydro power supplier in South America

Use case is Lake Laja in Chile

Objective:

Implementation of a water flow monitoring and prediction system to improve the forecasts for hydro power generation

European Space Agency

Integrated Application Promotion INTOGENER



Space Assets:

- Earth Observation data: snow cover area, snow water equivalent
- Insitu information (water level) based on reflected GNSS signals
- Data transfer by satellite communication
- Integration with hydrological model for the water flow forecast.







ARTES 20 – Feasibility Studies | N. Hübner ESA UNCLASSIFIED – For Official Use

Integrated Application Promotion INTOGENER



What makes this a promising IAP activity?

- The backbone user is one of the major hydro power suppliers in South America with sufficient commercial power and market influence
- The user has a **strong interest** in increasing its profits and is interested to become the **service provider** for the solution
- The consortium consists of **industries and research institutes** with good technological background
- The consortium is **open to investigate** the technologies that are needed to serve best the user demand
- The consortium prime has established a **good relationship** with the user already for a few years

Integrated Application Promotion INTOGENER



What are the hurdles to overcome in this IAP activity?

- The user will buy into the solution only if there is an improvement over current forecast achievements
- The service(s) have to be available and reliable (back-up solutions required to avoid single point of failures)

ARTES Applications Programs



	ARTES 3-4	ARTES 20
type of applications	satcom based applications	applications using multiple space assets (min: two)
type of activities	Demonstrations	Feasibility studies + Demonstrations
originator	industry (incl. service providers)	end users, in association with industry where applicable
Procurement type	Direct negotiation (DN)	Direct negotiation (DN) Open competition (OC)
price	50% of the eligible costs	DN: 50% of the eligible costs OC: 100% of eligible costs
ESA ESAtaAPPFQMalsouvet Space	Expo, NoordwAC 1970J/BC 2 PTITERde 57	$JCB > AC > IPC >_{European Space Age}$

Application process





Metwork of IAP Ambassador Platforms

AP for e-Health in Inaccessible Regions (NST) $\widehat{}$

for the Baltic Sea Region (BSAG

UK AP for Integrated Applications (ESA Harwell)

AP for Environmental Risks & Hazards in the Mediterranean Region (EURISY

AP for the Netherlands (Het Waterschapshuis)

AP for Space for MED

AP for Integrated Applications in the Central & Eastern European Region (ESPI)

AP for Dual Use Integrated Applications (Italian MoD)

AP for EU Adoption of Renewable Energies (CENE)

Data SIO, NOAA, U.S. Navy, NGA, GEBCC

The ARTES programme as of today



European Space Agency

A balanced combination of generic envelope programme Elements



and specific Mission/System orientated Programme Elements



Content



- ARTES
- ARTES 3-4 Satcom Applications
- ARTES 20 (IAP) Feasibility Studies
- ARTES 20 (IAP) Demonstration Projects
- What are the opportunities
- How to get involved in ARTES Applications
- Overview of IAP activities with A involvement

ESA UNCOSSIFET VERIOUS OF completed/running IAP

European Space Agency



ARTES – Advanced Research in Telecommunication Systems

ESA UNCLASSIFIED – For Official Use IAP Presentation | N. Hübner | 04/07/2012 | TIA Slide 62 European Space Agency

ARTES Objective



- Objectives

- Maintain and improve the capability and competitiveness of industry of participating countries in the world satellite satcom market
- Develope satellite-based Solutions that meet the needs of the European Society and European Institutions.
- ARTES is a «frame» programme which hosts different Elements and each of these Elements has a set of specific objectives and conditions

The ARTES programme as of today



A balanced combination of generic envelope programme Elements



and specific Mission/System orientated Programme Elements





ARTES 3-4 Satcom Applications

ESA UNCLASSIFIED – For Official Use IAP Presentation | N. Hübner | 04/07/2012 | TIA Slide 65 European Space Agency

Industry Products Development "The ARTES products' ecosystem"



GSP: General Studies Programme

Products' maturity

ESA UNCLASSIFIED – For Official Use TRP: Technology Research Programme ARTES: Advances Research in TElecommunications Systems

European Space Agency

esa

ESA's Telecom Products Programme (ARTES 3-4)



The goal :

Maintain and improve the capability and competitiveness of the industry in the world satellite telecommunication market.

Ensure the short-term readiness of the industry to

respond to commercial opportunities by focusing the

ARTES 3- 4 activities on products ready for the

commetibator of Products ket.

ARTES Satcom Applications (part of ARTES 3-4)



Satcom Applications, together with Space and Ground Terminals, is part of the three segments addressed by the ARTES 3-4 Programme Element

ARTES 3-4 Satcom Applications is a well consolidated(*) instrument used since 1997 to support applications activities promoting utilisation of satellite communications

(*) A total of 154 projects has been launched in the period 1997-2011, for a total funding (ESA part) of about 110 MEUR.

66% of the projects contracted to Small and Medium Enterprises ~50% of the projects contracted to new entrant into ESA Telecom

ARTES 3-4 – Commercial Satcom Applications



Open Call AO/1-5891/08/NL/US ARTES 3-4 "Telecom - Products Programme"



ARTES 3-4 – Commercial Satcom Applications AO 5891 – Product Development



- Development, integration and pilot utilisation of Satcom based applications
- Ideas originated by Industry (industry driven)
- Technical part and business case equally important
- Outline Proposal \Rightarrow Full Proposal
- Direct negotiation, funded up to 50%
- Letter of authorisation from National Delegations
- Part of the Continuous Open Call for ARTES 3-4 (AO 5891) (together with Space and Ground Segment)

ARTES 3-4 – Commercial Satcom Applications AO 5891 – Study Activity



- Objective: perform preparatory work and establish key documents for the development of a product for SatCom
- Option just recently introduced for SatCom Apps (Apr2012)
- Tenderer shall have firm plans to develop the product in an ARTES
 3-4 Development Activity following the Study Activity. The follow-on activity shall be planned to develop the product (Space, Ground or Satcom Apps) to the level that it is ready for commercial exploitation
- Scope: consolidate the technical requirements and baseline and identify technical risks before entering into the development of a product
- ESA funding not exceeding 50% of the cost (max 250 kEuro)
- Outline proposal OPTIONAL (but highly recommended!)
- Info on how to apply can be found in the documentation of the 'Continuous Open Call for ARTES 3-4 Proposals in EMITS http://emits.esa.int: AO 5891,

ARTES 3-4 – Newcomers Initiative AO 5658



- Objective: attract and assist Small and Medium Enterprises (SMEs) with special attention to companies which never had a contract with ESA Telecom
- Development, integration and pilot utilisation of Satcom based applications
- Ideas originated by Industry (industry driven)
- First step: Outline Proposal of about 4 pages (business opportunity, role of Satcom, proposed solution, project content, company background, cost/ price, duration, contact information, SME status) via a secure website

http://telecom.esa.int/newcomers

- Second step: Full Proposal according to Continuous Open Call AO 5658
- Direct negotiation, funded up to 50% (max. 200 kEuro)
- Letter of authorisation from National Delegations
- Difference to ARTES 3-4: easy entry, reduced application requirements, more support from ESA, business case as part of the project, funding Ceilings of 200^{ffi} Euro IAP Presentation | N. Hübner | 04/07/2012 | TIA Slide 72
ARTES 3-4 Project Lifecycle & ESA Processes





ESA Boards & Committees →

AC: Adjudication Committee (price>250k) IPC: Industrial Policy Committee (price>500k) TEB: Tender Evaluation Board

How to apply (1)



ESA EMITS: http://emits.esa.int

EMITS Invitation To Tender System Windows Internet Explorer provided by European Space Agency					
COC TE http://emits.esa.int/emits/owa/emits.main			💌 🐼 🆘 🗙 🔀 Google 🖉 🔎		
Favorites EMITS Invitation To Tender System				🐴 • 🗟 - 🖃 🚔 • Page • Sa	ifety + T <u>o</u> ols + 🕢 + »
Cesa	ENTITIES V ESA Home Page Industry Information Vour Entity Details User Preferences Service Desk Help Quit				lp Quit
User: ffelicia - Normal User					-
 News Ordered by Open Date Ordered by Closing Date Ordered by Closing Date By Keyword Global List Formation to Tender Reference Documentation Software Packages and Links Search Invitations to Tender 	ESA Open Invitations To Tender / Ordered by Closing Date [FR] Last Update 07/06/2012,11:51:53 (AO7108: Loaded a new Clarification(English version))				
	1	Updated!	<u>AO6000</u>	ARTES 5.2: TELECOM - TECHNOLOGY CALL FOR PROPOSALS (From 16/02/2009 to 31/12/2014, Act.Ref.: 09.153.66)	31/12/2014
	2	Updated!	<u>A06124</u>	OPEN CALL FOR PROPOSAL FOR ARTES 20 (INTEGRATED APPLICATIONS PROMOTION PROGRAMME) (From 15/06/2009 to 31/12/2014, Act.Ref.: 09.153.75)	31/12/2014
	3	Updated	<u>AO5891</u>	ARTES 3-4: TELECOM - PRODUCTS PROGRAMME - CALL FOR PROPOSALS (From 05/09/2008 to 31/12/2014, Act.Ref.: 08.153.70)	31/12/2014
	4	Updated	<u>A05658</u>	ESA TELECOM NEWCOMERS' INITIATIVE - CALL FOR PROPOSALS (From 28/01/2008 to 31/12/2014, Act.Ref.: 08.153.52)	31/12/2014
	5	Updated!	<u>A05651</u>	FRAME CONTRACT FOR MEDIUM SIZE INFRASTRUCTURE WORKS ON-ESTEC SITE, NOORDWIJK (NL) (PREVIOUS TITLE: FRAME CONTRACT FOR MEDIUM SIZE PROJECTS) (From 29/02/2008 to 31/12/2013, Act.Ref.: 08.120.01)	31/12/2013
	6	New!	<u>A07094</u>	ESA INNOVATION TRIANGLE INITIATIVE (ITI) 2012 (From 12/04/2012 to 31/12/2012, Act.Ref.: 12.135.01)	31/12/2012
Expand All Collapse All Floating Menu Home	7	Updated!	<u>A05720</u>	ANNOUNCEMENT OF OPPORTUNITY: FOR MARKET-ORIENTED ACTIVITIES (PERMANENTLY OPEN AO UNDER GSTP)	31/12/2012

European Space Agency

ESA UNCLASSIFIED – For Official Use

How to apply (2)



🛃 iGoogle	🛛 🔧 Google Calendar	🛪 🔀 Daptiv PPM - Documents 🛛 🛠 ESA Telecommunications 🖉 🤄 ESA Telecommunications:HYLA 🗡 🛄 EMITS Invitation To Tender Sy 🛪
emits.esa.int/e	emits/owa/emits.mainl	☆ ♥ C 3 r space before colon 🖉
Most Visited 🗍 Gettin	ng Started 😡 Latest Headlines 📃 B	Bookmarks Toolbar 📧 (146) XS4ALL Webmai 🦹 La Repubblica.it - Ho 🌔 Picasa Web Albums
oogle	-	Search + 🖟 M + 🚇 + 🗰 🖓 🗐 + 🚫 🌲 - 阔 + 🥸 🧭 Share- 👷 Bookmarks+ 🗛 Check + 🧞 Translate + 🔏 AutoFill + 🥒 💦 🔧 + 🚇 fran
Cesa		Entities ESA Home Page Industry Information Your Entity Details User Preferences Service Deak Help Quit
User: fi	ifelicia - Normal User	Proc. Prop: NO
		Tender Type: C
		Price Range: > 500 KEURO
Open Invitations	to Tender	Establishment: ESTEC
Ordered by O	pen Date	Directorate: Directorate Telecom & Integrated Applica
Ordered by Cl	losing Date	Department: Telecom Technologies, Product&Systems Dep
-By Keyword		Division: Technologies and Product Division
Untended Invitatio	ons to Tender	Contract Officer: Ulrich Sterzl
By Establishme	ent	Last Undate Date: 17/04/2012
By Directorate		Undate Reason: Modified a Clarification(English version) 5
By Date / Qua	ırter	opure reason, no more a chameron (chight i control) s
By Programme	e / Quarter	ARTES 3-4 is the ESA-Industry Programme for satellite telecommunication product developments. ARTES 3-4 operates with a 'Call for
By Keyword		Proposals' which is always open. The industry responds with proposals as they find it opportune. The activities proposed in response to this 'Cal
By Country		for Proposals' must be relevant for the satellite telecommunications sector: space segment, ground segment and applications involving
By Revision N	umber	telecommunication satellites. The content of an ARTES 3-4 contract consists of activities which have been identified by industry, ESA or national
Global List		authorities as having clear applications potential. Essential characteristics of this programme are the proactive role of the Bidder in defining and
Anticipations		proposing projects oriented to sustainable products (equipment, software, systems, applications, services) in the wide area or satellite telecomminications and the charing of funding by ESA and industry/husinesses for the development of the products. Although not a competitive
Booklet		tender action the ARTES 3-4 Call for Proposals is published among these in order to achieve a higher deree of visibility. The closing data about
Reference Docur	mentation	has been established solely for technical reasons connected with EMITS and ought to be ignored. NOTE: THE PRESENT CALL FOR
Software Packag	ges and Links	PROPOSALS REPLACES THE PREVIOUS ARTES 4 CALL FOR PROPOSALS (PUBLISHED UNDER REF.NO. AO4780).
Search Invitation	is to Tender	10 No.
		- kt Best Street (1997)
		• V Letter of Invitation, 144999 Bytes
		■ • • • • • • • • • • • • • • • • • • •
		• E Contract Conditions 655848 Bytes
		Inder conditions, 421044 Bytes
		• E Clarification-e 4, 54106 Bytes
		• 🔽 Clarification-e 5, 70129 Bytes Transfer selected documents as native to your email-address 💌
	<u> </u>	
Expand	d All Collapse All	Current Expression of Interest
rioating	g Menu nome	

How to apply (3)





How to apply (4)



- 1. To facilitate the preparation of the Outline Proposal for ARTES 3-4 SatCom Apps Projects, a Guideline Template has been prepared
- 2. The template is a MS Word document that can be used as a starting point to fill in the content of the Outline Proposal
- 3. The Template can be accessed from: http://iap.esa.int/what-and-why/proposal-guide/satcom-



ESA Satcom Operators Initiative (1)



- As part of the Special Tender Conditions, Par.5.16 of the section "Content of the Full Proposal for SatCom Applications", the possibility to access SatCom capacity and services at preferential conditions is indicated

- This option is conceived to help new ARTES SatCom Apps projects, especially when generated by new entrants in the space domain, to find the "right" Satcom solution fitting their technical, operational and commercial requirements

- Frequent obstacles are the lack of technical know-how in the ARTES Project team and the sometime unclear offers from the markets

- Apps projects have typically low scale deployments, which make them not particularly attractive for Satcom solution providers, in particular when specific technical issues need to be addressed

- The ESA-Satcom Operators initiative has been introduced to answer the above points



ESA Satcom Operators Initiative (2)



Formal agreement between ESA and the Satcom Operator guarantees the following undertakings:

1)A set of privileged conditions to access the satellite capacity for the duration of the ESA project (free, or discounted fees)

2)Structured access to technical, operational and commercial information to support the applicants' proposal

3)Dedicated support during the preparation of the proposal and the execution of the project

Current Agreements:

Satcom Operator	Satellites	Provision	Status
Avanti	HYLAS 1	Raw Capacity, Managed IP Access Services	Operational telecom.esa.int/hylas1apps
SES Broadband Services	Astra 23.5° East	Managed IP Access Services	In preparation

ESA Satcom Operators Initiative (3)



HYLAS 1 Opportunity:

A single Ku European beam suitable for DTH TV, HDTV and Multicast services.

Uplink frequency bands Downlink frequency bands Service areas 17.3-18.1GHz 11.7-12.5GHz Western Europe

Up to eight Ka spot beams capable of serving broadband, interactive TV services as well as HDTV.

Uplink within Downlink within Service areas 27.5 - 30.0 GHz 18.1 - 20.2 GHz Western Europe



© Avanti Communications Group plc

ESA Satcom Operators Initiative (4)



HYLAS 1 Opportunity: what is offered at <u>NO COST</u> for ARTES 3-4 and ARTES 20 Projects



ESA Satcom Operators Initiative (5)



HYLAS 1 Capacity Request Template

Screen 1 of 3	Screen 2 of 3
HYLAS 1 Application Opportunity Ver1.3	to Avanti):
Project Name:	6. How Many remote terminal(s) would you require?
Company:	Quantity:
Contact Email:	 Would the terminal(s) be fixed or mobile? Mobile (go to Question 6) Fixed (go to Question 7)
All questions must be completed except where directed otherwise. 1. Is the capacity request for dedicated bandwidth or bandwidth from a shared pool?	8. Who is the manufacturer of the mobile terminal platform?
Dedicated (go to Question 2) Shared (go to Question 5)	Manufacturer:
 Is the capacity request for MHz carrier capacity or IP Kbps via an Avanti supplied Hughes or iDirect platform MHz capacity (go to Question 3) 	9. What approximate duration do you require shared or dedicated capacity for?
^{3.} What carries To be attached to t	he Outline Proposal
Forward	
terminal(s)): Return (Remote terminal(s)	10. Does your organisation have an Avanti certified installer Image: PES (go to Question 11) Image: NO
terminal(s)): Return (Remote terminal(s) to Avanti):	 10. Does your organisation have an Avanti certified installer YES (go to Question 11) NO 11. Would your organisation seek to have individuals certified as Avanti installers for the installation of any
terminal(s)): Return (Remote terminal(s) to Avanti): 4. How much dedicated bandwidth is required in Kbps Enoward (Avanti to remote	 Does your organisation have an Avanti certified installer YES (go to Question 11) NO Would your organisation seek to have individuals certified as Avanti installers for the installation of any remote terminal(s)? YES (go to Question 11) YES (go to Question 11) YES (go to Question 11) NO
terminal(s)): Return (Remote terminal(s) to Avanti): How much dedicated bandwidth is required in Kbps Forward (Avanti to remote terminal(s)): Return (Remote terminal(s)	 Does your organisation have an Avanti certified installer YES (go to Question 11) NO Would your organisation seek to have individuals certified as Avanti installers for the installation of any remote terminal(s)? YES (go usesion 11) NO Would your organisation seek details of approved Avanti certified installers for the installation of any remote terminal(s)?
terminal(s): Return (Remote terminal(s) to Avanti): 4. How much dedicated bandwidth is required in Kbps Forward (Avanti to remote terminal(s)): Return (Remote terminal(s) to Avanti):	 Does your organisation have an Avanti certified installer YES (go to Question 11) NO 11. Would your organisation seek to have individuals certified as Avanti installers for the installation of any remote terminal(s)? YES (go to Question 11) NO 12. Would your organisation seek details of approved Avanti certified installers for the installation of any remote terminal(s)? YES YES NO
terminal(s): Return (Remote terminal(s) to Avanti): 4. How much dedicated bandwidth is required in Kbps Forward (Avanti to remote terminal(s)): Return (Remote terminal(s)) to Avanti): 5. How much shared bandwidth is required per remote terminal	 Does your organisation have an Avanti certified installer YES (go to Question 11) NO 11. Would your organisation seek to have individuals certified as Avanti installers for the installation of any remote terminal(s)?
terminal(s)): Return (Remote terminal(s) to Avanti): 4. How much dedicated bandwidth is required in Kbps Forward (Avanti to remote terminal(s)): Return (Remote terminal(s)): Return (Remote terminal(s)): 5. How much shared bandwidth is required per remote terminal Forward (Avanti to remote terminal): Forward (Avanti to remote terminal):	 Does your organisation have an Avanti certified installer YES (go to Question 11) NO Would your organisation seek to have individuals certified as Avanti installers for the installation of any remote terminal(s)?

ESA UNCLASSIFIED - For Official Use

How to apply – Checklist



1.Register to ESA EMITS at emits.esa.int (to get access to ITT documents)

2.Between the two possibilities:

- a. A05891 "ARTES 3/4: TELECOM PRODUCTS PROGRAMME" Satcom Applications section
- b. AO5658 "ESA Telecom Newcomer's Initiative"

select the most suitable for your project idea (if you do not know, call us!)

3.Prepare a concise concept paper (one-two pages) that you could share with ESA if you wish so; contact the relevant National Delegation(s) [countries of prime and subs] to get feedback on their potential support. Contact points are available at: http://iap.esa.int/delegates

4.If feedback of 3. is OK, prepare the Outline Proposal in line with applicable ITT documents (either ARTES 3-4 Satcom Applications Study, Satcom Applications Development or Newcomers Initiative). Guidelines and Template docs to support the preparation of the Outline Proposal are available

5.In case you want to apply for the special access to SatCom capacity and services at preferential conditions, clearly indicate this in the Outline Proposal

6.Submit the Outline Proposal in accordance with what is indicated in the Guragean Space Agency ITT IAP Presentation | N. Hübner | 04/07/2012 | TIA Slide 83

ARTES 3-4 Full Proposal (1)



- 1. Content of the Full Proposal is indicated in the Special Conditions to Tender
- 2. Structure of the Full Proposal: i) Cover Letter, ii) Technical Proposal, iii) Financial Management and Administrative Proposal
- 3. Include letter of Avanti confirming agreement for access to HYLAS 1 capacity (if this option is chosen)
- 4. The Business Plan can be either included in the Technical Proposal, or provided as a Separate Volume (if confidential for subcontractors)
- 5. General points to be noted:
 - a. Registration with ESA (EMITS) is necessary for obtaining a Bidder Code without this code no contract can be placed
 - b. Expenses incurred in the preparation of the outline or full proposal will not be reimbursed
 - c. Intellectual Property Rights (IPRs):
 - IPRs remain with the Contractor
 - ESA licence limited to the use of IPR required to fulfil the objectives of the Contract
 - Protection of background know how, if applicable
 - No royalties to ESA

ARTES 3-4 Full Proposal (2)



Do:

- Provide a sound justification for the choice of technology 1.
- 2. Provide a clear list of deliverables
- 3. Clarify roles and responsibilities of partners (e.g. subcontractors) in the industrial team (each subcontractor should be responsible for at least one WP)
- 4. Provide a clear list of inputs, tasks and outputs for each Work Package (WP). Outputs shall be Specific Measurable Agreed Relevant Time bounded
- 5. Include an explanation of the used acronyms and abbreviations where necessary
- Include a short presentation of the company(ies), going straight 6. to the key points (e.g. products/business, key customers, previous related experience, size, organisation, key financial figures)

Do not:

- Spend too much on presenting and discussing the background 1. scenario
- 2. Leave space to interpretation as it can generate wrong **es/expectations** within the contractual team and ESA

- IAP Presentation | N. Hübner | 04/07/2012 | TIA Slide 85 2

ARTES 3-4 – Project Logic





ESA UNCLASSIFIED – For Official Use IAP Presentation | N. Hübner | 04/07/2012 | TIA Slide 86



ESA UNCLASSIFIED – For Official Use IAP Presentation | N. Hübner | 04/07/2012 | TIA Slide 87



The goal :

Foster new utilization of existing space capacity and capability, in close partnership with end-users, through the development of integrated (different space and non space technologies) applications projects which demonstrate a potential for sustainable services.

Addressing global challenges in different thematic areas: Space for: Health, Development, Transport, Security, Safety, Energy, Innovation ...





Developing new services for new user communities





ESA IAP Involvement



User with demand but no contact to industry

Contact with ESA:

- iap.esa.int
- conferences
- ambassadors
- call for user ideas

Funding by ESA:

• 100% - FSA initiated activities in close collaboration with users / stakeholders

• 50% * - Partner / industry initiated activities in close collaboration with ESA UNCLASSIFIED - For Official Use users / stakeholders Funding by ESA:

• 50% - initiated by ESA or industry Support etc.

* For Feasibility Studies only: Work carried out by universities and research institutes and justifying no further commercial interest in the final solution may be funded 100% by the Agency European Space Agency

ARTES 20 – Integrated Applications



- Development, integration and pilot utilisation of
 Integrated Applications based on several space assets
- User driven activities aiming for sustainable services
- Feasibility Studies & Demonstration Projects
- A) Ideas originated by ESA in collaboration with users
 => Specific Open Competitive Tenders (ITT)
 => fully funded
- B) Ideas originated by Industry in collaboration with users
 => Continuous Open Call for Proposals (AO 6124)
 => Outline Proposal ⇒ JCB Approval ⇒ Full Proposal
 - => co-funded

- Letter of authorisation from National Delegations

Feasibility Studies (fully funded and co-funded)



User involvement as starting point for every IAP activity

-Proof of interest and involvement of users/stakeholders is required for any IAP activity (feasibility studies and demonstration projects)

-Open competitive tenders (fully funded):

Expressions of Interest to be attached to the proposal including:

- information on the motivation of the user organisation to participate
- confirmation of active contribution to several tasks (i.e. user needs, validation of the user requirements, information on existing services and operational procedures, validation of specifications of services and solution,

contribution to the validation of the Proof of Concept, contribution to the implementation roadmap

-Direct negotiation activities (co-funded):

Expressions of Interest to be attached to the Outline Proposal including:

- information on the motivation of the user organisation to participate
- information how they intend to contribute to the study and to which tasks,
- for Feasibility Studies: information if they are interested to engage in a potential follow-on demo project in case of successful study outcome
- for Demo Projects: information if the consider to subscribe to operational services in case of successful completion of the demonstration project

Feasibility Studies (fully funded and co-funded)



Principle Study Logic of an IAP Feasibility



• Task 1 – consolidating the interest of the related stakeholders and users, analysing their needs and defining the user requirements,

• Task 2 – performing a state-of-the-art analysis of the different existing technological solutions (both space and terrestrial based)

• Task 3 – defining the services and the service value chain, generating the specifications and architecture of the related system

ESA UNCLASSIFIED – For Official Use IAP Presentation | N. Hübner | 04/07/2012 | TIA Slide 93 • Task 4 – proving the feasibility of critical technical and non-technical elements of the system and/or of parts thereof (Proof of Concept) in collaboration with the users

• Task 5 – analysing the economic and noneconomic viability of the services and the associated system,

• Task 6 – preparing the roadmap for the further implementation of the system and its associated services (e.g. via a demonstration project), securing the involvement of users/stakeholders

Demonstration Projects (fully funded and co-funded)





Demonstration Projects (fully funded and co-funded)



	ARTES 3-4	ARTES 20 demo
scope of work	satcom based applications	applications using multiple space assets (min: 2)
originator	industry (incl. service providers)	end users, in association with industry where applicable
pilot utilisation phase	with end users in their operational environment	with end users in their operational environment
complete business plan	yes	yes for commercial services, simplified for institutional services
price	50% of the eligible costs	50% of the eligible costs



What are the opportunities?

ESA UNCLASSIFIED – For Official Use IAP Presentation | N. Hübner | 04/07/2012 | TIA Slide 96

What are the opportunities? (1)



1. Competitive tenders (feasibility studies):

Currently Open Tenders

-Improvement of the Safety at Railway Level Crossings (FS): AO 7147 tender open from 9 May until 18 July 2012
-Supporting Services for Wind Power Industry (FS): AO 7148 tender open from 9 May until 18 July 2012
-Piracy Prevention and Commercial Navigation in Insecure Waters (FS): AO 7168 tender open from 4 June until 27 August 2012
-Improved Alpine Avalanche Forecast Service (FS): AO 7213 tender open from 28 June until 20 September 2012

Intended Tenders

-Improving Disaster Response Capacity (FS): July 2012
-e-Health for Sub-Saharan Africa – IV: Sustainability (FS): September 2012
-Safety and Information Services for Ski Resorts (FS): September 2012
-Improved Situational Awareness in the Arctic (FS): October 2012
-Improving the Efficiency of Loss Adjustment and Claims Management in the Insurance Industry (FS): October 2012
-Maintenance and Recovery of High Voltage Electricity Transport Systems (FS): October 2012

Information to be found on the IAP website (announcements): iap esa int Agency ESA UNCand Fion ESA's electronic tendering system (tender documents): emits.esa.int IAP Presentation | N. Hübner | 04/07/2012 | TIA Slide 97

What are the opportunities? (2)



2. Continuous Open Call for proposals for Feasibility Studies and Demonstration Projects (AO 6124)

Beginner's Guide and **Proposal Guides** on IAP website for IAP, SATCOM-APPS, SAT-AIS including:

- Administrative Guide
- Outline Proposal Guidelines Feasibility & Demo
- Process Flowcharts

accessible under http://iap.esa.int/what-and-why/proposal-guide/iap

3. Initiatives in preparation:

-User Call on Critical Infrastructures (transport, energy, food, etc): closed 30 June

http://iap.esa.int/opportunities/iap/critical-infrastructure-call-foruser-ideas

-Activities triggered by new Italian Ambassador Platform on 'Dual Use Applications'

-New Ambassador Platform (NL) on 'Water Management' in preparation

Related information can be found on the IAP website: iap.esa.

ESA offers ...



- Financial support in the co-funded programmes ARTES 20 (Integrated Applications Promotion) and ARTES 34 (Satcom Applications)
- Applications)
 Consultancy from idea generation until introduction of a sustainable application / service
- Access to ESA's technological expertise in a number of disciplines covering not only space
- Networking within and access to the community of the ESA Telecom and Integrated Applications programs (regular workshops on various subjects), i.e. a plethora of organisations and industries
- Organisation of awareness activities on specific subjects (thematic workshops, PR campaigns, etc.)
- Credibility through the involvement with ESA as international acknowledged organisation



- Identify the user community and the needs/demands that could trigger a new sustainable service
- Identify the gaps that prevent the users to do their job optimally or to expand ... may be, there is a chance for space systems to fill the gaps
- Come to us with their idea and we discuss together if and where space can help, identifying the best route through the system of ESA programs (Satcom, Integrated Applications, others)
- Get in contact with their national ESA delegation, as they are the ones needed to support the activity as well
- Be aware that there is a requirement for co-funding for both industries and user groups



How to get involved in an IAP activity

ESA UNCLASSIFIED – For Official Use IAP Presentation | N. Hübner | 04/07/2012 | TIA Slide 101



Selection criteria for an IAP activity:

- Strong user needs, interest & involvement
- Utilisation of two or more space assets
- Evidence of a **clear added value**
- Potential for sustainability
- Strength in background and experience (credibility) of the bidding team with respect to proposed activity
- Funding mainly for space related activities
- And for Demonstration Projects:
 Need for and the representativeness of the future service (incl. scalability).



Ideal characteristics of involved parties:

• User:

representing / leading broader markets (champion) enabling the market access communicator to spread the message open for new solutions willing to engage as stakeholder or customer

• Service provider:

familiar with the market (already in the market) provider of operational services (24/7) various technologies to address the specific user demand

• Industrial team:

strong leadership and good management right mix of know-how (completeness of the team)



Ideal know-how / composition of consortium (depending on the subject):

- Earth Observation value adding services
- GIS & mapping services
- In-situ sensors & data collection
- Satcom products & service provisioning
- GNSS products and service provisioning
- Subject specific expertise
- Data fusion & modelling
- Service provisioning in the subject area
- Commercial expertise

ESA initiated Activities (fully funded) Mainly Feasibility Studies



How to participate in Open Competitive Tenders:

- After publication, ESA is not allowed to communicate with industry about the subject of the tender in order not to disturb the competition
- Organisation of a consortium is initiated by industry:
 - Either you start organising your own consortium
 - Or you try to get involved with another consortium
- If you are not known to other companies you will not be approached
- EMITS offers the opportunity to announce the interest for collaboration and to provide information on the expertise
- It can be expected that industries providing similar services or have engaged in similar development activities in the past are interested to submit a bid ⇒ search for projects on similar / related subjects on ESA websites

Partner/industry initiated Activities (cofunded) Feasibility Studies or Demonstration Projects



How to prepare for Direct Negotiation Activities (1): Outline Proposal

- Ruling document for Outline and Full Proposals is the continuous "Open Call for Proposals for Feasibility Studies and Demonstration Projects": http://emits.esa.int Open Invitations to Tender AO 6124
- Submission of an Outline Proposal to email address: iap@esa.int
- Beginner and Outline Proposal guidelines already on IAP website; related update of AO 6124 on EMITS by end March 2012
- ESA assessment and iteration on promising ideas together with bidder
- Coordination with **national delegations** necessary
- Insertion in the rolling IAP workplan for approval by IAP
 Member States (JCB: 4x per year)

European Space Agency

Partner/industry initiated Activities (cofunded) Feasibility Studies or Demonstration Projects



How to prepare for Direct Negotiation Activities (2): Full Proposal

- After approval, invitation to submit a full proposal
- Full proposal to be prepared according to requirements of 'Open Call for Proposals (AO 6124) including letters of authorisation of the related national delegations (early coordination process recommended)
- Submission of the Full Proposal triggers the ESA evaluation process
- If the proposal contains major non-compliances clarification iterations will be initiated with the bidder(s)
- When the proposal is considered compliant, the negotiation process will be initiated

Proposal preparation (fully funded and co-funded)



Points to pay attention to:

- Often it is asked to provide a **first iteration** of specific tasks already within the proposal: this should include information on the actual starting point of the activity and an outlook how to bring this task forward within the activity.
- The involvement of the **stakeholders / users** in most of the tasks is indispensable: it needs to be explained how this involvement is done.
- Experience and **completeness of the team**: it needs to be explained which know-how is already in the team, but also which know-how is missing and how this will be acquired (training, new partner, external service, advisor, etc.).
- The identification / involvement of a potential **service provider** is highly recommendable for FS and indispensable for DP (ideal case: the service provider is the prime).
- The **viability analysis** is often done by technical persons which is often inappropriate, as they do not have the know-how.

• The coordination with the **national delegations** related to the ESA UNCL**CONSORTIUM** Bartners has to be established from the very beginning, as IAP Presentation | N. Hübner | 04/07/2012 | TIA Slide 108 their approval procedures to issue the required authorisation letters need
IAP references



- IAP Website: http://iap.esa.int
- "Integrated Applications Handbook" available as hardcopy and via the IAP website: http://iap.esa.int/handbook
- IAP Open Call for co-funded activities online on
 EMITS: http://emits.esa.int (ITT AO6124)
- Information on IAP Open Competitive Tenders online on
 - IAP website http://iap.esa.int/intended-tenders/all
 - EMITS at the time of publishing
- IAP general email address: iap@esa.int





If you do not know what to do:



Thank you



Contact information

T. Bouvet

Integrated and Telecommunications related Applications Department

- Tel: +31 (0)71 565 6592
- Email: thomas.bouvet@esa.int
- URL: http://iap.esa.int http://telecom.esa.int

ESA's Integrated Applications Promotion Programme (ARTES 20)



IAP Activities with Austrian involvement

ESA UNCLASSIFIED – For Official Use IAP Presentation | N. Hübner | 04/07/2012 | TIA Slide 112

IAP activities with A involvement (1)



Running:

FAAPS – Fully Automated Aqua Processing Service (DP)

Users: Office of the Styrian Government; Department for fire department and civil protection –

Federal Government of Lower Austria; Ministry of Agriculture and Forestry, Environment

and Water Management - Austria

Consortium: Capgemini Austria (A), Vienna University of Technology (A), GeoVille (A), Capgemini France (F)

SASISA – Small Aircraft Service for Instant Situational Awareness (FS)

Users: Departments of Civil Protection of the State Governments of Steuermark and Lower Austria

Consortium: Knowledge & Analysis Ltd (UK), Diamond Aircraft Industries (A), Joanneum Research (A), JAST (CH)

Optimising Inter-Modal Freight Transport through European Ports (FS)

Users: Mersey Maritime, The Mersey Partnership, Peel Ports, JMD Haulage, Atlantic Container Lines

LUX: GMV (E), Brimatech Services (A), BAe Systems (UK), Teirlog (E), Teleconsult Austria (A)

IAP activities with A involvement (2)



Planned:

Monitoring of Alpine Transport Infrastructure (FS)

Users: SBB – Swiss Federal Railways (CH), OBB – Austrian Federal Railways (A), ASTRA-Swiss Federal Roads Office (CH)

Consortium: Gamma Remote Sensing AG (CH), Graz University of Technology (A)

SELIAT – Safe Emergency Landing In the Alpine Terrain (FS)

Users: Wucher Helicopter GmBH (A), Luftsport Verband Bayern (D), Streckenflug.at (A), Eurocopter (D) (tbc), ÖAMTC (A)

Consortium: University of Salzburg (A), Austrian Academy of Science(A), TeleConsult Austria (A),

Brimatech Services (A), DLR (D)

SASISA – Demo Project (DP)

Users: Wucher Helicopter GmBH (A), Luftsport Verband Bayern (D), Streckenflug.at (A), Eurocopter (D) (tbc), ÖAMTC (A)

Consortium: University of Salzburg (A), Austrian Academy of Science(A), TeleConsult Austria (A),

Brimatech Services (A), DLR (D)

IAP activities with A involvement (3)



In discussion:

Tactical and Pre-Tactical ATFCM (Air Traffic Flow and Capacity Management) Support by Satellite Applications (FS)

Users: AustroControl (A) **Consortium:** AustroControl (A), tbd

G4Real – Enhanced, near real-time Common Operational Picture for radiation/emergency monitoring and mitigation (FS)

Users: THW Berchtesgaden (D), Integrierte Rettungsleitstelle Traunstein (D), Feuerwehr Berchtesgaden (D), Telespazio Deutschland GmbH (D), Facharbeitsgruppe

Sicherheit

Ainring (D), Department of Civil Protection Province of Tyrol (A), Department of Disaster

Management GIS information Integration Province of Upper Austria (A), CBRN

School - Civil

Protection School Traiskirchen (A)

Consortium: proTime (D), FHG-IML (D), Research Studio Austria Forschungsgesellschaft RSA (A)



Overview of completed / running IAP studies and projects

Integrated Applications Promotion IAP Projects



Space for Health

Feasibility Studies

- •VECMAP Disease Vector Mapping
- •PREDICT Prevent and Respond to Epidemics and Demonstrate Information

and Communication Technologies

- •GULLIVER Tracking Pharmaceuticals in Remote Regions
- •B-LiFE Biological Light Field Laboratory for Emergencies
- •VOYAGE Telemedical support in mobile environment

Demonstration Projects

- •AMAZON Real-time satellite-based telemedicine system for professional clinical users in remote locations
- •T4MOD Telemedicine for Medical Operations in Distant areas

Integrated Applications Promotion IAP Projects



Space for Transport

Feasibility Studies

- •SSMART: Intermodal transport of hazardous goods
- •IRISS: Integrated Railways via Integrated Satellite Services
- •Bird Strike Risk Reduction for Civil Aviation
- •ITRAQ: Integrated TRaffic management and Air Quality control in cities
- •EASY Easy and safe yachting
- •DG-TRAC Dangerous Goods transport TRACking and tracing in the medical sector
- •Intermodal Freight Transport (2x)

Demonstration Projects

- •FlySafe Bird Avoidance for Air Forces (transition to operational service)
- •S2BAS Space Services Benefits in Aviation Systems

•SEMAFORS - Demonstration of Ship Efficiency Monitoring, Weather Forecasting and Optimised Routing Service

Integrated Applications Promotion IAP Projects



Space for Safety and Security

Feasibility Studies

- •Satellite Systems and Operations for Unmanned Aerial Systems (UAS)
- •Integrating Space Assets for UK Resilience
- •Land Border Control
- •PIMS Pipeline Integrity Monitoring using Space Assets
- •Space Assets for Demining Assistance (3x)
- •SASISA Small Aircraft Service for Instant Situational Awareness
- •Prediction, Monitoring and Alerting of Landslides and Subsidence Affecting the Transport Infrastructure

Demonstration Projects

- •Nuclear Safeguard and Verification
- •FAAPS Fully Automated Aqua Processing Service

Integrated Applications Promotion IAP Projects



Space for Energy

Feasibility Studies

- •INTOGENER INTegration of EO data and GNSS-R signals for ENERgy applications
- •CSP FoSyS Concentrating Solar Power Forecast System and Service
- •CCS SpaceMon Carbon Capture and Storage Integrated Space borne Site Monitoring
- •UASatcom Satellite Services for Exploration and Monitoring

Demonstration Projects

•SpaceGrid – Satellite based services for Power Grids

Integrated Applications Promotion IAP Projects and User Partners



Space for Environment

Feasibility Studies

•SAVEWATER – Integrated SAtellite-AUV services for sustainable WATER management

•SAMBA - SAtellite Monitoring of the Baltic seA ship emissions

Integrated Applications Promotion IAP Projects and User Partners



Space for Other Areas (agriculture, fishery, education, ...)

Feasibility Studies

- •BIOSCOPE Biodiversity multi-scale Observation Performance Enhancer
- •FishSAT Sustainable Fishing
- •Integrated Information System for North Sea Fisheries

Demonstration Projects

•Talking Fields - Integrative Use of Satellite Techniques to Optimise Agricultural Production

•Grapelook - Space Based Services for Water Irrigation Management of Vineyards in South Africa



ESA Presentation | Thomas Bouvet | Space Expo, Noordwijk | 19/06/2012 | TIA | Slide 123

European Space Agency

ESA UNCLASSIFIED – For Official Use