

The ESA SME Policy and Initiative

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ESA CIC-IS (SME section)

17 September 2024

- **The SME Office**

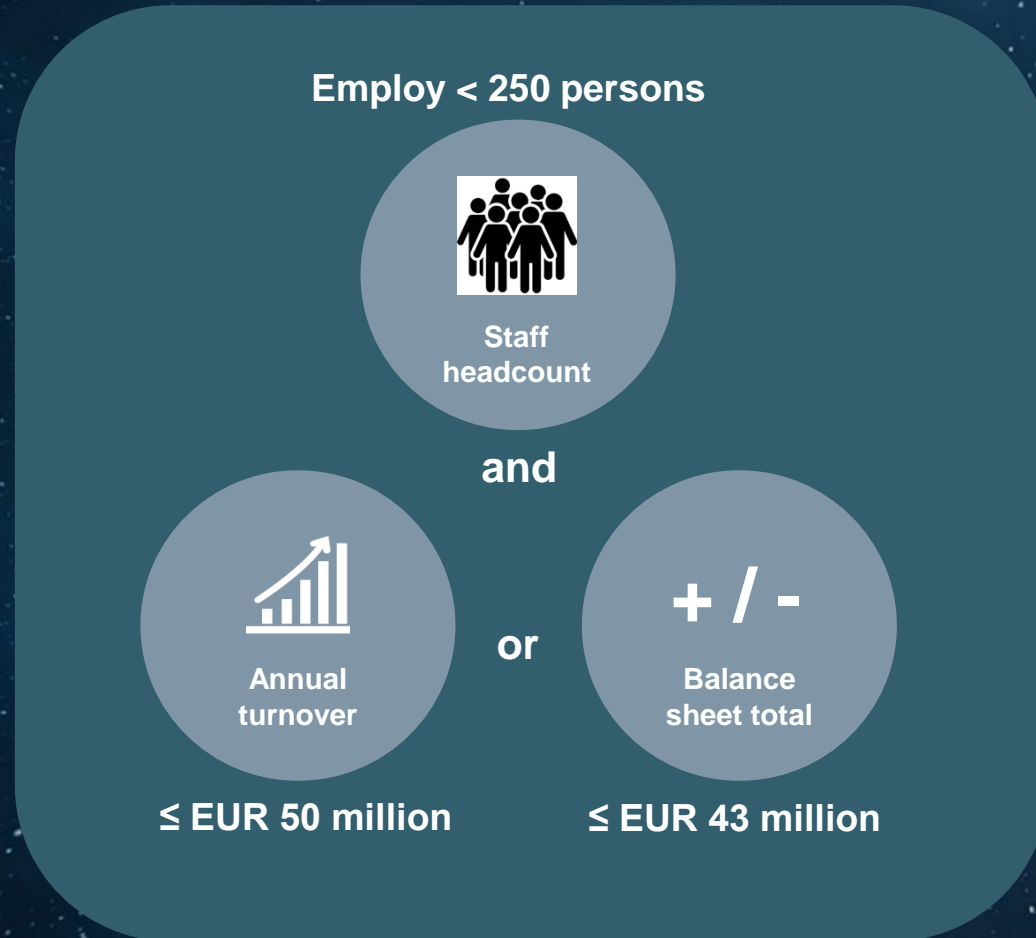
The SME Office is part of ESA's Directorate of **Commercialisation, Industry and Competitiveness**

- **The SME Policy**

The Office implements and manages the **SME Policy** adopted by Member States, and coordinates its activities with other institutional actors, such as national space agencies

- **Objectives:**

- To **facilitate the involvement of SMEs**, including start-ups and newcomers, in the R&D activities and programmes of the Agency
- To **address problems that are traditionally faced by SMEs** (sustainability, viability, access to in-flight heritage, proper and timely information, etc)



A list of companies with a confirmed **SME status** is available in esa-star
Registration: <https://esastar-emr.sso.esa.int/PublicEntityDir/PublicEntityDirSme>

Ownership, partnerships and linkages are taken into consideration when calculating staff numbers and financial amounts

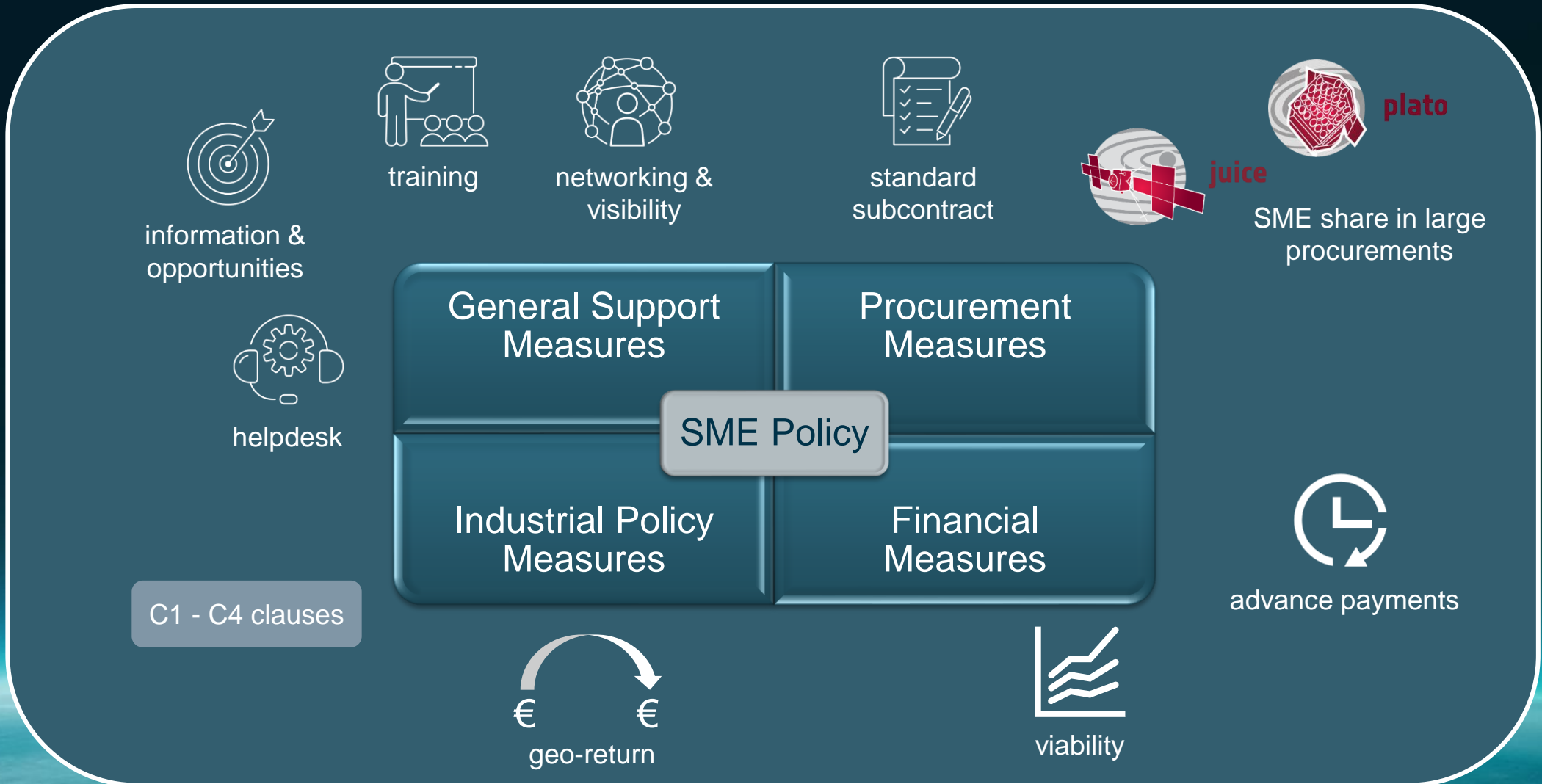
**Recommendation of the European Commission 2003/361/EC of 6 May 2003 (OJ L 124, 20.5.2003, p.36)*



2800 SMEs registered with ESA
*September 2024

📄 1528 SMEs contracted*:
*period 2019-2023

€ Commitments to SMEs*:
11.7%



Procurement Measures, e.g.:

- ESA Member States request to secure a **share of their geographical return for SMEs** (as trialed in Juice, Biomass)
- Shares for different types of industrial actors in large procurements (e.g. SME share)
- SME-specific levels of co-funding in certain types of ESA programmes
- Standard sub-contracts to secure IPR and payment conditions of lower levels

Industrial Policy Measures, e.g.:

- Procurement actions reserved for SMEs and "Non-Primes" (**C1 – C4 measures**)

Financial Measures, e.g.:

- Measures to ensure a neutral cash flow for SMEs, for ESA or prime contracts
 - **35% advance payment measure**
 - **Invoiceable PATP**



- R&D Proposal Writing
- Product Assurance in ESA Projects
- EEE Components Procurement
- ECSS
- Compliant Industrial Rates
- PSS Forms
- and many more

The screenshot shows the ESA Learning Hub website interface. At the top, there is a navigation bar with the ESA logo, a search icon, and links for 'Login / Register'. Below the navigation bar is a large banner image of Earth from space with the text 'ESA LEARNING HUB' and three menu items: 'COURSE CATALOGUE', 'RESOURCES', and 'E-LEARNING'. A 'Course Calendar' button is visible on the right. The main content area is titled 'UPCOMING COURSES AND EVENTS' and displays four webinar cards. Each card includes a title, dates, format (online), target audience (SME), and a 'VIEW' button. The first card is 'ESA & Deloitte training: Environmental...'. The second is 'Software Product Assurance Training for SMEs'. The third is 'Compliant Industrial Rates for ESA Projects...'. The fourth is 'Compliant PSS-A Forms for ESA Projects [May 2022]'. Each card also features tags for relevant topics like 'LCA', 'ecodesign', 'Technology', 'Applications', 'Software', 'Product Assurance', 'Technology', 'cost rates', 'bidding', 'PSS', and 'Business with ESA'.

<https://learninghub.esa.int>

General Support Measures – Networking

- Industry Consultation Processes and Events such as the [ESA SME Forum](#)
- Events in Member States, Associate States and Cooperating States
- The ESA Industry Space Days



INDUSTRY
SPACE DAYS
2024

Next edition:
18 +19 September 2024
ESA/ESTEC (Noordwijk, NL)

<https://isd.esa.int/>



Use our channels to find relevant information:

- **SME Portal:** www.esa.int/sme
- SME Initiative **Twitter** account [@ESAforSME](https://twitter.com/ESAforSME)
- SME **Newsletter:** <https://bit.ly/2TzBL0q>
- **esa-match:** <https://esastar-esamatch-ext.sso.esa.int/>
- **B2B meetings** and information events (e.g. the [ESA Industry Space Days](#))
- Business with ESA **LinkedIn:** <https://www.linkedin.com/showcase/doing-business-with-esa>
- **ESA Learning Hub:** learninghub.esa.int



Or reach out to us via the **SME Office Helpdesk:** sme-office@esa.int

Thank you!



Back-Up slides





ESA missions / development programmes



Workplan-based, ESA-initiated activities (e.g. TDE, ARTES AT)



Market-driven, industry-initiated activities (e.g. GSTP Element 2, ARTES C&G, Incubed, etc)



Public-Private Partnerships



Commercial Partnerships (in HRE)



Technology Transfer and Patents



Business Applications & Space Solutions (BASS)

space solutions

More information about individual programmes and activities is available at:

<https://www.esa.int/sme>

https://www.esa.int/About_Us/Business_with_ESA/Small_and_Medium_Sized_Enterprises/ESA_brings_space_industry_together_online

Doing Business with ESA portal

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



esa-star
Registration

Entity registration

Registration updates (1/year)

esa-star
ECM

[Learn More...](#)

[Access](#)

esa-star
Tendering

Submission of proposals

esa-star
CCD

[Learn More...](#)

[Access](#)

esa-star
Publication

Access to Tender Documentation

Invitations to Tender (ITT) and Intended ITTs, Calls for Proposals

Requests to create Bid Restricted Area in esa-star Tendering

[Learn More...](#)

[Access](#)

esa-star
esa-match

Finding partners and collaborators

esa-p

[Learn More...](#)

[Access](#)

Open Space Innovation Platform (OSIP)



ideas.esa.int

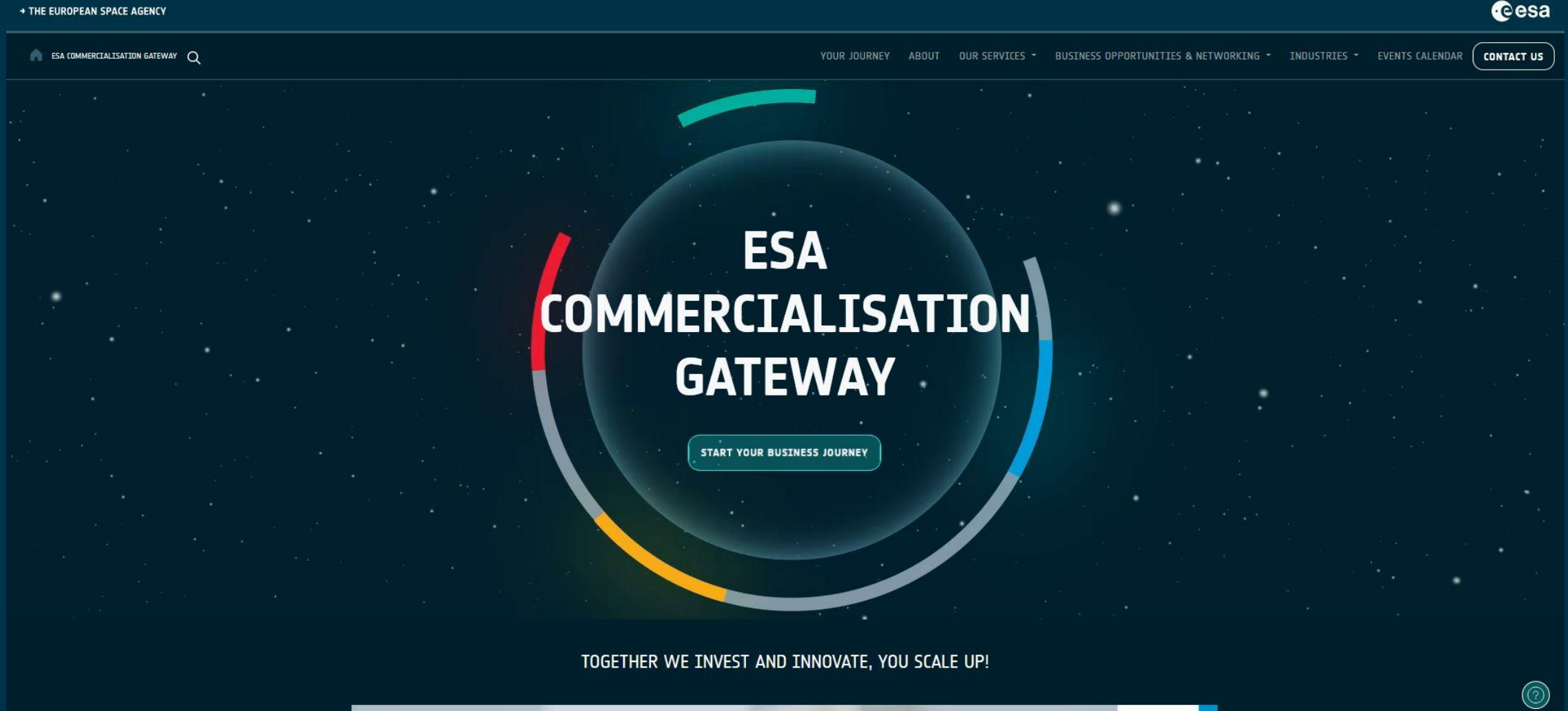
- OSIP is a website that enables the submission of novel ideas for space technology and applications
- It is run through ESA's Discovery & Preparation Programme

Interested in commercialisation?



Visit the **Commercialisation Gateway** to find information and opportunities:

<https://commercialisation.esa.int/>



What is Business with ESA

This Industry Portal aims to provide you, the community of all Industry and research Institutes, with concrete information on ESA's Business Opportunities, informative material on how to do business with ESA and access to useful educational tools. The table below gives an overview of a few of the topics involved in each section. [read more](#)

Business Opportunities

- BUSINESS OPPORTUNITIES
- BUSINESS APPLICATIONS
- SPACE TRANSPORTATION AND INDUSTRY
- EARTH OBSERVATION
- PARTNERS FOR SPACE EXPLORATION
- SCIENCE
- TECHNOLOGY

How to do Business

- HOW TO DO
- OPEN INVITATIONS TO TENDER
- HOW TO PREPARE A GOOD PROPOSAL: OVERALL
- UNDERSTANDING THE PRINCIPLE OF TENDER COMPLIANCE
- HOW TO USE PSS FORMS
- ABOUT ESA COSTING SOFTWARE (ECOS)

https://www.esa.int/About_Us/Business_with_ESA