



## Call for Ideas

Estonia became a member of ESA in September 2015 and currently benefits from an Industrial Incentive Scheme (EIS) as part of the initial integration measures. In the initial years of the EIS activities to develop the Estonian space industry were solicited via an open call. This approach has been replaced by the definition of roadmaps of activities, agreed by the Estonian-ESA Task Force, and implemented via standard ESA procurement.

In preparation for the next round of selection for the Roadmaps, the Estonian Space Office is gathering ideas directly from Estonian industry via this call for ideas. The ideas presented shall be in line with achieving the current objectives of ESA's Estonian Industry Incentive Scheme, the programmatic constraints of this call for ideas have therefore been derived to be in line with this.

The collected ideas will be presented for the consideration of the Estonian-ESA Task Force, alongside ideas gathered directly by ESA, at the end of January 2020 and the selected ideas will be implemented in the Roadmap during the course of that year. It is expected that a total of 3-5 ideas will be selected.

### WHAT ARE WE LOOKING FOR?

#### 1. Programmatic targets

The primary goal of any submitted idea shall be that the proposed activity forms a clear path to one or more of the following end results:

- Goal 1) Enabling long lasting, sustainable, Estonian return on ESA's mandatory programme
- Goal 2) Enabling long lasting, sustainable return on and ESA's Earth Observation programmes
- Goal 3) Entry into the supply chain of a customer
- Goal 4) Enabling a long lasting, sustainable space business for an Estonian company

Note that, due to the limited number of ideas that will be selected, only 1 idea submission is allowed per entity.

#### 2. Topics

All ideas submitted to this specific call shall adhere to one of the following topics:

Topic ID	Description	Programmatic Constraints
TID 1	Downstream applications relying on satellite data.	A clear end customer must be involved Long term business case to be demonstrated Min start TRL 4 Max end TRL 8 Co-funding of minimum 25% needed
TID 2	Exploitation of Estonian ICT competences (Artificial intelligence, Cybersecurity, Machine learning, Big Data etc)	A clear end customer must be involved with a clear path to recurring work not relying on EIS funding.
TID 3	Product or process qualification	Co-funding of minimum 50% needed

TID 4	Ground service provision	A clear path to a recurring and sustainable business case shall be demonstrated.
TID 5	Flight hardware for space segment	Min TRL 2
TID 6	Development of Independent Flight/critical software validation competences.	A clear path to a recurring and sustainable business case shall be demonstrated.

### 3. Price ranges

The indicative amount of the expected price of the activity for ESA should fit in one of the three price ranges:

- Up to 50,000 Euro
- 50,000 Euro to 100,000Euro
- 100,000 Euro to 200,000 Euro

**Note:** These ranges do not limit the total price of the activity, only the cost to ESA. Co-funding by the proposing entity is encouraged, especially in the case of higher TRL levels. The proposer shall only indicate the range, the exact amount to be made available within the range will be decided by the Task Force.

### HOW ARE THE IDEAS SELECTED?

ESA-Estonia Task Force is a working group composed by ESA experts and members of the Estonian Space Office. The Task Force will select the best ideas from all those presented to it taking into consideration at least, the potential for the fulfilment of the programmatic targets, the technical feasibility and quality of the idea.

### WHEN CAN YOU SUBMIT YOUR IDEA AND WHEN WILL YOU KNOW THE OUTCOME?

- October 1st, 2019: Call for ideas opens  
EE: <https://bit.ly/2nir2bN> EN: <https://bit.ly/2oRQ7dN>
- October 7th, 2019: Information day  
EE: <https://bit.ly/2ohFMHJ> EN: <https://bit.ly/2ng37tv>
- November 15th, 2019: Deadline for idea submissions to [kosmos@eas.ee](mailto:kosmos@eas.ee)
- February, 2020: Successful ideas proponents are notified of selection

All ideas must be submitted in English using the idea submission form attached. Any idea forms not fully completed or not complying to the constraints of the form or those listed in this cover letter will be rejected.

### WHAT HAPPENS IF YOUR IDEA IS SELECTED?

After selection of the roadmap activities by the ESA-Estonia Task Force, the ESO will inform each proposer whether their idea was selected or not and the anticipated timeline for those selected. If selected, an ESA technical officer will be placed in charge of practical implementation of your idea and it will follow the normal course of an ESA procurement. Based on your idea, the technical officer will write a Statement of Work and you will be invited to submit a full proposal according to the specific requirements. Your proposal will be evaluated by an ESA tender evaluation board. If successfully evaluated and negotiated, you will sign a contract with ESA.