

How to do Business with ESA (in a nutshell)

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The SME Office

- The SME Office is part of the Industrial Policy and Auditing Department of ESA's Directorate of **Commercialisation, Industry and Procurement**

The SME Policy and SME Initiative

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

Objective:

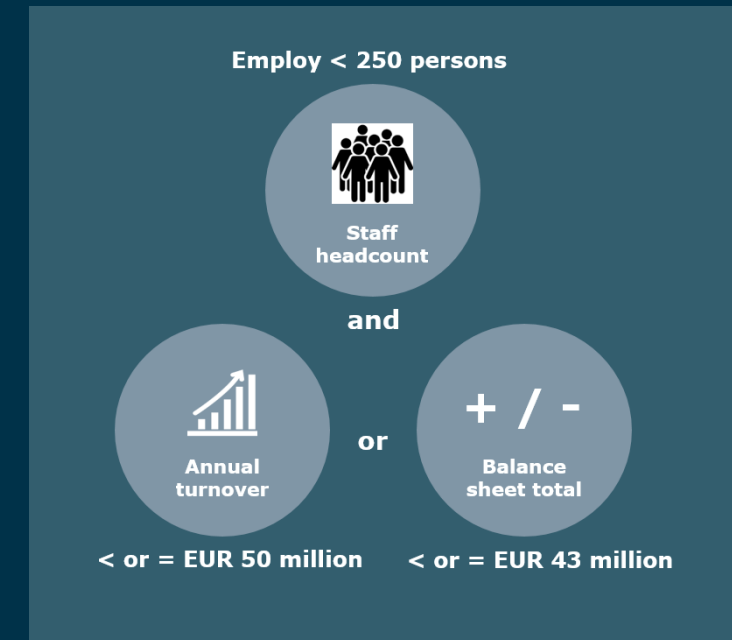
- To **facilitate the involvement of SMEs**, including start-ups and newcomers, in the research and development activities of the Agency
- To **address problems that are traditionally faced by SMEs** (sustainability, viability, access to in-flight heritage, proper and timely information, etc)

- The activities of the SME Office address the four main areas of the SME Policy:
 - **General Support Measures:** Focal point for SME for all matters pertaining to business with ESA, Training, Networking & Visibility, Supporting Awareness of ESA Business Opportunities, Analyses and surveys, Cooperation with SME Industry Associations
 - **Procurement Measures:** Reserved Share for SMEs in Large Procurements, Model-subcontracts, COVID-19 and Inflation measures, ...
 - **Industrial Policy Measures:** SME specific procurement clauses(C1-C4), 35% Advance Payments for SME,....
 - **Financial Measures:** Financial viability of SME, Neutral Cash flow, Access to Finance



*) ESA applies the European Commission's definition of SME

- SME¹⁾ and start-ups play an ever increasing role in the activities of ESA and the industrial landscape of its Member States
- Seen over the last five years²⁾ the 1528 SME working with ESA
 - represent more than 30% of the contracted companies,
 - are involved in about 35% of all the contracts placed,
 - receiving almost 12% of the corresponding commitments.
- In 2022 about 1700 SME working with ESA and the EU³⁾
 - together had an annual turnover (space & non-space) of 4.2B€
 - with a total of 33653 employees with a **median employment of 8** indicating that half of the space SME are micro-SME
 - 35% of these SME have been founded since 2015



²⁾ ESA Commitments 2019-2023 as per Q4-23

³⁾ Annual joint statistical analysis ESA, SME4SPACE and KU Leuven

¹⁾ Recommendation of the European Commission 2003/361/EC of 6 May 2003

Doing Business with ESA (in a nutshell)



- The European Space Agency: overview
 - Purpose
 - Institutional set-up
 - Activities and programmes
- Procurement @ESA
- ESA's online Corporate Applications
 - esa-star Registration (How to become a tenderer)
 - esa-star Publication (Where to find Tender Actions)
 - esa-star Tendering (How to submit a proposal)
 - esa-match (How to find business partners)
- Conclusions

The European Space Agency



Purpose of ESA

Article 2 of the [ESA Convention](#)



The purpose of the Agency shall be to provide for and to promote, for exclusively peaceful purposes, **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 applications systems:

a) by elaborating and implementing a long-term European Space Policy...

b) by elaborating and implementing space activities and programmes...

c) by coordinating European and national programmes...

d) by elaborating and implementing the industrial policy appropriate to its programme and by recommending a coherent industrial policy to the Member States.

and



ESA is an **Intergovernmental Organisation** with a **self-standing legal personality** in international law.

Through their ratification of the **ESA Convention**, a process generally involving their Parliament, Member States have **incorporated** the provisions of the ESA Convention into their respective domestic law systems.

ESA is therefore **bound by its own founding treaty (the Convention) and by the set of rules and regulations** emanating from it, and not (directly) by the law of individual Member States, or the law of other international organisation such as the European Union.

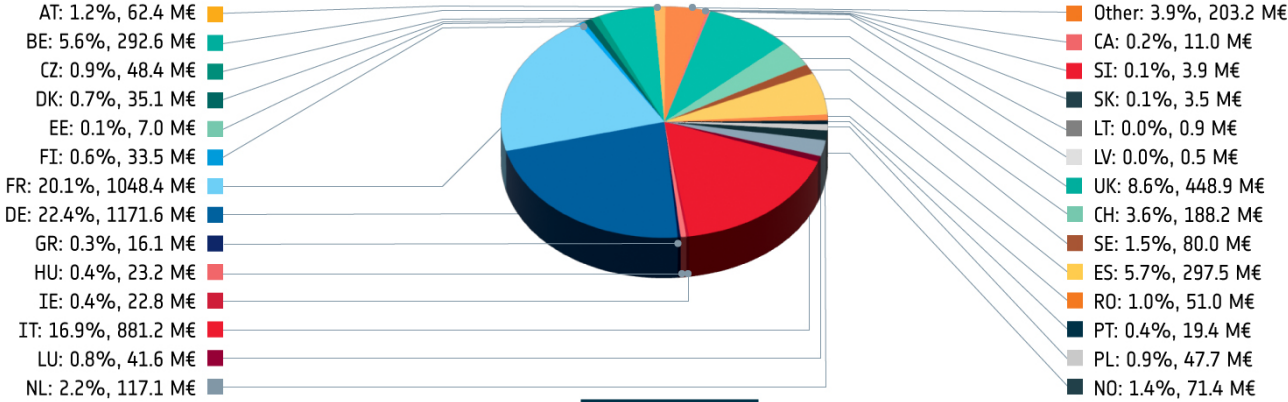
- ESA has **22 Member States**: 19 states of the EU (AT, BE, CZ, DE, DK, EE, ES, FI, FR, IT, GR, HU, IE, LU, NL, PT, PL, RO, SE,) plus the UK, Norway and Switzerland.
- Slovakia, Slovenia, Latvia and Lithuania are **Associate Members**.
- Four other EU states have **Cooperation Agreements** with ESA: Bulgaria, Croatia, Cyprus and Malta.
- Canada takes part in some programmes under a long-standing **Cooperation Agreement**.



- Established in 1975
- Eight sites/facilities in Europe, about 5000 employees
- Over 80 satellites designed, tested and operated in flight
- 3 launcher families developed



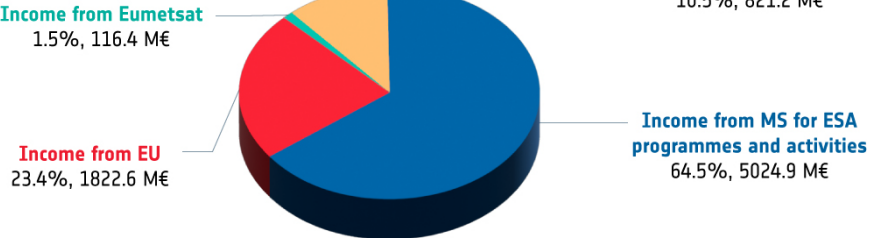
BUDGET 2024 ESA Activities and Programmes



TOTAL: 5.23 B€

BUDGET 2024 BY FUNDING SOURCE

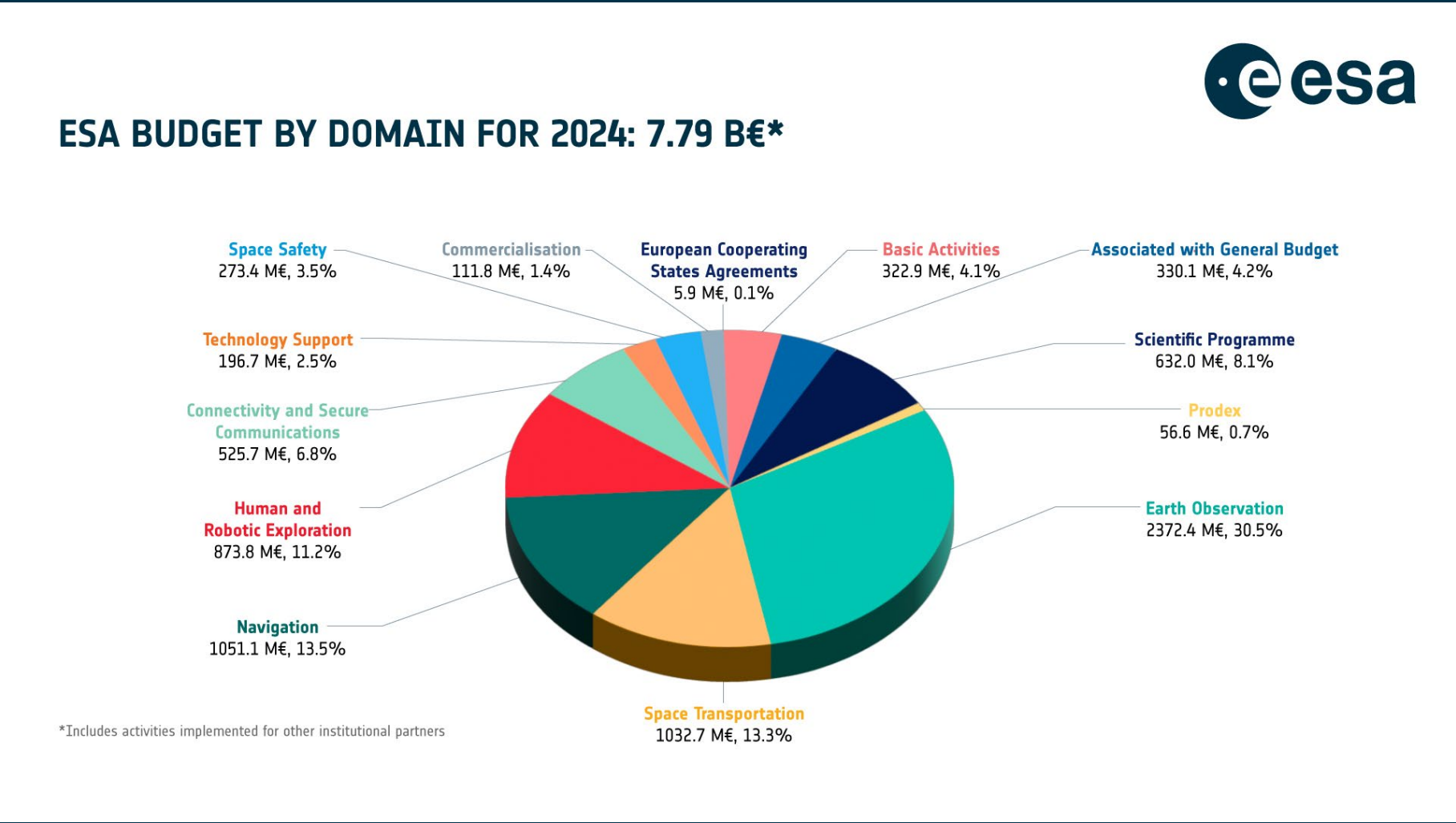
TOTAL: 7.79 B€ (+10% vs. 2023)



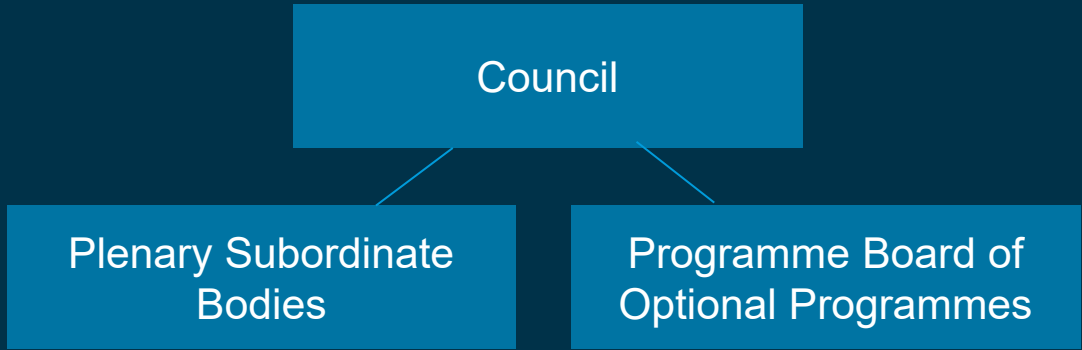
ESA Budget by Domain



ESA is one of the few space agencies in the world to combine responsibility in nearly all areas of space activity.



- The **Council** is ESA's governing body and provides the basic policy guidelines within which ESA develops the European space programme.
- Every two to three years, Council meets at ministerial level (**Ministerial Council**) to take key decisions on new and continuing programmes and financial commitments.
- ESA is headed by a **Director General** who is elected by the Council.
- ESA's DG is assisted by **11 Directors**



- ESA Programmes are managed under the DG's authority, in accordance with **ESA rules and regulations** and with each Programme's **Implementing Rules**;
- Major programmatic decisions are taken by the **Participating States** in the **Programme Boards** expressly mandated by Council:
 - JCB - Telecommunications
 - PB-EO - Earth Observation
 - PB-LAU - Launchers
 - PB-HME - Human Space Flight, Microgravity and Exploration
 - PB-NAV – Navigation
 - PB-SSA – Space Situational Awareness
 - *IPC – Industrial Policy Committee (functions as PB for Technology Programmes)*

ESA's industrial policy is defined in its Convention and is at the heart of the Agency's functioning. It is in particular designed to:

- meet the requirements of space programmes in a **cost-effective manner**;
- improve the **world-wide competitiveness** of European industry;
- ensure **equitable participation** among Member States, having regard to their financial contribution;
- exploit the advantages of **free competitive bidding**.

About 85% of ESA's budget is spent on contracts with European industry

- The Agency ensures that Member States get a **fair return on their investment** (geo-return).
- It invests in each Member State, through industrial contracts for space programmes and activities, an amount more or less equivalent to each country's contribution.
- Ideally, every Member States should get a return coefficient close to 1.
- To help Member States that are not achieving a satisfactory return, industrial policy measures can be implemented
 - e.g. preferential clauses

ACTIVITIES AND PROGRAMMES

How does it work?

Mandatory Activities

- Member States have the **obligation to participate and to fund**
- Their contribution is determined according to a GNP contribution scale approved by Council

Optional Programmes

- Member States **may decide whether or not to participate**
- Member States **determine the level of their participation**

“Requesting party activities”

- Operational activities (Art. V.2 ESA Convention)
- Assistance to Projects of Member States (Article IX.2 of ESA Convention)

Tip: Check which programmes (incl. programme elements, programme lines/projects, activity areas, etc) your Member State is participating in

Mandatory Activities

Science Programme (CTP and Science missions)

Basic activities (e.g. DPTD, SME Initiative, Education)

Optional Programmes

European Exploration Envelop Programme (E3P)

Space Safety Programme

Future Earth Observation Programme (Future EO)

Copernicus Segment 4

European Earth Watch Programme

Advanced Research in Telecommunications Systems ARTES 4.0

Navigation Innovation and Support Programme (NAVISP)

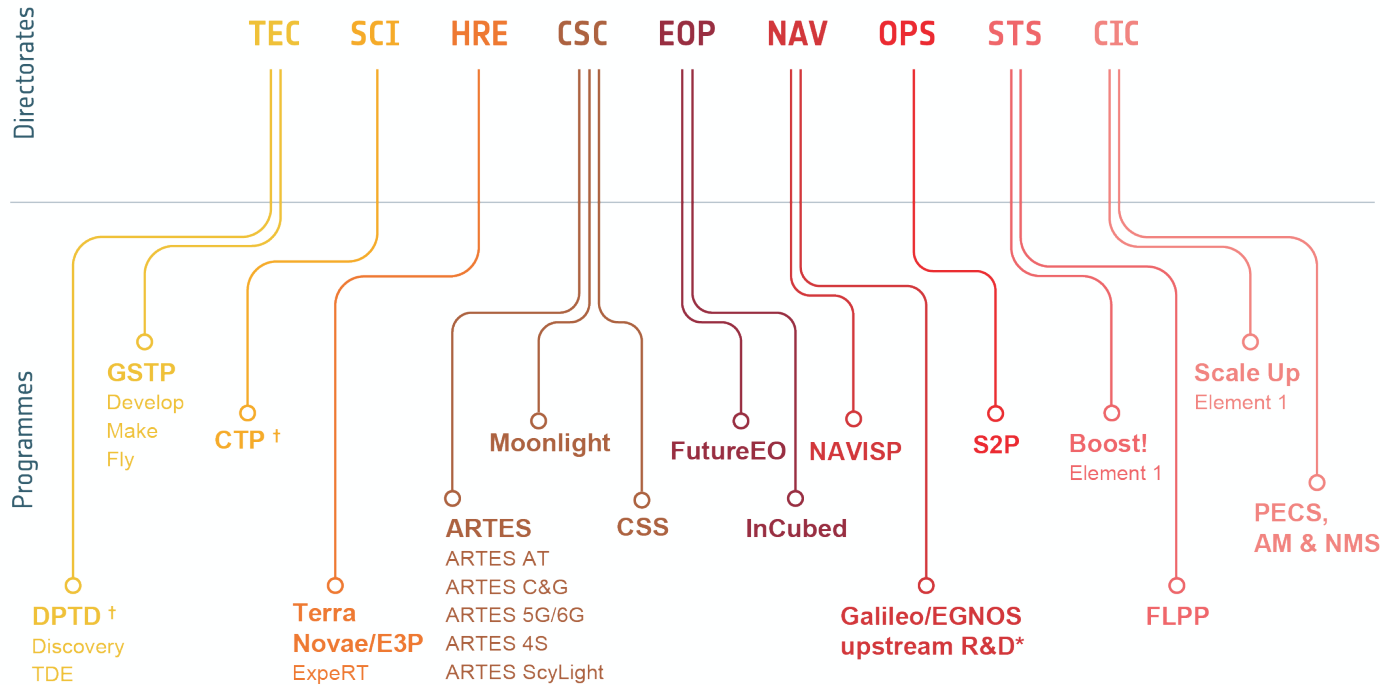
Commercial Space Transportation and Support Programme

Future Launchers Preparatory Programme (FLPP)

General Support Technology Programme (GSTP)

Scale Up

ESA DIRECTORATES AND TECHNOLOGY R&D PROGRAMMES



Tip: some programmes require a **letter of support/authorisation** from an economic operator's National Delegation. Some delegations have specific procedures to obtain these letters.

ESA Programmes per Directorate dedicating full* or part of their budget to technology development

- [DPTD/Discovery](#)
- [DPTD/TDE](#)
- [GSTP](#)
- [CTP](#)
- [E3P/ExPeRT](#)
- [ARTES AT](#)
- [ARTES C&G](#)
- [ARTES ScyLight](#)
- [ARTES 4S](#)
- [ARTES 5G/6G](#)

- [Moonlight](#)
- [CSS](#)
- [FutureEO](#)
- [InCubed](#)
- [NAVISP](#)
- [Galileo/EGNOS](#)
- [upstream R&D](#)
- [S2P](#)
- [Boost! - Element 1](#)
- [FLPP](#)

* EU programme implemented by ESA through delegation and cooperation agreements.

TEC Technology, Engineering and Quality | SCI Science | HRE Human and Robotic Exploration | CSC Connectivity and Secure Communications | EOP Earth Observation Programmes | NAV Navigation | OPS Operations | STS Space Transportation | CIC Commercialisation, Industry and Competitiveness. † Indicates programmes that are part of ESA's mandatory activities.

[Scale Up - Element 1](#)
[PECS, AM, NMS](#)

Procurement @ESA



The rules governing **ESA procurements** are laid down in the [ESA Convention](#) and are implemented through several regulatory instruments*, e.g.:

- **ESA Procurement Regulations** (ESA/REG/001) including:
 - Tender Evaluation Manual (describes the Procurement Evaluation Processes in detail);
 - General Conditions of Tender for ESA contracts;
 - Procurement Review Board and Procurement Review Procedure
- **General Clauses and Conditions for ESA Contracts** (ESA/REG/002; contractual conditions such as liabilities, warranty, IPR)



*the latest applicable versions of the documents are available on esa-star Publication under “Reference Documentation”
A Revision of the ESA Procurement Regulations was just approved. Look out on esa-star for related news.

In order to implement the procurement principles, set forth in the Convention and its Annex V, Council has adopted “**Procurement Regulations**” that govern the placing of contracts to ensure:

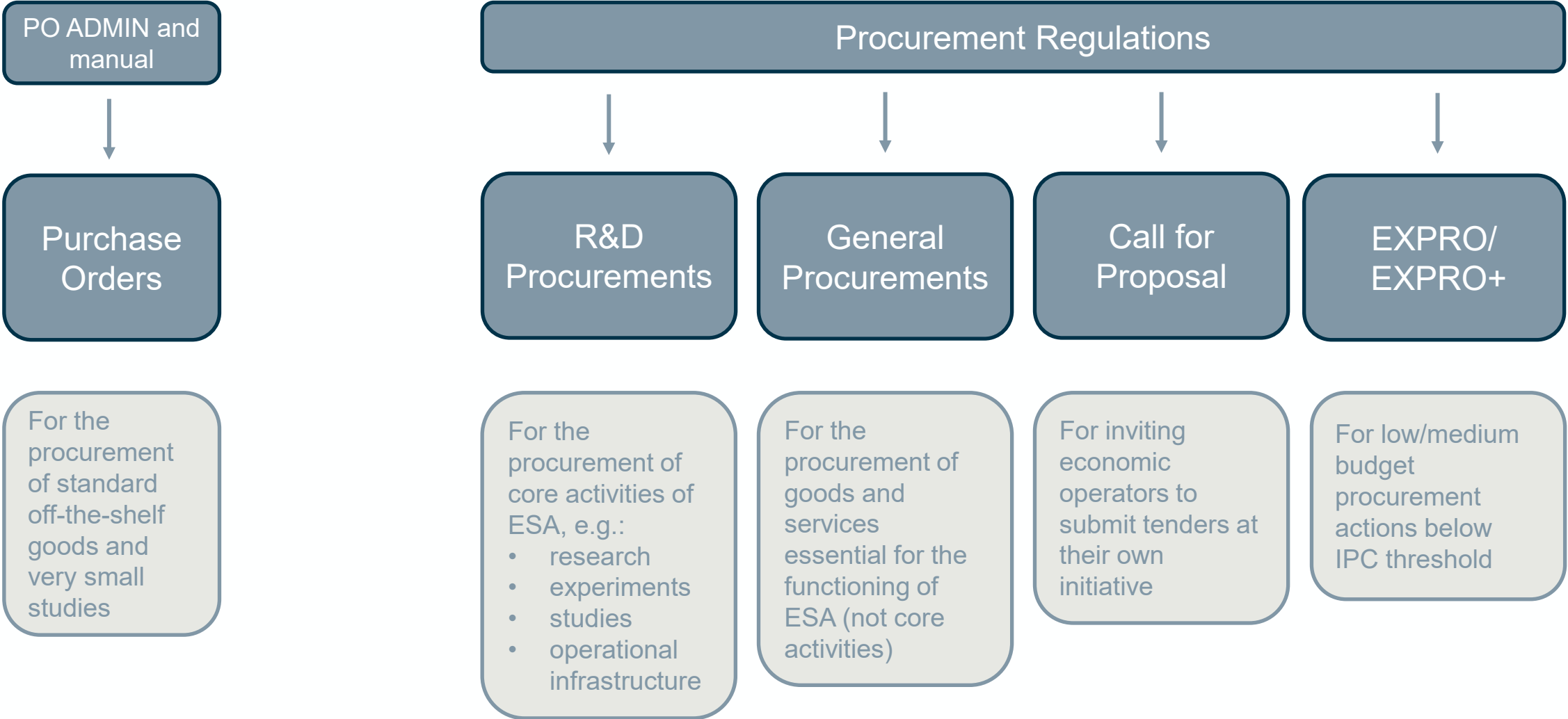
- **Transparency and fairness**
- **Open competition**
- **Economic and effective employment of the Agency’s resources**
(technical quality and value for money)
- **Implementation of the defined Industrial Policy**

 **Open Competitive Tendering** is the normal procedure for the placing of contracts

There are exceptions to this depending on the nature of the procurement. For some specific reasons listed in the Procurement Regulations:

- competition may be **restricted** to bidders from a limited geographic area or some pre-selected economic operators, e.g. where this is foreseen in the frame of international agreements entered into by the Agency with public bodies (see Article 13 for all cases)
- **direct negotiation/non-competitive tendering** may be applied, e.g. if only one source for the supplies or services exists or in cases of extreme urgency; requires a justification (see Article 14 for all cases)

Procurement instruments



ESA's Online Corporate Applications

Doing Business with ESA portal

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



The screenshot shows the ESA Doing Business portal interface. At the top left is the ESA logo. The main heading is "Doing Business with ESA". Below it, a text block states: "This portal provides access to the different ESA IT Corporate Applications for all economic operators doing business with, ...".

Key sections and callouts include:

- Announcements:** A section titled "Announcements" with a callout "Access to Tender Documentation". It lists "Important Announcement Planned..." and "11 - esa-star Tendering". It also shows statistics: "+ 474 Entities" and "+ 850 Skills".
- Useful Links:** A section titled "Useful Links" with a callout "Finding partners and collaborators".
- Service Tiles:** A grid of service tiles, each with an icon and a callout:
 - Registration:** "esa-star Registration" with callout "Entity registration", "Registration updates (1/year)", and "SME status claim".
 - Tendering:** "esa-star Tendering" with callout "Submission of proposals".
 - Publication:** "esa-star Publication" with callout "Requests to create Bid Restricted Area in esa-star Tendering".
 - esa-match:** "esa-star esa-match" with callout "Finding partners and collaborators".
 - ECM:** "esa-star ECM" with callout "Supporting the Harmonisation process".
 - CCD:** "esa-star CCD".
 - ASTRA:** "esa-star ASTRA".
 - esa-p:** "esa-p" with callout "Invoices and Confirmations".



ESA-STAR REGISTRATION

How do I register my company?

Registration in esa-star is a pre-requisite to do business with ESA!

- Only registered (and validated) entities can access tendering documents in the non-public part of esa-star Publication, express interest in Invitations to Tender (ITT), submit requests for clarifications on open ITTs, submit tenders and be awarded ESA contracts
 - **“Light” Registration:** all transactions except contract award
 - **“Full” Registration:** contract award and invoicing
- Updates of the information are required every **12 months**

Validated SMEs within ESA can benefit from support measures as well as **special SME tendering and payment conditions** (when so defined).

Examples:

C1-C4 clauses (A set of procurement clauses favouring non-Prime entities, including SMEs. Detailed description [here](#))

35% advance payment (Detailed description [here](#))

Training courses for SME (Detailed description [here](#))

To learn more about the policies adopted by ESA regarding SMEs, the business opportunities adapted to them and the actions implemented in their favour, please visit the ESA SME Portal accessible [here](#).

ESA-STAR PUBLICATION

How do I find Tender Actions?

Features:

- Open Invitations to Tender (ITT) and Calls for Proposals
- Intended ITTs: potential tenderers may declare their interest and see which other companies have done the same (interesting to identify potential partners)
- Search for IITTs/ITTs/Calls for Proposals
- Reference Documents: technical, administrative and contractual standards and documents (e.g. PSS-A forms, ESA General Clauses and Conditions, Engineering standards etc)
- Competitive ITTs published by ESA on behalf of other entities (non-ESA tender actions)
- ESA Interacts
- News – Consultations to industry, Announcements, etc.

Intended Invitations to Tender



- Once approved and introduced in the Work Plan of the relevant ESA Programme, envisaged competitive procurement actions are published through esa-star Publication as “Intended Invitations to Tender”

- My Favourite Tenders
- My Views
- All ESA Tender Actions
- Open Competition
 - Intended
 - Issued
 - All by Status
- Restricted Competition
- Direct Negotiation

(NNO-3)
1-10279

Intended	Issued	Tender Opening in Progress	Evaluation	Negotiation	Awarded
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Announcement Date 05/03/2021	Last Update On 05/03/2021 00:55 CET	Update Reason Import from EMITS
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This procurement proposal comprises the extension of the existing power plant and implementation of the civil works required to host the second deep space antenna in New Norcia (NNO-3). The extension of the power plant will require modifying the connection to the public power network, routing of new High Voltage lines to the selected antenna location and the procurement of a dedicated backup system consisting of Diesel generators and Uninterruptible Power Supplies (UPSs) to guarantee the required availability performance. The following main civil works will be required to host the new deep space antenna: Earthworks, access roads and pathways- Cable trenches, ducts and cable pits- Foundations and building/shelters for the dedicated backup power system- External lighting extension- Grounding and lightning protection system- Public Address system upgrade- Building Management System upgrade- Access control system upgrade (CCTV, intrusion detection, fencing and gate)- Fire detection and firefighting system upgrade- Duress system upgrade- Drainage, water distribution and sewage system upgrade. Kick-off of the activity is planned in Q4 2020, with site infrastructures readiness by Q1 2023 and subsequent warranty. ... [Read more](#)

Directorate	Directorate of Operations	Responsible	Klaus-Juergen Schulz
Establishment	ESOC	Initiating Service	OPS-GSA
Open Date	N/A	IP Measure	N/A
Closing Date	N/A	Prog. Reference	E/0700-15 - Ground Station Infra
ECOS Required	No		
Classified	No		
Price Range	> 500 KEURO		

At the IITT stage, entities can contact the ESA Technical Responsible. Once an ITT is issued, all communications with ESA can exclusively go through the assigned Contracts Officer

Tender Type	Open Competition	Tender Action Package [0]	Clarifications [0]
Open To Tenderers From	AT+BE+CA+CH+CZ+DE+DK+EE+EL+ES+FI+FR+GB+HU+IE+IT+LU+NL+NO+PL+PT+RO+SE+SI+AU	No data available	
Technology Keywords	12-A-IV-TT&C, Radar and Optical Signal & Data Processing		
Products Keywords	4-A-4-Other		

Express interest in an activity

Express Interest
 Find Business Partners in esa-match
 Other Interested Entities
 Create AD in esa-match



What can be done at **INTENDED** stage:

- **Price range:** size the scope and the effort of the work/ allocate effort
- **Abstract:** choose the key persons (update the CV?) and tools/ facilities
- **Industrial policy measure:** contact potential partners
- **Find the name of the responsible:** communicate with ESA

Network/find partners/establish contact with delegations

Invitations to Tender - Issued

- When an ITT is ready it will change its status from “Intended” to “Issued” in esa-star Publication. At this stage all tender documentation becomes available (e.g. the Letter of Invitation, Statement of Work, Contract Conditions and Tender Conditions)

Expression of Interest:
 to be notified of changes, updates and clarifications pertaining to an ITT
 to announce wish to team up and bid together with other companies

TEST ESA-MATCH GEN 1
1-28510

Intended
Issued
Tender Opening in Progress
Evaluation
Negotiation
Awarded

Announcement Date 21/09/2020 CEST	Last Update On 16/10/2020 16:57 CEST	Update Reason Tender Clarification has been recalled
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The project objectives involve the development of an integrated combination of opto-electronic control technology and optical sub-systems based on hig ...[Read more](#)

Directorate	Directorate of Ind., Proc. Legal Serv.
Establishment	ESTEC
Open Date	24/09/2020 15:47 CEST
Closing Date	29/10/2020 15:30 CET
ECOS Required	No
Classified	No
Price Range	

Contract Officer	TEST_REL07 TEST_REL07
Initiating Service	IPL-PT
IP Measure	N/A
Prog. Reference	E/0600-00 - General Studies
Procurement Proposal	

Tender Type	Open Competition
Open To Tenderers From	CH+DE+ES+IT+SZ
Technology Keywords	15-G-I-Engineering Disciplines
Products Keywords	2-C-3-j-Matrix Structure: Ceramic (SiC)

Tender Documents

Tender Action Package (7)		Clarifications (2)	
	Name		Type
<input type="checkbox"/>	TA Package_Other_2.docx		Other
<input type="checkbox"/>	TA Package_Other.docx		Other
<input type="checkbox"/>	STANDARD_Cover_Letter_ITT_april2020 COVID-192020921-104252.pdf		Letter of Invitation
<input type="checkbox"/>	EXPRO_Tendering_Conditions_october20192020921-104320.pdf		Statement of Work

[Download](#)

Find Business Partners in esa-match
 Other Interested Entities
 Express Interest
 Create Bidder Restricted Area
 Create AD in esa-match

The Structure of an ITT – 1/2

An Invitation to Tender (ITT) usually consists of the following elements:

1. Cover Letter

- It describes at high level the contents of the Procurement and addresses key aspects (e.g. price type, maximum price to be observed, closing date etc.)

2. Technical Documentation

- **Statement of Work**
 - Scope and objective of the work
 - Applicable documents
 - Constraints
 - Task Descriptions
 - Deliverable Items
 - Project Reporting
- **Technical Requirements (Specifications)**
 - Performance
 - Interface
 - Design and Engineering
 - Integration and Verification
 - Operational

3. Draft Contract

- The draft Contract consists of:
 - its Articles
 - its Appendices (incl. e.g. the Statement of Work)

The Contract is based on the Agency's General Clauses and Conditions for ESA Contracts

4. Special Conditions of Tender (SCT)

- The SCT describe e.g.:
 - how the tender shall be structured
 - which information shall be provided
 - which “Key Acceptance Factors” must be adhered to
 - which “Evaluation Criteria” and “Weighting Factors” apply

The SCT are based on the “General Conditions of Tender for ESA Contracts”

ESA-STAR TENDERING

How can I submit proposals to ESA?

Link to access esa-star Tendering: <https://esastar.sso.esa.int>

- In order to submit offers to ESA, bidders have to create **Bidder Restricted Areas** (BRA) in esa-star Publication. The bidder work area is automatically created in **esa-star Tendering** afterwards.
- Bidders can then:
 - upload and submit offers to ESA
 - submit clarification and extension requests up to the deadlines set by ESA
 - recall a proposal at any time before the closing date

Should you be awarded a contract with the Agency: use **esa-p** to submit your invoices: <https://esa-p.sso.esa.int>. Support documents are available [here](#).

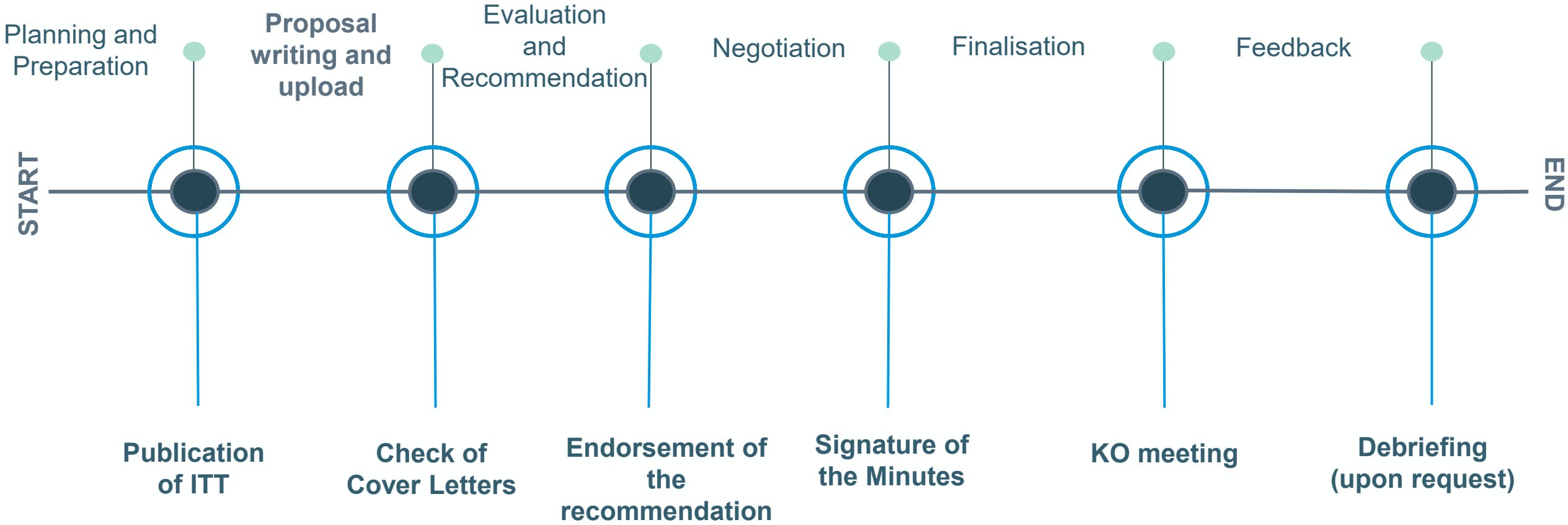
- Once an ITT is published, contacts with the Agency regarding the activity can exclusively take place (via the dedicated functionality in esa-star) through the responsible **Contracts Officer** whose name is shown on the Cover Letter.
- The Agency's **Contracts Officer**, in coordination with the Tender Evaluation Board (TEB), will address every request during the tendering period and provide an answer
 - information deemed to be of interest to all potential tenderers, as well as possible extensions to the closing date, will be published on esa-star Publication as an official **clarification** to the ITT.

THE PROCUREMENT PROCESS

What happens after I have submitted an offer for an R&D activity?

(Competitive Tendering)

Competitive Tendering Timeline



ESA-MATCH

How do I find partners and collaborators?

ESA's new industry matchmaking tool: esa-match



Home Space Industry Directory Opportunities Search Area

esa-match

Welcome to the European Space Agency's industry matchmaking portal

	Company Profiles	15142
	SME Profiles	3076
	Products	627
	Certifications, Labels & Patents	210
	Skills	94913
	Facilities	232

02	November 2024	• SMOS Science Conference + 15 Year Anniversary	Catania, Sicily (Italy)
03	November 2024	• SMOS Science Conference + 15 Year Anniversary	Catania, Sicily (Italy)
04	November 2024	• ARSI 2024 - 8th Workshop on Advanced RF Sensors and Remote Sensing Instruments	ESA-ESTEC
		• SMOS Science Conference + 15 Year Anniversary	Catania, Sicily (Italy)
05	November 2024	• ARSI 2024 - 8th Workshop on Advanced RF Sensors and Remote Sensing Instruments	ESA-ESTEC
		• SMOS Science Conference + 15 Year Anniversary	Catania, Sicily (Italy)
		• 12th International Workshop on Sea Ice Modelling, Assimilation, Observations, Predictions and ...	ESA-ESRIN



Tender Actions In Open Competition & Call For Proposal

Marketplace Ads

Student Opportunities In Industry

ESA Communications

1 Active, 0 New Since Last Visit

OSIP Campaigns & Channels

12 / 0 Campaigns / New Since Last Visit, 19 / 0 Channels / New Since Last Visit

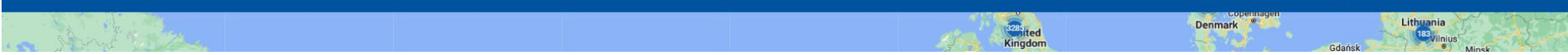
Open ESA Interacts

My Favourites

0 Company Profiles, 0 Tender Actions, 0 ESA Interacts, 0 Ads, 0 Student Opportunities

Recently Added

- 25/09/2024 - Ad Published: The Ad E-learning content design and development has been published.
- 19/09/2024 - Ad Report Issue: It has been reported an issue for the Ad 3D Printed Parts.
- 19/09/2024 - Ad Report Issue: It has been reported an issue for the Ad 3D Printed Parts.
- 19/09/2024 - Ad Report Issue: It has been reported an issue for the Ad 3D Printed Parts.
- 19/09/2024 - Ad Report Issue: It has been reported an issue for the Ad 3D Printed Parts.
- 19/09/2024 - Ad Report Issue: It has been reported an issue for the Ad 3D Printed Parts.



The system's main features are:

- **Entity Profiles**
 - Pages for eligible Legal Entities and Business Units where entities can present their companies, products, services and capabilities.
- **Space Industry Directory**
 - Area to search in all entity profiles, with options to search, filter and display entity locations on a map
- **ESA Calendar**
 - Calendar listing important ESA events such as Industry Days, conferences and training courses;
- **Dashboard**
 - Functionality in the internal part of esa-match which allows registered users to customise their esa-match experience and create their own homepage view with useful information (e.g. new tender actions published since last visit, Marketplace ads placed by others, ongoing B2B area conversations with other entities, profile views by other entities, number of personal “Favourites” marked in the system, “Recently added items” and much more).
- **Search Area**
 - Area where entities can search across all parts of esa-match
- **Opportunities Area, including:**
 - **Marketplace**
 - Area where entities can place "ads" (and link them to tenders) to look for partners and collaborators ("I'm looking for" + "I offer"). A communications features lets entities react to ads and communicate with other entities.
 - **Student Opportunities in Industry**
 - Area in which companies and organisation can place ads to look for interns, trainees or thesis students;
 - **Tenders Area**
 - Area which provides access to ESA and non-ESA tender actions in open competition and information about potential partners;
 - **ESA Interacts**
 - Area displaying open ESA Interacts
 - **OSIP Campaigns & Channels**
 - Browse all the available OSIP Campaigns and Channels
 - **Programme Overview**
 - overview of selected ESA programmes
- **B2B area**
 - An entity's private virtual room where conversations with other entities can take place.

- Register with ESA: esa-star Registration: <https://esastar-emr.sso.esa.int/>
- If you are an SME, claim your SME status
- Complete your esa-match profile
- Familiarise yourself with the Agency's standard documents/requirements/processes
- Review Intended and Open Invitations to Tender (ITTS and ITTs) regularly and identify activities of interest: Via esa-star Publication, communicate your interest in participating in the corresponding ITT
- Contact potential partners
- Respond to ITTs
- Request a debriefing following an unsuccessful proposal submission: this will help to improve the quality of subsequent tenders
- In addition: Identify Calls for Proposals of particular interest and respond

Thank you for your attention!

Information and support for SMEs:

- Business with ESA Portal https://www.esa.int/About_Us/Business_with_ESA
- the **SME Portal** www.esa.int/sme
- the SME Initiative “X” account [@ESAforSME](https://www.linkedin.com/company/ESAforSME)
- **Business with ESA** <https://fr.linkedin.com/showcase/doing-business-with-esa/>
- **SME Initiative Newsletter** https://esacontact.esa.int/rss_feed_subscription/
- **ESA Learning Hub** learninghub.esa.int
- SME Office **Helpdesk** sme-office@esa.int
- **Industry matchmaking on esa-match**
- **ESA Industry Space Days** isd.esa.int

