

# Welcome

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## ESA REACH Tool Webinar

Sandra Vogt

ESA CIC-IS (SME section)

26 February 2025



Please:

- Switch off your camera 
- Switch off your microphone 
- Use the chat function to ask questions or to indicate that you wish to take the floor 

The presentations will be made available on the ESA Learning Hub

# Access to the course presentations

<https://learninghub.esa.int/esa-reach-tool-webinar-february-2025>



## → DOING BUSINESS WITH ESA

18 Mar 2021 - 09:00 to 10:30 (UTC)

WEBINAR

### DESCRIPTION

This webinar will take place on 18 March 2021 at 10:00 CET. It is targeted at newcomers and companies new to ESA that wish to do business with the Agency in the future.

The session will consist of a presentation and a Q&A session.

### OBJECTIVES

The main objectives of the session are to:

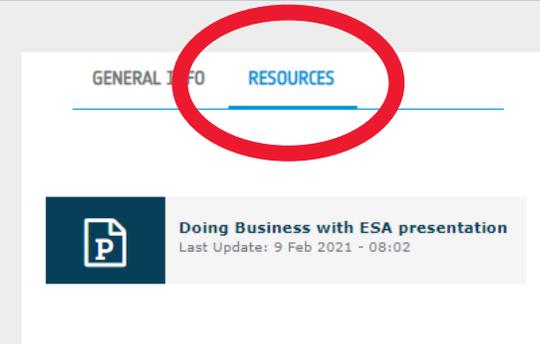
- understand ESA's main operating principles and basic institutional set up
- learn about the Agency's procurement principles and procedures
- get to know the Agency's Procurement tools
- learn about ESA's Industrial Policy
- learn how to sign up as a tenderer and access Invitations to Tender
- be introduced to the Agency's SME Initiative

### TRAINER

ESA SME and Industrial Analysis section

### CANCELLATION POLICY

If you sign up for the webinar but cannot attend, please send an email to: [sme-office@esa.int](mailto:sme-office@esa.int) at your earliest convenience to inform the organisers.



→ Please log in, visit the pages for the training and click on “Resources”



- **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)

# 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](#)



Next edition:  
16+17 September 2026  
ESA/ESTEC (Noordwijk, NL)

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

[CM25 Event for Industry](#)  
3-4 April 2025  
ESA/ESTEC



Use our channels to find relevant information:

- **SME Portal:** [www.esa.int/sme](http://www.esa.int/sme)
- **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](http://learninghub.esa.int)



Or reach out to us via the **SME Office Helpdesk:** [sme-office@esa.int](mailto:sme-office@esa.int)

# The SME Policy and Initiative

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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

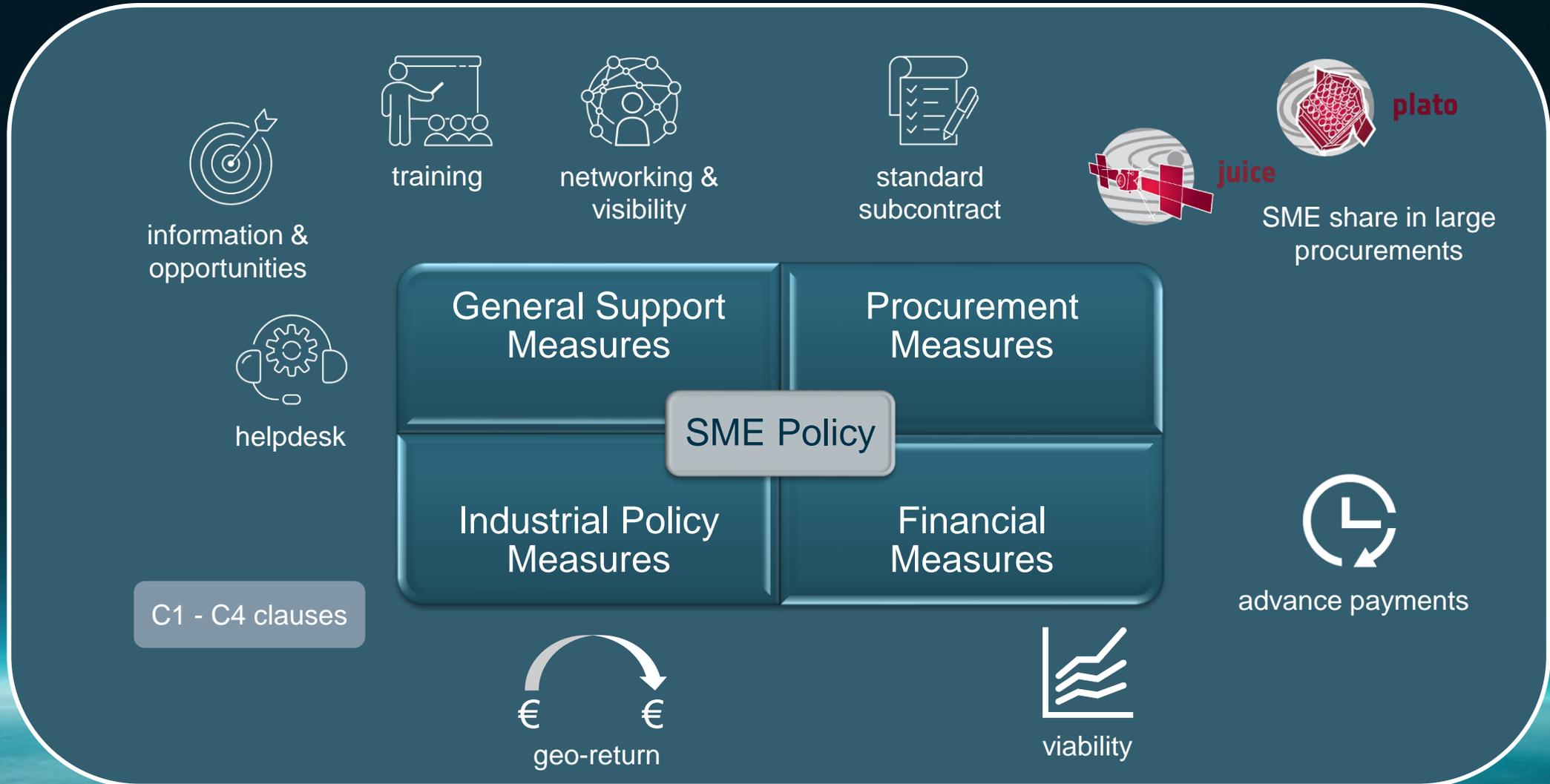
*\*Recommendation of the European Commission 2003/361/EC of 6 May 2003 (OJ L 124, 20.5.2003, p.36)*



# 2800 SMEs registered with ESA  
\*September 2024

📄 1528 SMEs contracted\*:  
\*period 2019-2023

€ Commitments to SMEs\*:  
11.7%



## Procurement Measures, e.g.:

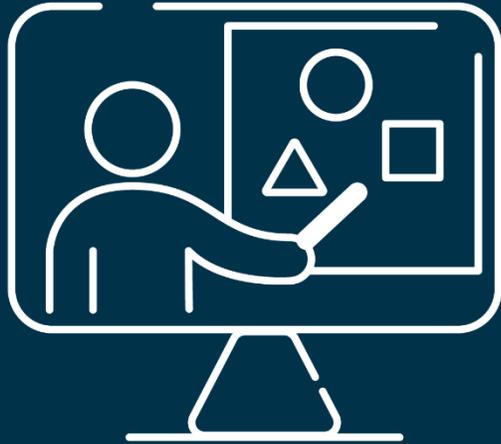
- ESA Member States request to secure a **share of their geographical return for SMEs** (as trialed in Juice, Biomass)
- Shares for different types of industrial actors in large procurements (e.g. SME share)
- SME-specific levels of co-funding in certain types of ESA programmes
- Standard sub-contracts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

## Industrial Policy Measures, e.g.:

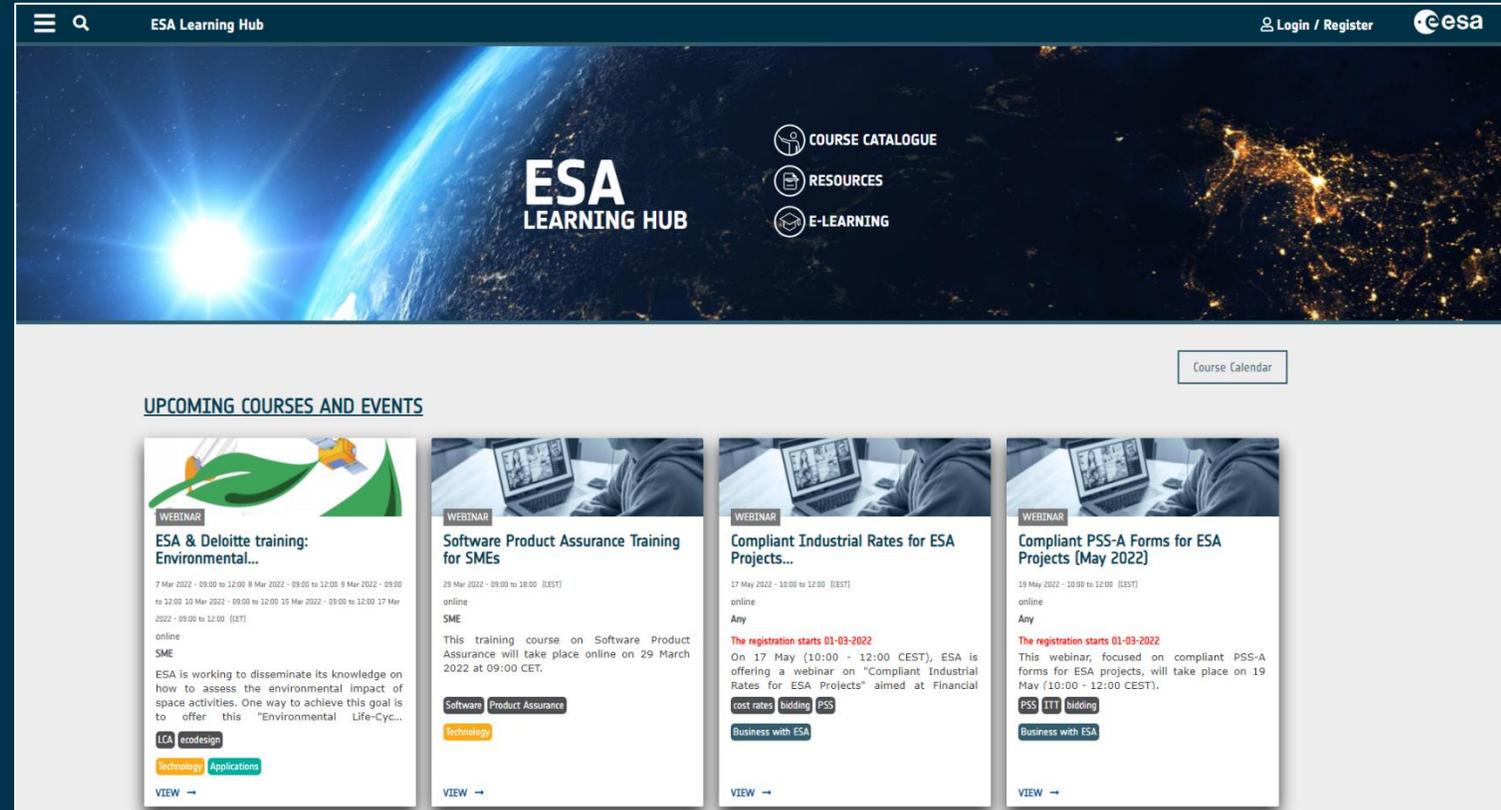
- Procurement actions reserved for SMEs and "Non-Primes" (**C1 – C4 measures**)

## 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



<https://learninghub.esa.int>

Thank you!

