



ESA TE+AM Poland

Information Day - Q&A

10 March 2021

BUSINESS
APPLICATIONS

BUSINESS
INCUBATION

TECHNOLOGY
TRANSFER

ESA UNCLASSIFIED



Questions and Comments 1/2

The below questions were asked during the ESA TE+AM Information Day on 10 March 2021.

Q: What team members specialisations would benefit the prospective ESA Technology Broker and Business Applications Ambassador?

This is mentioned respectively on slide 4 in the presentation *ESA Technology Broker AT* and slide 5 in the presentation *ESA BA Ambassador UK*.

Additionally, business networking skills are more important than in-depth technical knowledge. There are many different technical domains and downstream application domains that make it difficult to cover all aspects in either 1 person or a small team.

The ESA Technology Broker and Business Applications Ambassador are expected to be more of generalists rather than specialists in terms of technical know-how.

Q: What is the deadline of the tender?

At the time of the event (10/03/2021) the tender was not yet open. Once the tender is open (Q1/Q2) and the opening date announced, the tender will remain open for a minimum of 6 weeks.

Q: Is the budget covering both ESA Technology Broker and Business Application Ambassador?

Yes, the budget covers both ESA Technology Broker and Business Applications Ambassador.

Q: Is an application submitted by a consortium of two or three entities with complementary competences (Technology Broker + Business Application Ambassador) a good idea?

This is the case in some countries, but it depends on the organisations and the national landscape. It is important to have balanced and complementary competences.

Questions and Comments 2/2

Q: In the case of projects where the implementation costs exceed the budget planned by the ESA (the contractor assumes own contribution) how is the Value for Money factor assessed?

This is assessed under the criterion of adequacy of management, costing and planning for the execution of the work; see slide 16 in presentation *PL TEAM Event*.

The proposal is assessed on the price to ESA. If there are any additional costs the workload distribution is further examined. The underlining assumption is that in cases where additional cost is required for implementation, there are skills and expertise lacking. In cases where the price to ESA is lower, this is also taken into consideration when formulating the recommendation.

It is important that the price is within the ESA budgetary limits, then the proposal is compliant.

Economic operators can contribute with their own contributions, but this is not a key requirement for this particular ITT opportunity (ESA TEAM Poland).

In respect to value for money, for example, the amount of labour hours and labour rates are taken into account.