



# ESA Space Solutions Webinar Addressing COVID-19 Outbreak

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## WELCOME TO THE WEBINAR!

### Before we start...

- Due to the number of attendees, please keep your microphones muted at all times and switch off the webcam function.
- You can use the chat / conversation function anytime to submit your questions. They will be addressed during the Q&A session at the end of the webinar. However please note that they might also be addressed in the course of the presentation.



## AGENDA

- ESA introduction
- “Space based services / applications addressing COVID-19 outbreak” - A010377
  - Background
  - Objectives
  - Examples of applications
  - Value of Space
- Demonstration Project objectives and requirements
- How to apply: process overview
- Questions & Answers session





## THE EUROPEAN SPACE AGENCY

### Purpose of ESA

To provide for and promote, for exclusively peaceful purposes, cooperation among European states in space research and technology and their space applications.

### Facts and figures

- Over 50 years of experience
- 22 Member States
- 8 sites/facilities in Europe
- Over 80 satellites designed, tested and operated in flight





space transportation



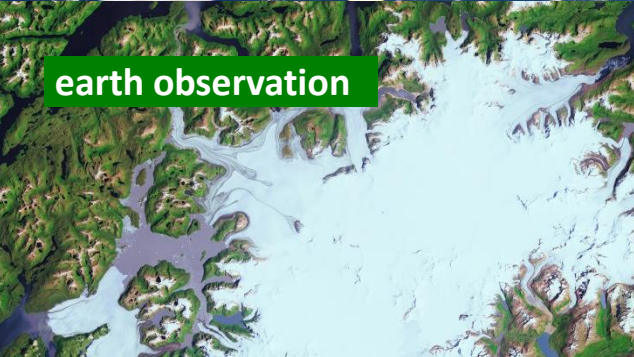
science



human spaceflight



earth observation



telecommunications  
and applications



navigation



exploration



operations



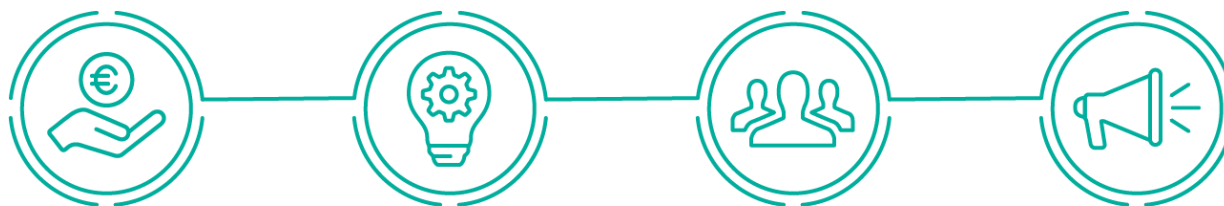
technology







## OUR OFFER



Zero-Equity  
Funding  
(€50K-€2M+)

Tailored Project  
Management  
Support

Access to our  
Network and  
Partners

Use of ESA  
Brand for  
Credibility



## Space based services / applications addressing COVID-19 outbreak - BACKGROUND

- 3<sup>rd</sup> initiative proposed by ESA Space Solutions on the COVID-19
  - A010314 - Space in response to COVID-19 outbreak (targeted to Italy) - Developed in cooperation with the Italian Minister for Technological Innovation and Digitization (MID) and with ASI – CLOSED
  - A010336 - Space helping UK on COVID-19 and other pandemics (targeted to UK) - Developed in cooperation with UKSA. Open Call for Proposals open on 14/04/2020 for six months
  - A010377 - Space based services / applications addressing COVID-19 outbreak





## Space based services / applications addressing COVID-19 outbreak - MAIN OBJECTIVES

- Support the development and deployment of solutions able to rapidly help the citizens and professionals to overcome challenges caused by the Coronavirus outbreak
- Focus on **Health and Education**  
Other topics? Continuous Open Call
- Demonstrate the benefits provided by the utilization of space-assets to improve existing products/services and/or to create new ones and facilitate their deployment and adoption in these extraordinary circumstances



## KEY FOCUS AREA HEALTHCARE - Examples of Application

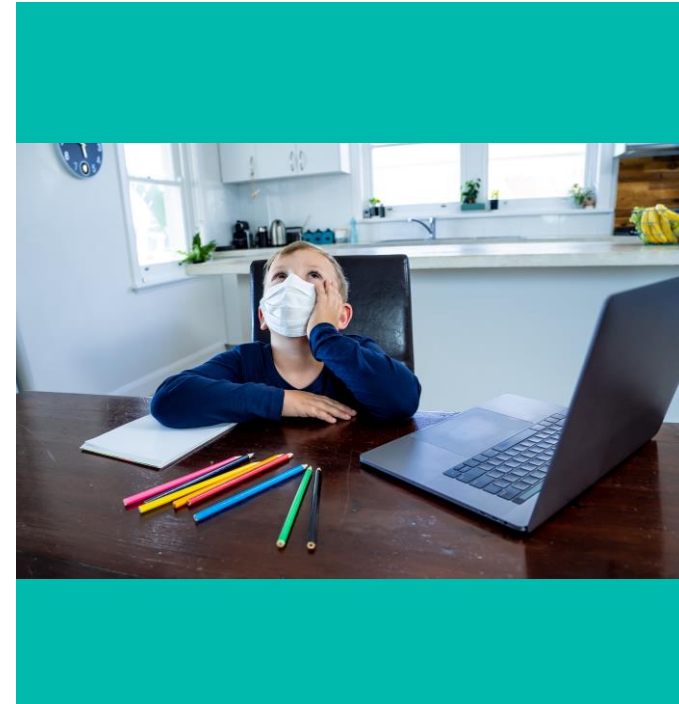
- Tele-homecare and support to patients at home
- Support to medical operations and resource planning
- Logistics within the health delivery system
- Population health and wellbeing
- Recovering health system function and handling backlogs after the crisis
- Awareness and support to decision making for managing infectious disease outbreaks
- Preparedness for future epidemics
- Social care





## KEY FOCUS AREA EDUCATION - Examples of Application

- Digital learning platforms and e-learning solutions
- Remote provision of training and education
- Social “Virtual” Interaction to engage pupils



## VALUE OF SPACE



### Satellite Communications

- Provide connectivity where terrestrial communications is insufficient
- Enable remote monitoring through transmission of sensor data



### Earth Observation

- Provide contextual situational awareness
- Provide collection of data for production of images and maps environment



### Satellite Navigation

- Provide location data for epidemiological analysis
- Support cross-certification of patient data
- Track and route emergency vehicles/ambulances
- Enable applications in the VR/AR sector



### Human Spaceflight technologies

- Provide support to sanification/decontamination
- Support monitoring of COVID-19 patients



## ESA TENDER INFORMATION

The tendering process follows a two steps approach:

- The first step requires the submission of an **Outline Proposal**.
- The Tenderers whose Outline Proposal is positively evaluated, will be invited by the Agency to prepare a **Full Proposal**.
- All the information is here: <https://business.esa.int/space-covid-19>





## Space on COVID-19

Home » Space on COVID-19

# Space based services / applications addressing COVID-19 outbreak

Portal for information about the Open Call for Proposals AO10377 "Space based services / applications addressing COVID-19 outbreak"

This Open Call for Proposals calls for activities to facilitate the quick integration and deployment of concrete and sustainable solutions to contribute to help alleviate the stress provoked by the COVID-19 outbreak, making use of the different advantages provided by space-based products and services relevant to the field of [Healthcare](#) and [Education](#) in the context of the COVID-19 emergency.

To access the latest information, click [HERE](#)

Please note the following important points before you decide to prepare your submission:

1. This initiative is proposed by the European Space Agency, and as such the proposed activity shall involve the utilisation of some space technologies (i.e. satellite communications, satellite navigation, images from Earth Observation satellites, technologies coming for the human space flight).
2. The proposed activity shall include a deployment of the solution and a pilot utilisation of the solution, to be performed within the actual context of the COVID-19 emergency, in collaboration with potential users / customers, in a realistic operational environment.
3. Only ONE submission per Tenderer is allowed, independently from the outcome. In case of multiple submissions, only the first one will be evaluated.
4. The selection of the project is based on a [2 steps approach](#), as indicated below: Outline Proposal (First Step) and Full Proposal (Second Step).
5. An answer will be obtained from ESA only if the Outline Proposal is pre-selected for the next stage, i.e. the submission of the Full Proposal. In such a case, the feedback will be provided not later than 15 days from submission of Outline Proposal to ESA.
6. The evaluation of the Full Proposal will be executed following the submission in the esa-star system. The Full Proposal will require a "Letter(s) of Authorisation of Funding" (AOF) from the relevant National Delegation(s) of the entities involved in the proposed activity.
7. Selected activities can be funded up to 80% for SMEs, Universities and Research Institutes, and up to 50% for non SMEs.

Potential Tenderers are invited to download the full information package including eligibility requirements about this call, which is available on ESA tendering system (EMITS): [https://emits.sso.esa.int/emits/owa/emits\\_online.showao?actref=20:1AP.09&type=mail](https://emits.sso.esa.int/emits/owa/emits_online.showao?actref=20:1AP.09&type=mail)

Please note that you need to register your entity (for free) in our system to be able to retrieve the information. This can be done here: [https://www.esa.int/About\\_Us/Business\\_with\\_ESA/How\\_to\\_do/esa-star\\_Registration\\_Process](https://www.esa.int/About_Us/Business_with_ESA/How_to_do/esa-star_Registration_Process)

**NOTE FOR UK COMPANIES INTERESTED IN BIDDING FOR HEALTHCARE**

Please note that a specific Open Call for Proposal AO10336 "Space helping UK on COVID-19 and other pandemics" has been issued to address the Healthcare sector in UK. UK entities intending to apply for the Healthcare sector are therefore invited to apply to the UK call AO10336. More information can be found in [this web page](#).



<https://business.esa.int/space-covid-19>



## DEMONSTRATION PROJECT: OUTLINE PROPOSAL CONTENT

### 1. The Team

- Background, experience and connections with the Health or Education sectors
- Including participating entities to the demonstration trials

### 2. The Idea

- Solutions to be deployed, technical maturity, innovation, space assets
- Pain and gains for the users

### 3. The Activities

- Starting point prior to start, key activities, cost & duration, key resources, risks
- Scalability potentials

- There is a Template
- Be concise and factual
- Read the documentation
- Read the documentation!!!

The bidder shall confirm that the Outline Proposal has been sent to the National Delegation.

- Submit by sending at
- [space4health@esa.int](mailto:space4health@esa.int) or using the [webform](#)



## DEMONSTRATION PROJECT: FULL PROPOSAL CONTENT

### 1. Service Value Proposition

- Service Description & Selling Points
- Customers segments, Key Resources and Partners

+Letter of Support from the engaged User

+Letter of Authorization from ND

*(unless pre-authorized budget is available from your Country)*

### 2. Technical Proposal

- System/Service Architecture, Space Assets, Implementation
- Pilot trials, Letters from Users

### 3. Management And Administrative Proposal

- Experience, facilities, management, Key personnel, CVs

### 4. Implementation Proposal

- List of Deliverables, Work Breakdown Structure, Work Packages Description

### 5. Financial and Contractual Proposal

- Cost & price, PSS forms, Milestone Payment Plan, Insurance Waiver, Contract conditions...

- There is a Template
- Be concise and factual
- Read the documentation
- Read the documentation!!!

## DEMONSTRATION PROJECT: KEY REQUIREMENTS

The DP shall:

- Respond to concrete needs that the international community is experiencing due to the coronavirus pandemic in the short term or needs that could emerge in the medium term.
- Address the needs identified in one application area (healthcare or education)
- propose a service demonstrating the benefits of using at least one space asset, with clear potential to become sustainable.
- provide a measurable socio-economic impact
- include a/some pilot demonstration trial(s)
- be accompanied with a “Letter of Participation of relevant Users and stakeholder” indicating their interest & motivation in the proposed service(s) and confirming their participation in the pilot application.

## FUNDING ELIGIBILITY

- Companies residing in the following Member States will be eligible to apply: Austria, Belgium, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Luxembourg, the Netherlands, Norway, Poland, Portugal, Romania, Spain, Sweden, Switzerland and the United Kingdom.
- The bidder shall send the Outline Proposal to their National Delegation(s).
- Letter of Authorization from bidding team's national delegation(s) is needed and must be submitted as part of the Bidder's Full Proposal. Without this letter, the proposal is not eligible.
- The contacts of the National Delegations can be found at <https://business.esa.int/national-delegations>





## HOW TO APPLY (1/3)

1. Register by completing online questionnaire on [ESA-STAR Registration](#) (minimum 'light registration')
2. The Call is open since 14/05/2020 and will remain open for six months
3. Download the official tender documentation (Invitation to Tender) and create 'Bidder Restricted Area' via EMITS: (ref. A0/1-10377/20/UK/AB)
4. Read the instructions
5. Write the Outline Proposal using the template provided here: <https://business.esa.int/space-covid-19>
6. Submit it via [space4health@esa.int](mailto:space4health@esa.int) or via the webform indicated on the webpage



## HOW TO APPLY (2/3) – for UK and IT entities

1. UK applications for Health shall be made under the UK call (A010336)
2. Considering the fact that ASI has supported a first call (focused on Italy), now closed, proposals involving Italian companies are possible under the following conditions:
  - Proposals can be supported only if targeting the **Healthcare** field
  - ASI has issued a **pre-authorized budget**
  - Outline Proposals (OPs) with IT prime- or sub-contractors shall be **submitted by 30 June 2020 (latest)**
  - OPs will be evaluated in a **single evaluation session**
  - OPs will be **ranked and only the ones selected, considering ESA evaluation and ranking and funding availability, will be retained by ESA and will be invited to submit their Full Proposal.**





## HOW TO APPLY (3/3)

1. Shortlisted? ESA will inform you about the status of your outline proposal no later than 8 days (worse case scenario) after the submission as there is 1 evaluation session per week
2. Read the documentation / guidelines!
3. Write your Full Proposal and obtain Letter of Support from [National Delegation](#) (if your ND has not pre-authorized this AO)

BE CONCISE AND FACTUAL!

4. Ask ESA for some help if needed!
5. Submit your proposal via [ESA-STAR Tendering](#) when you are ready!

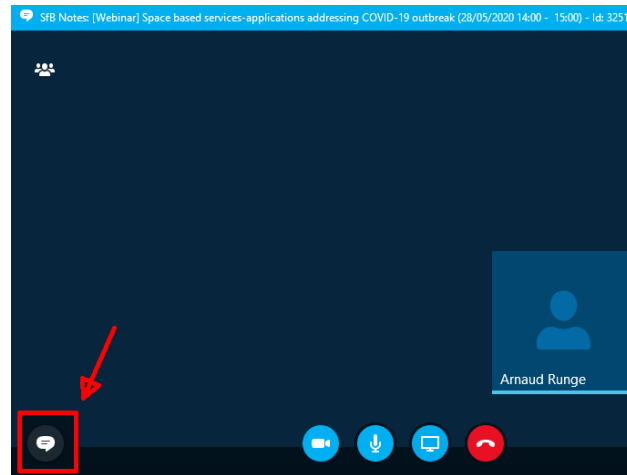




# QUESTIONS?

## OPEN QUESTIONS & ANSWERS SESSION

- Please use the chat icon to ask your questions







THANK YOU  
FOR PARTICIPATING