

Space in response to COVID-19 outbreak Webinar

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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 conversation function anytime to submit your questions. They will be addressed during the Q&A at the end of the webinar



AGENDA

- ESA introduction
- “Space in response to COVID-19 outbreak” Announcement of Oppo
 - Background
 - Objectives
 - Examples of applications
 - Value of Space
- Demonstration Project objectives and requirements
- How to apply
- Open 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



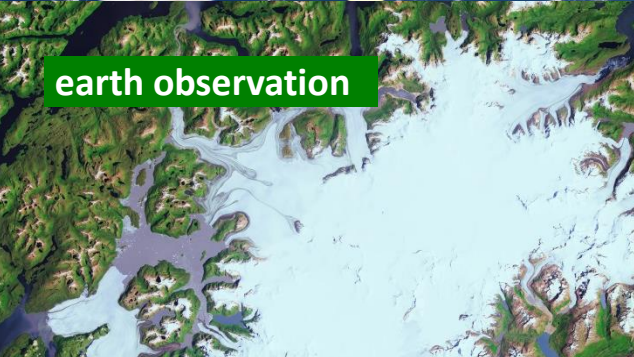
science



human spaceflight



earth observation



telecommunications
and applications



navigation



exploration



operations



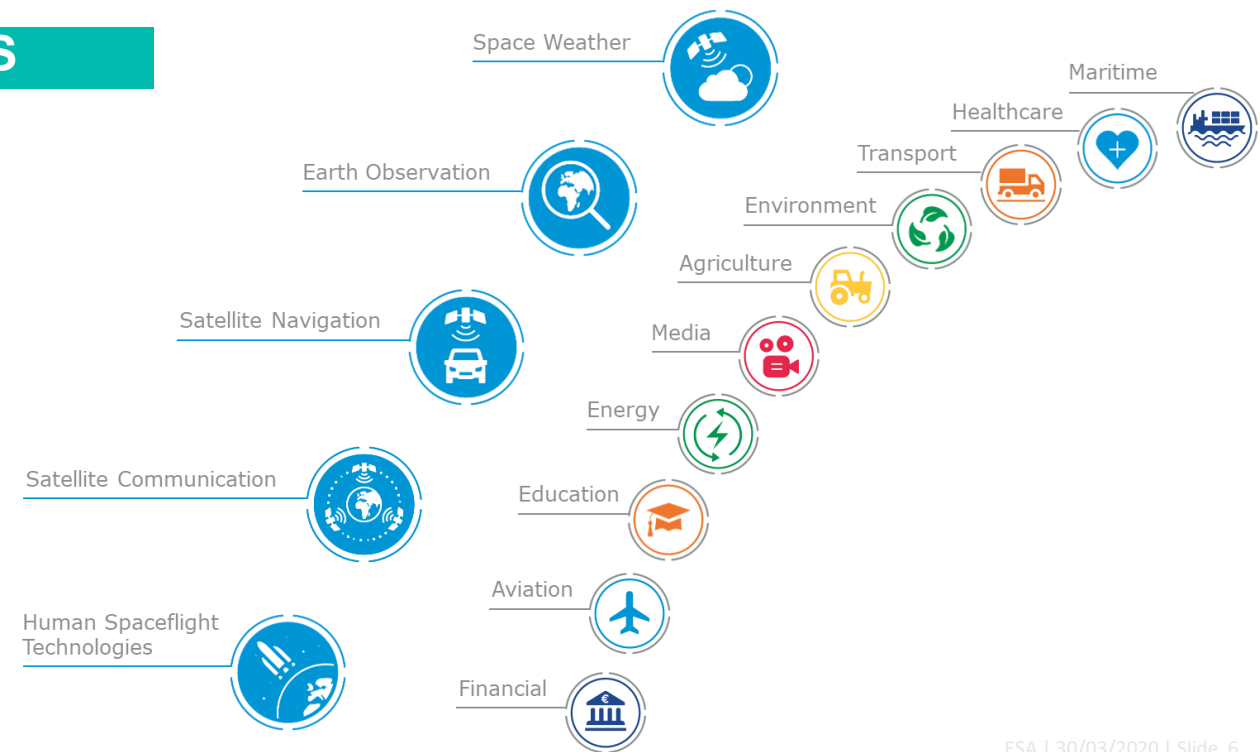
technology





ESA SPACE SOLUTIONS

Could you be leveraging Space technology and data for the benefit of life on Earth?





OUR OFFER



Zero-Equity
Funding
(€60k-€3M+)



Tailored Project
Management
Support



Access to
Our Network
& Partners



Use of the
ESA Brand for
Credibility



SPACE IN RESPONSE TO COVID-19 - BACKGROUND

- This Announcement of Opportunity (AO) originated from the collaboration agreement between the European Space Agency (ESA) and the **Italian Minister for Technological Innovation and Digitization (MID)**.
- ESA and the Italian MID initiated a dialogue with several user communities and stakeholders, including the Italian Minister of Education.
- The scope is to support the realisation and deployment of digital solutions to help citizens and communities which are facing the extraordinary consequences of the COVID-19 outbreak.
- The application areas have been coordinated with the **Italian Space Agency (ASI)**, which has relevant competence and expertise acquired thanks to specific national initiatives.



ESA UNCLASSIFIED





SPACE IN RESPONSE TO COVID-19 - MAIN OBJECTIVES

- Support the development and deployment of solutions able to help the citizens and professionals living in Italy of the health and educational sector to deal with the challenges of the coronavirus outbreak;
- Support the development and the adoption of services in health and in education for sustain the Italian community in reacting to the coronavirus outbreak;
- Demonstrate the benefits provided by the utilization of space-assets integrated with other novel technologies and facilitate their deployment in this extraordinary circumstances
- Offer the opportunity to economic operators to deploy and demonstrate applications solutions based on space for the benefit of citizens, local authorities and enterprises.

The proposed services shall be deployed in **Italy**, and can additionally be demonstrated in other geographies and countries, to the benefit of user communities which are facing similar exceptional challenges.



KEY FOCUS AREA HEALTHCARE - Examples of Application

- Remote diagnosis
- Diagnostics, second opinions, initial treatment and follow-up
- (Real-time) support or training to medical personnel
- Resource planning.
- Follow-up of patients affected by other sicknesses.
- Sanify infected areas
- Remote social care
- Guarantee mental health and well-being of the home isolated people.





KEY FOCUS AREA EDUCATION - Examples of Application

- E-learning
- Remote provision of training
- Social “Virtual” Interaction
- E-Training and e-conference for entrepreneurs



VALUE OF SPACE



Satellite Navigation

- Enable applications in the VR/AR environment
- Validate the access to training/learning content based on the location of the pupils and on the time when the access is done



Satellite Communications

- Provide connectivity where terrestrial communications are insufficient
- Enable remote monitoring through transmission of sensor data
- Be a backup for terrestrial systems



Earth Observation

- Provide contextual situational awareness data for epidemiological mapping
- Provide collection of data for production of images and maps, e.g. to provide relevant parameters into the VR/AR environment used for specific courses (e.g. geographical maps, historical sites)



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**.



DEMONSTRATION PROJECT: OUTLINE PROPOSAL CONTENT

- 1. Project summary and rationale**
- 2. Sustainability Assessment**
 - User Segments
 - Key Resources and Partners
 - SEI (Socio-Economic Indicators)
- 3. System and implementation aspects**
 - User Requirements
 - System/Service Architecture
 - Implementation Approach
 - Pilot-Demonstration Service
- 4. Financial and Management**

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



DEMONSTRATION PROJECT: FULL PROPOSAL CONTENT

1. **Project summary and rationale**
2. **Sustainability Assessment**
 - User Segments
 - Business Model & Service Sustainability
 - Key Resources and Partners
 - SEI (Socio-Economic Indicators)
3. **System and implementation aspects**
 - User Requirements
 - System/Service Architecture
 - Implementation Approach
 - Pilot-Demonstration Service
4. **Financial and Management**

+Letter of Support from the engaged User
+Letter of Authorization from ND
(unless pre-authorized budget is available from your Country)

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 Pilot demonstration in Italy. Additional Pilots in other Countries are possible.
- be accompanied with a “Letter of Participation of relevant Users and stakeholder” indicating their interest in the proposed service(s) and confirming their participation in the pilot application. **(The Agency and Italian MID may support the discussion with the interested user(s), in order to obtain a letter of support from the relevant user(s), and facilitate the gathering of inputs required by the Tenderer to consolidate the Full Proposal).**

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 (1/2)

1. **Register** by completing online questionnaire on [ESA-STAR Registration](#) (minimum 'light registration')
2. **The Call opens tomorrow 31st March 2020**
3. **Download** the official tender **documentation** (Invitation to Tender) and create 'Bidder Restricted Area' via EMITS

(ref. **AO/1-10314/20/NL/AF**)

- 4 **Write your Outline Proposal using the template provided in the Tender documentation and, before the 20th April 2020, 13:00 CET, email it at:**

- *(first to) Your National Delegation*

ESA UNCLASSIFIED business@esa.int cc to Audrey.Ferreol@esa.int





HOW TO APPLY (2/2)

1. ESA will inform you whether your outline proposal has been selected by 27th April 2020
2. **Write your Full Proposal** and obtain **Letter of Support** from [National Delegation](#) (if your ND has not pre-authorized this AO)

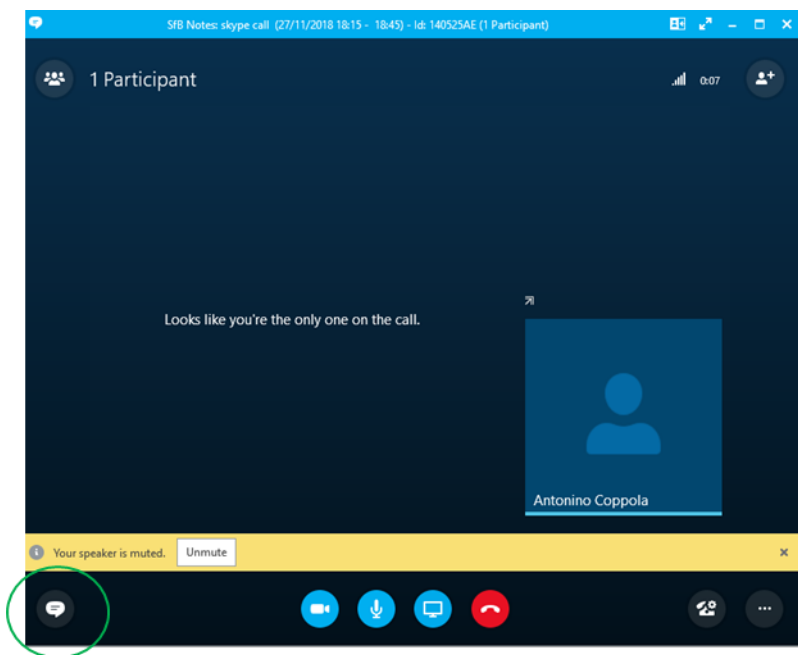
*At the moment pre-authorized budget is available from:
Ireland
Italy*

3. **Submit** your proposal via [ESA-STAR Tendering](#) by **14th May 2020**





OPEN QUESTIONS & ANSWERS SESSION



QUESTIONS?

THANK YOU
FOR PARTICIPATING

STAY SAFE
STAY HOME