

NAVISP Programme

Industrial competitiveness

objectives and motivation to participate

Element 2 : Objectives (1/2)



- ✓ To maintain and improve the **competitiveness of the industry** of the participating States in the global market for Satellite Navigation, and more broadly PNT technologies and services
- ✓ To ensure the readiness of the industry to respond to emerging market opportunities by focusing its activities on **products ready for the market**
- ✓ To **facilitate cross-fertilisation between space-based and terrestrial positioning technologies**
- ✓ To **facilitate the emergence of new actors in the PNT sector**



- ✓ **To support SME** satellite navigation sector in participating MS, **both upstream and downstream**
- ✓ To support national industry to strengthen the **technology readiness** of the relevant product portfolio
- ✓ To mitigate the **relevant risks** linked to the technical development of a product and its commercialisation

Element 2: Content



✓ The product may be relevant to the **whole Satellite Navigation value chain and the wider PNT domain**

✓ The activities may address:

- development of a new **disruptive product**,
- **upgrading or improvement** of an existing product

✓ The development activities shall aim at **resulting in a pre-commercial product.**

✓ **BUT** EGNSS (GALILEO and EGNOS) evolution and R&D remain under political and strategic leadership of EC/GSA. **Coordination scheme is in place with EC and GSA.**



Element 2: Motivation to participate (1/3)

- ✓ A very flexible programmatic framework, designed for industry competitiveness !
- ✓ The range of companies that can participate is wide: **space, non space, large, SME, start ups**, are invited to participate
- ✓ **The perimeter of activities that can be proposed is wide.**
- ✓ The project is proposed **by the industry** (specification of the product, the development activities, the costs and the duration)
- ✓ ESA **contributes to the development** of a product for which the company has interest to invest (corresponding to strategic and commercial company's plans)

Element 2: Motivation to participate (2/3)

- ✓ The co-funding scheme

Type of Tenderers	General rule (e.g. Large Enterprise)	SME	Universities and Research Centers involved as subco with no further commercial interest
Ratio of ESA contribution on total cost	≤50%	≤80%	≤ 100%

- ✓ Advanced payment upon contract **up to 30%** (specifically for SME)

Element 2: Motivation to participate (3/3)

- ✓ **The implementation aims at a contract award in four months through direct negotiation**
- ✓ **IPR according to ESA rules (The **ownership, access, use and disclosure of the Information, Data and Intellectual Property** generated under the contracts **remain to industry**)**
- ✓ **Ownership** of any tangible asset developed under a contract may be **left to the Contractor**
- ✓ **All proposals received** by ESA will **be treated in confidence.**
- ✓ **Close coordination with the national Delegation**