Objectives

➢ Support competitiveness of the industry in the PNT global market

• Strengthen the technology readiness and mitigate risks
• Address all value chain
• Address all market sectors
• Address all the development phases up to a pre-commercial product

➢ In line with ESA strategic goals

• Promote the use of space in non space economic sectors
• Promote integration of space/non space technologies
• Attract new comers to ESA
Implementation

A lean and agile process for implementation

Procurement:

- «Driving seat to Industry» proposing the development of products in line with their commercial plans
- Co-funding mechanism up to 80% for SME, 50% for large companies and 100% for research centers with no commercial interest
- Implemented via a permanent Open Call with detailed guidelines for the preparation of the proposals
- Two step approach to involve Delegation from the very beginning of the process
- Direct negotiation procurement process
- ESA executive in facilitating mode
- Efficient procurement process: objective of 4 months from outline proposal submission to contract award
A lean and agile process for implementation

Execution:

- Advanced payment upon contract up to 35% (for SME)
- All information is treated as commercial sensitive
- IPR remains with the Contractor
- Transferable product ownership upon contract completion
Status of Implementation

NAVISP Element 2 is being implemented at a very fast pace.

AO 8927 issued in April 2017

After less than 2 years:

- more than **50 activities** in the pipelines, **23 committed**
- **56 % of the available funds** engaged (25 M€)
- **40 M€** of new business processes in the PNT market in Europe and Canada.
- SME: **60% of the primes are SME**
- **30% of the primes are new comers** and never worked with ESA before
- **diversified economic sectors addressed**: transport, aviation, maritime, rail, automotive, energy, banking, LBS, science, space
- All **value chain concerned**: ground segment, user segment, application, service, transversal technologies
- Objective of **4 months met**
Conclusions

Open Call for Proposals on EMITS

AO8927

Any doubts/clarification/need of help, contact

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- Till 2017, Chairman and CEO of Tecnobit, the Aerospace and Defence branch of Grupo Oesia.
- Till 2009, CEO of Grupo GMV. Under his leadership, GMV became the world leader among the suppliers of satellite control centers and a key player in satellite navigation technology.
- Member of the Board of Directors of Galileo Sistemas y Servicios S.L., Galileo Industries S.A. and ESNIS GmbH.
- Contributor to the definition of the Spanish National Space plans.
- Member of the Advisory Committee for Space Matters of the Spanish Centre for National Defence Studies.
- Full member of the French Air and Space Academy.